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Cover Story on page - 28



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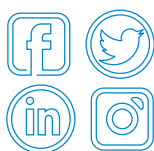


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Index



WE WILL COME OUT STRONGER!
Page 9 >>



DRUPA IS POSTPONED TO APRIL 2021
Page 12 >>



FAE APPRECIATES DISTRIBUTORS
Page 14 >>



EUROSHOP 2020 CONFIRMS LEADERSHIP POSITION AS GLOBAL EVENT FOR RETAIL
Page 22 >>



"THE ONLY THING NOW IS TO FOCUS ON GETTING THINGS BETTER IN THE FUTURE 2020"
page 24 >>



Cover Story - COVID-19: HOW TO STAY AFLOAT AND AVOID STAFF LAY OFF
Page 26 >>



WHY DRUPA POSTPONED TO APRIL 2021
Page 38 >>



"OUR CUSTOMERS ARE OBVIOUSLY GOING TO HAVE A SMOOTH RIDE WITH US
Page 40 >>

How to reach us

Our e-mail address is: wheretoprint@yahoo.com, numberscmkyklimited@yahoo.com and P. O. Box 17871, General Post Office, Ikeja Lagos Nigeria 2341. Letters should include the writer's full name, address and direct telephone numbers and may be edited for purpose of clarity and space. All submissions become the property of NUMBERS CMYK LIMITED. Please do not hesitate to also call us on Tel (Nigeria Mobile): +234(0)803 862 9114. Our Office is located at 46B, Adekunle Fajuyi Way, GRA Ikeja, Lagos Nigeria.

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To Readers

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

WE WILL COME OUT STRONGER!

I have always been an optimist that, even the ravaging coronavirus (COVID-19) cannot deter; for I know for sure that we will come out stronger! We humans are incredible creatures especially when hit, the hardest. We always look out for the shining light at the darkest hour. I'm not saying the impacts of this scourge will not be significant – yes, it will but alas, as we are who we are: determined, rugged and never-giving up. We will overcome!

Very soon, the negative impact of COVID-19 will begin to fizzle out, then the opportunities will start to unfold. Governments and businesses will pump money into the system to make up for lost time or services affected. Factory will open up to huge demands while supply chains that

were broken will bounce back to life, and so forth. The question now is: how prepared are you to take advantage of the opportunity coming? This period of lockdown (which I invariably rephrase as 'lock-in') should be your best moment to rethink and re-strategise.

While this edition has some elements of COVID-19 to help us to successfully navigate the impact of the epidemic both individually and as business concern, I implore you to generally observe strict instructions from official Government (or governmental parastatal) whose duty is summarily to safeguard our lives and properties. For invaluable ways to rethink your life and business amidst COVID-19 and beyond, turn to our **COVER STORY** on pages 26 and 27 aptly titled: **COVID-19: HOW TO STAY AFLOAT**

AND AVOID STAFF LAY OFF. The **POST-SHOW SPECIAL FEATURE REPORT** of Euroshop 2020 from page 22 captioned: **EUROSHOP 2020 CONFIRMS LEADERSHIP POSITION AS GLOBAL EVENT FOR RETAIL** also presents opportunity in Retail Business that you can explore. However, right from page 10, we characteristically recorded news within the last two months in the industry both in and outside Nigeria in our **PRINT IMPACT AROUND NIGERIA** (pages from page 10) and **PRINT IMPACT AROUND THE WORLD** (from page 12) respectively.

We start this issue's **SPECIAL SUPPLEMENT REPORT** with the special coverage of envelope manufacturing giant - **FAE LIMITED** show of gratitude to her distributors all over Nigeria in appreciation of their commitment, hardwork and unalloyed support. In her annual **'APPRECIATES CUSTOMERS'** event, we bring you memorable



Continued on page 10 >>

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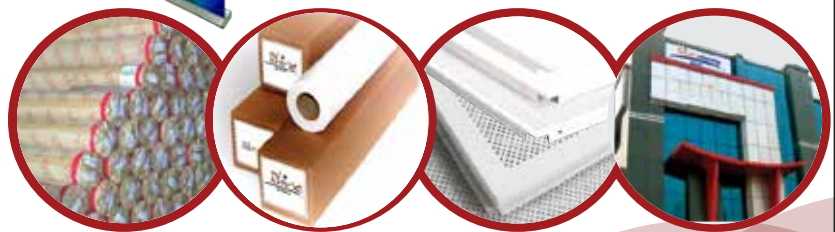
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From page 9 >>

images that made the event colourful. Flip to pages 14, 15, 16 and 17 on how **FAE APPRECIATES DISTRIBUTORS**.

Just this month, professional printers in Kaduna State under the aegis of Kaduna Master **Printers' Association (KAMPA)** confer its leadership to **Mr. Abiola Yusuf Eleja led Excos** tagged **TEAM UNITY**. A man of passion, focus, and sheer will, **WHERE To Print** sat down with him in his expansive office within its ultra-modern headquarters of **Exceptional Colours Limited** where he emphasises his commitment to **TEAM UNITY**'s promise of a mutually beneficial administration to all KAMPA members' businesses, health, knowledge and the environment. Turn to pages 24, 25, 29 and 30 to read the Exclusive

Interview. We also spoke with an industry veteran who recently open up his private business to share his experience, challenges as well as opportunities in print business, and how Government can assist to help print businesses grow in Nigeria. Enjoy the excerpt of our conversation with **Pastor Gbenga Oladokun, CEO of NENO International Services** on pages 40 and 41 where he declared that: **"OUR CUSTOMERS ARE OBVIOUSLY GOING TO HAVE A SMOOTH RIDE WITH US THIS YEAR, I LOOK FORWARD TO A WIN-WIN KIND OF RELATIONSHIP WITH OUR CUSTOMERS"**

Lastly, it is no news that world No. 1 printing fair – **drupa** has been postponed till next year April. What should the industry expect from Messe Dusseldorf as they gear up for **drupa**

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2021? Check this out in WHY WE POSTPONED DRUPA TO APRIL 2021 where **Sabine Geldermann, Director drupa and Global Head Print Technologies of Messe Dusseldorf**, answers pertinent questions that concern the Print Industry as she declares: **"WE TAKE EVERY POSSIBLE MEASURE**

TO MEET THE EXPECTATIONS OF OUR GLOBAL CUSTOMERS IN APRIL 2021 – LET'S EMBRACE THE FUTURE IN 2021 TOGETHER!"

You can see why I am very optimist about the future?

Stay safe and be prepared for a better and stronger you!

Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

CIPPON OPENS FUNCTIONAL SECRETARIAT



...Inside CIPPON Secretariat



Industry regulatory body - Chartered Institute of Professional Printers of Nigeria (CIPPON) has opened a functional Secretariat to

help build institutional integrity while making printing profitable again.

Located on first floor, Block B (behind Union Bank), Adebowale House, 150 Ikorodu

Road Onipanu, some CIPPON Council Members were on hand to officially declare the new CIPPON Secretariat open for business. For more information on becoming a member of CIPPON,

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Continued on page 18 >>



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DRUPA IS POSTPONED TO APRIL 2021



The drupa trade fair scheduled for 16 to 26 June 2020 will now hold 20 to 30 April 2021. This is because drupa organiser, Messe Düsseldorf, is following the recommendation of the crisis management team of the German Federal Government to consider the principles of the Robert Koch Institute when assessing the risk of major events. "The decision (to postpone drupa 2020) was taken in close consultation with our advisory boards and sponsoring associations," emphasises Werner M. Dornscheidt, Chairman of the Board of Management of Messe Düsseldorf GmbH. It also reflects the wishes of individual industries: "As their partner, we are currently doing everything in our power to reduce

the economic losses suffered by our exhibitors" Dornscheidt noted.

According to a press release issued by Messe Düsseldorf, the postponement is based on both the recommendation of German Federal Government and the recent significant increase in the number of people infected with the new corona virus disease around the world, including in Europe: "In addition, there is the general ruling issued by the city of Düsseldorf on 11 March 2020, in which major events with more than 1,000 participants present at the same time are generally prohibited. "The city of Düsseldorf is following the instructions of the

state government. Our aim is to slow down the spread of the corona virus so that the health system can continue to function properly," emphasises Thomas Geisel, Lord Mayor of the state capital of Düsseldorf and Chairman of the Supervisory Board of the Düsseldorf Trade Fair Company.

In order to fulfil Messe Düsseldorf's responsibility for risk prevention, the company primarily had to minimise the increased risk of infection at major events. Measures to reduce the risk of transmission at major events, which the Robert Koch Institute has clearly defined – such as ventilation of the venue appropriate to the risk of infection, the exclusion of persons from risk groups and the comprehensive installation of entrance screening, were practically impossible to implement. Also, comparable measures were and are unreasonable in view of the unforeseeable rapid development and the size of the various events with up to 60,000 participants.

drupa President Claus Bolza-Schünemann also agrees with this: "A postponement of drupa was unavoidable after the latest

developments. The decision is therefore right and responsible. Many exhibitors start their logistical preparations middle of March – today's announcement of the postponement enables all those affected to react now, reschedule and prepare for the event date in April 2021. The excitement for 'embrace the future' remains undiminished – also in 2021".

In view of the increased risk entailed by a fair with significant international participation, the industry associations also welcome the announcement: "drupa is the most important meeting place for the international printing industry," says Dr. Markus Heering, Managing Director of the Printing and Paper Technology Trade Association of the VDMA. "True to the motto 'embrace the future', it is characterised by personal, international contact and live product presentations. The risk of infection would simply be too high at present. We therefore support the decision to postpone the event and look forward to the date next year."

The Düsseldorf hotel industry is **Continued on page 44 >>**

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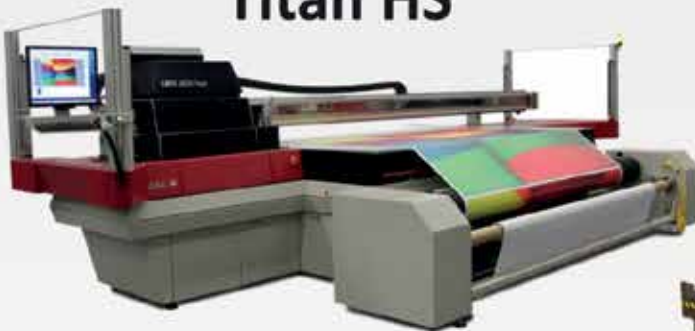


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The event commenced with an Opening Remark by **MD/CEO, FAE Limited - Princess 'Layo Okeowo**, where she gave a heartwarming appreciation to the Distributors citing how long they have come together in business, and at the same time used the occasion to unveil the brand-new and innovative

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Also at the event, the **Chairman of FAE Limited - Mr. Richard Okeowo** gave his Opening Speech where he welcomed everyone present and acknowledged in gratitude those that have remained with FAE over the years especially through turbulent times. While assuring them that FAE was ready to assist them in making their businesses grow, he enjoined the Distributors to confront daily challenges which he noted are part of being entrepreneurs to solve problems; "we face challenges daily so that we can continue

[Continued on page 15 >>](#)



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... FAE appreciates GOD IS GREAT

to solve and meet our customers' demands". Finally, in a bid to ease debt payments by the Distributors, he informed them of a new credit policy to specially make their business operations comfortable while fulfilling their financial obligations to FAE.

The presentation of the awards was anchored by the **Chief Operating Officer of FAE Limited - Mr. Adeleke Adeleye** who first gave a short lecture on **HOW FAE PRODUCTS ARE BEING MADE** - what goes into the making of FAE products and why it is important for payment to come in on time to ease quality production of FAE products.

THE AWARDEES AND THE CATEGORIES:

- THE BEST DISTRIBUTOR OVERALL
LUKMAN ADAMS
- BEST DISTRIBUTOR FROM THE EAST
MR. LASI
- BEST DISTRIBUTOR FROM THE WEST
EZE
- BEST DISTRIBUTOR FROM THE NORTH
LUKMAN ADAMS



..... FAE appreciates Mr. & Mrs. Eze

Continued on page 16 >>



Do
You
want a
MENTOR
dedicated
to
help
GROW
your
DREAM?





... FAE appreciates QUALITY

- BEST UPCOMING DISTRIBUTOR
ENOMA
- THE MOST TARGET MET
MARGERET ADETUTU
- THE MOST PROMPT IN PAYMENT
EZE
MR. FAE
LUKMAN ADAMS
- BEST COUPLE
FOLATAYO
- PUNCTUALITY AWARD (OUTSIDE LAGOS)
BISINKI
- PUNCTUALITY TO THE VENUE
GOD IS GREAT



... FAE appreciates ANANSON



... FAE appreciates ENOMA



... FAE appreciates MATURE



... FAE appreciates Mr. & Mrs. Paul



... FAE appreciates COLLINS



... FAE appreciates KENDON

Continued on page 17 >>

SPECIAL FEATURE SUPPLEMENT - FAE FAE APPRECIATES DISTRIBUTORS



PUNCTUALITY AWARD (outside Lagos) - BISINKI



BEST DISTRIBUTOR FROM THE EAST - MR. LASI



BEST UPCOMING DISTRIBUTOR - ENOMA



BEST DISTRIBUTOR FROM THE NORTH - LUKMAN ADAMS



MR. FAE - LUKMAN ADAMS



PUNCTUALITY TO THE VENUE - GOD IS GREAT



BEST COUPLE - Mr. & Mrs. Folatayo



THE MOST PROMPT IN PAYMENT - EZE



THE BEST DISTRIBUTOR OVERALL - LUKMAN ADAMS



...FAE Directors with distributors on the dance floor



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



flip to the **Next Page**

AFKAR HEADS LCCI AD HOC COMMITTEE



Chairperson of Paper, Pulp, Printing & Publishing (PPPA) Princess 'Layo Bakare Okeowo addressing members

Chairperson of Paper, Pulp, Printing & Publishing (PPPA) Group of Lagos Chamber of Commerce and Industry (LCCI), Princess 'Layo Bakare Okeowo has inaugurated an Ad Hoc Committee headed by Deputy Managing Director of Afkar Printing & Publishing Company Limited - Dr. (Mrs.) Adesola Falaiye to draw out working plans for LCCI's Paper Pulp Printing & Publishing Group with a view to address pertinent issues that affect the industry.

The Ad Hoc Committee is a fallout of PPPA Group first interactive meeting held at LCCI Secretariat in Lagos to fashion out a way forward for the industry that is bedevilled by what industry observers believe is government lopsided policies that encourage importation of print jobs into the country at the expense of local print businesses that daily grapple with multiple taxation, high tariff on imported machineries and insensitive and unrealistic access to funds. Other factors that adversely affect the industry identified by PPPA Group are epileptic power supply, inadequate infrastructure, low capacity building and general



The Lagos Chamber of Commerce and Industry
...Giving your Business a Voice

high cost of production which make finished printing products in Nigeria more expensive thereby propelling people to prefer to bring in finished print works from another country with multiplier effects on job loss, dwindling government revenue and other associated vices on the Nigerian economy; all these in the face of apparent global threat of e-commerce and Internet of Things (IoT) on the sector.

At the end of PPPA Group first meeting, members were unanimous that though technology might have caused job loss in the sector, industry operators were enjoined to look at how to scale up their skills to remain relevant. It was also advocated that government policies must recognise the importance of the industry as one of the catalysts that could help the Nigerian economy in the face of dwindling oil revenue. In the same vein, capacity building and technical know-how in the sector would be vigorously pursued by PPPA Group while e-commerce



DMD Afkar Printing & Publishing Company Limited - Dr. (Mrs.) Adesola Falaiye making a speech.

must be used to complement and support the sector. In addition, stakeholders agreed that long tenure single-digit interest rate funds should be made available to operators either through Bank of Industry or any other viable means to cushion the problem of funding in the highly capital-intensive industry.

While the Reports of Dr. Falaiye led Ad Hoc Committee is to be submitted to the Chairperson of the PPPA Group - Princess Okeowo, other members of the Ad Hoc Committee include: Mr. Bolaji Abioye, Mr. Tunji Olude, Mr. Kunle Ogunjobi, Mr. Justice Aloku, Mr. Toyin Balogun, Mr. Adedokun Adeola, and PPPA Group Secretary, Mr. Jide Adeyemi. Terms of Reference for PPPA Group Ad Hoc Committee are: Come up with and suggest way-forward on issues affecting the industry; E-commerce and

how it affects print businesses and way forward; Problems of high tariff, import duties, double taxation etc; and Plan towards a Printing Symposium. Earlier in her presentation on Printing, Publishing and Allied Groups: Nigeria First, Dr. Falaiye explained that in as much as the impact of printing in Nigeria cannot be over emphasised, stakeholders should equip themselves with relevant information for the future. In the same vein, Secretary of the Group, Mr. Jide Adeyemi presented a paper titled: Way Forward in the Printing Industry and Revamping NIPOST.

Princess 'Layo Okeowo thereafter assured the Ad Hoc Committee of PPPA Group support at all times and that, all recommendations will be presented to LCCI Council for implementation and advocacy.



Group Photo PPPG after the meeting

Continued on page 19 >>



Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

SKYSAT RELOCATES TO NEW HEAD OFFICE




SKYSAT
 TECHNOLOGIES
 Konica Minolta's Elite Partner in Africa – Skysat Technologies Nigeria Limited has moved its headquarters to a bigger, better and brighter head office aimed at boosting the morale of employees, encouraging proactive work ethics and positive feelings for the company in order to properly support its valued clients.

is strategically located on the highbrow 35A, Saka Tinubu Street, Victoria Island, Lagos fitted with modern communication technology systems to co-ordinate all branches of Skysat Technologies within Nigeria and other West African countries like Ghana. WHERE To Print gathers that the spacious and conducive location will improve the company's performance especially in meeting customers' 24hours enquiries as well as boost Skysat's Team performance

to achieve goals set for 2020 Business Year.

Aside Administrative, Marketing and other Support Staff, the new head office will also house Skysat's seasoned and factory-trained engineers that will adequately support all customers of Skysat Technologies brands such as Brother, HEIDI, Epson, DEVELOP, Y-SOFT and the flagship - Konica Minolta, thus truly making document solutions simplified in all establishments.

The multi-storied building

DOMINION APPOINTS ADERINTO AS DIRECTOR




 Dominion Publishing House, Cannanland, Ota – Ogun State has appointed Pastor Olajide Aderinto as its new Director to oversee day-to-day

print and publishing activities of the fast-growing enterprise.

Pastor Olajide Aderinto was hitherto Managing Director of Baptist Press Limited in Ibadan, Oyo State Capital where he laid the foundation for the

transformation of Baptist Press from just an in-house press to a commercially viable business entity.

As an experience print professional, Pastor Aderinto is expected to use his expertise, experience and network to take Bishop (Dr.) David Oyedepo Ministry International publishing arm to the next level in producing quality books that would be within the reach of the average reader while contributing to Nigeria's Gross Domestic Product (GDP) with expected patronage from renowned evangelists around the world such as the Kenneth Copeland Ministry from United States of America.

WHERE To Print wishes Pastor Olajide Aderinto great success in his new assignment!

Continued on page 20 >>



where to print MAGAZINE

MENTORSHIP PARTICIPANTS' BENEFITS

1. Academy - free & highly subsidized print & allied training.
2. Tool - free access to resource Material online.
3. 24/7 access to mentor subject to mentors - subject to availability.
4. Industry events - free entry to industry exhibitions, workshops, seminars etc
5. Participation in Business, Setup, Design etc competition with funding.
6. Evening Dinner with Investor/Mentor.
8. Booth Camp/ Boat Cruise exclusivity .

MENTORS' / INVESTORS' BENEFITS

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



NUMBERS CMYK LTD MOVES UP TO NEW CORPORATE OFFICE



friendly environment, NUMBERS CMYK LTD along with its sister companies is poised to deliver enhanced quality service delivery to all its B2B clients.

With up-to-date and efficient operational and design/ IT processes backed up with 17KVA Generator, the new corporate office is expected to scale up design, distribution and other logistics throughout the production and distribution of WHERE To Print magazines in Nigeria and coordination of Ghana edition. Not only that, Mr. Adekanbi informed that NUMBERS CMYK LTD new office will further enhance the corporate image of the company especially in offering seamless and professional services of exposing Nigerian Printers and allied Professionals to current trends, time tested ideas and professional best practices in its various Print Exchange Programmes (PEP) as well as through training activities of Print Academy Consulting LTD.

NUMBERS CMYK LIMITED – publishers of WHERE To Print, the leading print and allied magazine in Nigeria and Ghana, has moved up to a new corporate office address with number 46B on the same Adekunle Fajuyi Way, GRA Ikeja, Lagos.

According to a statement from NUMBERS CMYK LTD signed by Publisher/ CEO - Mr. Joju Adekanbi, the movement is to further the company's goal strategies aimed at supporting print and allied businesses in Nigeria with quality research-based information that aids print

purchase decisions. "Our aim is to scale up our professional services and further contribute our quota to the overall development of the Nigerian print and allied industries" disclosed Mr. Adekanbi while noting that with the movement to a more conducive and business

INDIGO SPONSORS NAIJA PHOTO FESTIVAL 2020



Merit Award Presentation to one of the dignitaries



...dignitaries presented with their picture frames

Nigeria's photo printshop of choice – Indigo Digital Press in collaboration with Lagos State Professional Photographers Association of Nigeria (LASPPAN) and Fujifilm had its second edition of Naija Photo Festival in Nigeria.

Held at Ikeja Local Government Secretariat Hall in Lagos, the event which brought together professional photographers in the industry was aimed at showcasing latest trends and

innovations in the world of photography and how these can impact professional photographers in the country. With photo exhibition on display, the highlight of the event was a photoshoot competition anchored by industry expert - Mr. Afolabi and winners were appreciated with gifts which culminated in an award ceremony to deserving individuals and organisations for their contributions to photography business in Nigeria.



Continued on page 28 >>



HOW DO YOU MANAGE STRESS ON THE JOB ESPECIALLY WITH DAILY ACTIVITIES AT YOUR PRESS?

Stress is a feeling of emotional or physical tension. It can come from any event or thought that makes you feel frustrated, angry, or nervous. Stress is your body's reaction to a challenge or demand. In short bursts, stress can be positive, such as when it helps you stay focused, energetic, avoid danger or meet a challenge or deadline which is prevalent in the Printing Industry.

It should also be noted that while a stressful work environment contributes to problems such as; headache, stomachache, depression, heart disease, difficulty in concentration; chronic stress can result in anxiety, insomnia, high blood pressure and weakened immune system. On this note, WHERE To Print VOX POP Crew went to town to speak with print operators mostly those who physically work with the printing machines on; how they manage the stress they face daily at their various presses? Read their responses in excerpt below:

Without doubt the stresses we encounter daily on the job are much. Nevertheless, we take breaks and cold drinks but I do not believe in taking energy drinks because of my health condition.

**SAMUEL BOADU –
SAMBOD PRINTS**



I usually go about my daily activities with a positive spirit, I do not see the challenges I encounter on a daily basis as stress, rather I see these challenges as a means to learn new things, grow and develop, most especially because I love the job that I do.

**OYEMAKIN IBRAHIM –
IMON PRINTING PRESS**



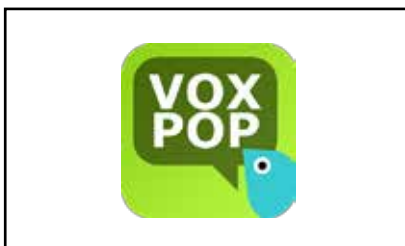
Printing is actually a tasking job, most especially when we are trying to meet up with deadline of a particular job which is basically what our job entails but sometimes we take some supplements to help us with the strength needed to carry out our jobs..

**OYETUNDE KAZEEM –
LUKRAZ PRINTS**



I take energy drinks between short breaks and I also make use of any opportunity I get to rest so as to regain energy to carry on with my daily activities.

**IBRAHIM OLUMIDE –
MOOTLAK STAND PRESS**



where to print
MAGAZINE

MENTORSHIP

is industry's only

DEDICATED

PLATFORM

geared towards

reviving the

GRAPHIC

COMMUNITY

by

BOOSTING

the morale of

YOUNG

PROFFESSIOALS

by carefully

SELECTED

INDUSTRY

PERFORMERS

& ICONS

whose **WEALTH** of

EXPERIENCE is a

REFERENCE

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Continued on page 42>>



EUROSHOP 2020 CONFIRMS LEADERSHIP POSITION AS GLOBAL EVENT FOR RETAIL

- Retailers to invest in emotionalisation, sustainability and digitalisation
- Linking online with offline shopping

As world's No.1 Retail Trade Fair drew to a close on Thursday 20 February 2020 after five successful days in Düsseldorf emphasizing future-oriented retail innovations, EuroShop 2020 played host to over 2,300 exhibitors from 57 nations that reported great leads with conclusive business deals with over 94,000 visitors that came from around the world to gather incisive information on innovative product line-ups, trends and concepts from retailers in 16 exhibition halls of the Messe.

Voicing his great satisfaction with EuroShop 2020 results, Erhard Wienkamp - Managing Director at Messe Düsseldorf said: "We are delighted that EuroShop once again successfully proved to be the most relevant platform for the global retail community when it comes to trends, inspirations and networking. Our exhibitors deserve the highest praise for their loyalty. With their innovative power, they again proved the major attraction for an entire industry". Exhibitors especially applauded the high international attendance at EuroShop. 70% of the EuroShop audience travelled to Düsseldorf from abroad. Large delegations came from Brazil, Australia and New Zealand. Trade visitors from a total of 142 countries (including a sizeable number from Africa) attended EuroShop 2020.

EYES ON AFRICA: BUSINESS IDEAS WORTH EXPLORING IN RETAIL

With Africa's growing young population coupled with rapid urbanisation and fast-growing consumer markets, observers believe Retail is the next big thing in business ideas worth exploring. Retailing contributions to GDP across the region continue to increase, indicating that the region is consumption-driven. According to Euromonitor International, retail sales in the region amounted to over USD500 billion in 2018. Key retailing markets include Algeria, Egypt, Morocco, and Nigeria with opportunities that stem from being an emerging market characterized by growing young, population, rapid urbanisation, diverse economies, and consumption patterns. These countries also play host to population of different income groups, religions, races, customs and

Continued on page 32 >>



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- Offset sheetfed and offset web presses
- Offset packaging

Currency and security printing

- Web offset packaging and equipment



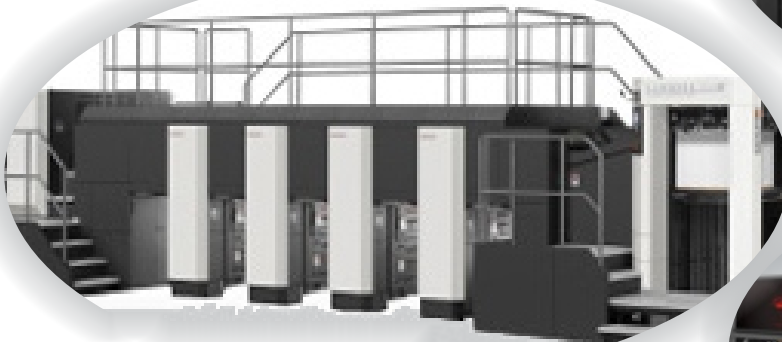
LITHRONE G37 offset / UV printing press



Apressia CT 137 - automated and programmable Hydraulic Clamp Cutter



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



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LITHRONE G29 offset press



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“THE ONLY THING NOW IS TO FOCUS ON GETTING THINGS BETTER IN THE FUTURE PUTTING INTO CONSIDERATION OUR EXPERIENCES, CHALLENGES AND RESULTS”

– MR. ELEJA, CEO - EXCEPTIONAL COLOURS LTD. & CHAIRMAN OF KADUNA MASTER PRINTERS' ASSOCIATION (KAMPA)

Newly inaugurated Chairman of Kaduna Master Printers' Association (KAMPA) - Mr. Abiola Yusuf Eleja is unarguably a man of passion, focus, and sheer will. Leading TEAM UNITY of KAMPA on the premise of professionalism and profitability in a business-like manner, the CEO of Exceptional Colours Limited comes with exciting credentials that emphasises commitment, collaboration and teamwork. Promising a mutually beneficial administration to members' businesses, health, knowledge and the environment, WHERE To Print sat down with him to know how his administration will achieve its promises. Below is excerpt of the Exclusive Interview:

CONGRATULATIONS ON YOUR LANDMARK ACHIEVEMENT AS CHAIRMAN OF MASTER PRINTERS ASSOCIATION IN ONE OF NIGERIA'S MOST HETEROGENEOUS STATES (KADUNA) – EVEN AS A NON-INDIGENE, TELL US HOW YOU FEEL?

I feel very happy and delighted becoming the new Chairman of KAMPA. I feel 10 times happier, encouraged and better, knowing that I have made my loved ones proud. But note that becoming KAMPA Chairman has nothing to do with being an indigene or not because it is basically a professional body.

WHAT HAVE YOU DONE DIFFERENTLY TO ACHIEVE THIS ENVIABLE MANDATE?

I may not be able to enumerate what I have done differently to deserve this position, the only thing I can say is; this mandate is the voice, the desire and the choice of the Printers and the Community that host us including my competitors and colleagues.

YOUR MANIFESTO IS BASED ON TWO WORDS: PROFESSIONALISM AND PROFITABILITY - WHAT

INFORMED THAT CREDESCENCE?

From the look of things as it is in our industry, very few of us practice this business in a professional way, which is traceable to the method of entry, training/ education exposure and co-ordination in our industry. We are most likely practicing subsistence printing instead of practicing for growth and sustainability, which is the reason why every day, Printers loss their profits and gains in this business as a result of unhealthy rivalry, competition and price war which I have tagged: “a can of worms” which must be tackled because no matter how complicated we think it is, the better it is when we all come together to open and sort it out.

WHAT ARE THE OTHER REASONS YOU VIE FOR THIS POSTION IN THE FIRST PLACE AND WHICH OF THESE HAVE BEEN ACCOMPLISHED SINCE YOUR ASSUMPTION OF OFFICE?

Well as you can see we just got inaugurated and one of the major reasons I vied for this position even from our theme: “TEAM UNITY” is to: (1) Find a way of reuniting the stakeholders in the Kaduna Printing Industry by (a) making sure that every printing association in Kaduna come together and

focus on CIPPON's objectives and goals. (b) bringing all the service providers together under one umbrella, so that we can collectively educate, train and develop our members with our distinguished strength and grow together. (2) I have also presented myself for humanitarian and community service which I have been doing before now through my company - Exceptional Colours Limited. (3) I see it as an opportunity to train and develop myself for bigger tasks and future endeavours

OVER THE PAST FEW WEEKS NOW, HOW HAS (YOUR) MEMBERS ESPECIALLY THE EXECUTIVES OF THE ASSOCIATION SUPPORTED YOUR VISION FOR THE ASSOCIATION?

Well if you look at our team Excocs, you will see that we are all young and vibrant. The Outgone Excocs are leaders in the industry and they did a wonderful job by ensuring that we have a formidable and sustainable team which have attracted a lot of interests and expectations even right from the time of electioneering.

WITHIN THE NEXT YEAR OR TWO, WHAT IS THE MAJOR PLAN YOU

Continued on page 25 >>

"THE ONLY THING NOW IS TO FOCUS ON GETTING THINGS BETTER IN THE FUTURE PUTTING INTO CONSIDERATION OUR EXPERIENCES, CHALLENGES AND RESULTS"



Mr. Eleja surrounded by other Excos gives his Acceptance Speech to members



Mr. Eleja showing his certificate of office after been sworn in

HAVE FOR MEMBERS ESPECIALLY TO IMPACT THEIR PRINT BUSINESSES IN KADUNA?

From my manifesto and acceptance speech which is collectively drawn from the vision and ideas of all the Excos, our objective is to ensure that we bring unity and sanity into the industry.

HOW HAVE YOU BEEN ABLE TO COLLABORATE WITH PRINT SERVICE PROVIDERS IN THE INDUSTRY, AND WHAT IMPACT HAS THIS COLLABORATION MADE ON YOUR MEMBERS' PRINT BUSINESSES?

The answer to that is not readily available since we have just been sworn in. But we have swung into action to bring all stakeholders in, to ensure sanity, fair play, and profitability for all.

BRIEFLY LET US KNOW THE PLANS YOU HAVE FOR KAMPA MEMBERS THIS 2020 BUSINESS YEAR?

From my Inaugural Speech, these are:

1. In order to enhance the economic welfare and capital power of all members, we shall initiate and commence the Printers' Multipurpose Co-operative Society;
2. We shall introduce a monthly sanitation programme that will be mandatory to all shops, offices and residential occupants to encourage a clean and decent atmosphere around the printing hub;
3. We shall regulate the industry towards making printing profitable again and create a robust relationship between investors and workers by issuing operating license to printing machine operators and also introduce apprentice consent forms to all existing and new intakes to regulate and ensure discipline and sanity;
4. We shall organise training and seminars that will equip and develop practitioners on best administration and practice skills that will aid the success of our business; and
5. We shall also introduce a park lane

system to eradicate double parking to allow free flow of traffic and organised community.

LET'S COME BACK TO YOU SIR: CAN YOU BRIEFLY TELL US HOW YOU STARTED BUSINESS?

If I have to narrate to you how I started business you will require a lot of pages but in brief; I started learning in 1998 from Alpha Digital Press here in Kaduna with an array of Multilith 1815, Lithography machine, Kord, Ruling machine and a Guillotine. I had all opportunity to explore and learn everything possible. I was also schooling at the same period and after my graduation, I decided to concentrate on my academic and set up entertainment business with SEGA and Nintendo Games where teenagers pay to play. I later added phone calls business and later developed it to an indoor-games hall containing snooker, viewing centre and play station console.

After completing my Diploma Programme I decided to work as a jobber man in another printing press and that was how I returned to printing business again, and still managing the entertainment business. After a while, I also added sales of Ice block which was the reason I bought my first car because I have to wake up as early as 4:30am to enable me convey the Ice Block to the point of sales and resume back to where I was working and also manage my entertainment shop later in the evening. My first investment in printing was in laminating in 2004 when I bought a fairly used laminating machine which we had to construct a table stand with a film holder with wood and iron rod.

My success in printing business cannot be complete without mentioning Mr. Bola Adeshina of Bee Printing Mechanical Company then in 2007 and whom I learnt the lesson of perseverance from. I had to go into partnership with a senior colleague after I was relieved from duty in the press I was managing and I made up my mind to become a full-time entrepreneur. I was in this

partnership until each partner was able to part with a pair of Kord machine and generator in December 2009, which is what has given birth to Exceptional Colours LTD.

LOOKING BACK, WHAT WILL YOU HAVE DONE DIFFERENTLY?

Holistically, I do not have any regrets and I am happy with where my life has taken me and I am flying above the clouds to the next level.

KADUNA CAN BE QUITE UNPREDICTABLE, AS AN ENTREPRENEUR - WHAT ARE THE BUSINESS CHALLENGES IN AN ENVIRONMENT AS KADUNA, AND HOW HAVE YOU OVERCOME THEM?

Kaduna, is not as challenging as people outside Kaduna State perceives it. Kaduna as a Centre of Learning is a neutral State that provides opportunity for anybody that is prepared and ready. Furthermore, every State in Nigeria and beyond has its own peculiar challenges and even life itself is challenging.

WHAT DO YOU THINK ARE THE RED FLAGS IN PRINTING ESPECIALLY IN ACCOUNTING OR FINANCE AND MANAGING PEOPLE?

Though there is no universal standard for identifying red flags, the red flag in printing especially in accounting and finance are: (1) Poor record and book keeping is a major problem. Investors need to exercise due diligence when considering whether to make investment in a company or business. Financial statements provide wealth of information about the health of an organisation/business and can be used to identify potential red flags and can equally be used to highlight the following (2) High interest rates (3) Poor & bad financial attitude of loan management (3) Poor recruitment and training policy of printing organization (4) unhealthy competition (5) Discipline.

LOOKING BACK AS AN

Continued on page 29 >>



COVID-19: HOW TO STAY AFLOAT AND AVOID STAFF LAY OFF

With the coronavirus pandemic causing many businesses to slow down and invariably many workers to lose hours and money, it is now more important than ever to know what business and financial decision options you have to make at this critical time.

While it is well and good for advisors to tell you to check the health of your business or investment in a volatile period such as this, it is also advisable that you sit down to re-appraise and re-strategise in moving your business not only out of this quagmire, but to the next level while ensuring that your staff are not laid off. Here are few tips to adopt:

1. CONTACT CREDITORS RIGHT AWAY

For those with one form of support from banks or other financial institutions, if you are concerned it will be a struggle to pay your loan in the coming months, financial services providers are actually waiting for you to contact them for renegotiation, re-appraisal or to extend the tenure of your loan. Contact your creditors as soon as possible and ask for concessions. Aside options mentioned, you can also put your repayment into forbearance (which should be a last resort as interest still accumulates) or making interest-only payments. Central Banks are encouraging banks and other

financial institutions to assist their customers who are facing economic hardship to contact them now for help. Printers' associations and allied bodies are also offering assistance in one form or the other to their members. This is the time to benefit from your membership, so contact them for help. Many utility companies, including energy service providers and print equipment service providers in which you are on service contract with, may also offer assistance programmes which may be in form of deferred payment. Explore any available options they have.

2. CREATE AN "EMERGENCY" BUDGET

Creating a "leaner" version of your typical budget is both a smart and necessary idea regardless of if you are currently facing hardship or not. But it becomes doubly important if as a print operator, your hours are cut or shifts are canceled in the coming weeks. To do this, make a list of all your current obligations and circle the things that are wants so you can see how much you could realistically save if you pause

subscriptions, limit travel and make affordable meals at home.

3. CONSIDER A PERSONAL LOAN

Personal loans can help out in times of income insecurity. Banks, associations etc are waiting in line to see where they can be of assistance.

You will want to research what different lenders offer to compare interest rates and other loan terms. If you have a cordial relationship with a bank already, it may be able to offer you more competitive terms. You might also be able to access a home equity line of credit and borrow



Continued on page 27 >>

COVID-19: HOW TO STAY AFLOAT AND AVOID STAFF LAY OFF



against the value of your property be it for business or personal use. But know that there are potential downsides to this strategy, including upfront costs and potentially high interest rates if you do not have a good credit score.

4. USE COMMUNITY AND GOVERNMENT ASSISTANCE PROGRAMS

Government are working to implement policies to help cash-strapped businesses and individuals during the crisis. But there are already plenty of other resources offered by communities, local and state governments across the country. Food banks are one resource (if you are not facing economic hardship, consider donating to one), and there are organizations that can help with bills like utilities. Places of worship will also offer support in these times. Social media sites like WhatsApp, LinkedIn, Facebook are a good place to start your search for community groups and your local governments should also be able to provide information on where to find these groups if you contact them.



5. DRAW ON RETIREMENT SAVINGS

You may also be able to tap your retirement savings, though financial advisors say this should be close to a last resort. You will avoid penalties this way, but you will have to repay it within stipulated time, with interest. There are lots of negatives to going this route: You will lose out on any potential investment growth for the duration of the loan and if

you cannot repay the loan within stipulated time, you will owe taxes and other penalties. If you leave your job or are let go before it is repaid, you will have to repay the whole loan within stringent period to avoid penalties.

6. AVOID PAYDAY LOANS

If possible, avoid payday loans, otherwise



known as cash advances. These loans are easy to get and can be helpful in times of extreme financial duress, but they are incredibly expensive. These are also highly predatory and can keep lenders in a debt trap. They are structured to be paid off in one lump sum, typically within two to four weeks after they are originated. You are then hit with penalties and fees if you cannot repay it.

AVOIDING STAFF LAYOFFS

According to billionaire entrepreneur - Mark Cuban - business owners can do the following to avert crises and staff layoff during this coronavirus crises:

EXPERIMENT WITH NEW IDEAS

"If you can find other services to offer, do it," advised Cuban in response to a question specifically about avoiding layoffs in these trying times since most events or projects are either postponed or outrightly cancelled. "Since you have holes in your schedule, it's a great time to experiment with new lines of business and see what sticks." WHERE To Print believes ideas in the Internet of Things

(IoT) sector, consulting, and writing can be looked into as possibilities. Cuban also recommended brainstorming not only with your peers, but also with your competitors: "They are all in the same boat. Try to figure out the best way to reignite the industry. "Cities will want to recapture the business as well. I'm guessing that the cities who are not hit hard may be more aggressive and have more funds to try to attract shows and events. And of course, work with the promoters for print and allied service providers that will pop up and stay in touch with them."

REALLY GET TO KNOW YOUR EMPLOYEES

As a highly tedious profession with little or no time for close interaction, Cuban recommends CEOs and managers take the time to understand the individual circumstances of their employees, especially if they will be cutting hours or initiating layoffs. Ask and get responses on best options to adopt; you will be surprised of useful advice that will come out from even the most vulnerable. That way, "if you do have to change circumstances you can make decisions based on the circumstances of each employee," he advised.

CLEAN UP PARTS OF THE BUSINESS YOU'VE BEEN NEGLECTING OR HAVEN'T HAD TIME FOR

Control what you can control. "Rather than focusing on how bad the time is now, focus on how you can use this time to connect with your future customers," noted Cuban, and as you know that a lot of printing establishments cannot pride themselves as being clean, check out unused parts, stocks or consumables that are lying down or just occupying useful space. Throw out junk and free up useful spaces for a cleaner and healthier you. "This is also a good time to clean up all the little messes every small business has. Everyone has things they wish they could re-do. Now is the time to make those changes."

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From page 20 >>

Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



With huge turnout by professional photographers, the event was graced by dignitaries such as the Vice Chairman of Ikeja Local Government –

Mayungbe Yomi Musibau; Head of Administration and Local Events - Mrs. Mosunmola; and Human Resources Officer - Mr. Ayeni.



...during Photo Exhibition



group photograph of LASPPAN members



Otunba Anthony flanked by industry veterans

NENO IS OPEN FOR BUSINESS



On Thursday 19th of March 2020 Neno International Services officially opens up her facility for business by showcasing its range of newly installed Amsky Computer To Plate (CTP) prepress Equipment manned by experienced and customer-focus staff.

customers, service providers and other well-wishers present.

According to Pastor Gbenga Oladokun – CEO, Neno International Services, the occasion which took place at 4, Ogunshola Close (close to legendary Rainbow Cards) Alagunta Bus Stop, Iyana Ipaja, Lagos was also used to celebrate and share with his highly valued customers: "Though today is meant to showcase our range of top-class prepress equipment, we also feel this time should be used to share and celebrate with you" referring to both his

In sharing ideas on the advantages of CTP, Pastor Oladokun disclosed that printers and other print buyers should take advantage of the cost-effective nature of CTP machines also known for unbeatable accuracy and efficiency in high resolution, sharp image quality and speed. Others as offered at Neno International Services are accurate pixel production of image file, little or no human error, large impression capability of exposed plate, and customer-centric operators who are not only experienced professionals but are also passionate about satisfying their customers using latest software applications to solve extreme prepress problems.



CEO, Neno - Pastor Gbenga Oladokun giving his opening speech



"THE ONLY THING NOW IS TO FOCUS ON GETTING THINGS BETTER IN THE FUTURE PUTTING INTO CONSIDERATION OUR EXPERIENCES, CHALLENGES AND RESULTS"



Exceptional colours Ultra-modern new Headquarter on Yauri Road by Lagos street

ENTREPRENEUR, WHAT WILL YOU HAVE DONE DIFFERENTLY?

Well, we are a product of who we are, and at the same time we don't get in life all what we want, we get in life what we are. The only thing now is to focus on getting things better in the future putting into consideration our experiences, challenges and results.

CAN YOU LET US KNOW THE RANGE OF PRINTING MACHINES AT YOUR ULTRA-MODERN HEAD OFFICE TO MEET YOUR CUSTOMERS' NEEDS?

Currently we have the Pre-press, Press, Post Press and Textile/Garment Units. Also, in the Pre-press Unit, we have the graphics department comprising of 10 work-stations with competent hands and also have an Amsky Computer To Plate machine. In the press, we have the MOF, MOV, MOS, and a Kord 64 Machine. We also have series of Konica Minolta machines ranging from Accurio 1070, 2070, 3070 and 83Hc. We have series of large format machines ranging from Galaxy 6 feet & 10 feet, Challenger, Konica etc. We also have an array of machine used for textile and garment printing and a Tailoring & Fashion Design Department with different types of industrial machines.

IS THERE CREDIT FACILITY TO YOUR CUSTOMERS, IF YES – HOW HAVE YOU BEEN ABLE TO ENSURE COMPLIANCE AND NOT DEFAULT IN PAYMENT?

Yes, there is credit facility. Very few businesses can run smoothly without credit facility but the credibility of the customer must be ascertained.

SOME OPERATORS IN THE INDUSTRY ARE KNOWN TO PUSH THEIR

SELLING POINTS ONLY ON PRICE WHICH NATURALLY NECESSITATES PRICE-WAR; WHAT IS YOUR TAKE ON THIS AND WHAT SHOULD BE DONE AS AN ASSOCIATION TO CURTAIL THIS IN THE INDUSTRY?

Most operators believe price is the only driving force to attract customers and patronage for their sales, which is not totally correct and that is the major reason why our profits reduce every day. Before you can begin to sell your product or service to anyone else, you have to sell yourself to it. This is very important especially when your product or service is similar to those around you. Meanwhile, we must make sure we conduct training and make people realize that price is not the only factor to be considered in attracting sales, there is what we call marketing mix. That is, a combination of factors that can be controlled by a company to influence consumer behaviour thoroughly. We will outgrow the crises of price war, and this will take us to another level in our business because it will make us work on our unique selling proposition, putting into consideration Price, Place, Promotion, People, Process, Physical Environment. Also remember that quality is still remembered even after the price is long forgotten.

WHAT DO YOU THINK ARE THE RED FLAGS IN PRINTING ESPECIALLY IN ACQUIRING NEW PRINT MACHINES?

The major red flags people will mention is fund or money but from my experience the number one red flag is investing on:

(1) Poor or failing equipment. A deal is not a deal if you will have to invest a lot of money in replacing an old or out dated equipment for new one and it is not giving desired result.

Other factors that can be responsible for this are (a) Poor or bad knowledge of new equipment (b) Poor or bad reputation of supplier and technical backup (c) Poor maintenance or non-adherence to rules and regulation of maintenance (d) Poor patronage on the said new equipment or poor market acceptance. (2) Poor or non-availability of finance: finance or funding is also a major factor. Most Printers do not acquire new printing machines as a result of (a) Poor profit margin and mismanagement of resources (b) Poor accessibility of credit facility (c) High interest rate on bank loan to those that can access it.

AS ONE OF THE TOP STAKEHOLDERS IN THIS INDUSTRY, WHERE DO YOU THINK THE INDUSTRY IS MOVING TOWARDS?

Digital printing.

ARE YOU DIVERSIFYING INTO THE LINE OF BUSINESS YOU JUST MENTIONED OR ANY OTHER LINES OF BUSINESS – TELL US MORE ABOUT THIS?

Diversification is very important, but we must be careful before taking such decision because it may do more harm than good. We must also put into consideration, the appropriate time. Do you realize that it is not every step you take that yield desired result? Sometimes, you fail to succeed. But even if we are going to diversify we will integrate because printing business requires a whole lot of commitment, dedication and time.

WHAT DO YOU THINK IS THE REASON(S) FOR HIGH STAFF TURN-OVER RATE IN THE INDUSTRY AND WHAT CAN INVESTORS LIKE YOU DO TO RETAIN QUALITY STAFF?

A lot of reasons can be traced to high turnover of staff in the Printing Industry but the major reasons are:

(a) Indiscipline and poor regulation (b) Poor organizational policy (c) Culture, tradition and environment (d) Recruitment process (e) Competitors (f) Greed and selfishness (g) Nigeria/Africa factor i.e. our Human Resource practices compared to other countries/continents. Meanwhile, as an organization there are some tips we have employed to retain quality staff. These are:

1. Motivation, and when we mention motivation - we concentrate more on intrinsic motivation;
2. Communication, as a Team Leader, I engage and communicate with my key and value staffs to the extent that they understand the vision position and challenges of the organization at any point in time;
3. Healthy Self Esteem.

AS A LEADING FIGURE IN THE INDUSTRY, WHAT ARE YOU

Continued on page 30 >>

"THE ONLY THING NOW IS TO FOCUS ON GETTING THINGS BETTER IN THE FUTURE PUTTING INTO CONSIDERATION OUR EXPERIENCES, CHALLENGES AND RESULTS"



Exceptional colours officially declared open

DOING TO HELP SUPPORT THE ASPIRATIONS AND GROWTH OF UPCOMING GENERATION (OF PRINTERS) IN NORTHERN PART OF NIGERIA PARTICULARLY YOUR STATE - KADUNA?

Information they say, is power. I engage very well with the youth and the elders in our industry discussing vital and inspirational topics concerning the way forward. For example:

1. Introduce Printers to lease finance either through bank or suppliers;
2. I engage with them on financial discussion and expose them to loan management techniques;
3. I also in my own way, sell my used equipment to those that are interested at a reduced price and by so doing they uplift their business and income generation.
4. I, at any opportunity, make them realise that there is no magic nor any hidden secrets about my achievements, it is purely commitment, dedication, staying focused and Allah's wish.

IN WHICH AREA DO YOU THINK THE GOVERNMENT CAN ASSIST IN HELPING PRINT BUSINESSES GROW?

There are lots of ways the Government can influence the growth of printing business in Nigeria. As one of the largest industries that generate employment to the teeming youth, Government must first of all give us attention; (1) Give us attention and attract value to our industry. For instance, if you look at the website of any finance portal you hardly

find printing as an industry, meanwhile even photography, which is an aspect of printing is listed.

- (2) Government should ban total importation of printed jobs from abroad to encourage the growth and professionalism in our industry and create more jobs in the long run.
- (3) Government should help give Intervention Funds at reduced interest rate to Printers to enhance (a) Acquisition of latest equipment and technology (b) Research & training to sustain growth and best practices.
- (4) Another aspect I expect the Government to intervene is by establishing printing consumable factories like paper mill, ink and other allied material factories which will not only influence employment generation but also influence our GDP, and reduce over reliance on importation.

WHAT ARE YOUR PLANS FOR YOUR CUSTOMERS THIS 2020 BUSINESS YEAR?

Our plans for our customers for this year is to amaze them by offering a top-notch customer services and exceeding their expectations. Infact, this year - our major focus is to consolidate our services and facilities.

WITH YOUR EXPERIENCE; WHAT ARE THE THINGS AN INVESTOR MUST NOTE ESPECIALLY IN TERMS OF STRUCTURE IN SETTING UP A PRESS?

The structure of every organization differs and cannot be separated from the qualities and perception of the owners and management. However, from experience

and the kind of industry we operate in, every Unit and Department must have a Manager or Supervisor that will be collectively responsible for every job that is carried out and all staffs must be trained to be responsible and responsive to customers' demands.

Structure & building, machine & plant layout must be arranged in a way that they are independent of each other to avoid unnecessary intervention and distraction. A press must ensure that each Department and Unit has its convenience to reduce trafficking and proper rules of engagement, and responsibilities must be stated clearly.

WHAT ADVICE CAN YOU GIVE TO YOUR MEMBERS IN ENSURING PROFITABILITY AND SUSTENABILITY OF THEIR BUSINESSES?

There is not much to say except to encourage them to co-operate with us; follow us as we train, develop and initiate wonderful ideas to uplift the business and potentials of all.

FINALLY, WE KNOW PRINTING CAN BE HIGHLY DEMANDING AND STRESSFUL BUSINESS, HOW DO YOU RELAX?

Yes - printing is very demanding, but do not forget the saying, that all work and no play makes Abiola a dull guy. At any and every opportunity I have, I play like a kid, with my family and friends. Sometimes, especially on Sundays, I shut down by making sure I sleep and eat well.

THANK YOU FOR YOUR TIME SIR.
You are welcome sir.

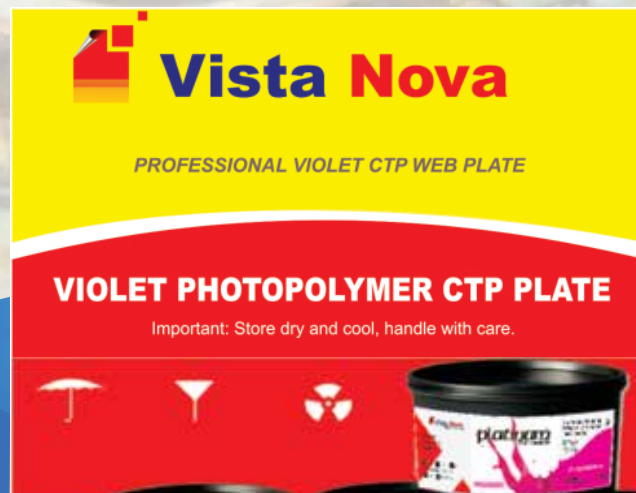


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
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- PLATINUM PRINTING INKS
- WEB OFFSET PRINTING INKS
- EGGEN CTP THERMAL PLATE DEVELOPER
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EUROSHOP 2020 CONFIRMS LEADERSHIP POSITION AS GLOBAL EVENT FOR RETAIL



languages.

THE TRENDS SHAPING THE RETAIL AND CONSUMER SECTOR

Currently, Africa is home to more than one billion people which is expected to increase to more than two billion by 2050. It also has the youngest population, with 226 million people aged between 15 and 25 years in 2016, according to World Bank estimates. Africa's working age population is forecast to grow at a faster rate than its overall population. When the labour force grows more rapidly than the population dependent on it, resources become available for investment in economic development and personal consumption. This offers an opportunity for rapid economic growth and investment opportunities.

The growing middle class is one of the key factors driving international retail expansion across Africa. Consumption choices typical of this class, such as internet usage, private health care, formal retail, as well as car and property ownership are all on the rise. Also, significant global megatrends will help drive the retail and consumer goods industries and create future opportunities. Africa's demographic dividend, its growing middle class and rising income levels, and rapid urbanisation will all have a part to play in the continued growth of the retail sector across the continent. Others are:

More informed and healthier consumers

Changes in consumer lifestyles and ambitions are influencing purchasing behaviour and patterns, according to leading retailers. Overall, consumers are becoming more aspirational and brand-conscious. For example, consumers are increasingly attracted to products that are well packaged and well documented. This increasing level of discernment is also seen in the quality of goods that consumers expect and their willingness to pay for it. Those that can afford it are also becoming more health-conscious, favouring nutritious and healthy foods. In response,

retailers are formulating new products that meet these needs and consequently boosting retail and allied businesses.

Home-grown champions make their mark

African organisations are becoming dominant players in local markets and expanding their presence across the rest of the continent. South African retailers are a prime example of being among the most aggressive in expanding across the continent. But there are also examples from other countries, such as Zambia and Kenya expanding into the greater East African Community (EAC) region, and Nigeria into the West.



Continued on page 34 >>

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**Informal trade continues to lead**

For the foreseeable future informal retail will continue to dominate sales. It is estimated that upwards of 90% of sales in the focus countries is through informal channels such as markets, kiosks, table-top sellers and street hawkers because building shopping malls is a challenging and expensive business due to the difficulties in securing land, resources, and the costs associated with building. Thus, retailers with multiplier effects on supplementary businesses like printing see huge opportunities in point of sales creatives and deployments.

Online retail

Although online retail is relatively still in its infancy stage in Africa when compared to developed Western countries, the industry is showing promising potential especially in South Africa and Nigeria with numerous e-commerce players. Thus, support of retailing is needed for even penetration.

Local production on the rise

Increasingly there is a growing movement towards local production. This trend is driven by a number of factors. These include, amongst others, political stability and government incentives to

boost local manufacturing. To circumvent import duties, port delays and high transport costs, companies are also considering local production options. All these are expected to grow retail which supports consumer behaviour.

Distribution

The dominance of informal trade and Africa's large rural population makes distribution a complex exercise. However, as 90% of sales are made through informal channels, those that ignore this segment are missing out on a significant share of potential revenue.

THE ABOVE FURTHER INCREASE BUSINESS POTENTIALS FOR PRINT AND ALLIED BUSINESSES BECAUSE:

- Brands need to differentiate themselves from competition with graphics communications.
- Distribution and coding systems need labelling/coding/ marking to improve channel of distribution.
- E-commerce integration with flexible and innovative trading hours help boost demand thereby increasing purchase decisions.
- Improved shopping experience: need for value-driven in-store visibility.
- Increased number of Start-up businesses need print services to grow.

WHICH AREA(S) SHOULD INTEREST YOU BEFORE MAKING PRINT EQUIPMENT INVESTMENT DECISIONS?
Before deciding on the next line of print

Continued on page 46 >>





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...KAMPA TEAM UNITY being sworn in

The cosmopolitan and heterogenous nature of northern Nigeria State - Kaduna came to bear when Professional Printers and Print Stakeholders from all over Kaduna State under the aegis of Kaduna Master Printers' Association (KAMPA) converged at the prestigious Asaa Pyramid Hotel, Kaduna to witness the swearing in ceremony of Mr. Abiola Yusuf Eleja led newly elected Executives tagged TEAM UNITY of KAMPA.

The event which also featured conferment of Award of Excellence/ Grand Patron of KAMPA to the Governor of Kaduna State – Malam Nasir El-Rufa'i as well as other deserving print and allied stakeholders in Kaduna State and environs also afforded participants to learn from Print Business Intelligence Report from Director of Print Academy Consulting LTD & Publisher/ CEO of WHERE To Print magazine – Mr. Joju ADEKANBI on an exclusive expose' on WHY PRINT BUSINESSES FAIL - WHERE To Print Intelligence Report over 10 Year Survey.

With change of baton from hitherto Alhaji Mustapha Omotosho (CEO, T90 Publicity) led KAMPA Executive to Mr. Abiola Yusuf Eleja (CEO, Exceptional Colours) led TEAM UNITY, WHERE To Print believes major issues of concern to stakeholders in and around Kaduna State will be a thing of the past. As Eleja promises: "we are going to ensure that we encourage unity, peace, harmony, love and make sure we discourage unhealthy competition and price war as much as possible through mutual collaboration and cooperation among stakeholders

thereby improving and growing our profitability, capability and strength". Showing his commitment to the good of the Association, the new KAMPA boss in his Inaugural Speech introduced business-like strategic policies of his administration that will be mutually beneficial to members' businesses, health, knowledge and the environment. These include:

1. In order to enhance the economic welfare and capital power of all members, we shall initiate and commence the Printers' Multipurpose Co-operative Society;
2. We shall introduce a monthly sanitation programme that will be mandatory to all shops, offices and residential occupants to encourage a clean and decent atmosphere around the printing hub;
3. We shall regulate the industry towards making printing profitable again and create a robust relationship between investors and workers by issuing operating license to printing machine operators and also introduce apprentice consent forms to all existing and new intakes to regulate and ensure discipline and sanity;
4. We shall organise training and seminars that will equip and develop practitioners on best administration and practice skills that will aid the success of our business; and
5. We shall also introduce a park lane system to eradicate double parking to allow free flow of traffic and organised community.

WHERE To Print captured some of the highlights of the memorable event in images.....



...KAMPA awards deserving members

KAMPA TEAM UNITY EXECUTIVES

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WHY DRUPA POSTPONED TO APRIL 2021

“We take every possible measure to meet the expectations of our global customers in April 2021 – let’s embrace the future in 2021 together!”

Mid-March, the postponement of the world’s leading trade fair for printing technologies, drupa, to April 20 - 30, 2021 was announced due to the exponential spread of the coronavirus. Director drupa and Global Head Print Technologies of Messe Düsseldorf, Sabine Geldermann, is now answering questions that concern the Print Industry.

SABINE GELDERMANN, WHAT WAS THE DECISIVE FACTOR FOR MESSE DÜSSELDORF TO POSTPONE DRUPA?

Messe Düsseldorf is following the recommendation of the Crisis Management Team of the German Federal Government to take into account the principles of the Robert Koch Institute when assessing the risk of major events. Based on this recommendation and the recent significant increase in the number of people infected with the new corona virus (SARS-CoV-2), including in Europe, Messe Düsseldorf has reassessed the situation. In addition, there was the general ruling issued by the city of Düsseldorf on 11 March 2020, in which major events with more than 1,000 participants present at the same time are generally prohibited. Against this background, there was unfortunately no other option than to postpone drupa.

ON WHICH CRITERIA DID YOU DETERMINE THE NEW DATE?

“Under normal circumstances” the year

2020 would have been a “trade fair rally” for Messe Düsseldorf, because from August last year until this June almost all of Düsseldorf’s major world-leading trade fairs should have taken place – with drupa as the finale. Due to the influence of the coronavirus and the associated official decrees or restrictions, seven trade fairs planned for this spring have already been postponed to the second half of 2020 and to spring 2021. Since we need a time frame of around two months for drupa (due to its set-up, duration and dismantling), there were only limited options available. Having weighed up all the parameters and in view of the international trade fair calendar, the date chosen, 20 - 30 April 2021, is the earliest and best possible date, which we have agreed together with our President and the VDMA as the supporting association. Under the current circumstances, this date now allows the greatest possible planning security for all parties involved. Fortunately, we are now once again in a similar timeframe to the original, traditional May date of drupa,

which has become widely established in the industry.

HOW HAS THE GLOBAL PRINTING COMMUNITY RESPONDED TO YOUR ANNOUNCEMENT?

The current situation is affecting all industries worldwide in an unprecedented way and the effects of the coronavirus are already having a drastic impact on public and economic life. As in other industries, the Printing Industry is feeling the effects of this in the form of short-time work, production downtime and supply bottlenecks – on a national and global level. In this situation, however, the health and protection of employees and partners take precedence. The reaction of our international customers and partners to the postponement was therefore consistently positive and met with



Continued on page 39 >>

WHY DRUPA POSTPONED TO APRIL 2021



great understanding and acceptance. Three months before the regularly scheduled start of drupa, we were thus able to give many exhibitors the opportunity at this point in time to reschedule their upcoming logistical and very cost-intensive measures, such as the shipment of machines.

We were very pleased with the numerous emotional feedbacks on our social networks and platforms. One thing is certain: the industry wants to have a drupa again, one that retains its image, its radiance and its global standing – this would not have been feasible under the current conditions. That's why we will now take every possible measure to meet the expectations of our global customers in April 2021 – let's embrace the future in 2021 together!

Exhibitors traditionally work towards the drupa date with their new products: Much is already completed for June; exhibitors do not want to wait to present the new products to their customers. Does drupa now see itself confronted with alternative, virtual presentation formats?

Our exhibitors will certainly present some of their innovations this year already, using different formats such as customer events or digital platforms. However, these can only bridge the current demand – in our opinion, they do not offer a complete replacement for a trade fair with worldwide appeal. drupa is and will remain the top platform for the Printing Industry to present innovations, come together and, above all, network. That is why drupa will remain the target the Print Industry is working towards even after the postponement. drupa represents an indispensable platform for industry participants, providing orientation, impetus and, above all, satisfying the demand for face-to-face meetings and worlds of experience to a high degree. It is all about human needs, haptic experiences and running machines that fascinate participants and which definitely cannot be fulfilled at this point by digital media. What distinguishes

leading world trade fairs such as drupa is the concentrated energy that arises from the selective gathering of many people; the personal and emotional exchange; the joint presence of decision-makers, multipliers and idea providers; lively discussions; presentations that set the pace; chance encounters; opportunities to acquire new customers; recruiting options...

Especially in the current situation, where numerous European countries are subject to unexpected restrictions, the need for personal encounters and an extraordinary customer experience after such an experience will certainly be even more pronounced in the future. We are people, not avatars - and the desire for personal exchange, knowledge transfer and networking in a fascinating ambience is unbroken despite all digital formats. That's why it's great to see that numerous key accounts are already shaping the motto "let's embrace the future in 2021 together."

HOW DO YOU BELIEVE PRINT BUSINESSES CAN WEATHER THE STORM CAUSED BY THE PANDEMIC?

There is no doubt that there will be declines and lasting economic setbacks. The government's measures and aids are on the way. However, it is important that the industry does not suffer a complete standstill in production as a result of the current measures. Our industry must continue to invest in the future in order to seize market opportunities, because print, with its so many different and extensive applications and forms of use, will continue to be indispensable in many markets in the future. The exchange of ideas between industry players and the necessary inspiration are key means to this end, and are lived out and introduced in a future-oriented manner at leading world trade fairs such as drupa.

WHAT CHANGES WILL THE POSTPONEMENT MEAN FOR

DRUPA 2021?

The postponement represents a new, unprecedented scenario for all concerned and requires a certain degree of flexibility. As in the past, we will continue to take every possible measure to carry over the successful status of drupa to the new date in 2021. It is our ambition and desire to organise another unique and successful drupa for our global customers in 2021.

WILL THE FRAMEWORK PROGRAMME REMAIN IN PLACE?

Our supporting programme at the five special forums has already impressed with a fascinating range of formats, renowned speakers and exciting topics. Our top priority is to offer our visitors highly relevant, inspiring and lastingly valuable content. The lecture programme is rounded off by Guided Tours and was already available for bookings via our portal. Our aim is now, of course, to adapt and transfer the programme as far as possible to the April date.

Significant issues concerning the ongoing digital transformation, topics related to circular economy and sustainability or new business models, which will be presented as keynotes, panel discussions and best cases, will continue to inspire and successfully advise companies – and this will be more relevant than ever after the impact of the coronavirus.

WHAT ARE THE EFFECTS OF THE POSTPONEMENT ON THE SATELLITES?

We do not currently see any effects of the shift on our "Printing Technologies" portfolio and thus on Messe Düsseldorf's foreign trade fairs. As a result of drupa's postponement, the most important trade show in our international portfolio, All in Print China in Shanghai in October, will become the largest and most important print trade show in 2020, giving our international exhibitors another highly relevant trade show in Asia this year. Furthermore, PPP Manila in October will provide an additional platform in an emerging Southeast Asian market. And Indoprint in Jakarta, planned for September 2020, will also take place on schedule – according to current information. Of course, we are also closely monitoring the situation together with our subsidiaries Messe Düsseldorf China and Messe Düsseldorf Asia as well as participating partners and will act in good time if necessary. For this purpose, we keep in touch with our customers via our various platforms and our foreign representatives and my team in Düsseldorf are available for all questions.

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“OUR CUSTOMERS ARE OBVIOUSLY GOING TO HAVE A SMOOTH RIDE WITH US THIS YEAR, I LOOK FORWARD TO A WIN-WIN KIND OF RELATIONSHIP WITH OUR CUSTOMERS”

– PASTOR GBENGA OLADOKUN, CEO, NENO INTERNATIONAL SERVICES

Driven by the desire to provide top-notch, quality print services at the right price for a mutually beneficial relationships with its valued customers, Pastor Gbenga Oladokun led NENO International Services located at 4, Ogunshola Close, Alaguntan Bus Stop in Iyana Ipaja area of Lagos also bring to bear experience and network that enable free consultation especially on achieving only the best quality standard at the right price. At its recent Open House, WHERE To Print caught up with the CEO, NENO International Services - Pastor Oladokun who shares his experience, challenges as well as opportunities in print business, and how Government can assist to help print businesses grow in Nigeria. Enjoy excerpt below:

CONGRATULATIONS ON THE SUCCESS OF YOUR OPEN HOUSE, TELL US HOW YOU FEEL?

I feel very excited because it was an avenue for us to reach out to our neighbours, business partners, and to our “Host Printers” all around us - who are into the same line of business that we do. We had some time out together and shared ideas on issues such as; how we can partner and work together for the growth and development of the industry.

CONSIDERING THE SITUATION OF THINGS IN THE COUNTRY, TELL US HOW YOU DID THIS?

The condition of things in this country will keep changing and there is nothing anyone can do about it; corona virus is here and nobody foresaw it at the beginning of this year but we are coping. It is all about passion; when there is passion, there would not be any corona virus that will stop us from achieving our goals.

IS THERE ANY POINT IN TIME YOU THINK LIKE GIVING UP? TELL US WHAT HAPPENED AND HOW YOU OVERCOME THAT?

I have never felt like giving up, when I started this business. The first four months we lost our printheads - that was a huge investment and we probably felt like giving up but God rescued us. There are challenges in this business but because of the determination and passion, we will never want to give up.

BRIEFLY TELL US HOW YOU VENTURE INTO PRINTING BUSINESS?

Printing has been my passion right from school where I studied Fine Art and during my National Diploma, I was privileged to work in so many printing outlets and that has given me the passion for anything print related. Since then, I have been giving my best to make sure that I do quality printing until I find myself at Winner’s Chapel. I started from the position of a Graphics Artist, then rose to the Office of the Directorate for a period of 23 years and that has given me the opportunity to know printing in-depth. And with the opportunity given to me by Bishop (Dr.) Oyedepo; I have been exposed and have the privilege to move around the world to see where printing is done in a better way than Nigeria. So, my passion has always been how we can be close to the quality

standard we have outside the country.

LOOKING BACK, WHAT WILL YOU HAVE DONE DIFFERENTLY?

Looking back, probably I could have started earlier. I pulled out completely from a paid job to join printing so if I had pulled out 5 years earlier, I would have gone further than where I am now but I also believe when God gives you an opportunity, it is always best at the right time.

CAN YOU LET US KNOW THE RANGE OF PRINTING MACHINES TO MEET CUSTOMERS NEED?

We are not a starter or fresher in this business, knowing fully well that you do not need to have all the equipment before you become productive. We have pre-press, Amsky (CTcP) for making plates and we are into large format printing which is our major, and lastly - we have Direct Imaging Press (DI). We also have partners in business that we work together with and I believe with time, we will grow and have more machines to meet customers’ needs in the industry.

YOUR LINE OF BUSINESS IS QUITE

Continued on page 41 >>

“OUR CUSTOMERS ARE OBVIOUSLY GOING TO HAVE A SMOOTH RIDE WITH US THIS YEAR, I LOOK FORWARD TO A WIN-WIN KIND OF RELATIONSHIP WITH OUR CUSTOMERS”

TECHNICAL, HOW WILL YOU BE ABLE TO COPE WITH EXTREME AND QUALITY DEMANDS OF CUSTOMERS?

Our line of jobs looks extremely technical but when you are also technical, there is no technique that you cannot approach and being technical is a mindset because when we get jobs from customers, we always want to surpass the expectation of our customers. It is our eyes for details that stand us out not even the machines this time. Although, machines play their roles but the mindset and principle of our company are what determine; if good or bad jobs leave our company.

HOW DO YOU DEAL WITH SUBSTANDARD CONSUMABLES OR PARTS IN RUNNING YOUR BUSINESS?

There are lots of adulterated consumables in town, but I always make sure we patronize the best vendors. We make sure that what we get, satisfies our customers’ needs. That is, we purchase only the best in the industry.

WHAT IS THE KIND OF SUPPORT SERVICES ESPECIALLY IN TERMS OF DESIGNS, CONSULTANCY ETC. THAT YOU OFFER YOUR CUSTOMERS?

My background as a Graphic Artist gives me a better advantage. For example; when we get jobs, I check the job to ensure they are best for quality production like the quality of the images, fonts changes, pixilation etc I also give advice on colour balancing. I give advice and counsel generally from the experience I have garnered.

IS THERE CREDIT FACILITY TO YOUR CUSTOMERS, IF YES – HOW HAVE YOU BEEN ABLE TO ENSURE COMPLIANCE AND NOT DEFAULT IN PAYMENT?

Customers are always very interesting; not all customers would pay immediately so it is left for us to know our credible customers so we are sure they would pay up. Although we have credible customers that you would not mind if they pay now or later.

WHAT ARE THE BUSINESS CHALLENGES IN AN ENVIRONMENT AS NIGERIA, AND HOW HAVE YOU OVERCOME THEM?

The greatest challenge is sourcing for funds and manpower; getting the right people to do the job for you. We do train our operators but on the issue of access to funds; we believe with the emergence of CIPPON taking the right position, we will be able to access funds through their influence. On the other hand, we believe also partnership will help printing development in Nigeria.

SOME OPERATORS IN YOUR SECTOR ARE KNOWN TO PUSH THEIR SELLING POINTS ONLY ON PRICE WHICH NATURALLY NECESSITATES PRICE-WAR; WHAT IS YOUR TAKE ON THIS AND WHAT SHOULD BE DONE TO CURTAIL PRICE-WAR OR OTHER UNETHICAL BEHAVIOURS IN THE INDUSTRY?

I do not believe there is war in the industry; it is simply stupidity because I do not understand why

I will purchase something of a particular amount and want to sell it for a lesser amount because my colleagues who does not have an accounting system does. I actually do not ‘compete’, I am only here to ‘complement’ because we drive quality jobs and I also feel CIPPON should come in here and put some standard in pricing. Printing is for professionals not just for anybody.

WHAT DO YOU THINK IS THE REASON(S) FOR HIGH STAFF TURN-OVER RATE IN THE INDUSTRY AND WHAT CAN INVESTORS DO TO RETAIN QUALITY STAFF?

It is very difficult to retain quality staff, and I believe quality staff should be paid well in the industry but sometimes it is really not about money. It is about our love and passion as owners of business for people working with us. If they really know that you have interest in them; they will stick with you through thick and thin. We as business owners should appreciate the efforts of staff in helping the business grow. As the company grows, you can also encourage your staff to buy in shares or buy into whatever you have. We should not keep going on with our African myopic mindset. With all these enumerated, it becomes easier to retain good hands and eventually, be the best.

WHAT DO YOU THINK ARE THE RED FLAGS IN PRINTING ESPECIALLY IN ACQUIRING NEW PRINT MACHINES?

There are red flags in most aspect of printing especially the cost of bringing in new machines. Thank God Nigeria has broken the jinx because there are some that have gone ahead of us who have acquired brand new machines while others are still struggling. I believe as the economy booms and things begin to change; we are going to have influx of new machines into the industry.

WHERE DO YOU THINK THE INDUSTRY IS MOVING TOWARDS IN TERMS OF INVESTMENT POTENTIALS?

In terms of investment a lot of people are now going into Flexo because as times goes on Flexo will solve most of our problems because the industry is going digital; we should (as investors and also business owners) think towards that line.

ARE YOU DIVERSIFYING INTO THE LINE OF BUSINESS YOU JUST MENTIONED OR ANY OTHER LINE OF BUSINESS?

With time, because I hate stagnation, I thank God for where I am now but I look forward to where God wants me to be as we begin to grow; we will diversify into digital solutions.

WHAT ADVICE CAN YOU GIVE TO UPCOMING GENERATIONS (OF GRAPHIC PRACTITIONERS)?

They should be patient and hardworking. I started mine as a Graphic Artist 23years back and there has never been any regret. This our upcoming generation should stop changing jobs regularly because we have come to realize they do not stay in a place for more than a year. They should stay in one place and develop their managerial skills. I started as a Graphic Artist to

being a Supervisor, from there - to a Manager, and then Director. And I tell you; the experience I have gained is quite enormous which is helping me today.

IN WHICH AREA DO YOU THINK GOVERNMENT CAN ASSIST IN HELPING PRINT BUSINESSES GROW?

We implore the Government to ensure no printing jobs are done outside the country. We should believe and develop our local brands. We have viable presses who have invested so much in the industry. Nigerian jobs should remain in Nigeria.

BRIEFLY LET US KNOW THE PLANS YOU HAVE FOR YOUR CUSTOMERS THIS 2020 BUSINESS YEAR?

Our customers are obviously going to have a smooth ride with us this year, I look forward to a win-win kind of relationship with our customers. We want them to entrust their jobs to us and relax because quality is the number one key in the kind of business that we do, and we will ensure whatever comes out from us is the best with a pocket-friendly price.

COMING BACK TO THE INDUSTRY, WHAT ADVICE CAN YOU GIVE TO STAKEHOLDERS - MAJORLY INVESTORS – IN ENSURING PROFITABILITY AND SUSTAINABILITY OF THEIR BUSINESS?

I will advise them not to give up; they should keep hope alive because anyone who has invested money would want a return on investment but they should be patient with the economy because things will get better and we should not give up but to encourage people coming behind.

WITH YOUR EXPERIENCE; WHAT ARE THE THINGS AN INVESTOR MUST NOTE ESPECIALLY IN TERMS OF STRUCTURE IN SETTING UP A PRESS IN NIGERIA?

With my experience in the industry I want to advice everyone to create a very workable structure. Our account book must be kept and work movement must be documented. If possible, provide CCTV cameras to monitor whatever is going on in every department of your business. Once this is done, we will surely have a very stable business that will grow.

FINALLY, WE KNOW PRINTING CAN BE HIGHLY DEMANDING AND STRESSFUL BUSINESS, HOW DO YOU RELAX?

We actually do not really relax much in the Printing Industry because printing is very demanding. In choosing to relax, some go to the club while some go to church but personally, I love to spend time with my family at any given chance and when the opportunity presents itself, I take vacations out of the country to have some time to refresh and re-lunch.

THANK YOU FOR TALKING TO US SIR
You are most welcome.

Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



It can be very stressful most times in the kind of jobs that we engage in; sometimes it can be from our printing machines which can stop at any point in time while printing jobs and this usually affect the quality of jobs and makes us miss print deadlines. So, I have learned to work with the available hands because another issue that we encounter that gives us stress is the fact that we do not have youths who are willing to go into this type of jobs that we do, but rather choose to play bets and other sort of undignified jobs to make quick money.

AHMED ABIODUN – AMZAL COMMERCIAL PRINTS



Of a fact, the stress we face daily at our place of work are numerous; from trying to print quality jobs for our customers and at the same time meeting deadlines and avoiding mistakes, but we have learned to cope and live with the stress that comes with the job.

PAUL IBEGBU – PAMACO PUBLISHING INDUSTRIES



For me, I have learned to enjoy the stress sincerely because it is what I love doing. Although, I cannot rule out the fact that I do take breaks periodically to relax and eat to garner enough strength to continue my activities.

QUADRIL JIMOH – TJ VENTURES

We cannot rule out the fact that we encounter various levels of stress in our day-to-day activities at press but we have learned to cope, so we only take breaks to eat food and rest.

OLUWASEYI KAYODE – OWINE



Going through stress on the job has become part and parcel of me because truly the printing job is a very tasking one and you experience stress in all possible areas. So, I have just learned to manage and live with it.

ADEYEMI ISHAQ – EASY PRINTS

I tend to calm my nerves or manage stress on the job just by listening to music. It really works for me all the time; for example, when I am pressured to meet up with a particular target and deadline, I just simply put on my music, it naturally calm my nerves and help me go through with the assignment easily. Music does it for me any day, anytime.

VICTOR OKENIRAN – BOLAD PRINTS

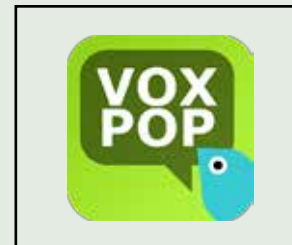


We are usually allocated with break periods to rest and take lunch at work place, but I also make sure I take breakfast in the morning before leaving the house or first thing I do when I get to my work station.

VICTOR UKACHUKWU – TUTOP PRINTS

We cannot rule out stress in the kind of jobs we do daily, stress from customers, staffs etc. One just has to look for a way to learn and balance it up, and I have been doing just that.

JOHN ALANEME – FUTURE GLORY ENVELOPES



To me I believe there should be division of labour among employees i.e. more hands-on deck. If this is put in place, then it will make the work go easier and faster with less stress.

NURUDEEN SUNKANMI – JUBRACO GRAPHICS

I eat pounded yam and take soft drinks during breaks, I also walk around when I feel overwhelmed with work activities, it helps me cool off and I usually feel refreshed after the exercise.

POPOOLA TOHEEB – AJIB PRINTS



We do not experience much stress at work because we have enough hands to help reduce the work load of stress; I simply just take cold water to keep me going.

SHERIFF ADEMOLA – MUBIZ VENTURES



Food such as bread and beans with cold drinks simply does the magic for me everytime.

IBRAHIM OLASENI – OKORO PRINTING PRESS



We have so much stress in this business which includes price issues, rejected jobs due to little mistakes, machines stopping abruptly while working and the engineers that come to fix them too etc. All these results to stress at the end of the day which can have a negative effect on our health. But we have learned to

compromise and manage it.
EMMANUEL SOWEMIMO – ODUSPEACEFUL

I usually take energy drinks between breaks to help me with the necessary energy needed to carry out my daily activities at the press.

HUSSEIN YUSUF – MUBIZ VENTURE



I do not have much stress at my job yet, because I plan my work before I start the day.

RAFIU SHEFIU – SUNLIGHT PRINTS

I have had cause to experience various types of stress especially when you have to meet deadlines where clients are on your neck. The way I do it is that I ensure I plan my production very well so that I do not have issues with timing because timing is very important especially if you have to deliver a job at a particular time which can give you stress. Also coming down to managing stress in my family, they know that my job is what brings food to the table so they have to adjust because sometimes I have to stay out late so as to complete a job before coming back home. So, I think my family have learnt to understand and live with it.

MOHAMMED JATAU – NATIONAL BOARD FOR TECHNICAL EDUCATION



The Printing Industry is very good and so far, it has been a success story for me, people respect me with the way I handle my business. I don't just collect any kind of job because if you do, the business might not grow as planned. The stress though is much but I have learnt to take things easy especially with my suppliers and operators and staff generally; I see them not just as employees but as family which makes them give their best at executing tasks. I also provide necessary tools and equipments needed to make their jobs easier, and in due time I see that their salaries are reviewed. With all these in place, they take the business like theirs which in turn grows the business and by the grace of God we have been operating for over forty (40) years and still counting.

MARY ABUBAKAR – ABUMAY GLOBAL PRESS



What contribute to our stress is that; when we do good designs, we do not get commensurate payment from customers or even patronage which is discouraging. Another issue we have is the issue of power supply which affects our businesses a lot. So, the Government has a role to play to ensure that the stress we go through on daily basis due to power outage is either controlled or minimized.

SULUD AYINDE YUSSUF – SEDORCONCEPT



OUR VERDICT

WHERE To Print believes that whatever your work demand, there are steps you can take to protect yourself from the damaging effects of stress and improve your job satisfaction through the following steps: Exercising; to lift your mood, increase energy and sharpen focus. Reappraising negative thoughts; because chronic stress and worry can lead people to develop a mental filter in which they automatically interpret situations through a negative lens. Eating healthy and nutritious foods; to not only reduce sugar consumption but to also avoid energy crashes. Prioritizing; plan regular breaks throughout your day by prioritizing your most important tasks and projects earlier in the day. Mindfulness; the ability to pay attention to the present moment with curiosity, openness and acceptance. Getting enough sleep; aim for 8 hours sleep each night and turn off screens one hour before going to bed. Summarily, **OUR VERDICT** is that whenever you feel stressed, change to positive attitude, keep moving, eat healthy diet, engage your senses, and take time to relax or rest!

Print Impact Around the World

also sending out an important signal through its umbrella organisation DEHOGA (Trade Association for the Hospitality Industry): "We appeal to our members and the entire industry to be flexible when it comes to rebooking by exhibitors and visitors. The Düsseldorf trade fairs such as drupa play an enormously important role for the city, the hotel industry and the catering trade. It would be counterproductive not to show goodwill in this situation," as both DEHOGA-Representatives Giuseppe Saitta (Chairman Düsseldorf/District

Group Rhein-Kreis Neuss) and Rolf D. Steinert (Düsseldorf/Rhein-Kreis Neuss Hotels and Tourism Group) emphasise. Werner M. Dornscheidt is pleased about the general consensus and encouragement in this special situation: "We would like to thank all partners for their excellent cooperation in making these difficult and time sensitive decisions. We are pleased that together dates were found so quickly in order to provide all those affected with reliability in planning."

FESPA 2020 EVENTS TO RETURN TO MADRID IN OCTOBER 2020



FESPA has announced that its flagship event, Global Print Expo, will return to IFEMA – Feria de Madrid from 6 to 8 October 2020, along with its co-located events, European Sign Expo and Sportswear Pro.

extremely pleased to confirm that our shows will be going ahead on these re-scheduled dates and we're very grateful to IFEMA team, who have been fully supportive of our decision under the extraordinary circumstances."

The three exhibitions, which were originally scheduled to take place from 24 to 27 March, had to be postponed due to the disruption caused by the COVID-19 outbreak in mainland Europe. FESPA CEO Neil Felton says: "Despite the ongoing impact that the coronavirus is having on the specialty print sector, we've been overwhelmed by the strong demand from our global community for a FESPA platform in 2020. Therefore, we are

He continues: "Throughout this difficult time, we remain in close dialogue and consultation with our exhibitors to establish how FESPA is able to best support their 2020 product launches, engage with existing customers and nurture new prospects in the specialty print sector to fuel their future growth. We remain confident in the unique value of FESPA Global Print Expo for our specific stakeholder community."

HEIDELBERG EXPANDS ON DRUPA PLANS



HEIDELBERG

Heidelberg has given a preview of its plans for Drupa 2021 – while acknowledging that anything could

happen with the show amid the current coronavirus crisis. Heidelberg: customers are more interested in output than tech specs

The firm will exhibit under the overall message of 'Unfold Your Potential', and Chief Executive Rainer Hündsdorfer said this would cover all aspects of customers' businesses, from equipment to employees and value chains.

"Digital transformation is sweeping across the printing industry. Companies need to become agile and co-operative, lean and virtual," he stated. Heidelberg is extending the Push to Stop autonomous printing system –

first shown at the last Drupa in 2016 – to the "next level", Hündsdorfer said. "We have extended this idea to the whole print shop and the whole printing process from pre-press to post-press."

The manufacturer had already announced that it will show its next-generation Speedmaster at Drupa, along with a new fully-automatic plate logistics system that delivers plates directly to the printing unit.

The firm is exhibiting in the huge new 12,000sqm hall 1 at the Messe Dusseldorf to accommodate three B1 Speedmaster presses running (plus the Primefire) as well as partners presses from Masterwork and Polar. The manufacturer is also planning to run trips on five days of the show to its HQ at Wiesloch-Walldorf, three hours away from the Messe and home to the full suite of Heidelberg products and its research centre. It will organise a transfer and booking system for travel via train or bus and expects around 5,000 printers to make the trip. Chief Sales and Marketing Officer Ludwig Allgoewer described the approach as "one trade show, two locations".

Heidelberg also expanded on its 'HEI.OS' digital eco system vision to create an open, centralised platform with a single sign-on for all systems. Tom Oelsner, Head of digital innovation and data science, said the intention was to improve on existing JDF connections: "JDF never did work. We need a new format and we are working on that with a few people. It's still up in the air but needs to be resolved quickly."

Artificial Intelligence, improved user interfaces, and robotics will also be

key themes and a host of new Intelli-features are aimed at improving productivity. These include Intelliline whereby a light strip on the printing unit will illuminate in different colours to either confirm good running or alert the operator to a potential problem.

Rainer Wolf, Head of Product Management for Sheetfed, said that printers were now more interested in output than technical specifications. "The discussion is different. It's about net output, overall equipment efficiency and touchpoint reductions," he stated.

The Primefire 106 B1 inkjet press gets a new user interface and variable data features aimed at pharma packaging. It will be shown integrated with a digital post-press system for packaging applications from Masterwork, while the Versafire digital presses get ICC profiling functionality and a new inline bookletmaker and interposer. Head of digital print Montserrat Peidro-Insa said Heidelberg now had 10 Primefire 106 installations, "all of them producing", and hoped to have 15 presses installed by the end of the year.

Customer testing is currently underway for a new cloud-based AI system, Performance Advisor Technology or 'Pat', which is accessed via Heidelberg Assistant. This learns the behaviour of 5,000 late-model Heidelberg presses in the field in order to devise rules around performance issues. Also new is the 'myHD' app, which initially has information about Heidelberg's Drupa presence but will also allow customers to connect their machines and see live performance data in future. There's also a new maintenance app.

XEROX NAMES TALI ROSMAN AS VP OF ITS 3D PRINTING BUSINESS



five new innovation pillars in terms of bringing systems to market and generating revenue," said Shanker. "This requires a leader who thinks differently and can drive strategy as we move toward a commercial release of our liquid metal printer later this year. Given Tali's extensive knowledge of the 3D industry, I am confident she is the right person to advance our program in 2020 and beyond."

Xerox has announced the hiring of Tali Rosman as Vice President of Xerox's 3D Business. In this role, she reports to Naresh Shanker, Chief Technology Officer of Xerox.

"3D is the most advanced of our

Rosman joins Xerox most recently from NICE, where she was Vice President and Head of Business Operations for the Americas.

Continued on page 48 >>



BEE Printing Mechanical Company



HEIDELBERG SM102 -4



BINDING MACHINE



HEIDELBERG MOZ



HEIDELBERG SHAHL K78



POLAR 92



HEIDELBERG SM74 -5



HEIDELBERG MOV



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EUROSHOP 2020 CONFIRMS LEADERSHIP POSITION AS GLOBAL EVENT FOR RETAIL



equipment to buy, check out the areas with tremendous business opportunities such as:

- Textiles, Garments and Shoes – use of textiles in almost all deployment takes the lead at Euroshop 2020.
- Do It Yourself (DIY) and Home Improvement.
- Accessible and creative product personalisation.
- Technical Consumer Goods i.e. office

equipment and consumables.

- Furniture.
- 'Green' Goods.
- Green & sustainability takes centre-stage at Euroshop 2020.
- Use of textile even for outdoor dominates Euroshop 2020 innovations.

CONCLUSION

Numbers speak for themselves @ EuroShop 2020: 96% of visitors were satisfied with their visit to the trade fair. Just as many confirmed the outstanding position of EuroShop as a trend barometer, networking platform and largest event for the retail sectors, gear up for the next EuroShop to be held @ same venue - Düsseldorf Messe from 26 February to 2 March 2023. © With support from Euroshop, PWC, Euromonitor





...Outgoing Chairman - Alhaji Omotosho



Mr. Eleja + TEAM UNITY gives Inaugural Speech after swearing in



WHERE To Print Publisher - Mr. Adekanbi



...TEAM UNITY Executives



Mr. Eleja receives his Certificate of Office



...KAMPA Chairman greeting members



...KAMPA Chairman with Photographers



...KAMPA Chairman with ASSPON Kaduna Executives



...KAMPA Chairman and well wishers



...with Muslim Community Heads



...entertainment

Print Impact Around the World

Prior to NICE, she was Head of Product Strategy and Operations for Stratasys, a global leader in 3D printing technology. In her role, she was responsible for the annual planning process of the product group and developed dedicated sales channels for specific customer segments. "Being

part of the team transforming and revitalizing this marquee brand is a unique opportunity," said Rosman. "I'm excited to see how Xerox becomes the leader in the 3D printing industry, helping 3D printing cross the chasm from prototyping to manufacturing."

KODAK ANNOUNCES INTEGRATION OF KODAK PRINERGY AND CANON'S PRISMASYNC PRINT SERVER



The integration between KODAK PRINERGY Workflow 8.4 and Canon's PRISMAsync Print Server will start with v7.2. This new integration provides PRINERGY users a quick, seamless, and efficient method to set up, control, and monitor print jobs.

Thanks to the new connectivity, PRINERGY Setup can receive device properties from the PRISMAsync Print Server and import the Canon digital press's media and substrate library. PRINERGY Job Ticket Editor for the PRISMAsync Print Server enables users to define print parameters

as needed and save them for later use. Furthermore, PRINERGY Track records all print jobs on the PRISMAsync Print Server, and for queued jobs that were sent from PRINERGY, most settings can be changed. "Kodak's goal is to provide customers access to the PRINERGY automated production workflow for controlling all their print processes. This connectivity means that Canon production presses can now be efficiently controlled using our industry-leading PRINERGY Workflow solution," commented Todd Bigger, President Kodak Software Division and Vice President, Eastman Kodak Company.

NEW SHOW FOR DIGITAL TEXTILE PRINTING APPLICATIONS WILL MAKE ITS DEBUT AT DRUPA 2021



touchpoint textile, a new special show for digital textile printing applications, will make its debut at drupa 2021 in Hall 4. The textile industry is opening up cross-sectional technologies for numerous sectors — touchpoint textile will bring these companies together, offers space for cross-sector cooperation, new projects as well as product and manufacturing ideas that will be vividly realized in a micro

factory on site. drupa will be held from April 20 to 30, 2021 at the fairgrounds in Düsseldorf, Germany.

As the world's leading trade fair for printing technologies, drupa will provide this forum to reflect the increasing importance of digital textile printing and to underline its status as a driving force of innovation and growth for new business areas within

the print industry. The special show also represents the increasing establishment of drupa in new markets, which, in addition to textile printing, include packaging, large format printing, industrial and functional printing. All these segments are undergoing the same processes of change and offer enormous growth potential. Support from leading industry experts

The two partners of touchpoint textile are Europe's largest textile research centre, the German Institutes for Textile and Fibre Research Denkendorf (DITF), and the non-profit association ESMA (European Specialist Printing Manufacturers Association). Together with cross-industry partners, DITF will set up a Digital Textile Micro Factory at drupa, a fully networked, integrated production chain from customer specifications and design to fabric finishing. Demonstrating new possibilities for digitalization and direct customer interaction, such as 3D garment simulations with direct data transfer to virtual and augmented reality applications, the microfactory will demonstrate how digital textile printing, cutting and colour management can be integrated in a fully connected production environment. A variety of products, such as flags, t-shirts and bags, will be fabricated "hot off the press" each day. Such networked production chains will enable the textile industry to react even faster and more specifically to customer wishes and trends in the future, even with small order quantities. The combination of agility, creativity, flexibility and productivity is considered the driver for success.

Partners and sponsors of the Digital Textile Micro Factory will be Assyst (3D simulation of digital twin garments), Vuframe

(VR/AR), Mitwill (design network), Ergosoft and Caddon (RIP and colour management), HP and Multiplot (large-format textile printing), Zünd (digital cutting), Juki (production and workflow), Dommer, Berger textiles and Kaspar (sponsors). Another important partner is the Albstadt-Sigmaringen University, which is simultaneously integrating new topics into its curriculum in order to prepare tomorrow's employees for new challenges. ESMA is in charge of the conference program, inviting speakers from research, development and industry to discuss printing and finishing technologies, workflows, market developments and sustainability. "Textile printing is expanding rapidly thanks to innovations in printing processes. Both, digital and conventional technologies, can contribute to this change," said ESMA General Manager Peter Buttiens. "We're looking forward to demonstrating our expertise and know-how in textile applications to visitors at drupa's touchpoint textile."

Growing importance of textile printing

"Continued digitalization and cross-sectional technologies are drivers of innovation," commented Sabine Geldermann, Director of drupa and Global Head of Print Technologies at Messe Düsseldorf. "drupa's role is to be a source of momentum for our industry, fostering and shaping change. We're committed to identifying all relevant issues and integrating them in our forums. The growth potential in textile printing is impressive. It's against this backdrop that we are dedicating a special platform to these applications." Digital textile printing will also be an important part of the exhibitors' range of products and services beyond the touchpoint textile special show. drupa visitors are thus guaranteed a 360-degree view of current developments and trends in textile printing.

XEROX POSTPONES HP TAKEOVER ACTIVITY AMID COVID-19 SITUATION



Xerox has postponed activity relating to its hostile takeover bid of HP in light of the escalating coronavirus pandemic. Xerox said it needs to "prioritise the health and safety of its employees, customers, partners and affiliates"

In a statement, Xerox Vice Chairman and Chief Executive Officer John Visentin said the business needs to "prioritise the health and safety of its employees, customers, partners and affiliates over and above all other considerations, including its

proposal to acquire HP". He added: "As we closely monitor reports from government and healthcare leaders across the globe and work with colleagues in the business community to minimise the spread and impact of the virus, we believe it is prudent to postpone releases of additional presentations, interviews with media and meetings with HP shareholders so we can focus our time and resources on protecting Xerox's various stakeholders from the pandemic."

Continued on page 49 >>



Xerox added it does not consider the market decline since the date of its offer or the temporary suspension of trading in HP shares that occurred on 10 and 12 March as a result of market-wide circuit breakers

procedures to constitute a failure of any condition to its offer to acquire HP. It said it will take the same view on any future temporary trading halts, unless otherwise stated in advance.

SIGN & DIGITAL UK 2020 SUSPENDED TO 2 TO 4 MARCH 2021



POSTPONED

UNTIL 2-4 MARCH 2021

Faversham House has announced that Sign & Digital UK (SDUK) 2020 earlier scheduled to take place at Birmingham's NEC from 28 to 30 April 2020, has been suspended and moved to 2 to 4 March 2021.

Amanda Barnes, CEO of Faversham House the organisers of SDUK says: "We have been closely monitoring the Coronavirus (COVID-19) outbreak and the related Government guidelines. After careful consideration, having spoken with many people involved in our event, we have decided to suspend SDUK 2020. The health, safety and wellbeing of our SDUK community is our priority. SDUK is a much-loved annual outing for the whole industry to get together. We're proud of the trust the industry place in SDUK having successfully served it for over 30 years. If the outbreak continues to escalate as the Government is predicting, we believe visitor footfall and exhibitor attendance will be significantly

affected and so it is unlikely we will be able to deliver the great event the industry looks forward to".

She noted further that: "We are acutely aware of the impact this announcement will have and have taken this pragmatic decision acting quickly to minimise any unnecessary costs and business uncertainty. One of our principal company values is we care: we love what we do, and we do what's right and we feel moving SDUK is the right thing to do in the current circumstances. We have been in close contact with the NEC over the past few weeks and can confirm the show will go ahead from 2 to 4 March 2021 in halls 17 and 18. We thank everyone for their patience and understanding and are now in conversation with all those involved following this decision. Most importantly, we also wish to extend our thoughts and best wishes to all those personally affected by the Coronavirus."

TWO MORE MANUFACTURERS UP PAPER PRICES



Paper manufacturers Burgo Group and Lecta are the latest to confirm price rises for their products in the European market.

Prices at both companies will rise in April

Italy-based Burgo is to increase prices by 5%-7% for all sheets and reels of its uncoated woodfree (UWF) and coated woodfree (CWF) grades for European deliveries from April and in all other overseas markets immediately.

Meanwhile, Spanish manufacturer Lecta confirmed a price increase of 5% to 7% on all its two-side CWF

and UWF grades in sheets and reels in all European markets as of 20 April. "The continuous increase in manufacturing costs makes the price increase unavoidable," according to a statement from Lecta, which is now implementing changes with its customers.

Burgo and Lecta are the latest paper companies to announce price increases, following on from Sappi in February, which announced that its woodfree coated and woodfree uncoated paper reel and sheet prices would go up by 5%-8% from 14 April.

FLINT GROUP ESTABLISHES SAFETY PROTOCOLS TO MAINTAIN SUPPLY



Flint Group has taken steps to ensure the safety of its employees and maintain business continuity amid the ongoing coronavirus pandemic, according to a new statement.

Flint Group is implementing safety protocols at all its main production facilities

The US-headquartered ink manufacturer stressed that it is currently undertaking pre-entry temperature screenings for all staff at its major manufacturing sites and has established on-site hygienic work norms such as regular hand washing, increased cleaning measures, and rules for social distancing or remote work where possible.

Externally, all large-scale events have been cancelled by the company and only essential visitors are allowed on site. Specific safety protocols are in place for deliveries. Chief Operating Officer for Flint Group Packaging and Chief Executive for Flint CPS Steve Dryden

stated that all sites, products and services are safe.

Concerning the supply chain, he said: "All our teams currently remain accessible to our customers and we have taken measures to maintain business continuity and ensure they continue to receive the highest quality service without disruption. At present, we are not experiencing any direct impacts on our material supply. The current situation is, however, both complex and dynamic and we remain in frequent communication with our direct suppliers located in China, Europe and in other parts of the world to ensure delivery of materials as planned. Our global procurement team is reviewing material status daily for every region of the world and we have a weekly coronavirus global task force meeting. We will continue to work with urgent focus to gain more clarity as this situation develops."

Continued on page 49 >>

From page 49 >>

Print Impact Around the World

**PRINTING UNITED IS BIGGER. BETTER. TOGETHER...
IN 2020**



PRINTING United, the most comprehensive expo and event showcase in the printing industry, today announces that the event has already eclipsed the total square footage sold in 2019 and is on track to sell out again in 2020. This second edition of the show — which brought the entire printing industry together for the first time under one roof in North America — will take place October 21 - 23, 2020 at the Georgia World Congress Center in Atlanta. Bigger.

In 2020, PRINTING United offers more space than ever before. At the Georgia World Congress Center, every printing segment — from commercial to industrial; packaging to apparel; and digital textiles to mailing and fulfillment — will be accessible to the industry at large in over one million square feet of show floor space. This means more technology, more innovation, and more chances to collaborate in one place. Better.

PRINTING United exhibitors have the unique opportunity to showcase a full range of their latest equipment to the industry's foremost qualified buyers and decision makers,

maximizing marketing spend. Additionally, new experiences are constantly being added to PRINTING United to make for the best experience yet. The latest developments at the show include the Apparel Zone; Digital Textile Zone; Mailing and Fulfillment Center; and special, dedicated Community Receptions. Together.

PRINTING United is the unique industry venue that draws in audiences the world over, across all industry verticals, together under one roof. There are countless opportunities for collaboration with OEMs, suppliers, printers, media, analysts, and more. Exploring business development opportunities together ensures long-term growth and success for the entire industry. "We knew that something special was born at PRINTING United last October when we haven't seen a bit of slowdown by the community in the desire to be a part of this year's upcoming event in Atlanta," says Mark J. Subers, President - Exhibitions and Events, SGIA/ NAPCO Media. "It is still early in 2020 and the show floor has already surpassed our space in 2019. We are committed to delivering the best possible experience for the entire industry and are excited for what's to come."

KONICA MINOLTA ANNOUNCES OFFICIAL LAUNCH OF HIGH-SPEED DIGITAL PRESS



KONICA MINOLTA

Konica Minolta, a leader in industrial and commercial printing and packaging solutions, has announced the official launch of its new AccurioPress C14000 series of high-speed toner-based digital presses.

The AccurioPress C14000 was first introduced to the public through a technology preview at PRINTING United in October 2019. The digital press was put through its paces with nonstop demonstrations to a highly receptive audience of customers, press and analysts. All were impressed with its capabilities — high-speed, outstanding image quality and the new TU-510 four-side full-bleed trimmer — product attributes that offer increased efficiencies and profitability for print professionals.

The AccurioPress C14000 prints 140 A4 pages-per-minute (ppm) and the C12000 runs at 120 ppm, respectively. Their innovative design

demonstrates Konica Minolta's mission to be a leader in the high-speed toner-based digital production print market. Through hours of individual client interviews, the product was developed to support their transformation by creating solutions together that expand and streamline their businesses through advanced automation, fewer human touchpoints and higher productivity. Simply put, the new press was designed from the ground up, with extensive client input, to be a digital print factory.

"As our flagship, toner-based press, the AccurioPress C14000 series will expand Konica Minolta's offerings further into the high-end production print market," said Kevin Kern, Senior Vice President, Business Intelligence Services and Product Planning, Konica Minolta. "This product launch is an important global initiative for Konica Minolta, demonstrating our dedication to our customers as we build products based on their real-world needs to be more efficient and profitable in an ever increasingly competitive marketplace."

XEIKON LAUNCHES PROGRAMME TO SELL REMANUFACTURED PRESSES



Xeikon has begun the roll-out of its new Rex range of remanufactured digital presses to open up its technology to broader range of customers, with the first being its Xeikon 3030 Rex label system.

The Rex programme will be further rolled out in the future to include further remanufactured Xeikon presses as affordable propositions for printers. According to Xeikon Director of Product Management - Jeroen Van Bauwel: "Xeikon has been offering digital presses into the market for more than 30 years. But often our customers' digital business runs faster than their press and after a few years they already need to re-invest in a faster model. The returned press still has a long lifetime ahead so with our Rex programme we are remanufacturing these older presses by running them

through our factory, implementing all recent updates and upgrading the digital front-end to the latest version of our workflow: X-800 6.0. The presses that have gone through the Rex programme are then offered again into the market at a very attractive investment cost. Through the REX programme, we are making our well-known digital presses accessible to converters new to digital, with limited investment budgets."

The Xeikon 3030 Rex is a dry toner press that prints in colour plus opaque white. It is certified for food safety and prints 1,200dpi at up to 9.6m/min. Xeikon also confirmed that any remanufactured press sold through the Rex programme will come with the same warranty as all new Xeikon presses.

Continued on page 51 >>

From page 50 >>

Print Impact Around the World

AGFA TO BRING LATEST RTR WIDE-FORMAT TECH TO FESPA 2020



Agfa is to demo its new Oberon RTR3300 large-format roll-to-roll printer at Fespa 2020.

Though the Oberon RTR3300 can take two 1.6m-wide rolls to double capacity, Oberon is a 3.3m roll-to-roll system and will be key to Agfa's showing at Fespa, which is being held in Madrid over 6 to 8 October 2020.

Using flexible UV-LED inks, Agfa said the Greenguard Gold-certified machine is optimised for flexible media and the smooth printing of solid colours. Agfa Head of Sign and Display, Tom Vermeulen said: "When developing the Oberon, we once again focused on merging extreme productivity with extreme quality, in addition to delivering the lowest ink consumption levels and reduced overall operational costs. It is in a position to give print service providers a competitive edge. This new engine

builds on decades of experience in developing and manufacturing versatile large-format printing solutions. Our unique systems approach integrates and optimises engine, ink, media, workflow and colour management to ensure the highest quality, consistency and reliability."

Available in four-colour plus white and six-colour versions, the Oberon RTR3300 can hit 150sqm/hr in its high-speed express mode, while production mode achieves consistent speeds of 85sqm/hr. Its dual-roll option can handle two rolls up to 1.6m wide each. In addition to its air-cooled LED curing lamps, it features a water-cooled table that keeps the printing zone at room temperature so print service providers can process any kind of heat-sensitive roll material, including lower cost media.

FUJIFILM SHARES SOAR ON CORONAVIRUS HOPES



Shares in Fujifilm rocketed by 15% this week after reports that an influenza medicine it makes also works against Covid-19. The Japanese group is also making a major investment in UK biotech. Fujifilm: drug originally created for influenza could be beneficial against Covid-19

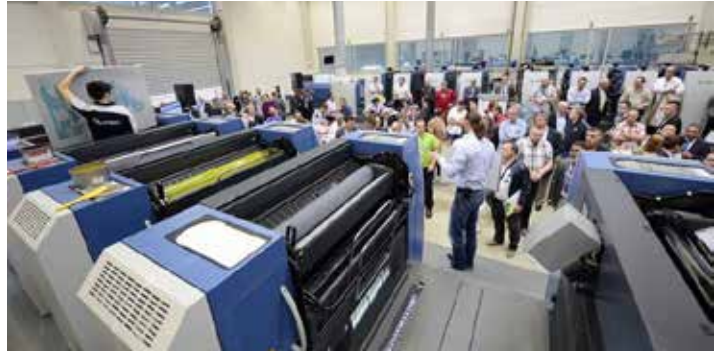
drug Avigan, developed by Fujifilm healthcare subsidiary Toyama Chemical Co, was "clearly effective" in the treatment of Covid-19. According to the report, clinical trials are underway in China and coronavirus patients in Japan have been given the drug since February.

Though 13 March saw Fujifilm shares slipped to ¥4,299 (£33.60) but then rose to ¥4,546 by Tuesday 17th of March and jumped to ¥5,238 on

Nikkei Asian Review reported that the Director of Chinese Science Ministry had said that the influenza

Wednesday 18th of March, reaching the daily permissible high as a result.

KOENIG & BAUER SHARERISE ON RESULTS



Press manufacturer Koenig & Bauer has described its core markets as "fundamentally intact" in year-end results that have understandably been overshadowed by the ongoing coronavirus crisis. Koenig & Bauer: sheetfed orders are up

Chief Executive Claus Bolza-Schünemann stated: "The end markets we address are fundamentally intact with packaging printing showing good structural growth. However, growth requires normal business years. "Due to the increasing economic uncertainty, we decided to invest significantly in reducing manufacturing costs and to join forces more strongly within the group. With these measures, we aim to position ourselves to a greater extent independent of the economy and more competitively for the future," he said.

Dealing with the possible consequences of the coronavirus situation is currently "a top priority" for the group, which is proposing to suspend the payment of its dividend for the 2019 financial year due to the uncertainty caused by the virus, with the retained profit carried forward.

CANON OPENS EUROPEAN UVGEL INK PRODUCTION FACILITY



Canon has opened a new central production facility for its UVgel ink after production volumes doubled in the past year to keep up with demand.

Puts (right): "Our new facility has been designed to be as environmentally friendly as possible"

team is eager to continue to help our customers confidently print growing volumes of large format roll-to-roll graphics. "At the same time, our new facility has been designed to be as environmentally friendly as possible. With a focus on operational efficiencies, the facility is delivering increased energy savings by reusing cooling capacity from other production plants on our campus and using a heat exchange unit to warm the cool air coming into the building with the heat of the air leaving the production hall."

Opened in December, the new premises are situated on the manufacturer's innovation and development campus in Venlo, the Netherlands, and the operation is now in full operation providing ink for the Colorado family of roll-to-roll, large-format printers.

Canon Vice President for Manufacturing and Logistics Rob Puts said: "We've been able to double our ink production in less than a year and our operations

The new ink production centre runs a workflow which processes raw ingredients in multiple steps and in barrels of 200 litres for each colour before it is transferred into ink bottles for immediate shipment.





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