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Focus on Africa: Opportunities for a Circular Economy post COVID-19

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Opportunities in Print in the New Normal

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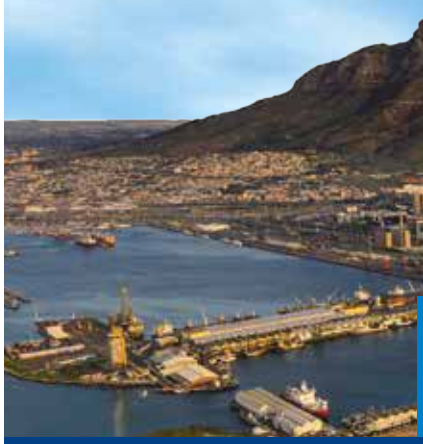
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PROPAK CAPE CONNECT PUT THE SPOTLIGHT ON PACKAGING TRENDS



Industry-expert panellists shared their insights around latest packaging trends and technologies at the recent **PROPAK Cape Connect 'OPPORTUNITIES IN PACKAGING IN THE NEW NORMAL'** webinar.

To mark the week in which PROPAK Cape 2020 would have taken place had it not been postponed due to COVID-19, the live webinar, moderated by **Gary Corin** - CEO of Specialised Exhibitions Montgomery, was open to all interested parties free-of-charge and was aimed at bringing industry professionals together to discuss the latest trends, technologies and post-pandemic opportunities across the Packaging Industry.

Kishan Singh, CEO of MetPac–SA and World Packaging Organisation (WPO) Ambassador, gave insight into the challenging environment of the world of packaging. He spoke about legislation that requires producers and manufacturers to account for packaging they produce post-consumer; and recovering material to be used in the circular economy. He emphasised the need to move away from the concept of 'take, make, use and throw' as there is a finite amount of raw materials, and that - materials already in circulation need to be reutilised.



Discussing the food and beverage sector where sustainable and high-performance packaging is imperative, **Maryke Foulds,** Editor of



SA Food Review, explained how packaging should continue to aim towards carbon neutral production and distribution. "It needs to enable a resilient food system that is convenient and safe, fully recyclable and supports an effective recycling system" she emphasised while noting that consumers are also becoming increasingly savvy and want traceability and supply chain information coupled with ethical and sustainable sourcing when it comes to the Food Industry.

TRENDS FOR 2021 include; how manufacturers will lean on technology to balance consumer demand with regulatory and quality standards; flexibility and the ability to do more with less; and the processing lines of the future must adapt to quick change in different products and recipes without impacting the flow of the line from the processing to the final packaging stage.

COVID-19 has also had a significant impact on automation and remote handling of robotics. Manufacturers will be looking at replacing analogue devices with technology that will provide remote access to machine controls and shifting to cloud computing.

When it comes to Cosmetics Packaging, the trends reflect the clean beauty movement. Consumers today are more knowledgeable and check labels for product composition and ingredients. This has placed a greater emphasis on labelling and scanning barcode technologies such as QR codes. Premium skincare brands are transitioning to post consumer bio-plastics and bio-polyester for their primary packaging, which is often sourced from overseas. Good news for South Africa is the launch of a locally produced 70% biodegradable and 100% recyclable Cosmetics Packaging and this can really be a game changer for the cosmetics and beauty brands. A push for more serialisation is a growing trend in the Pharma Industry to protect against pharmaceutical counterfeiting.



Interesting insights were given by **Dikeledi Mosime**, CEO of Tinpak, a leading manufacturer and supplier of tin ware and decorative packaging. As a female entrepreneur in the Packaging Industry she supplies some of the top brands in the country. Her account of how she successfully built a business in a male dominated sector where long-term relationships were hard to contest was inspiring for other female entrepreneurs wanting to get ahead in the industry. She overcame challenges and invested much time in building her credibility and becoming ISO and FSSC accredited.

With extensive information shared during the Discussion Session, those that missed the webinar or want to revisit it now have the opportunity to do so courtesy **Sven Smit**, Portfolio Director for PROPAK Cape who has made the webinar available on the PROPAK Cape website, **www.propakcape.co.za**

PROPAK Cape 2021 is taking place from **8 - 10 June 2021** at the Cape Town International Convention Centre, Cape Town, South Africa and will be celebrating its twenty first year. If you need more information on participation, you can direct your enquiries to: Kerayshа Pillay | Marketing Manager | Propak Cape
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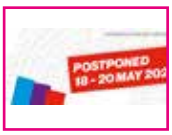
PROPAK CAPE CONNECT PUT THE SPOTLIGHT ON PACKAGING TRENDS

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"WE SHALL CONTINUE TO WORK AND DEVELOP BETTER WAYS TO SERVE OUR GROWING ...

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IF YOU HAVE THE WILL, YOU HAVE THE MEANS

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LESS PRINT IS MORE by Knud Wassermann

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How to reach us

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- WHERE To Print is specially established to offer print investors quality researched-based information that aids print purchase decisions. This is the more reason our mantra is "Influence print purchase decision" while our tag line is "Print Intelligence".
- We are modeled to be principled, factual, balanced and fair in our editorials, reports and commentaries.
- We believe and accept that these principles and code of ethics form the basis of public trust and confidence.
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To Readers

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

2021 WILL BE BETTER FOR ALL OF US!

For many of us, 2020 is indeed an unpredictable milestone year. A COVID-19 Year characterised by lockdowns and restrictions aside fears and fatality. As if that was not enough, #ENDSARS and associated protests ended the year that understandably elicited diverse emotions. Surprisingly, 2020 also brought out some of the best in us - which we believe - will drive 2021 moving forward.

Moving forward, lessons learnt in 2020 should be utilised for a better 2021. This is now the time to roll up our sleeves and concretise some of the innovative ideas that have set us apart. Yes, we can do it. Just as our Columnist - **Andrew Malson** puts it in the **COVER STORY** on pages 22 and 23 :- **IF YOU HAVE THE WILL, YOU HAVE THE MEANS**; sure, we can! Just flip to page 22 to get your confidence back! But if you're wondering what the future of print business will be like from 2021; then open to pages 40 and 41 to read the **SPECIAL FEATURE ARTICLE** culled from **www.drupa**.com written by **Knud Wassermann** titled: **LESS PRINT IS MORE**. There, you are sure to discover new trend, business strategy to adopt, and get inspired (even with less print) for a more profitable future.

This last edition for 2020 also highlights what some Original Equipment Manufacturer (OEM) representatives in Nigeria will be offering their customers from now towards 2021 and beyond. In these **SPECIAL FEATURE INTERVIEWS**, we spoke with **Mr. Ramzi Debs, Executive Director – Skysat Technologies Nigeria Limited** who disclosed from page 16 that **"SKYSAT WILL DISPLAY KONICA MINOLTA'S STATE-OF-THE-ART LABELLING SOLUTIONS IN OUR NEW SHOWROOM IN LAGOS"** and **Engr. Charles Falokun, Service Manager - Bancod Komori** in Nigeria who promises that; **"WE SHALL CONTINUE TO WORK AND DEVELOP BETTER WAYS TO SERVE OUR GROWING CLIENTS, OFFERING QUALITY AND AFFORDABLE SERVICES AT ALL TIME."** Read the full interview from page 18.

We also report series of events that showed that Print is indeed alive though evolving waiting for discerning investors to tap into healthy living, lifestyle and millennial trend markets. Check out post event documentaries of virtual Webinars in Nigeria and South Africa to know more. First is the highly inspiring and engaging print-inclined **PROPAK**



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West Africa 2020 webinar where Expert Guest Speakers such as **Favour Madu**, MD of **Favision Sign**; **Akin Oduwole**, MD of **Technology Global Services LTD**; and **Babafemi Oluwalana**, MD of **Expand Express LTD** shared their knowledge and insight on numerous but economically viable **OPPORTUNITIES IN PRINT IN THE NEW NORMAL**. The corresponding article is titled: **INDUSTRY EXPERTS EXPOSE STAKEHOLDERS TO NEW OPPORTUNITIES IN PRINT IN NEW NORMAL**. So, get to know these new opportunities from page 14. Also open to page 6 to read how industry-expert panellists shared their insights around latest packaging trends and technologies at the recent **PROPAK Cape Connect** webinar tagged: '**OPPORTUNITIES IN PACKAGING IN THE NEW NORMAL'.**

Finally, don't forget to check out from page 10, industry reports from the **PRINT IMPACT AROUND NIGERIA** page that gives insight to which direction the industry in Nigeria is moving towards and **PRINT IMPACT AROUND THE WORLD** from page 12 that gives account of happenings around the world of print. Characteristically, this issue's **VOX POP** from page 20 got print practitioners talking on (their) 2020 appraisal with high expectations towards 2021 Business Year. We invite you to read answers to **WHERE To Print VOX POP Crew** question: **AS 2020 BUSINESS YEAR ENDS, WHAT IS THE MOST MEMORABLE PART OF THE YEAR TO YOU AND WHAT ARE YOUR EXPECTATION FOR 2021 BUSINESS YEAR?**

Before I sign off; on behalf of **NUMBERS CMYK LTD** (publishers of **WHERE To Print** magazines in Nigeria and Ghana) we sincerely express our gratitude to you for allowing us to be part of your journey in 2020. We know that our partnership in this 2020 Business Year has been fantastic; and we're sure of a better 2021, together!

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Best regards & best wishes

throughout 2021 and beyond!



From page 6 >>

Print impact around Nigeria

Stories by Precious AJuonuma & Joju Adekanbi

CIPPON URGES FEDERAL GOVERNMENT TO ADHERE TO ITS TWO-POINT PRIORITY FOR THE PRINTING INDUSTRY TO CREATE JOBS AND CURB INSECURITY





Chartered Institute of Professional Printers of Nigeria (CIPPON) has enjoined the Federal Government of Nigeria to stick to its Two Top Priorities for the Printing Industry capable of creating employment and reducing insecurity in the country.

In a statement made available to WHERE To Print which was signed by CIPPON President & Chairman-In-Council - Mr. Olugbemi Malomo, the body established by Act 24 of 2007 and charged with the duty of regulating, controlling Managing and Administration of Printers in Nigeria while expressing its appreciation to the Federal Executive Council (FEC) for the recent approval of the sum of 2.9 Billion Naira for printing of question papers and others noted that; "Our believe is if our Two Top Priorities are adhered to, the Printing Industry would have enough jobs to do, which in turn is capable of reducing unemployment and insecurity".

This premise, according to CIPPON, is in line with Executive Order No. 5 along with the provision of Printers Act 24 of 2007 which emphasise the need for printing jobs not only to remain in Nigeria but are also executed by the Institute's registered Printers. "We want to urge the Government to intentionally use her enormous resources to develop local capacity like was done by the founding father of this Nation" stressed the President while noting the example of 1977 Festival of Arts & Culture (tagged FESTAC '77) hosted in Lagos Nigeria which gave birth to the populous Lagos City known today as Festac Town. "Imagine if the Government decided to "Rent" houses for the festival participants, we will not have the city known as Festac which has solved housing problems for very many families today. Taking Nigerian printing jobs outside Nigeria in whatever guise is like "Renting" houses from "foreigners" when the roofs of our houses are leaking" alludes the President.

Quoting Printers Act 24 of 2007, section 23 (b) that states: "The Council ensures that no firm or partnership shall practice as Printers in Nigeria unless it is registered by the Council" and in the spirit of transparency and good governance which the present Government of President Muhammadu Buhari is known for, CIPPON boss also made a request to Bureau of Public Procurement (BPP) asking for the names of the Eight (8) companies that got FEC approval to print question papers and others as he hoped that the provision of the Printers Act would be adhered to in all printing procurement bids now and in the future.

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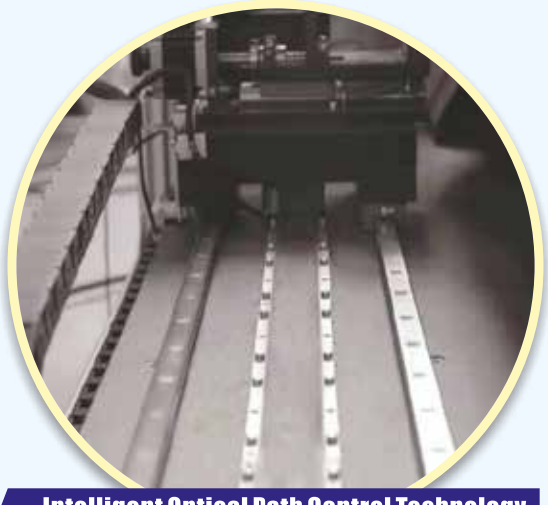
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Print Impact Around the World

PSI, PROMOTEX EXPO AND VISCOM TO TAKE PLACE 18 TO 20 MAY 2021



In order to ensure stability of the impact of COVID-19 across the world, organisers of world's largest promotional trade show (PSI) - Reed Exhibitions Deutschland GmbH have postponed the show earlier scheduled to take place from 12 to 14 January 2021 to **18 to 20 May 2021** but will still hold at the same venue - Düsseldorf Messe, Düsseldorf, Germany.

However, the adjournment seems to be a blessing in disguise as the show has been enlarged to run simultaneously with other world renown trade exhibitions such as **PromoTex Expo** and **VISCOM**. This early announcement will hopefully allow time for the impact of COVID-19 across the world to stabilise and when safe to do so, ensure that the event can continue its critical role in bringing the industry together again.

"The measures taken by the Federal Government and the Federal States since the beginning of November show how dynamic the developments around COVID-19 are. With the pandemic once again spreading throughout Europe, medium-term economic planning is challenging, including the organisation of PSI, PromoTex Expo and VISCOM. After consultation with our exhibitors and partners, and with their support, we have made this difficult decision to postpone," commented Michael Freter, Managing Director of Reed Exhibitions Deutschland GmbH.

"Like the promotion production, textile and finishing industry, we had hoped for the reopening of our long-awaited business in January. It was to be a great reunion after a challenging time. Unfortunately, this is no longer the case", continued Michael Freter. "Our top priority as organizers remains the safety and health of exhibitors and visitors, as well as providing them with the business success they expect from their participation in the trade fair. We are confident that the postponement of PSI, PromoTex Expo and VISCOM to next May will provide the industries with the best possible conditions for a successful event, in order to provide the urgently needed impetus for a new start as soon as the crisis subsides", Freter stated.

In addition to the face-to-face events, the planned online formats will be postponed to the new date in May 2021. Until then, exhibitors and visitors can continue to find out about trends and news from the industry online, the PSI Product Finder and at **www.planet-advertising.com**

For more information on PSI, PromoTex Expo and VISCOM, visit:
www.psi-messe.com
www.promotex-expo.com
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Continued on page 24 >>

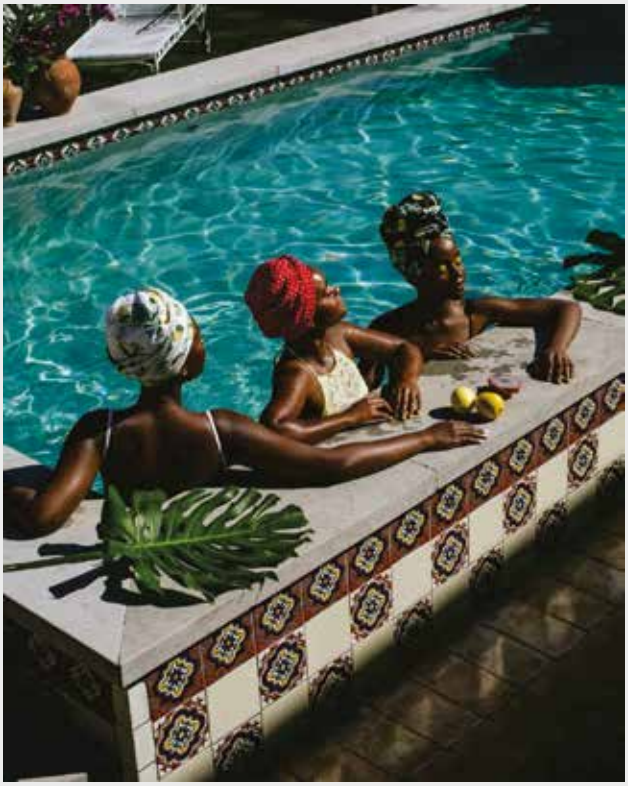
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I'm inspired by black women.
I'm inspired by women
who have found their voice
and know what they want
(or at least know what they don't want)."

-Artist and Photographer Paola Mathe
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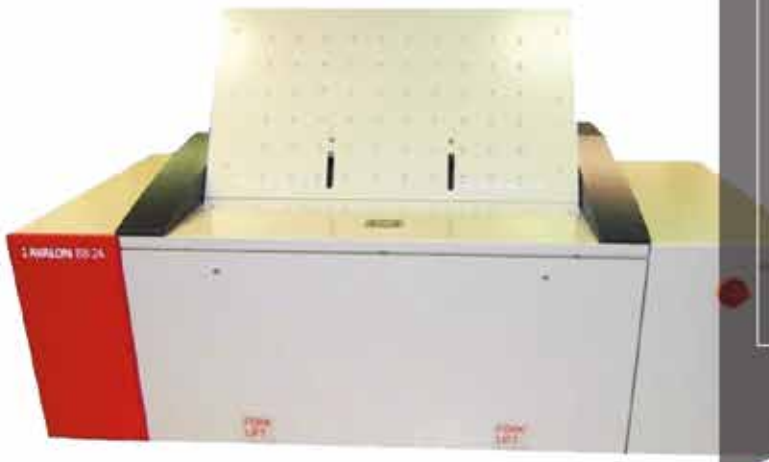
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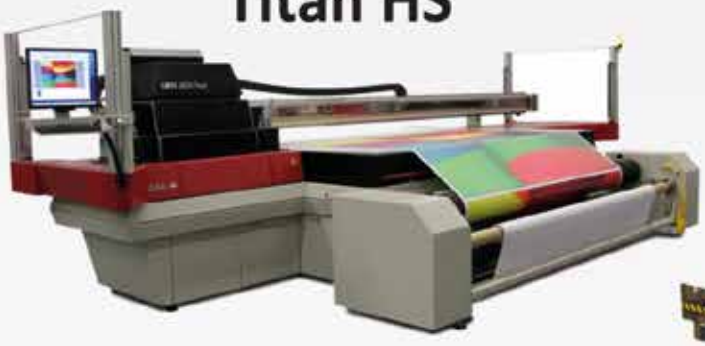
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PROPAK WEST AFRICA 2021
14-16 SEPTEMBER 2021



INDUSTRY EXPERTS EXPOSE STAKEHOLDERS TO NEW OPPORTUNITIES IN PRINT IN NEW NORMAL

Expert Guest Speakers such as **Favour Madu**, MD of **Favision Sign**; **Akin Oduwole**, MD of **Technology Global Services LTD**; and **Babafemi Oluwalana**, MD **of Expand Express LTD** were on hand on **Wednesday 7th of October 2020** during the highly inspiring and engaging print-inclined **PROPAK West Africa 2020 webinar** series to share their knowledge and insight on numerous but economically viable **OPPORTUNITIES IN PRINT IN THE NEW NORMAL**.

The virtual event which started at exactly **10am** West African Time with Opening Remarks from **George Pearson** - Director, Afrocet Montgomery UK - organisers of West Africa's biggest and leading exhibition for Plastics, Packaging and Printing Industries - PROPAK West Africa, who explained that the webinar series which started from September was put together as thought-leadership series meant for stakeholders in the Plastics, Packaging and Print Industries to share insights and keep Practitioners engaged with time-tested knowledge and ideas to advance the industries forward particularly in the New Normal. Thereafter, the moderator - **WHERE To Print magazine** Publisher/ CEO - **Joju Adekanbi** kicked off the Panel Session by first introducing the Guest Speakers with their topics under discussion which covered three specific printing value-chain of digital, signs/ signages and conventional offset print.



Akin Oduwole led with his presentation on **OPPORTUNITIES IN (DIGITAL) PRINT IN THE NEW NORMAL**. He began by first defining the key terms of 'New Normal' and 'Digital Printing' which according to the Technology Global Services boss; "New Normal is the state in which an economy or society settles in after a crisis" while "Digital printing is the process that utilises digital matter to control certain electronics to printing devices. It might be an inkjet or laser printer and images are usually transferred directly to their substrates". He noted further that with the benefits of digital print such as fast-turnaround time (speed of printing), capacity for small volume printing, ease of use and set up, flexibility in terms of personalisation and incorporation of variable data, and the environmentally friendly nature of digital printing, digital could be a perfect combination or complement for conventional printing.

Next on the New Normal, Akin opined that with COVID-19 restrictions in terms of travels and social gatherings while also making people hesitant on investment, the only areas people spend their monies on are on essentials like food, clothing, shelter, and security thereby exposing opportunities in those sectors. "The good thing is that Technology has become a tool for adapting. Now the question is: who will snap out before the dust settles down?' he asked rhetorically before highlighting the various but viable opportunities digital offers in the New Normal as a result of the Volatility, Uncertainty, Complexity and Ambiguity (VUCA) world presented by the pandemic.

"Digital printing and packaging offer an **opportunity to print for major essentials services sectors**. If you ask me - the first I would like to look at is **the power of labels**. Label is that thing you put on a product to inform, decorate, and to make it really attractive. So, if you go on a shelf in a supermarket, you want a product to be attractive. You want the product to cry out. And that's what label does to a product and because this



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Print impact around Nigeria

Stories by Precious AJuonuma & Joju Adekanbi

INDUSTRY EXPERTS EXPOSE STAKEHOLDERS TO NEW OPPORTUNITIES IN PRINT IN NEW NORMAL



part of printing takes care of our lifestyles and trend, then there's big possibilities" he emphasised while noting that with the high number of new comers into the food and beverages sector, digital printing offers unique flexibility in terms of phased growth of equipment acquisition as volume grows. "But again, in packaging - **pouch printing have become the order of the day**. One our social media platform… hardly will a day go by without someone looking for where to print pouches digitally. That is, I just started making cheeseballs; I just started making plantain chips; or I just started making groundnuts; anything like that - I need to package it. I mean, I've seen small chops from a big brand like Twelve Baskets that are digitally packaged using pouches. But the beauty of the pouch digitally is that you can customise and personalise it. So, this is an opportunity that people need to look at. If you ask me how it's done today, you'll probably go through the flexo or gravure methods which means that your volumes must really be high. And the benefits that digital brings is the fact that you can print minimal amount of volumes. So, labels and packaging on one side.



Another sector that the Printing Technical Sector expert confirmed great opportunity is the **digital textile sector for the clothing industry** as he noted "the internet will never, never replace wearing clothes". Akin believed that as; "world is tending towards mass customisation. And what that means is that people want fewer quantities to grow" giving example of a Direct-To-Garment company in Lagos, Nigeria where the owner only to print for brand owners. "So, the guys who go abroad to print their T-shirts are now their customers and if you look at that kind of customers. They probably have 20-30 customers printing with them because those brands don't have to print the large volume" emphasising that **with trends and lifestyles forcing people to move to personalisation and customisation, there is huge opportunity in digital textile printing along with home deco**.



For one of the sectors largely affected by COVID-19 pandemic - the newspaper printing sector, Akin opined that even as readership has reduced because of the online news presence resulting in daily margin drop, technology could solve the problem of this sector through the **use of the Clouds** because the opportunity lies in people working remotely. "That's a new trend. We can get into the Cloud and make the editors, the production guys, all of them can work from home - and use technology to solve the problem. Hard copy newspaper won't die - so, from this Cloud platform, we can then host both the traditional newspaper to print hardcopies; we can host bloggers, we can host

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editors interested in producing their own local community newspapers" he suggested emphasising that Cloud; "Is a perfect complement for the conventional newspaper printing industry and this I think also is the future because you can never keep away the bloggers; you need to look for a way to accommodate them and make sure that the news industry becomes bigger and more accommodating" he noted.



Before the After-Sales-Service expert and Secretary of the Council of industry regulatory body - Chartered Institute of Professional Printers of Nigeria (CIPPON) completed his presentation, he veered to the foundation of printing - the graphics design which he noted was the base for everything digital. Akin first advised Graphic Artists to be ready to update their knowledge and skills because the digital space portends serious opportunities for graphics design professionals. "In fact, printing starts with them and I think we need to do a lot in that sector to make them as professional as possible so we can leverage and get new opportunities in this pandemic period" he pointed out, noting further that as the sector that serves as the base for other sectors, the **potentials are innumerable for Graphics Designs across the entire value-chain of label, packaging, food, textile, pharma, and all the essential commodities that would have the need for designs**. He finally advised operators in the traditional screen-printing arena who earnestly look forward to when

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"SKYSAT WILL DISPLAY KONICA MINOLTA'S STATE-OF-THE-ART LABELLING SOLUTIONS IN OUR NEW SHOWROOM IN LAGOS"

- RAMZI DEBS - EXECUTIVE DIRECTOR, SKYSAT TECHNOLOGIES LTD

*With over 6,000 installations across Nigeria and Ghana, Original Equipment Manufacturer Representative for Konica Minolta and other top brands – **Skysat Technologies Nigeria Limited** can best be describe as the undisputable number one reseller of brand-new direct imaging (DI) printing machines in West Africa. Now with the company's pristine, multi-storied building strategically located on the highbrow 35A, Saka Tinubu Street, Victoria Island, Lagos Nigeria that not only serves as the Corporate Headquarter but also houses the ultra-modern state-of-the-art showroom, Skysat is fully ready to exceed customers' expectations. In this **SPECIAL SUPPLEMENT INTERVIEW, WHERE To Print** speaks with **Executive Director, Mr. Ramzi Debs** on a wide range of issues in the industry especially on the company's post COVID plans. Below is excerpt of the interview:*

GENERALLY, 2020 HAS BEEN AN UNPREDICTABLE YEAR FOR ALL; WHAT CAN YOU SAY ARE THE POSITIVES OF 2020 BUSINESS YEAR?

I will mention:
i. Increased online sales revenue;
ii. Improved delivery products and services systems;
iii. Increase in our IT business and IT support;
iv. Increase in remote technical support using modern IT tools;
v. And increased use of Document Management Solutions from home workers.

EXPERTS BELIEVE ESSENTIAL SERVICE AREAS SUCH AS DIGITAL PRINT, LABELLING, PACKAGING ETC THAT ADDRESS CONSUMPTION AND LIFESTYLES SHOULD BE THE FOCUS OF PRINT BUSINESS OWNERS; WHAT IS YOUR OPINION ON THIS?

I align with this school of thought. Konica Minolta this year sold hundreds of units of AL190 digital label printers with variable data printing capabilities in Europe and the Americas. We believe this trend will propagate to Nigeria in both the medical and the food processing fields. This is why Skysat will display Konica Minolta's state-of-the-art labelling solutions in our new showroom in Lagos.

The other trend we are seeing is the increased use of Digital Production Printing systems used for short runs that can accommodate packaging such as devices that can print 350 gsm and with variable data printing technology to address customers more specifically.

For Home Office and Small Office, Skysat offers BROTHER's range of INKTANK Printers that are extremely cost effective to print documents at home, and you can send prints from your phone directly via WIFI.

"Our next step will be an online portal which will allow our customers to log into

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"SKYSAT WILL DISPLAY KONICA MINOLTA'S STATE-OF-THE-ART LABELLING SOLUTIONS IN OUR NEW SHOWROOM IN LAGOS"



...Skysat Corperate Headquaters - 35A, Saka Tinubu, Victoria Island, Lagos, Nigeria.

their account on our portal, place order for consumables, request for service, and monitor the status of the engineer or their ordered spare parts and consumables live, real time".

SPECIFICALLY, WHICH PRODUCTS ARE YOU OFFERING TO TAKE CARE OF THESE AREAS IN THE MARKET AND WHAT ARE THEIR UNIQUE FEATURES?

We will deploy Konica Minolta's label printers such as the AL190 Label Printer. We will also display in our new showroom in Saka Tinubu Victoria Island Lagos, Konica Minolta's new flagship model, the Accurio Press C12000 and C14000, 140 ppm 360 gsm duplex high-speed production printers at extremely low cost per print and excellent quality. Lastly, we are already displaying a full range of BROTHER INKTANK products such as the T510W to meet the small office and home office needs of our customers.

WHAT PROCESS HAVE YOU PUT IN PLACE TO ENSURE YOUR CUSTOMERS GET YOUR QUALITY PRINT PRODUCTS AND CONSUMABLES FROM ANY PART OF THE COUNTRY?

We have our branches and satellite offices spread across Nigeria such as in Victoria Island, Ikeja, Abuja, Port Harcourt, Kano, Ghana. We also have engineers and sales people spread across all 36 States of the Federation in Nigeria and in Accra, Ghana. We have door-to-door deliveries synergy with DHL. Again, aside our online ordering with courier services, our next step will be an online portal which will allow our customers to log into their account on our portal, place order for consumables, request for service, and monitor the status of the engineer or their ordered spare parts and consumables live, real time.

WE UNDERSTAND THE SITUATION OF THINGS IN THE COUNTRY AS REGARDS LOCKDOWN AND RESTRICTIONS; HOW DO YOU ENSURE YOUR CUSTOMERS ALL OVER THE COUNTRY GET THEIR MAINTENANCE SERVICE AS AT WHEN DUE?

We do Remote Service Support. We also opened hotlines for customer assisted repairs; and our Specific IT Desks are always available to resolve customer's IT queries.

We service and maintain over 6,000 machines in the field for 1,500 different clients. Some clients are extremely demanding and have contracts that require us to respond in 4 hours: we have priority lines for such clients to enable us meet the strict measures we have agreed on. A lot of the issues can be resolved over the phone or remotely because Konica Minolta's new Bizhub "I" series is intelligent, intuitive and designed to be operated remotely.

IN RELATION TO COVID-19, HOW DO YOU DEAL WITH HEALTH ISSUE CONCERNING HANDLING AND USE OF YOUR PRODUCTS TO ENSURE SAFETY, HEALTH AND WELL-BEING OF OPERATORS ESPECIALLY ON THE MACHINE AUTOMATION AND CONSUMABLES USAGE?

All these are done through:

i. Observance of safety protocols before and after each contact.

ii. Disinfecting goods at the point of delivery.

iii. Strict protocols such as obligatory use of Face Masks by staff, regular disinfecting and washing of hands after every contact, and so

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"WE SHALL CONTINUE TO WORK AND DEVELOP BETTER WAYS TO SERVE OUR GROWING CLIENTS, OFFERING QUALITY AND AFFORDABLE SERVICES AT ALL TIME."

ENGR. CHARLES FALOKUN.

*Founded in 1923, **Komori Corporation Japan** has consistently adhered to its heritage of manufacturing products of superior quality and reliability that is why the company is known throughout the world as leading manufacturer of superior quality and reliability printing machinery that birthed the Kando: Beyond expectation mantra. With solid reputation in 82 countries worldwide, **WHERE To Print** speaks with **Engr. Charles Falokun, Service Manager - Bancod Komori** in Nigeria to find out how the company is helping customers grow their businesses aside other sundry industry issues. Read the full **SPECIAL SUPPLEMENT INTERVIEW** in the excerpt below:*

GENERALLY, 2020 HAS BEEN AN UNPREDICTABLE YEAR FOR ALL; WHAT CAN YOU SAY ARE THE POSITIVES OF 2020 BUSINESS YEAR?

True the year 2020 has been characterized by lots of challenges due to COVID-19 pandemics. But as stakeholder in the Graphics and Prints Industries, we still have some positive attributes from the 2020 Business Year. Part of the positive happenings during the year was the completion of installation of 2 Units of Komori Lithrone at Ibadan which we commissioned the very week preceding the lockdown in Lagos.

Also, the year gave a lot of insights on how we can operate from home. In fact, we were never away from our customers' businesses.

EXPERTS BELIEVE ESSENTIAL SERVICE AREAS SUCH AS DIGITAL PRINT, LABELLING, PACKAGING ETC THAT ADDRESS CONSUMPTION AND LIFESTYLES SHOULD BE THE FOCUS OF PRINT BUSINESS OWNERS; WHAT IS YOUR OPINION ON THIS?

I will agree to this but I would like to add that publishing (books, magazines etc) are also important and cannot be put aside.

SPECIFICALLY, WHICH PRODUCTS ARE YOU OFFERING TO TAKE CARE OF THESE AREAS IN THE MARKET AND WHAT ARE THEIR UNIQUE FEATURES?

Our product range covers wide variety of areas from light prints to packaging as well as publishing. Some of the industrial leaders in packaging and publishing deploy our state-of-the-art Komori Lithrone G40 Series to meet their print demands. For the light prints, we have the Komori Lithrone, Komori Enthrone and Spica Series. These machines are very versatile and reliable plus their low maintenance cost. Customers are really getting satisfaction beyond their expectations from our products.

WHAT PROCESS HAVE YOU PUT IN PLACE TO ENSURE YOUR CUSTOMERS GET YOUR QUALITY PRINT PRODUCTS AND CONSUMABLES FROM ANY PART OF THE COUNTRY?

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"WE SHALL CONTINUE TO WORK AND DEVELOP BETTER WAYS TO SERVE OUR GROWING CLIENTS, OFFERING QUALITY AND AFFORDABLE SERVICES AT ALL TIME."



...Bancod Komori Corperate Headquaters - 37, Durosinmi Street Opp. Somolu Local Govt., Somolu, Lagos.

We have a well-tailored logistics system in place that caters for our clients wherever they are. First of which is reaching out to them well ahead of time and help them identify their needs and let them understand the need for them to stock up first line consumables and machine spares. We also have a policy of attending to our customers' needs 24/7 either by telephone or emails.

"Our product range covers wide variety of areas from light prints to packaging as well as publishing. Some of the industrial leaders in packaging and publishing deploy our state-of-the-art Komori Lithrone G40 Series to meet their print demands. For the light prints, we have the Komori Lithrone, Komori Enthrone and Spica Series. These machines are very versatile and reliable plus their low maintenance cost."

WE UNDERSTAND THE SITUATION OF THINGS IN THE COUNTRY AS REGARDS LOCKDOWN AND RESTRICTIONS; HOW DO YOU ENSURE YOUR CUSTOMERS ALL OVER THE COUNTRY GET THEIR MAINTENANCE SERVICE AS AT WHEN DUE?

First of all, majority of our customers also complied with the lockdown orders. But as we all know some prints especially packaging falls under essential services like pharmaceutical packaging and food packaging print. These set of clients actually are classified as essential service providers and operated partially. During the lockdown, we gave them a lot of support online and with special pass we also gave support on site.



Komori Impremia IS 29 - 29-inche Sheetfed UV Inkjet Digital Printing System

IN RELATION TO COVID-19, HOW DO YOU DEAL WITH HEALTH ISSUE CONCERNING HANLING AND USE OF YOUR PRODUCTS TO ENSURE SAFETY, HEALTH AND WELL-BEING OF OPERATORS ESPECIALLY ON THE MACHINE AUTOMATION AND CONSUMABLES USAGE?

We generally followed recommendation regarding COVID-19 as laid down by the Government, through its various agencies like NCDC. Nose masks, face shields, sanitizers became compulsory for all staffs. At some point, we also paid for staff to operate on Uber to avoid too much exposure that is characterized by taking public transport system to work.

THIS YEAR IS INDEED A CHALLENGING YEAR FOR ALL; WHAT ADVICE WILL YOU GIVE TO SOMEONE THAT IS THINKING OF PULLING OUT OF PRINTING BUSINESS DUE TO LOW PATRONAGE?

Would I say there was low patronage? No. It wasn't a low patronage issue. It was actually a no-work issue occasioned by the lockdown. It affects every sector of the economy.

"During the lockdown, we gave them a lot of support online and with special pass we also gave support on site."

Things changed once government again started a phase by phase lifting of the lockdown and at the moment, almost all sectors have been opened. So, I will advise any printing business owner that they are not alone and things are

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MENTORSHIP PARTICIPANTS' BENEFITS

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3. 24/7 access to mentor subject to mentors - subject to availability.
4. Industry events - free entry to industry exhibitions, workshops, seminars etcs
5. Participation in Business, Setup, Design etc competion with funding.
6. Evening Dinner with Investor/Mentor.
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MENTORS'/ INVESTORS' BENEFITS

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

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Print impact around Nigeria

Stories by Precious AJuonuma & Joju Adekanbi

VOX POP

AS 2020 BUSINESS YEAR ENDS, WHAT IS THE MOST MEMORABLE PART OF THE YEAR TO YOU AND WHAT ARE YOUR EXPECTATION FOR 2021 BUSINESS YEAR?

The Year 2020 will be remembered as a great, historic turning point in human history. Observers believe that it is not just the pandemic that occurred early in the year but a combination of other factors that create an unprecedented shift in our individual and collective consciousness. ***WHERE To Print*** *believes that taking the time to step back and look at the bigger picture of 2020 can help us realize just how much has happened in the past months for us to be grateful for. Characteristically,* ***WHERE To Print VOX POP Crew*** *went to town and met print practitioners who gave their 2020 appraisal with expectations towards 2021 Business Year. Read excerpt below:*



The COVID-19 outbreak and the effect it had on print materials in terms of hike in prices has been the most memorable and most unpleasant phase in my business. But as the COVID-19 crisis is gradually dying down, I look forward to a better Business Year in 2021.

MR. KEN MADU – VIRGIN PUBLISHERS



2020 is a year to remember. COVID-19 started at the beginning of the year forcing people to stay at home with all businesses locked down. Programmes and events cancelled; it was terrible for printers. We hope 2021 will be favorable. However, this situation has necessitated all printers to go into more research and dwell more on digital prints in 2021..

MR. ALABI AYODELE – PROMPT PRINTS



My expectation for 2021 Business Year is to see that; the prices of materials and print consumables in the market will be normalize so that our business can move forward and also the invention of new printing machines that can print 5000 copies of A2 in one hour.

MR. ALLI DAMILARE – DRAYDEZIGN



Honestly, I wouldn't just totally write the year 2020 off as being a disaster because in the midst of the coronavirus pandemic, there have been amazing acts of kindness and courage; also, people getting to know God more. It is my believe that we continue to forge ahead because of these amazing acts that are the best part of humanity.

MR. JOHN KENNEDY – JOPSTOP PRODUCTIONS



The year 2020 was a little bit bad and not really as expected, but I am expecting a greater next year with large business orders for in 2021.

MR. OLUWAGBAGA DAMILARE – OCTOBER DESIGN



In 2020, a lot happened but my most memorable part of the year is when I decided to open a business of my own. Started my business in February this year before the lockdown. But was fully opened by May 2020. I pray that in 2021, I get more customers and move higher business-wise.

MR. KALU ESSIEN – KALU'S PRESS



The most memorable parts of the year for me was the #ENDSARS protest as well as the lockdown. It taught us a lot and we are hoping 2021 will be better for us all in Jesus name.

MR. TOHEEB OYELEKE – DIVINE FAVOUR PRINTS



Well I cannot say much; the first memory of this year to me was the lockdown and the spread of coronavirus. I can never forget the numbers of people that died, for example former Chief of Staff to the President - Mr. Abba Kyari, may his soul rest in peace. And recently we have been through many things and heard things about the #ENDSARS protests where people also died while other were injured. I just pray and hope the year 2021 will be a compensation for the year 2020 by God's grace.

MR. ADEWALE ISRAEL – SUNLIAT PRINTS

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Print impact around Nigeria

Stories by Precious AJuonuma & Joju Adekanbi

VOX POP

AS 2020 BUSINESS YEAR ENDS, WHAT IS THE MOST MEMORABLE PART OF THE YEAR TO YOU AND WHAT ARE YOUR EXPECTATION FOR 2021 BUSINESS YEAR?



Basically, looking at the year 2020, it is a very rough year. It is unique because we hardly expect such a year like this. In my lifetime, I have never experienced what happened this year before; it made the economy harsh on everyone as a result of COVID-19 pandemic that has ravaged the year. Also, the #ENDSARS protest and curfew added to that which we've not witnessed before. What also makes 2020 memorable was that we were all on lockdown for almost 4 – 5 months; no one can forget that. There was fear in the minds of everyone. My expectations for the year 2021 is that after darkness comes light. Invariably, at the end of the tunnel, we all expect to see the light. It has also re-sensitized so many. A lot of people have learnt new things and will do better in 2021.

MR. KOLAWOLE AYINLA – SKYHEIGHT NIGERIA LTD



First was the COVID-19 lockdown that saw the closure of all activities in the country for some months followed by the #ENDSARS protest which was the fight against police brutality, but to the glory of God, we are overcomers and, in our expectation, we pray God will assist us on our new digital flexible printing machine we recently launched to satisfy our customers for their flexible packaging printing item needs such as beverage labels, food/ snacks packaging prints, lubricant labels, pharmaceutical labels, bottle water labels, bread packaging, branded cellotapes, detergent labels among others

MR. AJIBOLA SAKA – AJIB PRINT SOLUTIONS



The year 2020 was a very challenging year for me personally not just the pandemic. I had an encounter where I lost goods worth over hundred thousand through fraudsters. I just thank God that I am alive today and still trying to pick up but I am highly looking forward to 2021 for a fresh start and for those that have been established this year will move to another level next year.

MRS KEHINDE ADETULE – JK PRINTS



The year 2020 has its historical fair in the world and most especially in Nigeria. This year has been and will be a year which will never be forgotten by most Nigerians - either workers or entrepreneurs - in a hurry. But we hope for a better future.

MR. MICHAEL OLADAPO – TEEK PRINTS COMMUNICATION



As a business owner, the most memorable part of 2020 was during the coronavirus outbreak which had severe economic consequences across the globe and it does not look like any country will be unaffected. This not only has consequences for the world economy but all society is also affected, which has led to dramatic changes in how businesses act and consumers behave.

MR. KUTI ADEYINKA – MOWBAND PRESS LTD



Well, in my own point of view, the most memorable part of the year is the entire year itself being the most challenging I have ever experienced business-wise. My expectations for 2021 is for it to be a consolation year for all the troubles of this year. Hopefully, with the experience gained it will be a better year for us all.

MR. ODUNOLA EBENEZER – FOLLY B GRAPHICS AND PRINTING EMPIRE

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where to print MAGAZINE

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IF YOU HAVE THE WILL, YOU HAVE THE MEANS

Recently, I joined the OPPORTUNITIES IN PRINT IN THE 'NEW NORMAL' webinar, moderated by the Publisher of WHERE To Print magazine - Joju Adekanbi, along with over 240 other online attendees. This was the fourth in a series of webinars hosted by PROPAK West Africa organisers - Afrocet Montgomery UK - that have offered insights, from Industry Leaders and Experts, on how the Nigerian/ West African Print Industry can adjust to the business world that we live in as we adjust to our existence under the spectrum of COVID-19.



The Presenters had a wide and varied brief on the subject matter and all approached their own areas with assured professionalism. The one take away for me was a question from one of the viewers, posted as the webinars went live:

"How do you we serve the Nigerian SMEs that want low cost when the standard materials cost a lot? You know that SMEs are infinite but the companies that can afford it are few. Our pricing across the industry is not regulated and this means that if I set my price on high quality, one old man would bill a lot lesser with sub-standard tools but the client won't know and won't care. The truth is that most of these clients don't last in their business so the sub-standard products last just as much" - John

Now, this question has almost nothing to do with COVID; the pandemic may have a bearing, in some areas but overall, the question would have same relevance, pre-COVID.

So, this got me thinking. How can a manufacturing philosophy, such as LEAN, help one's business achieve, or enhance, competitiveness?

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IF YOU HAVE THE WILL, YOU HAVE THE MEANS

In this series of articles, I am going to try and answer John's question by posing questions and providing answers, not all are Lean related but they are challenges that I've faced in a competitive market in the past, in businesses that I have managed.

First of all, let's look at some numbers. If your sales are, say, $100,000 per annum and what's left over, before Tax etc, is $20,000 (this is an arbitrary figure), that means that you are using $80,000 per annum in costs to sell your product. A print business posting 20% EBITDA numbers is doing well, particularly given that the paper/board will consume somewhere in the region of 40% but even at 20%, savings can be made.

Every $1 you save in cost or reduce in waste, is one extra $1 on your bottom line; you don't need to spend the other 80 cents to "earn" it. Saving money is a lot easier than selling product and by the virtue of logic, every $1 saved in your process makes your overall costs go down, sustainably, enabling you to sell more competitively and maintain profit.

If you are facing the same challenges, there can be numerous reasons for the competition to "win" work, so let's posit a few:

1. They have lower overheads.
2. They are buying the same raw materials cheaper.
3. They are using different raw materials (cheaper/inferior).
4. They have an aggressive sales strategy to price out competition.
5. They need to absorb the cost of idle, expensive equipment.
6. They have a better relationship with the customer.
7. They are more efficient.



1. LOWER OVERHEADS.

Small businesses have lower overheads than larger businesses, and corporations have higher overheads than those. If it were merely overheads that dictated price competitiveness, then big business wouldn't exist, but we know that isn't the case. Small businesses can, generally, react more quickly and can generate profit on small revenue, because they don't have the costs associated with complex infrastructure. If you are a small business competing with others and constantly losing out, then begin by looking inward, assess and deal with circumstances that you control. You have limited, or zero influence and control over your competition, theirs is no value in using time and effort to try to do exert any.

As an SME, you have much greater transparency over your business and therefore, your costs. Ensure that you identify the value stream and follow it, even the smallest of print shops can benefit from understanding and optimising the value stream; waste will almost always be found in a business that hasn't considered the Lean approach.

2. SAME BUT CHEAPER RAW MATERIALS.



Many years ago, a company I worked for purchased a smaller competitor; this competitor used the same primary, raw material, as we were both in competition for the same customers (the banks). After the purchase had gone through, the new owners found out that the newly purchased competition had been buying raw material 5% below what they were paying.

The message here is, negotiate your prices as best you can. I would strongly advise over-stocking to achieve lower pricing (please see the article on Inventory in the Wasteful Thinking series) but building a solid supplier relationship can ensure competitive pricing in the medium to long term.



An argument might be that a large company can use volume as a negotiating tool, and this is true but keep in mind the above, they have higher overheads. If your business model is based around a narrow raw material specification, then there is little need to buy at volume and tie up cash for the business. Constant turnover of raw material can be just as valuable to a supplier as volume, as it generates payment and helps manage Working Capital.

I will discuss the remaining points across two further articles. If any of the points raised (and they are not exhaustive, by any means) interest you and you would like to discuss further then, please make a comment and we can get in touch.

© **Andrew Malson** is a highly experienced, committed and passionate Operations Executive/Director/Manager with a demonstrable reputation for creating the change required to deliver significant improvements in business performance through quality, service and productivity. He has invaluable strength in establishing and ensuring sustainable success of single, multi, and regional manufacturing sites by creating right and enduring cultural change through involvement and development of people. In the 30 years since beginning in the industry, Andrew has been responsible for the design and implementation of systems covering quality, people development, environmental standards and operational excellence. He brought his wealth of experience and invaluable knowledge to bear at WHERE To Print magazine in West Africa in its quest to positively influence and improve print purchase decisions with special focus on Lean Manufacturing Implementation; Organisational Effectiveness; and Sustainable Business Growth. Andrew welcomes your connection via wheretoprint@yahoo.com or directly vide andrewcmalson@gmail.com

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Print Impact Around the World

Pantone LLC, has announced that its popular, in-person Fundamentals of Colour and Appearance Training (FOCA) Seminar is now available in an interactive, online learning format.

Similar to the classroom format, the new virtual training features self-paced modules, a detailed course guide, printed Munsell activity kit for hands-on learning, and an online discussion board that allows students to interact directly with X-Rite instructors. Attendees will learn colour theory, appearance science, and best practices in order to improve colour control across their workflows and supply chains.

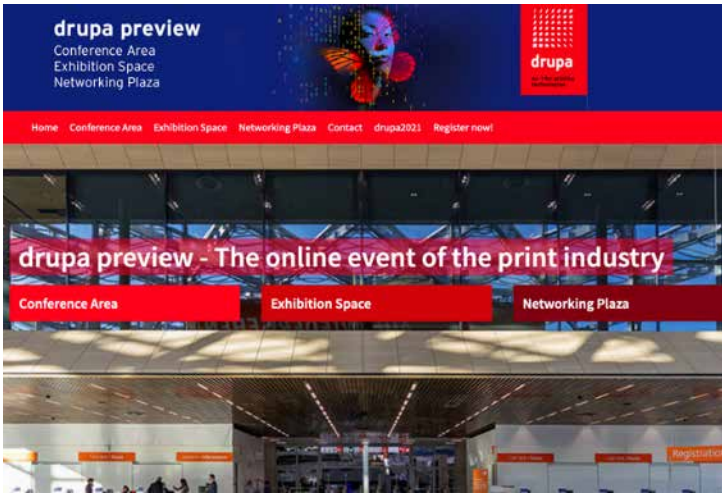
"COVID-19 has accelerated the transformation towards online education," said Mike Soriano, Director of Global Services, X-Rite and Pantone. "At X-Rite, we are excited to be one of the first companies to offer an eLearning format that delivers the same in-depth learning experience and content as traditional on-site seminars. Brands, manufacturers and individuals can sign-up and complete the class at their convenience and from the safety of their office or home."

Presented by X-Rite Color Experts, the Online FOCA format is ideal for anyone who works with or specifies colour. It allows quality control professionals, lab technicians, part suppliers, product developers and designers, and manufacturers to gain a solid understanding of colour theory, the physics of colour and lighting, colour data, and spectrophotometers. Attendees learn how to measure, view, and communicate colour to keep production workflows moving forward during these challenging times.

The online FOCA course includes:
- Access to the online training platform and seven self-paced modules and more than 20 educational videos.
- Comprehensive, in-depth colour and appearance education that includes colour communication, visual colour, history of colour science, colour tolerances, colour measurement, and instrumentation.
- A Printed Course Guide designed to complement the online modules and serve as a future resource guide.
- An Interactive Munsell Kit, which is sent to participants to use during the hands-on portion to reinforce colour theory and demonstrate knowledge.
- An Online Discussion Board moderated by X-Rite Colour Experts, which allows students to post questions and interact with each other.
- A Course Certificate upon completion.

"The online FOCA format is now available in English with plans to expand to multiple languages early next year. By offering a variety of training options, including seminars, e-learning, and on-site training customized to a company's needs, we are making it easier than ever for customers across the globe to access colour theory and colour management trainings," added Soriano. To participate in any of the virtual training, go to: **www.xrite.com**

DRUPA PREVIEW EXCITE IN INDUSTRY



Providing exhibitors and visitors with additional online platform to preview the next live drupa event (April 20 – 28, 2021) featuring state-of-the-industry panel discussion with opportunity to industry players to touch base with the sector, discuss trending themes and present new product portfolios, organiser of world's number one exhibition for printing technologies - Messe Düsseldorf went live with its new online platform - **drupa preview** October 27, 2020 eliciting excitement all over the world of print.

At the live event subdivided into drupa theme areas of **"Exhibition Space"**, **"Conference Area"** and **"Networking Plaza"** the online event provided industry with new digital offering, continuous exchange of ideas and knowledge transfer. "We have already been working long and hard on enhancing our digital offering. The pandemic has faced us with new challenges and has ultimately been a catalyst for digitisation," stated Sabine Geldermann - Director drupa and Print Technologies as she disclosed further that; "With the hybrid drupa, we also give those visitors who are unable to travel the possibility to take part in the industry get-together. At the same time, we meet exhibitors' needs to reach the international community personally. Via the portal, the drupa platform therefore unites the global print community in a targeted manner."

WHERE To Print gathers that in the **CONFERENCE AREA**, users can find lectures, videos and interviews – that realistically provide a trailer of drupa 2021. The segment with enough content and knowledge transfer of what drupa stands for can be accessed anytime by interested parties who can easily take part in the web sessions free-of-charge. All videos are still available on **www.drupa.com**

The **EXHIBITION SPACE** showcases what visitors can expect to normally see in the exhibition areas – exciting products, innovative companies and expert input. This means visits to the live event can already be planned at this early stage especially for visitors' and exhibitors' physical meetings in April next year.

As the name implies, **NETWORKING PLAZA** provides networking options for companies and interested parties to establish live online contact in advance and intensify this contact at the event in April 2021.

The content of **drupa preview** is free-of-charge for visitors and can be accessed after registration at: https://**preview.drupa.com/en/Registration**

XEIKON REVEALS NEW SEVEN-COLOUR INKJET LABEL PRESS



Xeikon has announced the addition of a high-end label press to its Panther portfolio to meet a need in the market and extend the company's comprehensive offering that widens application range - the all new Xeikon PX30000.

Equipped with 8 printing stations, two of which are used to achieve high opaque white layers at maximum speed, this UV inkjet label press is driven by Xeikon's unsurpassed X-800 digital front end with exceptional capabilities, all geared to maximize digital print manufacturing.

Xeikon PX30000 provides high productivity, cost-effective and fast time-to-market solution for short to medium run flexo jobs. It also provides the label printer with maximum opportunities to produce the widest range of digitally printed labels with a glossy tactile look, optimum durability and high levels of resistance against scuffing and scratching. The press is designed to appeal in particular to label printers working in the high-end markets of health and beauty, chemicals and

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VistaNova
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Enova Ink Profile





OTHER PRODUCTS

- PLATINUM LASER FILMS
- PLATINUM DIGITAL MEDIA FILM
- P.S. PRINTING PLATES
- CTCP –UV- PRINTING PLATES
- CTP PHOTO POLYMER PLATES
- EGGEN PRESS ROOM CHEMICALS-WASHES/FOUNTSOLUTIONS/THERMAL CTP DEVELOPER
- EGGEN WATER BASED/UV OVERCOATING VARNISHES
- LAMINATION FILM ROLLS – GLOSS/MATTE/JUMBO.
- ZENITH PRINTING ROLLERS –KORD/SORD/Z-SPEEDMASTERS
- LARGE FORMAT FLEX/SAV/ONE WAY VISION MEDIA / ROLLUP STANDS / SNAPFRAME

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"WE SHALL CONTINUE TO WORK AND DEVELOP BETTER WAYS TO SERVE OUR GROWING CLIENTS, OFFERING QUALITY AND AFFORDABLE SERVICES AT ALL TIME."



Engr. Charles Falokun and Engr. Segun Adetayo being flanked by Komori Trainer in Europe

gradually picking up with the lifting of the lockdown.

DO YOU SUBSCRIBE TO THE NEWLY FORMED – COMMITTEE OF ORIGINAL EQUIPMENT MANUFACTURERS (OEM)/ EQUIPMENT SELLERS CLUSTER OF CHARTERED INSTITUTE OF PROFESSIONAL PRINTERS OF NIGERIA (CIPPON) AND WHY?

Yes. Reason being that it's aimed at positioning the Printing Industry and printing businesses to greater height. But I will like to mention that they should remain focused and not allow individual sentiment to derail the good intentions.

WHAT DO YOU THINK SHOULD BE THE MAJOR TASK(S) OF THIS CLUSTER IN THE INDUSTRY?

Just as I mentioned before, they should stay focus in order to achieve the purpose for which they are formed.

THERE ARE SERIES OF PALLIATIVES BY GOVERNMENT AND FINANCIAL INSTITUTIONS FOR BUSINESS OWNERS AFFECTED BY COVID-19, WHAT DO YOU THINK PRINTERS SHOULD DO TO BE ABLE TO ACCESS THESE FACILITIES, AND AT THE MOST CONSIDERATE RATE?

What I will say in this regard is that Government and the financial institutions should have guidelines on how businesses can access these palliatives. So, all what print business owners should do is to understudy the guidelines and follow through.

"As part of our commitment to clients training and development, we are always in touch with operators once every 3months (during our schedule maintenance) testing their understanding of the machine and its usage."

HOW ARE YOU HELPING YOUR CUSTOMERS TO ACCESS THE RIGHT FACILITY FROM FINANCIAL INSTITUTIONS BOTH WITHIN AND OUTSIDE THE COUNTRY TO INCREASE THEIR CAPACITY?

Locally, we do assist with necessary documentation and recommendation needed by our customers to secure finance from financial institutions.

BRIEFLY LET US KNOW THE PLANS YOU HAVE FOR YOUR CUSTOMERS AS REGARDS TRAININGS TO BEEF UP OPERATORS' KNOWLEDGE AND CAPACITY?

As part of our commitment to clients training and development, we are always in touch with operators once every 3months (during our schedule maintenance) testing their understanding of the machine and its usage. At management level, we sensitized management on available training at our Komori Graphic and Technology Centre in Netherlands about whole lots of trainings available to boost their productivity and developments. These training are held from time to time throughout the year.

WHAT ADVICE WILL YOU GIVE TO PRINT & ALLIED STAKEHOLDERS TO ENSURE PROFITABILITY AND SUSTENABILITY OF THEIR BUSINESSES?

My advice to print stakeholders to ensure profitability of their print businesses is first - to avoid waste as this can greatly increase cost of production thereby reducing profitability. Furthermore, I will advise that they should pay lot of attention to the machine well-being as this will greatly enhance the productivity of the machine as well as avoid expensive repairs due to damages and will also eliminate loss of production due to machine down-time. Lastly, it will be important that they keep updating themselves in the areas of training, time, and resources management.

GOING FORWARD FROM 2021, WHAT DO YOU FORESEE AND WHAT WILL YOU BE PROMISING YOUR CUSTOMERS ESPECIALLY IN YOUR PRODUCT AND SERVICE OFFERINGS?

I foresee, the industry moving out of all the challenges posed by COVID-19 in the year to come. For us at Bancod Komori, we shall continue to work and develop better ways to serve our growing clients, offering quality and affordable services at all time.

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

How I relax? Well once a while especially after some straight week of coming out of a new equipment installation, I take time off to relax. Sometimes I may take a trip out of Lagos just to stay away from the hustling and bustling life of Lagos metropolis.

THANK YOU.



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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



LITHRONE GX40RP - 40" Front&Reverse Multi-Color Offset Printing Press



LITHRONE G29 offset press

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"SKYSAT WILL DISPLAY KONICA MINOLTA'S STATE-OF-THE-ART LABELLING SOLUTIONS IN OUR NEW SHOWROOM IN LAGOS"



...Ultra-mordern Showroom



...Store Room for BROTHER

on.

iv. Konica Minolta's new devices are designed to have longer consumables life to minimize customer and engineer's intervention.

THIS YEAR IS INDEED A CHALLENGING YEAR FOR ALL; WHAT ADVICE WILL YOU GIVE TO SOMEONE THAT IS THINKING OF PULLING OUT OF PRINTING BUSINESS DUE TO LOW PATRONAGE?

I will advise that they re-accesses operation and remove redundancies and reduce expenses. They should also explore more innovative ways like setting up an online portal and explore a combination of print with IT services.

DO YOU SUBSCRIBE TO THE NEWLY FORMED – COMMITTEE OF ORIGINAL EQUIPMENT MANUFACTURERS (OEM)/ EQUIPMENT SELLERS CLUSTER OF CHARTERED INSTITUTE OF PROFESSIONAL PRINTERS OF NIGERIA (CIPPON) AND WHY?

Yes, It will enhance professionalism and control.

"We service and maintain over 6,000 machines in the field for 1,500 different clients. Some clients are extremely demanding and have contracts that require us to respond in 4 hours: we have priority lines for such clients to enable us meet the strict measures we have agreed on."

WHAT DO YOU THINK SHOULD BE THE MAJOR TASK(S) OF THIS CLUSTER IN THE INDUSTRY?

Block importation of used machines and related products: these used machines are giving substandard prints to the public, and at the same time preventing organizations like us to invest more in training of local staff as we our competing against unfair competition.

THERE ARE SERIES OF PALLIATIVES BY GOVERNMENT AND FINANCIAL INSTITUTIONS FOR BUSINESS OWNERS AFFECTED BY COVID-19, WHAT DO YOU THINK PRINTERS SHOULD DO TO BE ABLE TO ACCESS THESE FACILITIES, AND AT THE MOST CONSIDERATE RATE?

Interest rate for one is an extremely big factor. Organizations like ours (as we are helping customers setup small scale print industries) should have access to Bank of Industry loans at single digit interest rate, which is often almost impossible to access.

"Konica Minolta's new devices are designed to have longer consumables life to minimize customer and engineer's intervention."

HOW ARE YOU HELPING YOUR CUSTOMERS TO ACCESS THE RIGHT FACILITY FROM FINANCIAL INSTITUTIONS BOTH WITHIN AND OUTSIDE THE COUNTRY TO INCREASE THEIR CAPACITY?

Working with some financiers to support them with low interest loans, but without Government intervention, it is simply impossible. The local lenders are bound by market rates that today are simply not workable to build a sustainable business.

BRIEFLY LET US KNOW THE PLANS YOU HAVE FOR YOUR CUSTOMERS AS REGARDS TRAININGS TO BEEF UP OPERATORS' KNOWLEDGE AND CAPACITY?

Our plans are:

i. Regular Customer relations visits.

ii. Online product knowledge quizzes with rewards.

iii. Regular operator's knowledge audit.

iv. We have our inhouse Tutor who trains senior trainers and engineers, who in turn train our engineers for technical support on our equipment.

v. We have an inhouse IT Expert who trains the technical team for IT support.

vi. We have an inhouse Customer Service Manager who handles sales training and customer service training.

WHAT ADVICE WILL YOU GIVE TO PRINT & ALLIED STAKEHOLDERS TO ENSURE PROFITABILITY AND SUSTENABILITY OF THEIR BUSINESSES?

My advise will be to:

i. Start at your own level.

ii. Be current with happenings and development in the industry.

iii. Minimization of machine downtime.

iv. Needs forecasting and appropriate level stocking of materials.

v. Study the market carefully and research what product best fits your future

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SKYSAT
TECHNOLOGIES

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Print Impact Around the World

XEIKON

premium beers.

Label printers looking for faster turnaround times, reduced production costs and lower complexity can now explore the all new Xeikon PX30000. "The addition of this high-end, digital production label press is an important step in the Xeikon strategy" expressed Filip Weymans, VP Marketing at Xeikon who noted further that; Adding the Xeikon PX30000 to our portfolio enhances the Xeikon offering that already was the most comprehensive in the market. Label printing companies can now opt for a dry toner press or an inkjet press, for an entry-level solution or a fully geared high-end production press, from a 5 colour engine up to a 7 colour engine. We are convinced that the appropriate and ideal choice a printing customer makes depends on their business strategy and their choice of end-use applications".

Weymans continues, "We are recognized as a 'go-to' trusted advisor and solutions provider. Throughout the years, Xeikon has developed a suite of the most relevant services available, supporting its customers in developing and selling new applications, helping them with the integration of digital printing within their existing environments, and also assisting them in automating their complete label production. Apart from integration capabilities, the X-800 workflow enables further automation for complete label production. Making use of its intelligent imposition algorithms to position the labels on the web can help reduce costs by optimizing production times. There are no challenges too great for this powerful workflow – even the most demanding variable data jobs or labels where the track and trace functionality are required – Xeikon's X-800 workflow is unsurpassed".

AGFA TO EXTEND JETI TAURO LARGE-FORMAT PRINTER RANGE WITH UPGRADABLE MODEL



AGFA

The latest member of the Jeti Tauro family – called Jeti Tauro H3300 LED S (S for 'standard') – is a favorably priced entry model that will enable an even wider range of printing companies to benefit from one of Agfa's flagship large-format printers. This new hybrid six-colour printer, with optional white and primer, boasts award-winning quality at a top speed of 302 m² per hour, which can be upgraded to the even higher speed of its bigger brother. It also shares the latter's short start-up times and quick and easy maintenance, while also featuring the same automation options.

That means it will be available in six possible configurations. Four of these are dedicated to board printing, ranging from manual to fully automatic. The 3/4 automated version makes use of an automatic board feeder, which is particularly convenient for shorter runs and a fast, efficient changeover between various media sizes or types. The two remaining configurations focus on roll printing, with a master roll-to-roll and a light roll-to-roll model.

"We are committed to inkjet printing and we aim to support our customers by offering them complete and perfectly matched solutions that make their operations more efficient and productive," says Reinhilde Alaert, Product Manager Sign & Display. "The new Jeti Tauro H3300 S LED is built on the same platform as its bigger brother and marks another step in the expansion of our high-end large-format inkjet printer family. It covers a wide range of media sizes and types – for boards and sheets as well as rolls – and supports all print jobs with fitting automation options that ultimately enable operators to tend to multiple jobs and printing engines simultaneously. The printer's upgradability – to the speed of the existing Jeti Tauro H3300 model – makes it an ideal starting point for print service providers' further growth in sign & display printing."

As is the case with all Jeti Tauro models, the Jeti Tauro H3300 S LED is powered by Agfa's Asanti workflow software, which controls and automates the entire printing process from prepress to finishing, while guaranteeing color consistency and optimizing ink consumption. The smart Asanti Production Dashboard displays ink and media consumption and printing time for each job and printer. © www.agfa.com

HEIDELBERG PREMIERES INNOVATION WEEK



HEIDELBERG

Which solutions do commercial printers need to be competitive and profitable in the market? Which processes and interfaces offer potential to be leveraged, and how can print shop staff be even better supported? These and many other questions were answered by experts at Heidelberger Druckmaschinen AG (Heidelberg) during Heidelberg's **'Innovation Week'** from 19th through to 23rd October 2020.

Featuring product presentations as well as one-to-one interactions via video chat under the banner of **"Unfold Your Potential"** theme, the week-long **Innovation Week** 2020 focused on Heidelberg's latest highlights that showcased the potential of digitizing processes.

Throughout the five exciting days of interaction, expert knowledge and demos, as well as a personal meeting with more than **250** Heidelberg representatives from **36** countries via video-call, participants not only learn all there is to know about Heidelberg's forward-thinking product innovations but also listened to innovation talks where Heidelberg experts got to the heart of the most exciting topics in the industry.

Heidelberg's Innovation Week is still accessible from its website **www.heidelberg.com**



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Print Impact Around the World

KOENIG & BAUER DETAILS FUTURE PROFITABILITY PLAN



The German press and post-press manufacturer - **Koenig & Bauer** has announced details of its **'Performance 2024'** that aims at efficiency and future profitability programme, likely to cost around €50m but expected to deliver annualised cost savings of more than €100m.

"We have made far-reaching decisions for Koenig & Bauer, made necessary by negative global economic developments in tandem with ever-changing customer needs and demands," stated President and CEO Claus Bolza-Schünemann as he disclosed further that the initiative would also reorganise its supply chain, improve productivity through new processes, pool some tasks through shared services and change its sales and service structure. Not only that, the group also plans to relocate and realign some of its production and assembly facilities but maintaining real investment in Research & Development (R&D) that would most especially focus on packaging markets and specialist print areas, including digital printing. "The investments in digital print and direct post-printing on corrugated board are being pursued with vigour, as is the joint venture with the Durst Group; so too are new developments for security printing in the pipeline," the firm emphasised.

Unfortunately, around 900 positions will go as a result of the cost saving and realignment measures. "They are also associated with painful cuts for the workforce. These difficult and challenging steps were not easy to take, but they are imperative to safeguarding the long-term future of our 203-year-old company," stated Claus Bolza-Schünemann.

It is however not surprising that the company gave kudos to representatives around the world that have push the frontier of successes recorded in global sales and service orders emphasising K&B's global and decentralised service abilities as "a major asset in COVID-19 times limiting international travels".

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Parts & Consumables Inventory



requirements.

GOING FORWARD FROM 2021, WHAT DO YOU FORESEE AND WHAT WILL YOU BE PROMISING YOUR CUSTOMERS ESPECIALLY IN YOUR PRODUCT AND SERVICE OFFERINGS?

We're promising our highly esteemed customers;
i. State-of-the-art Konica Minolta AL190 Label Printers.
ii. State-of-the-art Konica Minolta Accurio Press C12000 and C14000 Production Printers.
iii. The all new MGI Jet Varnish 3d Systems with direct varnishing of prints for outstanding finishing.
iv. Customer friendly pricing.
v. Free consultancy services.
vi. More interactive engagements.

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

I workout daily at home and spend time with my family. Traveling whenever we can, but unfortunately this is now off the table!

THANK YOU FOR YOUR TIME SIR.





VISIT WORLD'S BIGGEST PAPER EXHIBITION - PAPEREX 2021

***Paperex** is an internationally renowned series of exhibitions and conferences focusing on Paper, Pulp and Allied Industries. As the only comprehensive business platform serving the Paper Industry, this leading business event has become the perfect platform for showcasing the entire spectrum of products and services relating to the Paper and Allied Industries.*

At **Paperex**, one gets to witness latest technology, machinery and raw material for paper & board manufacturing: complete paper mill machinery, automation & instrumentation, bearing & accessories, boilers & turbines, industrial gears, rolls & rollers, pumps valves & systems, quality control equipment & system, raw material handling, stock preparation equipment, testing equipment's, transport & material handling. The show hosts buyers from paper & board manufacturers, paper traders, printers, publisher, converter and paper packaging companies, designers for corrugated box & related packaging, investors and promoters.

The steady growth of the event, which has already seen 14 editions, is a reflection of the increasing capabilities as well as the potential for new technologies and investments in the Paper, Pulp and Allied Industries. An interesting dimension to the popularity of **Paperex** has been the expanding international interest. This is evident from the growing numbers of participants as well as visitors from countries across the globe. **Paperex** also credits its growth to the active support and patronage of both Indian and the International Paper Industry and Associations.

COLLOCATED SHOWS

Organised by Hyve India Pvt. LTD - part of Hyve Group PLC (formerly ITE Group) - **Paperex** as a unified business platform for Paper Industry, is world's renowned series of international exhibitions on the Paper and Allied Industries which is held biennially in India. Collocating events include:

- Tissueex
- Corrugex
- World of Paper
- Paperex South India

RECAP OF PAPEREX 2019

Paperex 2019 ended on a high note cementing its position as a market leader in the Paper Industry. The show statistics, according to the organiser, include:

* Sqm Exhibition Space: 30,000 Sqms
* Exhibitors: 603
* First Time Exhibitors: 275
* International Exhibitors: 154
* Exhibiting Countries: 28
* Unique Visitors: 29,628
* Visiting Countries: 18
* Conference Delegates: 600

WHY VISIT PAPEREX 2021?

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Stories by Precious AJuonuma & Joju Adekanbi

"PAPER INDUSTRY IN NIGERIA IS A GOLDMINE" – PRINCESS 'LAYO OKEOWO

EXPERTS PROFFER TIPS ON HOW TO TAP INTO NIGERIA'S VIRGIN PAPER INDUSTRY

The Lagos Chamber of Commerce and Industry

...Giving your Business a Voice

With expose' presentations from stakeholders, industry experts and government functionaries, the invaluable opportunities in Nigeria's virgin Pulp & Paper Industry estimated to worth over $2billion annually, has been uncovered in a live webinar organised by the Printing, Publishing & Allied Group of Lagos Chamber of Commerce & Industry (LCCI) tagged **'Revatilising the Paper Industry: Challenges and Opportunities in Southwestern Nigeria'** for interested investors to take advantage of across its vastly lucrative value-chain.

"Investigation has shown that $10million (N4billion) worth of machinery can produce 100tones of paper per day while $50million (N20billion) worth of machinery can produce 500tones of paper per day which could be a good start to the bigger journey ahead. I will spare no word to let you know that, Paper Industry in Nigeria is a goldmine waiting for intelligent investors to



explore" enthused **Princess 'Layo Okeowo** - Chairperson, Printing, Publishing & Allied Group of LCCI in her opening remarks as she declared that the Printing, Publishing & Allied Group was ready to assist interested investors to come in.

Abundant raw materials, huge market, inexpensive labour, governments' new-found love and consideration to explore alternative revenue, and environmentally friendly nature of the business are some of the pointers to the viability of the Pulp & Paper Industry in Nigeria. Not only that, the potentials of supplying to other African albeit West African countries analysts believe would have a huge impact of Nigeria's foreign earnings. These and other considerations according to an Economist



- **Dr. Biodun Adedipe**, Chief Consultant, B. Adedipe Associates, must be urgently harnessed with collaborative structures by investors in and outside Nigeria. He then called for an integration of production process across the value chain, from forestry to table-top (printed papers and packaging) because there are huge market demands within and outside the country.

Using Finland as a case study, Dr. Olufunso Somorin, Regional Principal Officer, African Development Bank, maintained that Nigeria with its tropical climate and huge market can take a cue from the tiny European country whose Pulp & Paper Industry contributes hugely to the country's Gross Domestic Product; "It is amazing that 20 percent of Finland's exports are paper and pulp. This is a country with 5.2 million people. If they can do it, Nigeria can as well" inspired Somorin as he noted that Finland now has 54 paper and pulp mills valued at €20.7 billion while, according to the Natural Resources Institute Finland, the country exported forestry products valued at €12.5 billion. Agreeing with **Mr. Somorin** is Market Assessment Consultant - **Mr. Oluwaseun Jegede** who believed in the huge market potentials of the nation's Pulp and Paper Industry whose value-chain include but not limited to cellulose, wood products, pulp, packaging,



cardboard sheets, paper, and the recently booming sanitary products segment due to the rising cases of COVID-19. All these aside saving Nigeria's vulnerable foreign reserve used for paper import that could have been used constructively to effect ease of doing business.

WHERE To Print gathered that with only Nigerian National Paper Manufacturing Company (NNPMC) Limited in Iwopin, Ogun State producing but at 10 to 20 percent capacity while the other two paper mills - that is, Nigeria Paper Mill (NPM) Limited located in Jebba, Kwara State and Nigerian Newsprint Manufacturing Company (NNMC) Limited, Oku, Akwa Ibom State are economically distressed, investors are guaranteed high return on their investments considering the need to meet local players' demands on importation of papers which analysts approximate costs Africa's largest economy N182 billion annually. It is therefore not surprising that one would agree with analysts who opined that even if the firms are working at 100 percent capacity today, they can only provide 250,000 metric tons of paper needs as against market demand of over 3 million metric tons. "Nigeria needs 50 small-scale paper mills now," projected Jegede though observers believed that investors may have shunned the sector because of raw materials which was the absence of long fibres - kenaf - critical inputs for paper manufacturing which is now readily available all over Nigeria.

And this is exactly what Princess 'Layo Okeowo meant when she recommended collaboration amongst stakeholders to fully harness the enormous opportunities in the industry, in her earlier remarks. "We need sector-specific policy measures to reflate activities in the Paper and Allied Product Industry. Collaboration could also be in the area of research (Paper Research Institute) on how to grow improved trees, own and manage plantations that would feed the mills, as well as the creation of training sectors that would strengthen the skills of young individuals in paper mill operations. We also need friendly policies to encourage higher private sector participation in the Paper & Pulp Industry," Okeowo emphasised while noting further that research has shown that tree species needed for manufacturing woodfree bond paper can be grown in Nigeria with a gestation period of 6 months and not 12 years or more as formerly believed.

Also speaking at the event, the President of the Lagos State Chambers of Commerce and Industry (LCCI), **Mrs. Toki Mabogunje** who was represented by **Mrs. Jumoke Fashanu** stated that it had become imperative for stakeholders to come together and chart the way forward for the industry estimated to worth over $2billion annually but which had continued to suffer, due largely to poor government policies. "The industry is worth $2billion annually, and it is disheartening how government has failed to tap

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INDUSTRY EXPERTS EXPOSE STAKEHOLDERS TO NEW OPPORTUNITIES IN PRINT IN NEW NORMAL

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the events industry open to adopt digitalisation to take advantage of **opportunities in printing for the lucrative electronics market**. "Rather than us waiting for events to come back, one can **start printing PC Boards, phone boards, PC circuitry boards**; technology will always help us solve problem and the New Normal has given power to technology so, why not position to print for those trends that are in vogue. It will be technical but at the end of the day, it will also be verv, very lucrative" he concluded.



Afterward, the Managing Director of Expand Press LTD, Babafemi Oluwalana while agreeing majorly with the first presentation, also believed that there are **OPPORTUNITIES IN (CONVENTIONAL OFFSET) PRINT IN THE NEW NORMAL** especially in a VUCA world of New Normal where uncertainties had transformed many industries to produce what they ordinarily would not have thought about; "It's exciting when we look at some of the transformations that some companies have been able to make. So, we saw the interesting situations where fashion designers for example where able to convert and begin to make masks; we saw the situation where some breweries and some chemical producing companies were able to easily transform to make sanitisers" he explained before exposing prospects in the conventional offset printing space; "Where I see future is in **collaboration**. Collaboration in financing. Collaboration in utilising existing capacity. One, in financing. One of the issues we are looking at today is how do we fund going forward? How do we get a bank - for example in Nigeria, we know where we are; we know the situation with the banks, we know how difficult it is to fund; how do you do a business plan with all the uncertainties going forward? So, I think that one of the things that can happen is that we must collaborate. Another thing we must look at is equity and partnerships" he submitted.

"One of the things Akin spoke about is - yes, as a result of VUCA, yes, there has been the good, there has been the bad, and yes, there has been the ugly. So, again - I start from the ugly, ugly is that - because of the very high contact nature of printing, many presses couldn't work at all - especially at the very height of the pandemic - but having come back - there has been some good because what has happened now is that there has been some good especially in the industry where I played in, which is the **Book Industry**. Typically, there's a lot of competition on the side of publishers and book authors going out of Nigeria to bring in their books but because of the pandemic, supply chain disruptions on the one hand and the foreign exchange challenges, the value of the Naira, it has forced a lot of people to look inward to the option, **there's a boom in that area where people have brought their jobs back in"** emphasised Babafemi who is also a member of Council of CIPPON.

The Expand Press boss also explained that because most presses are not run optimally to their full capacity, it was imperative for operators to collaborate with each other by outsourcing some printing jobs to their peers whose capacity were largely unutilized especially in terms of problem solving within marketing communication genre. "We need to also begin to specialise more. I think we can call it forward integration. One of the challenges Printers have had is that Printers typically are technical people and we always like to take the back seat, allowing intermediaries to take hold of that space. So, you say you're a Printer. We need to look at ourselves as **Solutions Providers**. So, you're solving marketing problems. You're getting involve with things like Direct Mailing. You're getting involve with things like Data Mining and Data Utilisation to solve issues for your clients. These are areas of opportunities that we can take advantage of without necessarily breaking the banks (at the backend) to acquire pieces of equipment for a market you're not sure of. In fact, what is happening now is that, we - I think every Printer needs to focus on short-term planning and being able to be nimble enough to respond to requirements, obviously, basically we'll need to be closely working and collaborating with our clientele to make sure that we understand their needs".



Before the Architecture turned Graphic Designer plus Printer finished his presentation, he advised operators to begin to specialise. "Another area, obviously we also need to look at much more area of **specialisation**. I think the equipment for specialisation may actually be easier to acquire at the backend. What are we looking at? I think **there are opportunities in puzzles production, production of cards, greeting cards production** and so on. A lot of our greeting cards in Nigeria are still imported. Obviously, there has to be a lot of forward integration first for us to drive the retailing. There has to be collaboration first to be able to drive that part" he ended.



Speaking on **OPPORTUNITIES IN SIGNS/SIGNAGES IN THE NEW NORMAL** Favour Madu, Managing Director of Favision Signs went down memory lane on the state of the Signs/ Signage Industry before the pandemic and regulation by government agencies like Lagos State Advertisement and Signage Agency (LASAA).

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INDUSTRY EXPERTS EXPOSE STAKEHOLDERS TO NEW OPPORTUNITIES IN PRINT IN NEW NORMAL



And with the pandemic due to Governments' restrictions, the industry suffered with lots of job losses; "People were not working because why are you going to put up signs out there, because all offices are closed? Nobody sees anything. We're all working from home. Nobody is doing anything except those who have work that they've not done before the pandemic" she informed while also noting that the industry had evolved over the years from unskilled operators who use substandard materials to execute low quality jobs to professionals who are passionate about their jobs using the right quality materials but however submitted that a lot still needed to be done to take advantage of the numerous opportunities the Signs/ Signage Industry offered especially in the **use of standard materials that do not fade or discolour backed by professional job execution**.

While enumerating different skill sets such as Painters, Electricians, Welders, Signs Installers etc which informed the Specialised Support Services of the sector, Favour who has been working closely with Converters for over a decade, believed that though there was **need for more Nigerians to come into the profession** to make a living, she also canvassed for the need to train and retrain these professionals not only on using the right quality materials but also on specialised skill-sets in order to be at par with their counterparts in developed parts of the world; "If they don't learn their jobs to details then the signs finish will not look right look" she posited while also stressing that the huge resources from materials and manpower hitherto wasted would be a thing of the past.

During the **Question & Answer Session**, the experts agreed that though there were numerous opportunities for operators to take advantage of in this New Normal, **creativity is needed to harness these opportunities**. According to Akin; "Opportunities are everywhere, you really need to know which room you're going to enter and New Normal means that we need to be creative to access these opportunities we're talking about" while Babafemi suggested that to sustain these opportunities in our clime, **operators must negotiate longer terms contract.** "When you're



negotiating contracts with your customers, negotiate 2years, 3years - lock a customer in. The customer you've been able to lock in has some relative comfort in terms of pricing, and whatever. You as a supplier, you're able to plan" explained the Expand Press boss mitigating the likelihood of print job loss as a result of changes in contact person, price fluctuations or market volatility.

For operators to transition from one sector to another successfully, Akin believed that though recent trends have continued to close the gab between conventional and digital printing, it was now left for stakeholders to make up their minds on how they wanted to run the market; "So, you're looking at beginning. For instance, for large format sector, you have idle capacity. Moving in to roll-to-roll textile digitally is simple logic. You know why? The machines are similar and so, is the technology even the software - the way things run in that sector is so similar so if a guy says I have a large format printing machine and I'm so idle. I think that kind of person should be **engaging their technical people to see how they can transition**, using that machine to see how they can print on textile because textile will not die, textile will always be there. We're also seeing that a lot are abandoning their conventional offset because they say, oh - there's no business in that area, so we see a lot of transitioning. I've got customers who will say, sell my CTP and probably let's have a DTG because that's like a new. So, they sell of that. Anyway, in which ever way that we're transitioning - **there's this learning curve that we have to put in mind** so, it's not easy to transition but it is very possible" emphasised Akin as Oluwalana cautioned operators to consider **transitioning in phases;** "One of the beautiful things about transitioning is like there's that proverb that you don't just jump into water wholly…you'll should first put your leg in. Again, I've been talking about **collaboration**. There's absolutely nothing wrong venturing into the

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industries in terms of looking for those jobs and then, **outsourcing it at first and try to learn the ropes of those who are already in that venture** and eventually venturing to owning your own equipment. Collaboration will always work. Collaboration will make everybody stronger" he stressed.

When asked how operators could access funding facilities especially when banks were allegedly not wired to support SMEs with funds to access new equipment, Oluwalana answered that **Printers must first see themselves as business people;** "You know, the average Printer will want to take you into his facility and stretch his hands over the array of machines - and show you with pride how many machines he has. But are those machines working optimally? Are those machines making money? Are you using them optimally? Are you using these machines once a year? I know a few people who owns some pieces of equipment that they use only once a year. Is that the best model for it? Because at the end of the day, it's how much cash that you've been able to generate that'll make you take any sort of cash from the banks. The banks are there to support you but they must see the money. They must be able to see the cash you've been able to generate. The other things I'll say to us as Printers is your access to market" emphasising the need for Printers to know the market they intend to invest in thoroughly with detailed market analyses. Not only that, he also believed partnership could solve a lot of funding problems without necessary recourse to the bank. "If we can come together - bring equity together.

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Print impact around Nigeria

Stories by Precious AJuonuma & Joju Adekanbi

VOX POP

AS 2020 BUSINESS YEAR ENDS, WHAT IS THE MOST MEMORABLE PART OF THE YEAR TO YOU AND WHAT ARE YOUR EXPECTATION FOR 2021 BUSINESS YEAR?



The year 2020 brought up a lot, and took a lot from us, business-wise. It also taught us to economize well. For the year 2021, we hope God have mercy on us and heal our land; we do not want to experience the same thing we experienced in 2020. So help us God.

MRS IFEOMA ODO – STORMGATE INTERNATIONAL LTD



The year 2020 was indeed a very tough year. Every one of us was affected one way or the other. As for the year 2021, we expect glorious things. Not disputing the fact that only God knows the end from the beginning. May God see us through.

MR. BAMIDELE BUHARI – A.B BAMIDELE PRINTS



The most memorable part of 2020 for me is the COVID-19 lockdown period; all events were grounded and there was no income at all from the business. Felt like the business was going to crash. But my expectations are quite high for 2021 because I seek to diversify my sources of income so I do not get trapped like I was, during the COVID-19 lockdown.

MR. HAKEEM OLUSANYA – MAYOR PRINTS



To state the fact, the year 2020 has been a year with ups and downs; it is a year worth remembering and when it comes to business, it shows paradigm shift in business. Even if we cannot prevent dangerous viruses from emerging, we should prepare to dampen their effects on society.

MR. BOSUN OLOYEDE – COMMERCIAL PRESS



For me, I saw the economy struggle to get back to its feet which is not a worthwhile experience. 2020 exposed the world's vulnerable situation making various industries suffer major setbacks. My expectation for 2021 business year is to have a great financial year where enormous profit would be recorded.

MR. ADEWALE VICTOR – SHOVIC PRODUCTION



2020 was a very terrible year down from the COVID-19 pandemic as well as the #ENDSARS protest that just came up recently. It took a lot from us and I do not think anyone will ever forget this year in a while. As for 2021, we expect good things and we pray God helps us achieve good things and also recover all what we have lost in 2020.

MR. AMOS ONYEKWE – GREAT ENVELOPS & PACKAGING



Generally, this is a year that cannot be forgotten. Most businesses have collapsed and everybody is not happy about it. A lot of things like prices of materials for production have gone up and it has affected us badly. We just pray that God helps us in 2021. We do not pray to experience the same thing next year. Price control should also be managed in our industry.

MR. JOHN EKINODO – EKINODO ONNOREDE VENTURES



The most memorable part of the year was when there was over 200 percent increase in the cost of the materials and consumables used for production. As for 2021 Business Year, I just pray and hope that I am still in business then.

MISS OMOWUNMI ISHOLA – KULEE PRODUCTIONS



The year 2020 is a kind of year that no one will ever forget, especially business owners. Ultimately, it saw the outbreak of coronavirus and the massive sociopolitical and economic impacts created by it. Barring any further major disaster this year, we hope for a better future.

MR. PETER UGBEDE – PIONEER PRINTS



The most memorable part of this year 2020 is the coronavirus lockdown; it really affected our business and also stopped us from planning or fixing things. We are hoping and expecting increment in sales by 2021 and also establish other branches across the States of the Federation.

MISS ADEJOKE OLUWABUKOLA – MOVA GRAPHICS & PRINT TECH LTD

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Print impact around Nigeria

Stories by Precious AJuonuma & Joju Adekanbi

VOX POP

The most memorable part of the year for me obviously was the outbreak of COVID-19 pandemic. And my expectations for 2021 is to experience more grace in my business and also promotions in every aspect of my life.

MR. ODEKILEKUN KHALEED – SONILAG PRODUCTION





2020 is COVID-19 year. I pray for more business, more pay, more success, and everything good in 2021.

MR. SEGUN OWOLABI – G. MASTERS

OUR VERDICT

2020 Business Year has no doubt unearth tough lessons and unforgettable experience on both personal and business life, the gains experience should be also be a pointer to future projections and analyses that identify and deal with all stakeholder concerns. As businesses take time out for reflection with gratitude, ***WHERE To Print*** *believes that SMART planning ahead (especially while appraising the past) should be a necessary tool for business owners and managers. 2021 is going to be a great year!*

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"PAPER INDUSTRY IN NIGERIA IS A GOLDMINE" – PRINCESS 'LAYO OKEOWO

The Lagos Chamber of Commerce and Industry

...Giving your Business a Voice



into this market," the LCCI boss affirmed. She also stressed the need for research and funding, public and private collaboration and good policies measures, that would help stimulate and reinvigorate the Paper Mill Industry in the Southwestern region of Nigeria.

The engaging live webinar powered by the Printing, Publishing & Allied Group of Lagos Chamber of Commerce & Industry (LCCI) was to expose the hugely viable but untapped business opportunities which investors hitherto taught was undoable given the prevailing unfavourable business environment in the country largely caused by Government's insensitivity to the sector. However, on Government side, Ogun State Commissioner for Commerce & Industry - **Mrs. Kikelomo Longe** said her State Government is quite investor-friendly and had put everything in place for would-be investors to dig deep and explore the enormous business opportunities in the Paper & Pulp Industry of South Western State. According to Mrs. Longe, with the State's business policies that drive the sector, easy access to vast expanse of land, inexpensive labour, and relatively peaceful polity, Ogun State was seeking investors to come and tap into the Pulp & Paper Sector in the State.

With the virtual expose, WHERE To Print believes that the aim of the event to stimulate practical conversation on the state-of-the-industry with possible solutions on a workable road-map has largely been achieved. In the words of Princess Okeowo; "This means that paper production in Nigeria is doable and we only need to share the knowledge across board. Nigeria's Paper Industry needs clusters of smart investors who can tap into the potential of raw material availability in the country. The major area of investment will be the aspect of machinery as the raw materials needed are readily available," she convincingly advised.

NUKREATIONZ OFFERS FREE MEDICAL CHECK-UP TO PRINT ECOSYSTEM



As part of its continuing Corporate Social Responsibility (CSR), Nukreationz Printing Solutions LTD on Saturday 10th of October 2020 provided free medical services with free drugs to its print ecosystem which comprises of not only its highly esteemed customers but also suppliers, residents, neighbours, and other players in and around the nation's printing hub - Shomolu, Lagos.

The event which coincided with Customer Service Week saw beneficiaries (young and old) from as early as 9am being attended to by a Team of Medical Personnel complemented by the company's customer-focused staff who were all equipped with necessary testing tools, prescription drugs and a stand-by Market Doctor ambulance for on-the-spot Medical Consultation offering free medical check-up that included Body Mass Index (BMI), Blood Pressure Check, Blood Glucose Check, Malaria Parasite Test, and Eye Test; all these fully funded by Nukreationz Printing Solutions LTD.

Mounting tents outside its White House HQ of 33, Shipeolu Street, Opposite Akeju Street, WHERE To Print gathered that the CSR was the company's commitment to not only bolster Nukreationz Printing Solutions LTD image and build its brand in the printing community, but also empowers employees to leverage the corporate resources at their disposal to do and feel good thereby boosting the morale of employees while also leading to greater productivity.

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LESS PRINT IS MORE by Knud Wassermann

Thinking forward to drupa 2021 the question arises: what role will commercial and publishing printing play in the future? They will of course play a role, but in a very different way than today. To a great extent the future of commercial and publishing printing lies in 'individualisation' – the data driving this is online and forms the basis for print 4.0.



Profound changes in the media landscape had a significant impact on print for advertising and publishing. A large slice of the "advertising cake" is taken by online and social-media channels, their worldwide share being estimated at 35% (source: Smithers Pira Calculation from World Press Trends Database). The economic indicators for commercial printing and publishing have long since been disconnected from the general economic situation. Economic upturns of recent years have not been mirrored and any growth of individual players has happened due to cutthroat competition.

DRAMATIC SALES DOWNTURN

The consequences of this have been, on the one hand, a continuing consolidation process and, on the other hand, an associated workforce reduction. Between 2005 and 2015 sales revenues in Europe declined by 20% and the number of players fell by 14% to 110,000 firms (source: Intergraf). By 2020 total market revenues are expected to slightly exceed €70 billion and to level off thereafter.

This trend is also reflected in the demand for graphic papers. In Europe, in 2018, there was an 18% sales downturn in wood free paper and by summarising this number for the last 10 years, we arrive at a percentage downturn in middle double-digits. Numbers from the USA do not show a better picture, where commercial print volumes have shrunk by almost 50% and returns by 80%, respectively. On the contrary, in this same time-period the US economy grew by over 70%. The only segment within the print industry to have profited during this time is packaging.

FACING THE TRANSFORMATION PROCESS

If you continue reading despite those sobering numbers, then you are courageous and indeed courage is what is needed to tackle the changes demanded by digital transformation and to prepare a company for the challenges that are still to come. In such a market environment, printing companies must reposition their offer and change their sales strategy. This involves focusing firmly on benefits for costumers while understanding market requirements. "Whoever can clearly differentiate their business model, will be successful", assures Dr. Michael Fries, former CEO of Onlineprinters, during the 2019 Online Print Symposium in Munich.

Besides, customers themselves have also changed considerably. Decision makers are more and more digitally affine and it is key to be able to convey the benefits of print to young people – of which there are certainly enough. We need passionate employees in sales who appreciate the added value of print in a multimedia world and who can impress customers with print. "At the Adobe Summit in Las Vegas I had dozens of conversations with digital natives and they never questioned the importance of print. They want print but rather on-demand, in real time and fully personalised", concludes Horst Huber, Head of Werk-II.

SHAPING CHANGE...

Obviously, the implementation of a new business or sales models can fail – but failing is better than doing nothing. To freeze up in shock from the fear of change does not get you anywhere. Whoever stands still has already lost. Hence the motto: "Whoever is not ready to tackle change will be overrun by it". The print industry is still too focused on the technology and is not thinking in business models. No question: technology is undoubtedly important, above all networked technology. But it is still only a means to an end. There are enough successful business models and they have one thing in common: with the help of the internet and social media channels they enable individualised print products which offer more customer value.

This is why online retailers are turning more to print. The German firm Adnymics has enjoyed resounding success by providing online retailers with personalised packaging inserts which add more emotional impact to the "moment of unpacking". A further example is MyPostcard: Users of their app can easily upload pictures from their Instagram feed or their personal photo album, choose a layout and finish their cards with a unique personalised message. MyPostcard then prints and sends these individualised, unique items

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LESS PRINT IS MORE by Knud Wassermann



within 24 hours to anywhere in the world.

Even the traditional catalogue is enjoying a comeback – albeit in a strongly individualised form. This is for example the case with the German online retailer Bonprix who provide their customers with personalised mailings and folders based on their buying behaviour. Their monthly print volumes are running at 13 million A3 pages and the trend is upwards. Personalisation creates an added-value which in the case of Bonprix translates directly into strong sales growth. This added value itself can also justify the higher costs for personalised print.

Also, the trend in self-publishing is continuing, with photobooks as bestsellers and notebooks being among today's most popular analogue gadgets. A quote from Matthias Horx in Zukunftsreport 2019 is very pertinent: "If everything is always multipliable and available, then the unique, the specific, the tangible becomes the new luxury."

TECHNOLOGY TRENDS

Offset printing is technologically speaking, largely exhausted. Today, it's all about process optimisation and increasing efficiency. A glance at the Overall Equipment Effectiveness value shows why this is: The industry's average lies at only 30%. Slumbering within today's machinery is a significant potential for increased efficiency and for better margins.

How to make full use of this potential, whether with internal or external know-how, is a decision you have to make for yourself. What's important is that this topic is focused and not ignored. Heidelberg follows this approach with their subscription model. It is also interesting to see how a paper producer like Sappi is devoting itself to the topic of increased efficiency. During the course of their process analysis it came to light that up to 25% of all paper is thrown away. Their aim is to tackle this problem using OctoBoost, a cloud-based, modular platform and working together with their customers.

THE DRIVER OF TRANSFORMATION

Within the industry, digital printing is no longer considered as something marginal or dispensable. It is a key part of the ongoing digital transformation and underlies many new business models. Inkjet printing will confirm its potential by pushing even more into offset application territory.

Much is made possible by the current developments in inks on one side and the broadening of the paper spectrum on the other. The stated goal is, sooner or later, to be able to print with inkjet on coated papers.

EDITION 1 IN AN INDUSTRIAL ENVIRONMENT

It is interesting to see how inkjet is pushing more into the area of sheet fed printing. Current sheet fed systems don't have quite an appetite for print volumes, which sooner or later should help the process to break through also in smaller markets. By combining with inline finishing solutions, sheet-fed systems bring a certain charm; typical print applications based on short runs can be very efficiently and flexibly produced. Canon has basically positioned its solution between toner based digital print and offset, and assures that for runs of 300 to 1300 copies inkjet printing can score points economically.

It's fascinating to see how fully complete first editions of books, brochures and catalogues can be produced in an industrial digital print environment. Each product can look completely different in terms of content, size or format. The production line is completely integrated and networked so that even despite the level of individualisation, a required level of efficiency is reached. Thanks to today's already achievable levels of automation, "mass customisation" is no longer a future dream.

TAKE THE OFFENSIVE

Despite the huge changes going on, we now have tools at hand that for multimedia communications with print, can set the right accents. This means personalisation and individualisation captured on paper. To get there requires courage, tenacity and a good dose of stamina. A visit to drupa 2021 can provide valuable inspiration. Don't forget: today the business model decides over technology and not the other way around.

See you in Düsseldorf in 2021!

Culled from drupa 2021 – Specialist article no. 10 "drupa Essentials of Print" written by Knud Wassermann, Editor in Chief, Graphische Revue, Wien.

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INDUSTRY EXPERTS EXPOSE STAKEHOLDERS TO NEW OPPORTUNITIES IN PRINT IN NEW NORMAL



Have the right governance and everybody working in its core area - that may be a much more stronger organisation than one person owing 100% of very tiny business" he recommended as he also believed collaboration among operators as well as engagement with government could influence equal participation of operators in the huge Book Industry whose biggest customers are the Governments. "There's nothing that says that we cannot engage Government. And that's one of the things that we are advocating at the CIPPON level; engage Government from months before; Government already have some rough idea of how many the number of books that they'll need in September of the next year, so it's not rocket science. Government places this order ahead of time, everybody can plan. There are enough Printers to do the work. They can finish the work, and there's value-added across the entire value-chain of printing ecosystem and everybody is happy. Right now, like I said one of the goods that has come out of the pandemic is you know - the supply chain disruption that has happened, and the potential supply disruptions that may happen because we're not sure whether there's going to be a second wave, or third wave, like we're seeing a lot of orders that used to go out of Nigeria are now within Nigeria. And a lot of things that's happening, factories are producing and a lot of collaboration is going on - so, it's a win-win situation"

Finally, on what operators can do to retain their staff even after training, Akin believed that though one way or the other, people would still move from one company to another but emphasis must be placed on adequate training due to constant change in the market place as a result of new trends and lifestyle changes. "And I've said times and times again that the customer is the king, but your staff is actually the king maker. So, as far as I'm concern, **if you treat your king maker as properly as it should, then you'll not be afraid that they'll be going somewhere else.** And if they do go somewhere else, they'll still going to fly the flag of whatever you've taught" he opined while stressing further that; "Because trends change with time - lifestyle changes depending on the generation you're in - the ideal thing **is to learn and re-learn**. You must always ensure that you're learning something new otherwise, you'll be obsolete. And we're in the Printing Industry that things change so, so fast"

"But again, my believe is that - it's not always all the entrepreneurs that are wired to be innovative as it were. **We should stop putting pressure on those (that are) not configured for instant innovation**. They can catch up later. I mean the small business entrepreneur - for instance, he just wants to keep his business small. They will never collect jobs that they can't shew. They are very reliable. They have time for your job as their strength is that they've done that over and over again. The term - tested and trusted can be used for them. And it's totally different from another entrepreneur who is a large company entrepreneur who has learnt over the years to sustain innovation. So, this kind of entrepreneur will respond quickly and sharply to the New Normal innovation because they're configured to monitor customers' behaviour. So, I will be really surprised if Microsoft for instance does not respond to the New Normal. The way they're doing right now. So, once again, the small business entrepreneur that can no longer keep up, then the large entrepreneur will employ them because they're actually reliable people. So, at the end of the day, people will move from one company to the other. For us, the movement in the industry is always welcome. You can never keep anybody forever. There's a popular Yoruba proverb that says '20 children cannot keep playing for 20years' people's desire keeps changing - you just allow people to express themselves. The ecosystem will take care of it" he summarised.

WHERE To Print magazine

PROPAK WEST AFRICA 2021
14-16 SEPTEMBER 2021

Publisher/ CEO - **Joju Adekanbi** rounded off the print-inclined webinar at about **5minutes after 11am** by



expressing gratitude to over **250 participants** across Nigeria and beyond aside the Guest Speakers on behalf of his Team and that of PROPAK West Africa, thereafter **George Pearson** - Director, Afrocet Montgomery - organisers of PROPAK West Africa gave a vote of thanks to all stakeholders who had been involved with PROPAK West Africa 2020 Webinar Series since it began in September and enjoined stakeholders to look forward to another series in the new year before 2021 edition of PROPAK West Africa would take place from 14-16 September. According to George; "Giving the popularity of this, we'll be looking at



having another series next year probably in February or March time. So, keep an eye for them".

What is more; here's a good news if you'll like to watch the **OPPORTUNITIES IN PRINT IN THIS NEW NORMAL** webinar again, please click on this link for the recorded replay available now: **http://ow.ly/NebG50BxcGD**



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We know that 2020 has been a difficult year for all of us but we're hoping as much as you are that we can get back to normality as soon as possible and here's why:





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WHO'S IT FOR:

PACKAGING
Aluminium, Flexible packaging, Substrates, Paper, Tinplate, Adhesives, Boxes, Cans, Closures, Containers, Cartons, Components, Glass, Bottles, Pharmaceutical, Labelling etc.

PLASTICS
Polymers, Rigid plastics, Plastic production, Rubber production, Plastic goods manufacturing, Rubber goods manufacturing, Raw products etc.

PRINTING
Digital printing equipment, Offset printing equipment, Printing consumables, Printing Supplies, Converting equipment etc.

FOOD PROCESSING
Food equipment for the food and beverage industry, Bakery equipment, Confectionary equipment, etc.

Given the uncertainty we would like to reassure all stakeholders that we are working closely with other organisers, the events centre and government agencies to contribute and understand the necessary measures required to ensure the event is run to the highest Health & Safety standards.

For more information and to book the event please contact:

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