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How to reach us

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

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To Readers

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

WE ALL NEED EACH OTHER!



Around the world, this month of May is considered **Mental Health Awareness Month** and this is not farfetched especially now when we consider the physiological and psychological effects of the unannounced coronavirus (COVID-19) pandemic on humanity.

Right from the United States when it started in 1949 to help deal with issues that surround mental health, this year's Mental Health Awareness Month is quite apt. Why? With theme **Tools 2 Thrive** that focuses on helping individuals find healthy ways to cope with stress (which the printing profession has been known by), you'll agree with me that - this is the time we all need each other to thrive and be all-round successful in all we do!

You'll agree with me that we all need each other as the **right** tools to thrive. We not only need each other for many things, such as: caring, tenderness, hugs, touch and emotional support, we also need each other for connection and most importantly, sharing love aside for

learning and growing emotionally, spiritually, and in other areas of human endeavours which COVID-19 has brought to bear.

While this article is not meant to proffer answers to mental health issues, but one thing is certain (and this I discovered) during the recently held **CIPPON Media Parley** with trade industry press, that - the immutable human desire for connection and unalloyed commitment are needed to help deal with mental health challenges. Talk to someone, feel the pulse - you never know the impact that'll create on one person! Back to this edition which is filled with **SPECIAL FEATURE ARTICLES** on news and trends in the industry, please open to page 14 which begins with the laudable efforts by KAS Prints to empower youth in Nigeria. Titled: **KAS INDUCTS 95 KP2 MEMBERS...EMPOWERS PRINT ENTREPRENEURS TO BUILD NIGERIA PRINTING INDUSTRY**, the piece is indeed - an inspiration. The next



Continued on page 10 >>

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SPECIAL FEATURE ARTICLE is titled: **AS THE WORLD CONTEMPLATES RESTART AFTER PANDEMIC PAUSE...EMWA IGNITES THE RETURN OF INDUSTRY LIVE EVENT IN WEST AFRICA:** - it is meant to rekindle our hope to participate in industry live events which are gradually returning after a long pandemic pause. Turn to page 26 to 30 to read and prepare for your next industry in-person event. Another **SPECIAL FEATURE ARTICLE** worth reading starts from page 40 to 42 on **THE MINDSET THAT SETS APART GREAT LEADERS.** Flip over to page 40 to discover how not only manage and oversee, but lead their employees and reap the benefits of this potentially life-changing mindset transformation written by **Raj Girn** culled from entrepreneur.com

Other interesting **SPECIAL FEATURE ARTICLE** articles are SkySat Technologies Online Meeting on pages 38 and 39 titled: **KONICA MINOLTA PRESENTS INNOVATIVE PRODUCTION & INDUSTRIAL SOLUTIONS TO WEST AFRICAN PRINT MARK,** and

industry trade media parley with CIPPON on the Council forthcoming election. It's on page 37 and its captioned: **STAKEHOLDERS URGED TO VIE FOR ELECTIVE POSITIONS IN CIPPON GOVERNING COUNCIL.** Please turn to page 37 to know why.

Of course, I won't end this piece without mentioning our COVER STORY. So, this edition's COVER STORY from pages 22 is on **THE ROLE OF A MANAGER HAS TO CHANGE IN 5 KEY WAYS** by the duo of Professor **Joseph Pistrui** and Professor **Dimo Dimov.** It's a great read adapted from hbr.org Don't forget to also check latest news and industry reports from page 10 on the **PRINT IMPACT AROUND NIGERIA** page as well as the direction the industry is moving towards globally on **PRINT IMPACT AROUND THE WORLD** from page 12. Until next edition, please understand the impact you're

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creating on someone's mental health, be it consciously or otherwise because - we all need each other!

Keep doing good!



Print impact around Nigeria Stories by Precious AJuonuma & Joju Adekanbi

VICE PRESIDENT COMMENDS SECUREID

...PROMISES EXTENSIVE INFRASTRUCTURAL DEVELOPMENT FOR EASE-OF-DOING BUSINESS



Nigeria's Vice President - Professor Yemi Osinbajo has commended smart card manufacturing giant - SecureID Limited for putting Nigeria on the world map of smart card manufacturing countries despite the challenges in the country.

Professor Osinbajo while touring the expansive facility of SecureID noted that though it was a rare privilege to be given the opportunity, however promised

that the administration of his principal - President Muhammadu Buhari would ensure infrastructural development in critical sectors of the economy to facilitate ease-of-doing business in the country. "Looking at infrastructure and our digital space, this administration, outside its work in rail, roads and power, is heavily committed to democratizing broad band connectivity, allowing access for all by 2023 through the National Broadband Plan" he assured while

noting that the plan would deliver minimum of 25mbps in data download speed for urban areas and 10mbps for rural areas, with effective coverage available to at least 90% of the population at affordable prices.

"We are also getting our regulatory bodies; SON, NAFDAC, and even Customs, to see their roles as business facilitators as opposed to policemen or revenue generators. This will create a friendly business environment and reduce bottlenecks limiting our local manufacturers" the Vice President emphasised as he expressed gratitude to SecureID for being a shining light and a reminder of the bright economic future Nigeria has; "Once again, I would very much like to commend the SecureID team on the successes they have achieved so far. From the GSMA certification to the provision of payment cards, SIM cards, voter registration cards and other cards, servicing



21 countries across the continent. With innovation and the digital economy remaining a major priority of this administration, SecureID is proof that our country can be at the cutting edge of development in technology and digital enterprises" he emphasised. SecureID is a world-class manufacturing facility in Lagos, Nigeria and the first certified smart card manufacturing plant in sub-Saharan Africa.

Continued on page 19 >>



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Print Impact Around the World

XEIKON FIRST TO CONFIRM PARTICIPATION IN HUNKELER INNOVATIONDAYS 2022

Xeikon has been announced as one of the first companies to confirm attendance at Hunkeler Innovationdays 2022.

Taking place at the Lucerne Exhibition Centre, Switzerland from 21st to 24th February 2022, the international print event strictly focused on high-performance digital printing and finishing is set to be the first live exhibition to take place in the Graphic Arts sector following the coronavirus (COVID-19) pandemic. The fourteenth edition so far and the 9th participation in a row for Xeikon, the show is expected to guide stakeholders on resuming live events.

According to Dimitri Van Gaever, Market Segment Director for Graphic Arts; "During these past months, Xeikon has completed an



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important milestone by introducing its SIRIUS technology, the cornerstone of Xeikon's new roll-fed duplex presses. With the successful commercialization of its next generation dry toner technology stack, Xeikon is confirming its commitment to the graphic arts market. The company's journey of full colour, digital print production started more than 30 years ago and Xeikon continues to innovate and bring to market advanced, added value technologies and systems".

POLAR CELEBRATES 115 YEARS WITH SPECIAL ANNIVERSARY OFFERS



This Year 2021, POLAR is celebrating a very special anniversary: 115 years with an anniversary offer for orders from May up to and including October 2021.

When purchasing a POLAR high-speed cutter of the N PRO HD model with a cutting width of 78 to 176, customers will receive the POLAR Compucut® Software for free. Not only that, throughout the anniversary year POLAR will also present and introduce new innovative products such as the AirGo Jog, which automates the loading and jogging process. With Compucut®, it is possible to create cutting programs outside

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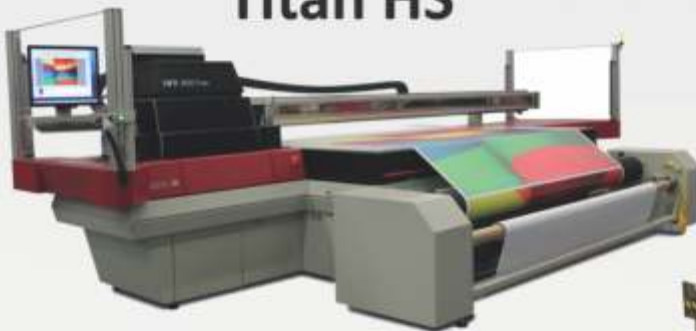


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KAS INDUCTS 95 KP2 MEMBERS ...EMPOWERS PRINT ENTREPRENEURS TO BUILD NIGERIA PRINTING INDUSTRY



Ninety-five Nigerian Graphic Designers and Printers have been inducted into the nation's biggest network of digital print professionals - KAS Print Partnership (KP2) Programme powered by West Africa's most capitalised and fastest growing digital printing company - KAS Prints Limited.

At an Induction/ Dinner Night themed: Building Our Future Together in the Printing Industry held on Workers' Day that took place at NAF Conference Centre FCT Abuja, the prestigious investiture ceremony saw carefully selected professional Graphic Designers and Printers officially inducted into the exclusive and unarguably the largest network of Digital Printers by a single company in West Africa. It was indeed a glamorous ambience full of relaxing music, dance performances, and comedy interludes.



With dignitaries from across printing value-chain, the event was also used as a forum to appreciate KAS Prints esteemed customers, suppliers, and staff by bringing them together in a relaxed and fun-filled atmosphere. Not

only that, the occasion also provided a unique opportunity for open, no-holds-barred feedback session for KAS Prints Management to answer salient questions that pertains to KP2 initiative as well as other printing services available at KAS Prints.

The lively event which was compered by the perfect-duo of



KAS Management & Invited Guests



Picking winning raffle

Continued on page 15 >>



Osayuwamen Saleh and Stanley Bentu, and characterised by constant jokes of MC Miracle whose witticisms were particularly soothing and easily discernable whilst using himself as a case study of a typical Nigerian man. Another highlight of the induction ceremony, was the raffle draw that saw five lucky winners receive over a Million Naira worth of print services free-of-charge.



The KP2 initiative, according to KAS Prints MD/ CEO - Mr. Ademola Kasumu is premised on entrepreneurship empowerment with the sole objective of helping to build the future of the Printing Industry and indeed Nigeria; "KP2 is designed to offer Graphic Designers



KAS - Mr Ademola Kasumu

and profitable to go digital especially now that the world is aligning to digital in all facets. The printing world is now becoming one of the most highly digitalized industries using state-of-the-art technology beyond the reach of many, but with the introduction of KP2, we want many to be at peace and secure the future of their businesses in the Printing Industry".

and Printers the opportunity to enjoy exclusive services as professionals without the high cost of purchasing, running, and maintaining a digital press and further guarantees the success and profitability for registered partners in the Printing Industry" explained KAS Prints boss while emphasising his company's primary objective of youth empowerment across Nigeria to foster national development; "KP2 is a digital print partnership that provides opportunities for professional Printers and Graphic Designers to have undiluted access to global printing standard. Therefore, KP2 is only for Printers and allied Practitioners. We've done background check on all inductees so that we can all build the future of our (printing) industry together and along the way, help Government to create jobs particularly among the youths" stressed Mr. Kasumu.

In an exclusive interview with some of the Inductees after their induction, **WHERE To Print** gathered that the project's aim of empowerment has largely been achieved. According to **Moses Awopeju** (MO6 Media) a Graphic Designer from Osun State, the initiative is long overdue: "This is the first time since I've been in this



Moses Awopeju

While enjoining stakeholders to adopt digital printing especially at time like this when customers demand less print, high quality and cheaper cost per print, Mr. Kasumu noted that with digital printing; errors are easily corrected or eliminated, variable data can be included during print, and every print (sheet) quality is the same with no colour variation - all of which makes digital printing cheap and cost effective; "We're not saying you should throw away your conventional press. What we are saying is that it's more cost-effective

business (of more than five years) that something like this is happening. It's a package with a difference. It encourages people like me with good design to get quality print at a very affordable and discounted price. More money to me. I'll advise my colleagues (Graphic Designers) to come for this programme to better their life. It's a package that'll help us grow for the future", Awopeju submitted.

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help
GROW
your
DREAM?



flip
to the
Next Page

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In his submission, Robert Iyange (Africa Special) noted that KP2 is truly the right empowerment platform that middlemen in printing value-chain must embrace: "I came into printing by chance and this KP2 programme has further given me the opportunity to earn more income. On

updates on innovations in the Printing Industry. Interested? Call KAS Prints dedicated 24/7 Customer Care numbers 09-9041010, 0908 875 8080 and you will be directed to the nearest Registration Centre to your location.



Robert Iyange

behalf of KP2 members, I sincerely thank the owners of KAS Prints for giving us the opportunity. It's a wonderful, excellent initiative (which) I know it will go places" predicted Iyange.

And so it is as KAS Print Operations Director - Mr. Deji Okubanjo disclosed to WHERE To Print that plans have been concluded to replicate KP2 Programme in all cities of Nigeria's six geo-political zones; "We've concluded plan to also be in Port Harcourt, Ibadan, Kaduna, Jos,



KAS Management & Staff



KAS, MC & Uchers



KAS Print Operations Director - Mr. Deji Okubanjo

and of course Lagos. Infact, we'll be launching Lagos KP2 within a couple of weeks. So, watch out!"

To be a KP2 member, WHERE To Print gathered that interested participant is required to register and make monthly subscription. Upon registration, a starter pack that includes handbook, branded shirt, face cap, mug, and a carrier bag is given. Not only that, accredited KP2 members enjoy printing services at a whopping 40% less prevailing market rate on KAS Prints high-definition digital printing equipment of 2400dpi resolution. KP2 Members also enjoy priority services over non-members, seasonal promotional discounts, free advertisement on KAS Prints social media platforms as well as regular



KAS Prints MD, CEO - Mr. Ademola Kasumu



Continued on page 17 >>



KAS Management & VIPs



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FC GROUP REPORTS RECORD 2021 Q1 SALES DESPITE COVID-19

...RECEIVES DEALERSHIP FOR KODAK DIGITAL SOLUTIONS AND KODAK FLEXCEL NX SOLUTION FOR EAST AFRICA



Amidst the challenges posed by coronavirus (COVID-19) pandemic especially on print businesses, authorised Kodak distributor in West Africa - FC Group has announced major sales encompassing amongst others: five Kodak Achieve Platesetters; two Kodak Trendsetter Platesetters; and a Kodak Nexpress Eco SX Digital Colour Press, all achieved in the first quarter of 2021 Business Year.

While some of these machines are in the process of being shipped to their various owners, at least three are currently being installed in Ghana and Nigeria adding to a considerate upward revenue in consumable sales for all the devices and many more. According to Mr. Fenton Curley, MD of FC Group; "This has been a period where we have had to show leadership and direction for all our staff and clients and completely rethink the way we do business. As a company we have adapted very well to these challenges" noting that his company during the period under review was able to achieve the feats with mutually beneficial collaborations with all concerns; "As a business and a team, we have all had to adapt, rethink, reflect, remain ready and dynamic, let go and move along with the new reality. We quickly developed better team cohesion using Microsoft Teams, interacted more effectively with our customers and quickly came

up with creative solutions with our partners to meet the needs of our customers" noted Mr. Curley who also believed that, though COVID-19 has had a significant impact on the global printing industry, printing businesses would bounce back with the correct approach and forward thinking for the New Normal.

FC Group sustainable strategic efforts at the onset of the pandemic

Mr. Fenton Curley also stated that FC Group responded quickly to new leads while nurturing relationships with his customers and partners especially through effective communications; "Our ability to support our clients remotely using our unique technology, has been key to keeping all our clients fully supported. We took on new regions and agencies to be proactive and be ready to bounce back. We have paid particular attention to working closely with our partners to offer special equipment and service bundles thus promoting greater flexibility in supporting our customers' needs, wherever possible. We will be releasing more news and stories on some of our customers who, by responding to the unfolding crisis, either through preparedness of their existing CTP systems through FC Group's effective service promise or by upscaling with new equipment purchases at the right time, have managed to position themselves to benefit from the new opportunities presented by the changing business reality" expressed Mr. Curley as he informed further that FC Group was sharing this great sales news with industry players to encourage leaders to keep on pushing; "The Africa packaging market is expected to reach a CAGR of 8.4% during the forecast period (2021 - 2026). Although COVID-19 is impacting the industry where packaging manufacturers are facing supply chain disruption along with decreasing manufacturing onsite in many parts of the world, this is expected to grow and forms FC Group's key growth strategy".

In a related development and based on FC Group outstanding performances in West Africa, the

company is actively scaling up its business in East Africa as it has been given the dealership for Kodak Digital Solutions and Kodak Flexcel NX Solution by Miraclon. With offices, warehousing and highly skilled and trained local engineers and technicians in Kenya, Nigeria, and Ghana and partnering with reputable manufacturers (Kodak, Miraclon, Glunz & Jensen, Morgana, Kinyo, Duplo and Edale) FC Group is in a unique position to support her customers in West, East and Central Africa. The company also has a salesforce amassing some 40+ years of experience in the printing industry who are best placed to advise on the best equipment solution from our full range of printing equipment and consumables to suit customers' needs.

ACCURIOPRESS C14000 WINS BLI 2021 PRO AWARD FROM KEYPOINT INTELLIGENCE

Legendary Konica Minolta's AccurioPress C14000 has received the coveted **Buyers Lab (BLI) 2021 PRO Award** from Keypoint Intelligence, the world's leading and independent evaluator of



document imaging hardware, software and services. The prestigious award, granted annually, is given in recognition of AccurioPress C14000 best performances in production field testing over the previous year. According to Keypoint Intelligence, Konica Minolta's AccurioPress C14000 with EFI Fiery IC-319 Controller took top honors in the Outstanding High-Volume CMYK Production Device Category and was identified as a trailblazer in the digital production marketplace. "Konica Minolta's innovative IQ-501 Intelligent Quality Care Unit has impressed us since its launch, allowing for quick, best practice colour setup and media-registration profiling, with inline

Continued on page 34 >>



MENTORSHIP PARTICIPANTS' BENEFITS

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

MENTORS'/ INVESTORS' BENEFITS

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





AS CIPPON GOVERNING COUNCIL ELECTION DRAWS NIGH, HOW HAS THE PRESENT COUNCIL FARED AND WHAT ARE YOUR EXPECTATIONS FROM THE NEXT (INCOMING) COUNCIL?

The Governing Council of Chartered Institute of Professional Printers of Nigeria (CIPPON) will, in less than three months, hold a poll to elect a new Council that will manage the affairs of the Institute for the next 2 years. In the last eighteen months or thereabout, the present Council led by Mr. Olugbemi Malomo put forth a collective responsibility catchphrase of not only making printing business in Nigeria profitable again but (print business) must also remain in Nigeria. Have these points been achieved by the present Council? What are the major areas that need to be addressed? These questions amongst others prompted **WHERE To Print VOX POP** Crew to visit some print practitioners in the industry and get their views on how the present Council fared and going forward; what are their expectations from the next (incoming) Council? Excerpt below:



I must first commend the efforts of the current Council in bringing together all Printers as an Institute. My expectations from the new incoming Council is to work more on price regulation, motivation of hardworking staffs as the case may be. In all, unity among members of the Institute is key.

**MRS. BUNMI ODEBUNMI –
DETAILZ GRAPHICS**



My advice to the next incoming Council is to call all Operators together (not just the CEOs or bosses) for a meeting and listen to them too because they equally have a say and there is a lot that needs to be addressed as regards operators' issues.

**MR. MICHAEL ADESINA –
DETAILZ GRAPHICS**



So far so good, the present Council has done very well in less than two years in terms of awareness because we read and see some of their activities in your (WHERE To Print) magazine. They have also done a lot on self-regulation because of the clusters that have been created. It's now left for us to play our part and support them. They have also restored integrity to our profession because Printers can now beat their chests that they are professional Printers. In all, I believe the present Council should be given another term because they are focused and will do far better in future.

**MR. GANIYU ABDULKAREEM –
BANCOD LTD**



I do not really know much about CIPPON but I encourage them to see to the pressing issues facing the Printing Industry such as price war, high cost of consumables, epileptic power, disunity amongst others.

**MR. DAYO SAMUEL –
PAQWOX PRINTS**



Well, I haven't really been observant with CIPPON activities but I have an idea of what the Body is all about. I feel they need to go across the Federation and make more publicity so that all Printers can know and benefit from CIPPON.

**MR. BAYO BEYINAI –
ASRENO VENTURES**



In my opinion the present Council Members are doing their best. Though I did not get to know them until recently but I expect more from the next or incoming Council. May God help us all.

**MISS ADESANYA
OLUWAKEMI –
T. DEGREE LTD**



The present Governing Council have been fair to all concerned and I will implore the incoming Council to put more efforts and add more spices on their offerings that will not only benefit Printers but the general public in quality print, empowerment, and revenue generation for the common good of all Nigerians.

**MR. KOMOLAFE OLADIMEJI –
KOMORI BANCOD**



I am not really familiar with CIPPON which is not encouraging due to lack of enough publicity. I think the next or incoming Council should create more awareness so as to capture all Printers.

**MR. AKEEM ABIOLA
AKINWANDE – OFFICIAL
AK STUDIO**

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Print impact around Nigeria

Stories by Precious AJuonuma & Joju Adekanbi



The present Council Members are doing great job to move the industry forward and I expect excellent performance from the incoming ones to surpass the present achievements at all levels in our industry.

MR. AYOMIPOSİ AJIKAN – MOSAJ PRODUCTIONS



We do not know anything about CIPPON and it is very bad I must say. For it to be an Institute for Printers and we have no idea what it is; they need to work more on themselves.

MR. ONANUBI OLABODE – FORWARD GLOBAL RESOURCE VENTURES



Sincerely speaking, the present Council is doing its best in this 2-year tenure that is short. But we hope the next Council does better and ensure that they carry along all Printers not only in Lagos but the entire Federation.

MR. TAIWO OJO – TEE-PRINTS

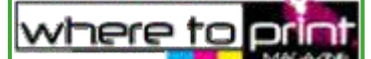
OUR VERDICT

With only two years to manage one of the most critical sectors in Africa's largest economy, **WHERE To Print** believes the present Governing Council of CIPPON has come at a very critical time. Though CIPPON Act allows a two-term tenure of 2 years each for Governing Council, observers believe that with the way the industry has been neglected for long by all stakeholders be it Government at all levels or even practitioners themselves, a 2-year tenure is rather too short for commensurate performance given CIPPON responsibilities. However, from **WHERE To Print VOX POP Session**, one thing is certain; there must be concerted efforts by all stakeholders to come together and build the industry of our dreams. Progress from the next or incoming Council can only be achieved through collective responsibility of all stakeholders backed by unalloyed commitment and patriotism.

PRINTERS TO INAUGURATE COOPERATIVE



Barring any unforeseen circumstances, print professionals are coming together form a cooperative that will see to the welfare and business development of members...details later.



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THE ROLE OF A MANAGER HAS TO CHANGE IN 5 KEY WAYS



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“First, let’s fire all the managers” said Gary Hamel almost seven years ago in Harvard Business Review. “Think of the countless hours that Team Leaders, Department Heads, and Vice Presidents devote to supervising the work of others.”

Today, we believe that the problem in most organisations isn’t simply that management is inefficient (but), it’s that the role and purpose of a “manager” haven’t kept pace with what’s needed (in these challenging times).

For almost 100 years, management has been associated with the five basic functions outlined by management theorist Henri Fayol: planning, organising, staffing, directing, and controlling. These have become the default dimensions of a manager. But they relate to pursuing a fixed target in a stable landscape. Take away the stability of the landscape, and one needs to start thinking about the fluidity of the target. This is what’s happening today, and managers must move away from the friendly confines of these five tasks. To help organisations meet today’s challenges, managers must move from:

(C) Communication Theory



When robots driven by Artificial Intelligence (AI) do more tasks like finish construction or help legal professionals (to) more efficiently manage invoices, there will be no need for a supervisor to direct people doing such work. This is already happening in many industries – workers are being replaced with robots (and machines), especially for work that is more manual than mental, more repetitive than creative.

What will be needed from managers is to think differently about the future in order to shape the impact AI will have on their industries. This means spending more time exploring the implications of AI, helping others extend their own frontiers of knowledge, and learning through experimentation to develop new practices.

Jack Ma, co-founder of the Alibaba Group in China, recently said, “Everything we teach should be different from machines. If we do not change the way we teach, 30 years from now we will be in trouble.” Ma is referring to education in the broadest sense, but his point is spot on. Learning, not knowledge, will power organisations into the future; and the central champion of learning should be the manager.

DIRECTIVE TO INSTRUCTIVE

Continued on page 23 >>



THE ROLE OF A MANAGER HAS TO CHANGE IN 5 KEY WAYS



(C) Emplicity - shutterstock

RESTRICTIVE TO EXPANSIVE

Too many managers micromanage. They don't delegate or let direct reports make decisions, and they needlessly monitor other people's work. This tendency restricts employees' ability to develop their thinking and decision making – exactly what is needed to help organisations remain competitive.

Managers today need to draw out everyone's best thinking. This means encouraging people to learn about competitors (old and new), and to think about the ways in which the marketplace is unfolding.



(C) Young Upstarts

EXCLUSIVE TO INCLUSIVE

Too many managers believe they are smart enough to make all the decisions without the aid of anyone else. To them, the proverbial buck always stops at their desks. Yet, it has been our experience that when facing new situations, the best managers create leadership circles, or groups of peers from across the firm, to gain more perspective about problems and solutions.

Managers need to be bringing a diverse set of thinking styles to bear on the challenges they face. Truly breakaway thinking gets its spark from the playful experimentation of many people exchanging their views, integrating their experiences, and imagining different futures.

REPETITIVE TO INNOVATIVE

Managers often encourage predictability – they want things nailed down, systems in place, and existing performance measures high. That way, the operation can be fully justifiable, one that runs the same way year in and out. The problem with this mode is it leads managers to focus only on what they know – on perpetuating the status quo – at the expense of what is possible.

Organisations need managers to think much more about innovating beyond the status quo – and not just in the face of challenges. Idris Mootee, CEO of Idea Couture Inc., could not have said it better: "When a company is expanding, when a manager starts saying 'our firm is doing great', or when a business is featured on the cover of a national magazine – that's when it's time to start thinking. When companies are under the gun and things are falling apart, it is not hard to find compelling reasons to change. Companies need to learn that their successes should not distract them from innovation. The best time to innovate is all the time."



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THE ROLE OF A MANAGER HAS TO CHANGE IN 5 KEY WAYS



(C) Information Age

PROBLEM SOLVER TO CHALLENGER

Solving problems is never a substitute for growing a business. Many managers have told us that their number one job is “putting out fires,” fixing the problems that have naturally arisen from operating the business. We don't think that should be the only job of today's manager. Rather, the role calls for finding better ways to operate the firm – by challenging people to discover new and better ways to grow, and by reimagining the best of what's been done before. This requires practicing more reflection – to understand what challenges to pursue, and how one tends to think about and respond to those challenges.



(C) Life of Pix

EMPLOYER TO ENTREPRENEUR

Many jobs devolve into trying to please one's supervisor. The emphasis on customers, competitors, innovations, marketplace trends, and organisational performance morphs too easily into what the manager wants done today – and how he or she wants it done. Anyone who has worked for “a boss” probably knows the feeling.

The job of a manager must be

permanently recast from an employer to an entrepreneur. Being entrepreneurial is a mode of thinking, one that can help us see things we normally overlook and do things we normally avoid. Thinking like an entrepreneur simply means to expand your perception and increase your action – both of which are important for finding new gateways for development. And this would make organisations more future facing – more vibrant, alert,

playful – and open to the perpetual novelty it brings.

We want managers to become truly human again: to be people who love to learn and love to teach, who liberate and innovate, who include others in the process of thinking imaginatively, and who challenge everyone around them to create a better business and a better world. This will ensure that organisations do more than simply update old ways of doing things with new technology, and find ways to do entirely new things going forward.

Continued on page 25 >>



THE ROLE OF A MANAGER HAS TO CHANGE IN 5 KEY WAYS



(C) First Intuition

IN SUMMARY;

Management has long been associated with the five basic functions: planning, organising, staffing, directing, and controlling. These default dimensions are sufficient when pursuing a fixed target in a stable landscape. But take away the stability of the landscape, and one needs to start thinking about the fluidity of the target. This is what's happening today, and managers must move away from the friendly confines of these five tasks. To help organisations meet today's challenges, managers must move from: directive to instructive, restrictive to expansive, exclusive to inclusive, repetitive to innovative, problem solving to challenging, and employer to entrepreneur.

ABOUT THE AUTHORS: JOSEPH PISTRUI AND DIMO DIMOV



Joseph Pistrui is Professor of Entrepreneurial Management at IE Business School in Madrid. He also leads the global Nextsensing Project.



Dimo Dimov is Professor of Entrepreneurship & Innovation at Bath University in the UK, and co-founder of Kinetic Thinking.



AS THE WORLD CONTEMPLATES RESTART AFTER PANDEMIC PAUSE

...EMWA IGNITES THE RETURN OF INDUSTRY LIVE EVENT IN WEST AFRICA



It's "time to revive the EU Tourism Industry and for cross-border friendships to rekindle - safely," - Ursula von der Leyen said on Twitter.

With that statement from the President of European Commission - Ursula von der Leyen, it's clear that the world (and not just Europe) is eager to get back to business with ease of restrictions after a long pandemic pause, finally contemplating a restart. And with the world ultimately having a grip on the coronavirus (COVID-19) pandemic, people are beginning to assemble and approach life and business in a way that show what they miss about the time before COVID-19 with plans that include a return of industry live events.

A visit by **WHERE To Print magazine to Equipment & Manufacturing West Africa (EMWA)** Exhibition and Conference which took place from Tuesday 27 to Thursday 29 April 2021 at Landmark Centre, Lagos Nigeria was indeed a pointer to industry's desire and need for bringing people back together in a live environment. And this was largely evident in participants at the premier trade show for manufacturing, engineering, machinery and supporting industries.

EMWA AWAKENS INDUSTRY ENERGY



COVID-19 pandemic has driven home the importance of in-person events. The past year has really highlighted how much we value and crave human interaction, and how difficult it is on all of us when that is missing. EMWA provided not only the platform to get back to business but most especially to see, feel and physically interact.



EMWA showcased up-to-date manufacturing technologies and automobiles with free-to-attend knowledge-based conferences. Meeting some of the visitors and exhibitors one-on-one, **WHERE To Print** observed a natural sense of liveness in every



participant on the exhibition floor.

According to Funke Alli - a visitor; "Apart from coming here to network, personally to me - there's a lot of pent-up longing to physically see my friends and colleagues, live. The online video calls or WhatsApp is getting boring and mentally draining. We have to get out and feel, touch, and ask about ourselves, families and friends. We're people and not robots" Ms. Alli stressed.

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Mr Akpan

When asked how it felt to be in a live trade event? Mr. Godwin Obed Akpan, a Business Executive at Actolog Solution LTD responded; "It's more than just a feeling," answered Mr. Akpan whose firm is into sale, service and installation of high-end Uninterrupted Power Supply (UPS) meant to support critical applications such as datacenters, medical establishments, printing, security, manufacturing and other industries.

Mr. Akpan also enthusiastically explained that; "Our customers are very happy to see us physically" expressing further that, with the physical interaction opportunity presented by EMWA, he was able to explain in practical details, salient features and workings of his company's high-end UPS not only to would-be customers but also customers who needed to upgrade to higher level of technology due to increased operating capacity. "I know the positive feedback we've received so far on our UPS will be translated into installations across the country very soon" he disclosed.



Mr Oru

And that optimism is justified. According to Joseph Oru, the Managing Director of Zenith Exhibitions, organiser of EMWA, the world has been waiting to get back to business especially to see, feel and physically interact apart from the core reasons that exhibitions provide. When asked why EMWA took the bull by the

horn to stage the first industry event in West Africa since the pandemic with all the associated risks, Mr. Oru said: "Without doubt, the pandemic has affected everybody - businesses are down, and there's a need in the market to fill. There's need for the economy to re-start. If you want business, you need to take the bull by the horn" he expressed while noting the multiplier effects of international trade shows as platforms to boost the badly hit travel, hospitality, and tourism industries.

But won't these add more costs especially to foreign exhibitors, asked **WHERE To Print**. "Not at all" enthused Mr. Oru who explained that his firm had worked out an arrangement with all stakeholders especially hotels in getting fair deal that everybody was happy with. "We had mutually beneficial relationship with our partners particularly the hotels for our guests. We received a highly considerate discount agreement from our partner hotels especially on the 7-day quarantine requirement by the Government. We created a value system where all organisations are happy at the end of the day".

Surely, COVID-19 pandemic has driven home the importance of in-person events. But did the venue and the organiser adhered strictly to health and safety protocols as outlined by the authorities?

ENSURING HEALTH AND SAFETY OF EVERYONE

Information gathered from Lagos State Safety Commission through www.lagsafetyreg.com for any proposed event or exhibition in Nigeria's Commercial Capital - Lagos State, showed that Landmark Centre and Zenith Exhibitions had mapped out strategies that ensured all protocols and guidelines were fully implemented. "We've outlined measures across the event, in addition to this - we strictly follow local and national Government laws, as well as venue and industry specific requirements. Bringing people together remains at the heart of what we do, and our commitment are designed to keep our exhibitors, visitors, sponsors, partners and delegates safe whilst doing business" answered Ms. Uche Agu - who manages Zenith Exhibitions Operations aside being the Founder of Forte Events LTD.



Ms Agu

WHERE To Print gathered that Zenith Exhibitions aligned with Landmark Centre credence of 'Venue Safe' as a measure to ensure strict adherence to all safety and hygiene procedures for live events. These include but not limited to: a team of dedicated and highly trained "Venue Safe Champions" from build-up to dismantling; wearing of masks at all times; keeping to 2 meters social distancing guideline; real-time monitoring of crowd density at all times; social distancing signs and direction floor marks throughout the venue; sanitisers readily available at multiple locations; daily disinfection; and fully functional ambulance on site in case of emergency, amongst others.



And with the success of this year's EMWA that has seen endorsement of by over 60% of the exhibitors for 2022 event, organisers have confirmed **EMWA 2022** dates to be from **26 to 28 April** at the same Landmark Centre Lagos, Nigeria.

LANDMARK INNOVATIONS

It was also observed that the Management of West Africa's premier event venue - Landmark Centre, Lagos purposefully used the period of restrictions and event venue closure to upgrade and put in place better and more efficient infrastructure throughout the over 9 acres spectacular beach front location.



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Overlooking the majestic Atlantic Ocean, Landmark Centre now has 24/7 free high-speed internet connection for all. Easily visible pockets of **Free WIFI Connect to Landmark Hotspots** are strategically located around the venue up to **Landmark Leisure Beach** to ensure a value-driven end-user experience. And if you are a visitor (or an exhibitor) to any event at Landmark, your badge entitles you to **free** admission to the expansive Lagos first in-city private beachfront that features a boardwalk along the Atlantic coastline, spanning the distance of the entire Landmark Village. Landmark Leisure Beach offers a combination of leisure and recreational activities to adults and children.

Child's Play Area



It should be noted that Landmark Centre comprises two halls with main hall measuring 2230sqm of event space and 520sqm of conference/meeting rooms. The second hall has an additional 1452sqm capacity and serves as both exhibition and event space. The Centre is therefore the ideal destination for any sized occasion be it exhibitions, banquets or for conferences with all conveniences. Not only that, Landmark Centre also has breath-taking 400sqm Ocean Side terrace, perfect for evening cocktails, after parties and wedding ceremonies.



And with the changing trends in lifestyles combines with the demands of Lagos as a Metropolitan City, Venue has been further upgraded with simplicity and ease of use to truly serve as a truly all-round relaxation spot topped by diverse shops, cafes, eateries, hotel and cinema.

STATE GOVERNMENT CONTRIBUTION: MOTORABLE ONIRU AND VICTORIA ISLAND AXIS



Aside the internal working relationship between the host State - Lagos, and the venue owners - Landmark Centre to boost tourism, entertainment and hospitality industries' developments in the State, one vital note that **WHERE To Print** was glad to experience was the spectacular drive along the Oniru and Victoria Island axis leading to the venue. Indeed, the roads were totally transformed making transit to-and-fro an enjoyable experience.

CONCLUSION



While observers believe there's still chances of the world experiencing third, fourth or fifth wave (of the pandemic), others dismissed the effects on businesses citing increased knowledge and control of the disease over the past two years. They noted that third, fourth, fifth or any predictive wave would be less catastrophic; "We just have to learn how to live with this pandemic like any other -

years before. We'll continue to support authorities and governments in their quest to nip the pandemic in the bud, but we won't be deterred in building our lives, businesses, and cultures through venues such as live event like this that preserves lives, teams, partnerships, and collaborations. We are proud to be back to in-persons interactions!" concludes Funke Alli.

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Print Impact Around the World

high-speed cutters, the broad product portfolio also includes components and systems that can be used to optimise cutting and die-cutting processes. This includes, in particular, network integration and efficiency-enhancing automation concepts.

All information about the offer

and the contact form to make an enquiry online: www.polar-mohr.com/115Years. The anniversary is also celebrated in the online shop (www.mohr-shop.com) with special offers. For example, customers receive a discount of 11.5% on all orders throughout June.

AGFA AND GLOBAL GRAPHICS EXPAND COOPERATION

Agfa is expanding its partnership with Global Graphics to include workflow software from Hybrid Software.



Agfa+Global Graphics

The new arrangement is specific to Agfa's Offset Solutions division, which will gain access to Hybrid's technological know-how and full product portfolio with a particular focus on packaging. Hybrid's product range is focused on labels and packaging, and includes modular production workflow

Cloudflow; Packz PDF editing software; and Stepz, which began life as a step-and-repeat package but now includes native PDF file corrections. Hybrid Software has also just received a Flexographic Technical Association (FTA) Technical Innovation Award for its Intelligent Flexo module, which is part of the Cloudflow system.

HEIDELBERG INTRODUCES PAT TO IMPROVE CUSTOMERS PERFORMANCE

In a bid to help customers improve profitability by providing performance data with easily digestible charts and tables, Heidelberg has added a new AI-based performance insight tool to its cloud services called Performance Advisor Technology (PAT). The new PAT option is part of Heidelberg Digital Assistant, and is available as a 'freemium' option to users. "The growing demand for performance consulting services under the subscription model, and also in general, is driving the automation of the actual consulting process using AI," Heidelberg stated, describing the move as a "further logical step in the digitisation of relationships with customers"



Heidelberg PAT

that would benefit its customers by improving their overall performance. To Tom Oelsner, Head of Digital Innovation at Heidelberg's Digital Business Unit; "The focus of our activities in this area is on improving customer performance. At the same time, the company benefits from the enhanced scalability of its new data-driven business models."

Heidelberg customers can sign up to use PAT immediately, either through their existing Heidelberg Assistant account, or by creating a new one. It is accessible via PC, laptop or smartphone.

KOENIG & BAUER REPORTS HIGH ORDERS FROM PACKAGING PRINTING MARKET



KBA

Koenig & Bauer has reported a big jump in orders for sheetfed presses in first quarter, thanks to a sharp growth in the more pandemic resistant packaging printing market.

In the three months to 31 March overall orders increased by 5.3% to €286m while Koenig & Bauer Sheetfed Division demand intake jumped by 20.6% to €193.1m, boosted by demand for large-format packaging presses and post-press equipment.

CEO Andreas Pleßke said that customers' spending discretion was "beginning to dissipate in many areas", although some investments – in particular in digital décor, corrugated board printing and metal decorating – were being postponed because of uncertainty caused by the COVID-19. "The end markets that we address and particularly also the structurally growing packaging printing segment are fundamentally intact," he stated, and said that K&B's broad product range would result in further market expansion beyond the packaging arena.

HEIDELBERG SHARES SPIKE AS IT SURPASSES FORECASTS

Heidelberg's share price jumped by 18.5% during trading after the company exceeded its own net sales and operating margin forecasts for the 2020/21 financial year. According to preliminary figures for the year ended 31 March 2021, the Heidelberg's business recorded sales of around €1.91b, slightly above the forecast range of €1.85bn to €1.9bn.



Heidelberg

manufacturer said provides "a favourable basis for the new financial year".

The company said that due to rising demand, particularly in China, Europe and the US, incoming orders rose to a level of around €2bn by the end of the financial year. In Q4 Heidelberg's order intake improved significantly to €579m, from €462m in the same quarter of the previous year. Its order backlog has therefore increased to a level of €636m, which the

Elated Heidelberg Chief Executive Rainer Hundsdörfer said; "With a strong final spurt, we have been able to continue our recovery in business volume since the corona-induced low in the summer. The upturn in the regions makes us confident that we will be able to continue our upward trend in net sales and margin in the future." adding that operating return also exceeded the company's own forecast due to the positive effects of its transformation programme and the higher sales volume in the final quarter.

PRINTING UNITED EXPO 2021 REGISTRATION NOW OPEN

Printing United 2021 logo



PRINTING United Alliance has announced that registration has officially opened for the highly anticipated PRINTING United Expo 2021, taking place at the Orange County Convention Center (OCCC) in Orlando, Florida USA from October 6th to

8th. New this year is a three-phase Expo experience which further provides access to even more education, new product debuts, and more, for the industry around the globe.

Apparel Zone on the Show Floor

The PRINTING United Expo show floor features a lively Apparel Zone,

Continued on page 36 >>

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¹Information Resources, Inc., Q4 2013 MarketPulse Survey

²UK Direct Marketing Association, *From Letterbox to Inbox 2013*

³Kurt Salmon, *Is the Catalog Dead? Not in the Omnichannel World, 2013*

⁴Go Technologies, *Consumer Impact and Engagement Survey, January 2014*, and Nielsen, *2013 National Cross-Media Engagement Study*

⁵The Association of Magazine Media, *2013/2014 MPA Magazine Media Factbook*



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checking and adjustment tolerances controllable by the operator,” said David Sweetnam, Director of EMEA/Asia Research & Lab Services at Keypoint Intelligence. “This technology helped the device deliver an outstanding performance over our production-length tests where, over 67,000 clicks, the device never drifted above DeltaE00 3.4, nor did it exhibit an image-registration shift of more than 0.3 mm.”

Another key technology innovation noted by Keypoint Intelligence that separates the Konica Minolta AccurioPress C14000 from its peers is the new TU-510 Versatile Trimmer Unit. This inline, four-edge trimmer and creaser allows full-bleed finishing support for banners, booklets, direct mail and a dedicated business card cutting option. To Edoardo Cotichini, Senior Manager Professional Print, Konica Minolta Business Solutions Europe; “We are extremely pleased to have made such a successful entry into the high-volume toner printing segment with the C14000 Series, affirmed by this honour from Keypoint Intelligence,” noting further that; “The IQ-501 Intelligent Quality Care Unit is our differentiator in the market and allows us to take colour consistency and registration accuracy to the next level for our customers. We are tremendously proud to be recognized for this technology.” To know more about Konica Minolta’s AccurioPress C14000, get in touch with:



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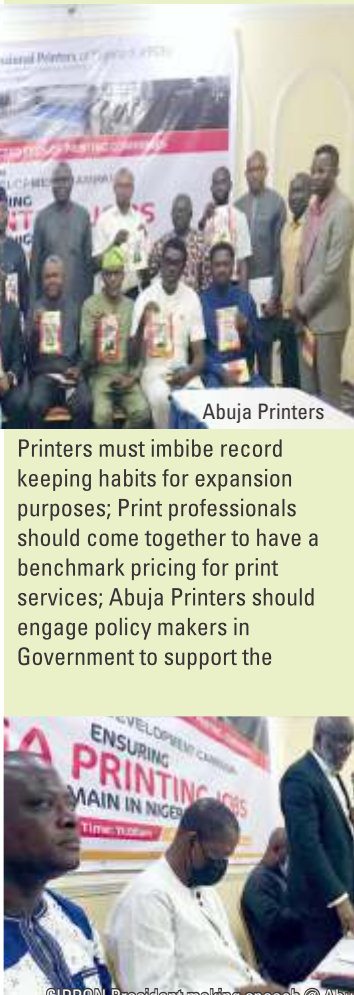
PRINTERS URGED TO UNITE



Printers in the country particularly in the nation’s capital - FCT Abuja and its environs have been urged to unite in order to solve numerous challenges negatively affecting the industry. At a Stakeholders’ Meeting tagged: **Abuja Printers Breakfast Meeting** held on Wednesday 21st of April 2021 at Lagos House, Central Business District Abuja, top Printers, Heads of Print and Presses from various government agencies, leading print professionals, and other key stakeholders in the industry unanimously agreed to deal with burning issues in the industry which includes amongst others: forming associations and cooperatives to

access bank facilities/ support; rising cost of consumables/ media; price wars and unhealthy competition amongst printers during procurement.

In a Communique’ issued at the end of the meeting and signed by Mr. Joel Mtsor - Chairman, Planning Committee - Abuja Printers Breakfast Meeting, Printers were charged to among others: form or join strong associations/ cooperatives to help members in financing projects or funding for equipment acquisition;



©CIPPON President making speech @Abuja Printers

industry; Abuja Printers should as a matter of urgency commence advocacy visit to the Minister of Trade and Industry; and lastly, Printers should support Chartered Institute of Professional Printers of Nigeria (CIPPON) with constructive criticisms while also discharging their constitutional responsibilities to the Institute to perform its statutory functions.

At the meeting are CIPPON Governing Council Members such as **Mr. Clement Koko, Mr. Niyi Adesoye, Mr. Gideon Eloho, Comrade Babatunde Salako, Mr. Akin Oduwale**, and President/ Chairman-In-Council, **Mr. Olugbemi Malomo**. Others are Federal Government Printer - **Mr. Ittu Ittu**, Chairman of CIPPON Advisory Council/ Chairman of Yaliam Press, **Alhaji Yahaya Amfani**, MD, KAS Prints - **Mr. Ademola Kasumu**, MD, **Marvelous Mike** Press - **Engr. Micheal Akinola**, President of Abuja Master Printers League/ MD - Printway - **Mr. Kayode Alonge**, MD - Rizavwa Bank of Ideas - **Mr. Oladele Okanlawon**, and President of Abuja Professional Printers Association (APPA) - **Dr. Shaibu Masari**.

The meeting was also attended by Head of Press - Nigerian Army - **Mallam Sani Usman**, Secretary General, Association of Professional Printers of Abuja (APPA) - **Mr. Ameh Kennedy** Gabriel, Head of Press - Nigerian Navy - **Lt Cdre Godwin Egbunu**, MD, Tadeste Printers - **Mr. Tade**, MD, Exceptional Colours - **Mr. Abiola Eleja**, MD - Beautiful Prints, **Mrs. Opeyemi Osho**, MD, Dikko Press - **Elder Dikko**, MD, TJ Printing - **Mr. Tijani Mohammed**, Zamama Press - **Mr. Lois Edogbo**, Lucius Blueprint - **Mr. Ahmed**, Global Nigeria - **Mr. Taye Oderanti, Mr. Sylvester**, and **Mr. Adewale**.



BEE Printing Mechanical Company



HEIDELBERG SM102 -4



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where attendees can make their own show T-shirt, grab a drink at the café, listen to live podcast broadcasts from leaders in the space — including Aaron Montgomery and Terry Combs — the 2 Regular Guys and the Promo Marketing PM podcast — and more.

Education for the Masses

In addition to the excitement on the show floor, leading educational sessions will be accessible online during Expo Preview, on-site in Orlando during Expo Live, and after the event during Expo Wrap-Up. Featured sessions include topics covering economic trends and outlook analysis to equip printers with the necessary information to understand issues that have affected their businesses from the pandemic and how to navigate challenges; growth markets and opportunities by market segment; planning for profitability; sales and marketing insight; and convergence and diversification. A dedicated track of sessions will also be presented exclusively in Spanish.

“The industry is ready to gather once again and the time has finally arrived,” says Mark J. Subers, President, PRINTING United. “Since the launch of PRINTING United Expo in 2019, through to the PRINTING United

Digital Experience, and now at the doorstep of this year’s event, we have been talking to industry leaders and partners the entire way to understand how these events can best serve them. While virtual events kept us going during the past challenging year, the feedback we continue to hear is that people want, and really need, to be together to begin getting back to business. In fact, according to a recent study conducted by Association Insights, 94.7% of respondents indicated that large industry trade shows are important, or essential.

“Companies have continued to develop products and technology since the pandemic began, and they are waiting to finally showcase what’s been going on live at PRINTING United Expo. With so many updates, we want to be sure all printing industry professionals have the opportunity to see and hear it all. From Expo Preview to Expo Live to Expo Wrap-Up, we’re working to equip the industry with the most up-to-the-minute education, technology launches, and opportunities to connect; and then revisit all these areas after the show to ensure attendees haven’t missed anything. We could not be happier to welcome the industry back together again safely in October at PRINTING United Expo.”

To register for PRINTING United Expo 2021, which includes access to all three new event experience areas, visit printingunited.com

KOMORI LAUNCHES 40" SHEETFED NANOGRAPHIC PRINTING® SYSTEM IMPREMIA NS40

Komori Impremia Ns401



Komori Corporation has launched a new B1-size digital press to pioneer new business fields, the 40" Sheetfed Nanographic Printing® System Impremia NS40 which is presently available for sale.

Utilizing Komori’s full range of offset technologies, the machine configurations are available in two models: 4-color + coater and 7-color + coater with impressive productivity and profitability needed to expand customers’ businesses by

meeting growing demand for short and medium runs including variable printing and versioning for immediate turnaround on jobs such as packages, displays and point of purchase.

Supported by Komori’s previously amassed technologies, and with unique designs such as use of image transfer blankets, the press achieves B1 print speeds of 6,500 sph. And as a “digital offset” press, the NS40 is the peak of digital presses and is

made possible only by Komori noted for producing machines that are cost-effective and environmentally friendly.

OTHER QUICK FEATURES

B1 printing speeds of 6,500 sph

With standard aqueous inkjet printers, the ink is ejected directly onto the substrate, allowing moisture from the ink to soak into the substrate. This, in turn, requires a large amount of energy to dry the printed sheets, and prevents high-speed printing. With the Impremia NS40, however, printheads instead eject aqueous Landa NanoInk® onto an image transferring blanket, which forms a thin layer. The ink then dries on the blanket and is transferred after the

inner moisture has dissipated, preventing moisture from penetrating into the substrate as deeply and allowing for high-speed drying. This unique innovation is what allows for top-class printing speeds of 6,500 revolutions.

Helps achieve impressive productivity and profitability for small to medium runs

Able to print at speeds of 6,500 revolutions with no need to change plates or ink, the Impremia NS40 is perfect not only for short packaging but also for jobs demanding short turnarounds, and heavy use of special colours, such as point of purchase. In terms of both productivity and profitability, the NS40 greatly excels at jobs such as short and medium runs where standard offset presses fall short.

KOMORI LAUNCHES 29" SHEETFED UV INKJET DIGITAL PRINTING SYSTEM IMPREMIA IS29S



Komori Impremia Is29s

With enhanced compatibility with special substrates beyond the range of digital printing systems, Komori Corporation has again launched the 29" Sheetfed UV Inkjet Digital Printing System Impremia IS29s for international sales.

The Impremia IS29 professional-spec UV inkjet digital printing system has further evolved and upgraded as Impremia IS29s. In addition to the highly-received basic features--such as suitability with a wide range of printing stocks and sheet thicknesses, stable high print quality thanks to its superior tone reproduction and

register accuracy, and instant curing, one-pass double-sided printing for immediate finishing-- optional functions can be selected to further increase usability and create added value. In addition, delivery unit can be equipped with tape inserter or interface enabling connection to post press machines.

The Impremia IS29s pushes the boundaries of digital printing, meeting the needs of not only commercial printing, where short runs of many different printed products and short turnarounds are required, but also those of package printing, with increased productivity and efficiency.

CANON LAUNCHES COLORADO 1630 UVGEL ROLL-TO-ROLL PRINTER

Building on its portfolio of 64-inch UVgel roll-to-roll printers, Canon U.S.A., Inc., a leader in digital imaging solutions, has announced the launch of the new Colorado 1630.



Canon Colorado 1630

This industrial-grade printer offers companies active in the large format market access to all of the proven advantages of UVgel technology at a lower investment, to help further expand business opportunities by addressing lower volumes in the market. Engineered for

durability, reliability and stability, the Colorado 1630 base model can be configured according to each user's unique business needs by adding modular options such as FLXfinish, a second media roll, and easy double-sided printing.



STAKEHOLDERS URGED TO VIE FOR ELECTIVE POSITIONS IN CIPPON GOVERNING COUNCIL

As the present Governing Council of Chartered Institute of Professional Printers of Nigeria (CIPPON) will be rounding off its first-term tenure in less than three (3) months, stakeholders have been enjoined to contest for elective positions in the Council in order to join hands, and together build the Printing Industry in Nigeria.

This appeal was made by the current CIPPON President & Chairman-In-Council, **Mr. Olugbemi Malomo** while answering questions during industry trade media parley tagged: **CIPPON COUNCIL MEMBERS CHAT WITH INDUSTRY PRESS** put together by the **Printing Industry Trade Media Cluster** in an effort to create a level-playing field for intending contestants and stakeholders in making informed decision to rightly vote during the upcoming Council Election.

In response to a question on his administration performance, **Mr. Malomo** initially appreciated his colleagues on the Council for their relentless service to the industry as he noted that a lot still needed to be done thus the call for individuals with impeccable characters to offer themselves for service; "I want to start by appreciating everyone that have served in the Council. Whatever success we have achieved today, I believe to a large extent that we have done the bit that we can do. Everyone has contributed wonderfully, that's number one. Could we have done better? Certainly; there is always room for improvement" he noted before highlighting his administration's core theme of Institutional Integrity through collective responsibility and accountability that has brought respect and honour to the printing profession. He thereafter promised to ensure a free, fair, and credible election that will sustain the Institute's achievements which the **Governing Council Secretary - Mr. Akin Oduwole** had earlier cited in his presentation. "I want to

assure you that there will be fairness as long as God gives us the grace to be where we are there will be fairness, equity and there will be justice" the President pledged.

Mr. Oduwole in his presentation while analyzing the achievements of the Council in the past one year, acknowledged the difficulties the Council Institute experienced which were largely unplanned for such as there was no handover note from the former administration to work with coupled with the coronavirus (COVID-19) pandemic, and #EndSars Protest amongst others. In all these, he said the Council was able to align with stakeholders to achieve Institutional Integrity; ensure Nigerian print jobs remain in Nigeria for increased capacity; fair and transparent Government print procurement process; pursuance of intervention fund and easy access to funding. Other major strides of the Council according to the Scribe include but not limited to; reconnecting CIPPON back to the Government on Policy Formulation; research and development; resuscitation of paper mill; and setting up of self-regulating clusters.

While answering question on the hitherto Industry Trade & Development Committee he chaired, **M. Oduwole** posited that the Committee had made recommendations to the Council to ensure industry workforce, no matter the department they found themselves, are constantly trained up-to-date on skills to enhance their performance and efficiency. Not only that, he informed that Nigeria's local languages would be used for training aside incorporating international best practices models, which would be developed into modules for all levels emphasising that part of his Committee's recommendation was a bi-annual but compulsory training for top managers of printing presses as pre-requisite for members' license renewal every 3years.

Pastor Sam Odimayo is another CIPPON member on hand to answer questions from the press as one of the members of the former Committee on Ethics & Regulation. While responding to the question on enforcement of sanctions to erring



Mr. Olugbemi Malomo

practitioners to serve as deterrent, **Pastor Odimayo** informed that part of the recommendations of the Ethics & Regulation Committee was the establishment of Tribunal backed by CIPPON Act to deal with unwholesome issues in the industry such as staff poaching, demarketing, lack of professionalism and others. He however emphasise the need for stakeholders to unite, self-regulate and pass the message across to one another to increase awareness

Adesoye joined virtually while **Mr. Abayomi Ajayi** and Sir. John Onuegbulem - **CIPPON 2nd Vice President** attended physically. The **CIPPON COUNCIL MEMBERS CHAT INDUSTRY PRESS** event which was also beamed live though with interconnectivity hitches was the first in the series to check the score-card of current CIPPON Governing Council within its 2-year tenure as well as provide a credible platform for would-be Council members to



Mr. Akin Oduwole

before implementation; "Until we put our house in order, we cannot begin to enforce - so for now, it is enlightenment and getting people to realize that, what they are doing is a profession. It is until we achieve that before we can start to think of enforcement".

share their ideas to stakeholders to ensure sustainable growth and development of the industry. The next **CIPPON COUNCIL MEMBERS CHAT INDUSTRY PRESS** event - to be equally together by **Printers Buyers Guide, Printers Digest, Printing News, Print&Publishing, Print Link Journal, Print Trends, Print TV, and WHERE to Print magazine** - before the Council Election will be communicated soon. Watch out!

While some Council members were unavoidably absent, others like **Mr. Babafemi Oluwalana** and **Mr. Niyi**



Pastor Odimayo



KONICA MINOLTA PRESENTS INNOVATIVE PRODUCTION & INDUSTRIAL SOLUTIONS TO WEST AFRICAN PRINT MARKET



KM showcase

Excited about offering her customers across West African print market innovative solutions that meet the rapidly changing world, **Skysat Technologies Limited** in conjunction with **Konica Minolta, Germany** yesterday (Tuesday 25th May 2021) in a live online meeting presented her customers with the latest production and industrial printing solutions from Konica Minolta's stable.

The live webinar meeting which started at exactly 9:30am was introduced by Mr. Ramzi Debs - Executive Director, Skysat Technologies LTD - the Manufacturer's representative for Konica Minolta in West Africa particularly Nigeria and Ghana. He highlighted the importance of the online meeting as an informative session to help his customers discover new business opportunities in packaging, embellishment, labeling and production printing.

According to Mr. Debs, with the market looking inward to backward integration on local

production of goods and services, he urged Printers to take advantage of the huge opportunities now which as a result of market size, less competition, and low risks as he assured of his company's support. He later introduced Mr. Ugur Bozat from Konica Minolta Germany who thereafter presented Konica Minolta's new line-up of packaging and industrial printing solutions.



RETHINKING PRODUCTION PRINTING

Starting with production printing, Mr. Ugur gave a brief market overview characterised by growing automation, multiple customer location, and less human touch which means less errors and maintenance visit especially now with restriction on travels as a result of coronavirus (COVID-19). His

presentation which was premised on three pillars of automation, reliability and efficiency, Mr. Ugur offered Printers Konica Minolta's range of award-winning digital production systems that are designed to ignite print possibilities while delivering exceptional quality to help Printers succeed. He emphasised the superb production capabilities of **AccurioPress C12000/C14000** that has options from entry level to high volume print run and guarantees consistent high quality. With different options to choose from, he also noted that Konica Minolta digital printers are versatile due to their unique media handling capabilities apart from giving Printers the choice of either going for complete inline finishing or not.

With emphasis on quality and efficiency, Mr. Ugur subsequently highlighted **IQ-501 Intelligent Quality Care HW** - the highly automated image registration and colour control software that constantly monitors and adjusts printed output with automated colour calibration and profiling, thereby streamline operator's time for fast-turn around production, reduce print waste, production costs, and ensure high return on investment.

AccurioPress C14000



Continued on page 39 >>



RETHINKING THE POSSIBILITIES OF INNOVATIVE INDUSTRIAL PRINT SOLUTIONS



(C) Twitter

The next categories of products from Konica Minolta's stable to be presented are for the embellishment, packaging and label markets. These are: **MGI Jet Varnish**, **AccurioJet KM-1e** and **AccurioLabel** brands. As print and communications market continue to change especially with high taste for luxury and sophisticated goods, Konica Minolta offers innovative systems for cost-effective labels and print embellishments that create emotionally charged and unique print products. These innovative industrial print solutions for the graphic arts, packaging and label print

markets offer job flexibility, diversity and high-quality output.

From the **AccurioLabel 230** - a unique, web-fed high-quality label press perfect for short-medium sized run production - to **KM-1e - B2+ UV** inkjet presses for high speed and quality that rivals offset - and then, to the best in class digital varnishing and foiling technology from **MGI Jet Varnish**, all options are available from Konica Minolta through its representative - Skysat Technologies LTD.



THE PKG-675I CORRUGATED PACKAGING PRINTER

Last presentation is on the recently launched digital inkjet press for corrugated packaging - the **PKG-675i** corrugated packaging printer. This is a water-based digital inkjet printer that opens doors to short run and personalised corrugated and folding carton packaging; helping to serve the fast-growing sectors like e-commerce. According to Mr. Ugur, PKG-675i enables printers, converters and brand owners to benefit from an easy-to-use solution for their on-demand packaging production – matching the trend towards more customised printing for corrugated boxes. He noted applications such as short runs on corrugated packaging for personal and household care and processed foods like pizzas, vegetables and fruits etc where the box is required to protect, promote and deliver the product to the ultimate consumer. In the same vein, Mr. Debs also believed that with the rapidly changing and strong e-commerce market that requires customised packaging especially now that the world has been profoundly affected by COVID-19 pandemic, PKG-675i is indeed a high-quality inkjet device that can print short run and personalised corrugated boards and folding cartons, flat or pre-die cut, quickly and economically. He then urged discerning investors to take advantage of the huge market with virgin potentials and invest

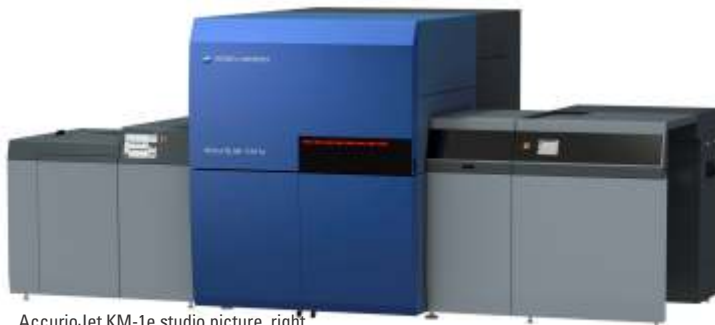
in the PKG-675i with 100% service support assurance.

The interactive meeting which ended at 11:30am was characterised by series of technical and business questions with satisfying answers from the duo of Messrs. Ugur and Debs as they assured their customers of a long-term but mutually beneficial partnerships. Before rounding off, they both appreciated their customers for their unalloyed support and patronage over the years and promised to constantly hold the educative sessions for the benefit of their customers. "We wish to have live presentation soon" expressed Mr. Ugur as he advised that all enquiries be directed to Skysat Technologies that is on ground 24/7 in Nigeria and Ghana to offer outstanding service support backed by genuine consumables and spare parts for customers' quick return on their investments.

For further enquiries, you can get in touch with:



www.skysat-technologies.com
Dial or WhatsApp +234 706 533 5999 to speak with **Vikash** or **Dare** on **09087098103** for more information or to request a quote, send mail to Info@skysat-tehnologies.com



AccurioJet KM-1e studio picture right

According to Mr. Ugur, customers can enjoy premium quality printing with high flexibility for small print runs on a variety of substrates on AccurioJet KM-1e while on EOS or AccurioLabel 230, it offers superb quality and fast turnaround time label printing that assures market dominance. Speaking on MGI Jet Varnish, he said customers have two options to choose from, these are: MGI Jet Varnish 3D One - a cost-effective entry level model

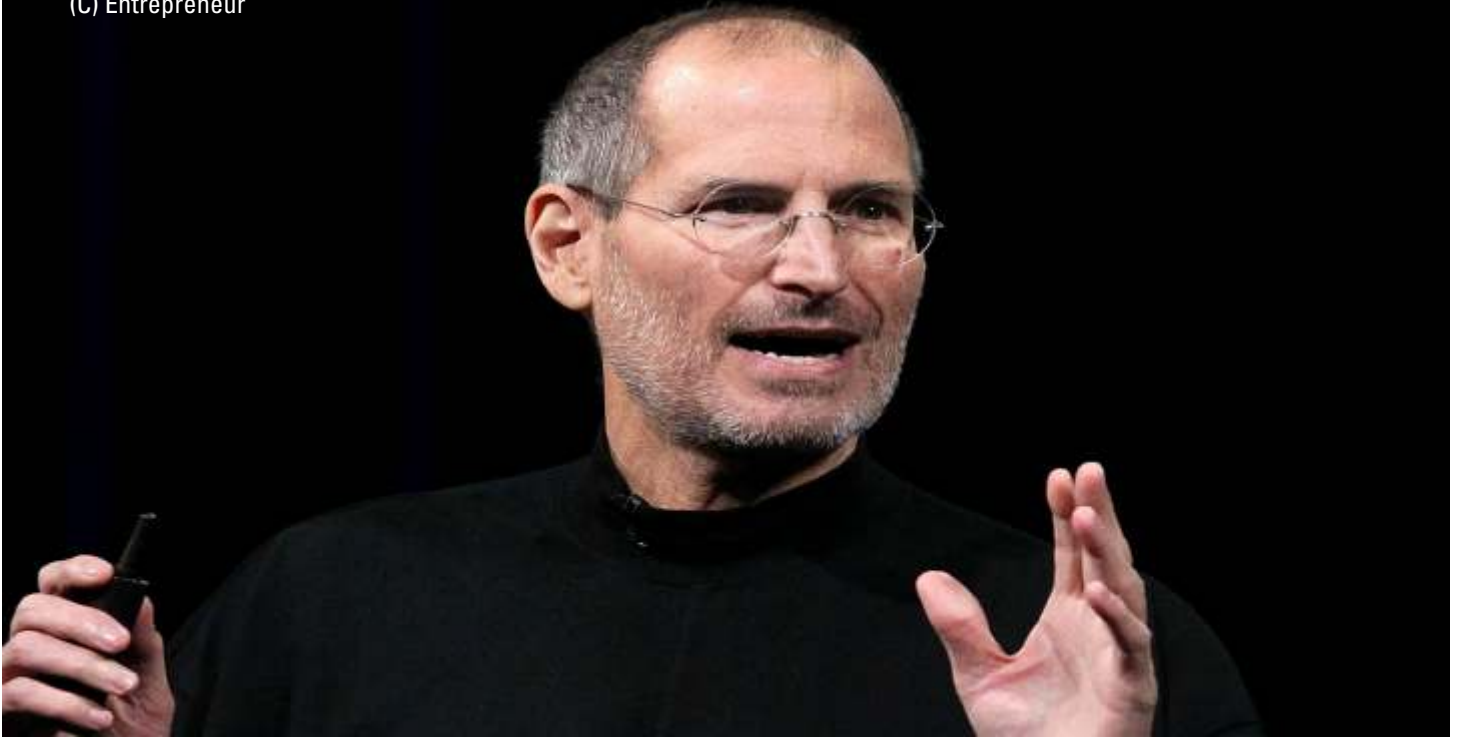
for new entrants into vanish embellishment to create 2D and 3D special effects on a wide range of substrates or the MGI Jet Varnish 3DS - though with same print output with the MGI Jet Varnish 3D One but it comes with added value and creativity for spot UV coating and Foil options.



MGI JETvarnish 3D One



(C) Entrepreneur



THE MINDSET THAT SETS APART GREAT LEADERS

Throughout our professional careers, we will know many bosses and CEOs. What is far rarer, however, are leaders. Anyone who has worked on the lower rungs of the corporate ladder will know just how valuable and career changing a leader can be. They may appear to be few and far between, but in a job where the top echelons of the company not only manage and oversee, but lead their employees, then you will truly reap the benefits of this potentially life-changing quality.

When you have experienced the profound impact of a true leader, it is time to ask yourself how you can become this leader. A leader acts with intention and purpose to reach their intended goal and inspires everyone across and down their food chain to do the same. Leaders who do this exceptionally well understand that they need to systemize a process that can be followed for it to be successful at all levels of the corporate structure. This system needs to include access to relevant knowledge and resources, appropriate action steps that build upon each other and holding space for accountability the whole way. The fundamental ingredient to finding the leader within you is mindset. In recent years, "mindset," and the coaching associations that come with it, have become somewhat kitschy. There's a lot of vagueness surrounding these concepts, but approaching this personality change from a holistic, spiritual and wholly practical perspective with the help of a coach, will create truly life-changing shifts.



PERSONAL VERSUS CORPORATE MINDSET

Bringing a mindset to your work that is beneficial for everyone requires you to dig deep into the things that are affecting your personal life. This means people in leadership positions often recruit the help of a coach. To put it simply, no one should expect to learn from a leader who is not being led. Mindset is not an endpoint but rather a journey, and people's actions will often be dictated by generations of personal problems that will manifest in their work life,

consequently affecting people at every level. We know that issues like divorce, family conflict and depression directly affect work performance, but if you can't see the source of your problem, you can't move past it, which is why a coach is so important. When emotional blockages are cleared, and the whole person is happy in every aspect of their life, they are more productive, innovative, and creative. In short, healing your personal mindset will bring out your best corporate mindset.

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MONEY MINDSET

Something that is preventing thousands of leaders from realizing their potential is the wrong money mindset. We have become so programmed into believing that our last salary bracket dictates our worth. As difficult as it is to break free of this belief system, wage is purely just a number, and this number does not define your worth as a person or a professional. Believing that you are only as good as your salary is a sure-fire way to lead you down a path of self-sabotage whereby you will convince yourself that you're not important enough to suggest innovative and game-changing ideas that will propel you to that next crucial stage in your business career.

This mindset is perpetuated by the intergenerational differences that exist among both our coworkers and our closest confidants. Case in point, Gen-Z is being told to shoot for the stars and claw their way into competitive roles that millennials and boomers could never have dreamed of earning so early in their careers because their mindset was not trained to do so. Maybe your boss is the type of leader who convinces you that you should be grateful to have a job, know your place, and not speak out of turn. But we live in a different world now, where mindset has become an important consideration in building corporations helmed by leaders who are change-makers who innovate growth rather than pander to the stagnant status quo.

*to share your weakness
is to make yourself vulnerable,
to make yourself vulnerable
is to show your strength*



(C) Medium

MAKE YOURSELF VULNERABLE

To be a leader that people want to follow, you must be as comfortable being a mentee as you are being a mentor. This often means letting go of your ego and allowing yourself to be seen to be vulnerable in front of your employees so that they know that you are inviting them into the decision-making process. This is far from the traditional top-down structure of yesteryears, indicative of the Industrial Revolution, as it's an inverted pyramid structure, where the CEO sits at the bottom, thus empowering all levels of the infrastructure to take responsibility for their tasks, which in turn, builds a stronger structure

that is advocacy driven towards the company's mission.

Mindset has to happen at the CEO level to ensure that all voices are heard. It's hard to be humble and go against the grain, but this is where you will find innovation and mindset shifts that change the game. Introducing yourself to perspectives that you've never entertained before will help you stretch yourself to be better. After all, all we really want is for our work environments to be a place where we can confidently share ideas and be seen, heard, and respected in return.



GROWTH MINDSET

Is Freedom

- Persevere in the face of failures
- Effort is required to build new skills
- Find inspiration in others success
- Embrace challenges
- Accept criticism
- Desire to learn
- Build abilities

FIXED MINDSET

Is Limiting

- Avoid challenges Give up easily
- Threatened by others success
- Desire to look smart
- Effort is fruitless
- Ignore feedback
- Fixed abilities

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FIXED MINDSET VERSUS GROWTH MINDSET

If you are someone who has single-handedly tried to kickstart their own growth journey, you may have come up against your self-doubting voice telling you that certain traits like intelligence and talent are fixed – things people are born with. But the reality is that mindset is somewhere in between fixed and tradable. We are pre-programmed to an extent, but with training and skills, we can change so that when we are faced with a challenge, we are better suited to take it on rather than run from it. Approaching challenges with a growth mindset means seeing opportunities with excitement rather than the overwhelm you would experience in a fixed mindset. The only constant in business is change, and when it comes to moving up the ladder, it requires someone who can pivot and be flexible. A growth mindset requires you to get out of your own way so that the right decision is made rather than a decision based on limited exposure.



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DEVELOPING THE RIGHT MINDSET WILL TAKE YOUR LEADERSHIP SKILLS TO A HIGHER LEVEL

Becoming a leader is not an overnight process because it's predicated on relevancy. To be consistently relevant, you have to always be evolving. Even people in the highest leadership positions need to go through a journey of continual growth, and these qualities cannot be performed superficially. Working with a coach is an important way to stay connected with your individual journey of growth. Moreover, leadership can exist at all levels, where you can be a leader to the people around you within any level of the company, as the CEO is a leader to the entire company. This is what world-class leaders have in common - the ability to keep moving, which filters throughout everything they do and everyone they come in contact with. Be that leader, and you'll be undeniable.



Raj Girn

ABOUT RAJ GIRN

Raj Girn is an award-winning serial entrepreneur and multimedia personality, who has worked with Fortune 500 companies and A-list celebrities for almost two decades. She's a Confidence Coach, Consultant, Mentor and Entrepreneur Leadership Network Contributor.



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