

SAVE THE DATE!



PROPAK

WEST AFRICA 2022

• PACKAGING • PROCESSING • PRINTING • PLASTICS

13 - 15 SEPTEMBER 2022

LANDMARK CENTRE • LAGOS • NIGERIA

BOOST YOUR BUSINESS IN 2022

**Propak will
return to it's larger
three hall status next
September so don't
delay and get in touch
with our team today
to ensure you have
your top choice
of stand**


200+
EXHIBITORS


5,000+
VISITORS

For more information please contact:

Joju Adekanbi

Nigeria Sales Agent

Email: numberscmyklimited@yahoo.com

Tel: +234 803 862 9114

 propakwa  propakwa  propakwa

www.propakwestafrica.com



PROPAK

WEST AFRICA 2022

• PACKAGING • PROCESSING • PRINTING • PLASTICS

13 - 15 SEPTEMBER 2022

LANDMARK CENTRE • LAGOS • NIGERIA

2021 POST SHOW RESULTS



2,412
VISITORS



87%

of exhibitors
accomplished
their goals



52
EXHIBITORS



89%

of exhibitors would
recommend Propak to
a colleague



88%

of visitors said
they would
return in
2022



76%

of visitors achieved their
goal of attending

 propakwa  propakwa  propakwa

www.propakwestafrica.com

COVER PRICE: FREE!

where to print

MAGAZINE

Licensed by



VOL.13 | NO.76 | DEC 2021 | ISSN: 2006-7402

Cover Story on page - 22



Looking for Complete Printing Solutions, Remarketed Equipment (Second hand/Refurbished equipment)
Original Heidelberg Spare Parts, Premium Maintenance services and Print Consumables you can trust:



Call for a discussion

HEIDELBERG

Heidelberg Nigeria Limited
38/40, Association Avenue,
Ilupeju, Lagos.

P. O. Box 17257, Ikeja, Lagos

Tel: +234-1-2918775, +234-8063221967

hnl@heidelberg-ng.com

www.heidelberg-ng.com



PROPAK CAPE 2023

PACKAGING • PROCESSING • PRINTING • PLASTICS

24-26 October 2023
The Cape Town International
Convention Centre
Cape Town, South Africa



BOOK YOUR STAND NOW!

Innovative Packaging Solutions

Trade Expo for the Western Cape



Top five reasons to exhibit:



SELL

directly to purchasing
decision-makers in a
buying frame of mind



RAISE

your brand visibility
and showcase
products



WIN

new customers and
collect quality
sales leads



CREATE

and build customer
relationships



PLACE

your products into the
hands of more decision
makers

www.propakcape.co.za

Co-located events:



#propakcape2020

TO BOOK YOUR STAND, CONTACT:

Tel: +27 (0) 11 835 1565

SVEN SMIT, Event Director, Email: svens@specialised.com

GRANT BYDAWELL, Exhibition Manager, Email: grantb@specialised.com

ANDRE PIETERSE, Sales Executive, Email: andrep@specialised.com

Brought to you by:

MONTGOMERY GROUP
SPECIALISED EXHIBITIONS

LABELXPO
PAVILIONBRAND
PRINT
PAVILION14 - 16 December - Dubai
GULF PRINT
& PACK 2021
www.gulfprintpack.com

VISIT GULF PRINT & PACK 2021 AND REKINDLE YOUR LOVE FOR THE PRINT INDUSTRY



After extensive research within the industry, this year's edition of Gulf Print & Pack has been carefully crafted to meet industry's needs.

THE FUTURE OF PRINT

As Middle East and North Africa's only dedicated commercial and package printing trade show, **Gulf Print & Pack 2021** will take place from 14 to 16 December 2021 at Dubai World Trade Centre, United Arab Emirate with strong focus on providing education and networking opportunities for industry stakeholders after not been able to meet for so long.

With growing trends in lifestyle, consumption and the need for brand differentiation, Gulf Print & Pack organiser - **Tarsus Group** has added two new pavilions - **Labelexpo** and **Brand Print** - to this year's edition reconfirming industry dynamism and resilience. Already confirmed to exhibit are leading suppliers including Konica Minolta, SMI Coated Products - and for the first time in the region, HP Indigo.

Featuring the latest smart technology, materials and digital equipment from the leading manufacturers and a wealth of educational sessions, the world of print will be much alive at Gulf Print and Pack 2021 and will cover all market segments, including labels, package printing, in-store promotions, promotional print, photobooks, direct mail, digitally-printed



textiles and display graphics.

WE LOVE PRINT

The Printing Industry is more than the tools we use and the businesses that create print, it's the people. That's why Gulf Print & Pack 2021 will not only enables you source the perfect print solutions, but also allows you to reconnect with the people who make this industry what it is. Therefore, the show will feature:



- comprehensive three-day conference programme that will explore opportunities and address issues facing the industry today,
- an opportunity to connect directly with leading suppliers and learn about the latest possibilities in print,
- cutting-edge feature area showcasing the latest innovations,
- wealth of networking opportunity that will give a much-needed chance for the industry to meet in person.

Register to attend for free at: WWW.GULFPRINTPACK.COM

© Picture credit/ support from GULFPRINTPACK.COM





DUBAI WORLD TRADE CENTRE



**Supporting the industry
through education and networking**

Labels, substrates, software, wide format printers, digital embellishment, RFID and you!

The print industry is more than the tools we use and the businesses that create print, its the people.

At **Gulf Print & Pack 2021**, the Middle East and North Africa's only dedicated commercial and package printing trade show, you can not only source the perfect print solutions for you, but you can also reconnect with the people who make this industry what it is.

Featuring the latest smart technology, materials and digital equipment from the leading manufacturers and a wealth of educational sessions, the world of print is very much alive at **Gulf Print and Pack**.

Visit **Gulf Print & Pack 2021** and rekindle your love for the print industry.

REGISTER TODAY FOR FREE AT: WWW.GULFPRINTPACK.COM

where to print

Licensed by



MAGAZINE

VOL.13 | NO.76 | DEC 2021 | ISSN: 2006-7402

RATE CARD		All rates are VAT inclusive
REGULARS		NIGERIA NAIRA
Full Page		N92,316.90
Half Page (Vertical/Horizontal)		N56,035.14
Quarter Page		N34,265.88
New Product Block		N7,780.95
SPECIAL POSITIONS		
Back Cover		N177,375.00
Inside Back Cover		N131,480.69
Sign-Off Page		N112,714.26
Page 1 (Flap)		N127,742.76
Page 2 (Inner Flap)		N67,064.64
Page 4 or Page 5 or Page 6		N131,480.69
Cover Page		N155,875.00
Spread (Center Spread)		N291,591.19
Wrap Round		N473,000.00
SPECIAL EDITORIAL FEATURES		
1 x Full-Page Editorial Feature (Inside)		N112,714.26
2 x Full-Page Editorial Feature (Inside)		N290,772.14
ADVERT DESIGN/ MARKUP COST+SPECIFICATION		
Full page/ Spread		N26,875.00
Half page/ Quarter page		N21,500.00
DEDICATED BULK SMS COST +SPECIFICATION		
1-2 pages x Single Bulk SMS		N32,250.00
1-2 pages x Multiple Bulk SMS (5x max)		N120,937.50
1-3 pages x Multiple Bulk SMS (5x max)		N201,562.50
1-3 pages x Multiple Bulk SMS (10x max)		N322,500.00
DEDICATED EMAIL BLAST COST+SPECIFICATION		
1-2 x Email Blast		N32,250.00
3-7 x Email Blast		N201,562.50
8-15 x Email Blast		N322,500.00
When specification is different from above, we are open to mutual agreement on type and cost.		
All cheques must be written in favour of NUMBERS CMYK LIMITED		
TECHNICAL SPECIFICATIONS	BLEED SIZE	TRIM SIZE
Full Page	216 x 303mm	210 x 297mm (A4)
Double Page Spread	426 x 303mm	420 x 297mm (A3)
Half Page Horizontal	216 x 154mm	210 x 148mm (A5)
Half Page Vertical	111 x 303mm	105 x 297mm
Quarter Page	111 x 154mm	105 x 148mm (A6)
New Product blocks	58 x 70mm	58 x 70mm
ARTWORK	TYPE	
Artwork can be supplied in the following formats:	All fonts used should be embedded (PDFs) or converted to outlines (EPS, Illustrator).	
• EPS (please ensure fonts are converted to paths and all images are embedded CMYK)		
• TIFF (CMYK, 300dpi)		
• JPEG (CMYK, 300dpi)		
• PDF - Please ensure all fonts and all images are embedded CMYK		
• Advertisers must supply colour proof as guide during printing after PDF		
BLEEDS		
Artwork for all adverts must include a 3mm bleed on all sides (see sizes above), all text and images should be at least a further 5mm from the crop guides. To ensure correct printing an appropriate white border will be added to all artwork supplied without correct bleeds.		

Index



VISIT GULF PRINT & PACK 2021 AND REKINDLE YOUR LOVE FOR THE PRINT INDUSTRY

Page 5 >>



WHATEVER WILL BE, WILL BE

Page 9 >>



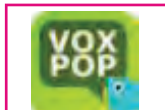
TECHNOLOGY GLOBAL EXHIBITS AT NIGERIA AGROFOOD/PLASTIPACK EXHIBITION 2021

Page 10 >>



A VERY SUCCESSFUL PROPAK WEST AFRICA 2021...2022 DATES ANNOUNCED

Page 15 >>



WHY WE ARE HERE: EXHIBITORS' STAND-BY-PRODUCT OFFERINGS @ PROPAK WEST AFRICA 2021

page 20 >>



5 RULES FOR A VACATION THAT'S TRULY WORTH IT

Page 22 >>



"WE WANT TO REMAIN INNOVATIVE AND QUICK TO ADAPT TO THE TRANSFORMATIONS THAT WILL CONTINUE TO SHAPE OUR INDUSTRY"

Page 24 >>



GRAPHICS PRO EXPO PLANS BIG FOR STAKEHOLDERS IN AWARDS, PERSONALIZATION, APPAREL DECORATING, AND SIGN & DIGITAL GRAPHICS

Page 30 >>

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.

Rights reserved

All rights reserved. WHERE To Print® makes every effort to ensure the accuracy of information it publishes, but cannot be held responsible for any consequences arising from errors or omissions. Reproduction in whole or in part without written permission from the publisher is strictly prohibited. WHERE To Print®, logo and the Green Border Design are registered trade mark of NUMBERS CMYK LIMITED. Published by NUMBERS CMYK LIMITED, Lagos Nigeria

Our code of ethics

- 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.
- We pursue our objective through self-regulated systems of professional code of conduct under an independent body that serves the interest of the journalism profession and the society.
- WHERE To Print subscribe to the Ombudsman mechanism established by the Newspaper Proprietors Association of Nigeria, supported by other stakeholders, to mediate complaints against the press on ethical conduct and recommend redress.

WHERE TO PRINT (published by NUMBERS CMYK LIMITED) subscribes to Ombudsman which prescribes that news must be truthful, accurate, fair and balance. If you think we don't live up to the code, please contact: Office of the Ombudsman, Newspapers Proprietors Association of Nigeria @ 8, Maryland Crescent, Maryland, Ikeja Lagos. Or email: ngombudsman@yahoo.com



How Many
PANTONE®
Are You Missing?



46B, Adekunle Fajuyi Way, GRA - Ikeja Lagos.
Tel: +234(0) 803 862 9114, +234 (0) 901 239 9805
Email: flourishcolour@yahoo.com
Website: www.flourishcolour.com



WHERE THE WORLD

CONVERGES

15th PRINTPACK INDIA[®]

December 20-24, 2021

India Expo Centre, Greater Noida, NCR Delhi

CONCURRENT EVENT

INDIA SIGN & LED EXPO 2021

VISITORS' REGISTRATION



India's Biggest Exhibition on :

PRINTING / PACKAGING & FLEXIBLE PACKAGING / CORRUGATION / LABEL PRINTING / SCREEN & TEXTILE PRINTING /

SIGNAGE & LED / PAPER & NON WOVEN / PRE-PRESS / DIGITAL / POST-PRESS / CONVERTING

SERVICES & SOFTWARE / CONSUMABLES & SPARES / OTHER

INDUSTRY PARTNERS:

Corrugations:



Label:



ASSOCIATION OF LABEL
PRINTERS & SUPPLIERS

Signage:

signgraphics



Screen Print:



Paper:



SUPPORTED BY:



Global Print



MEDIA SUPPORT:



ORGANIZER : INDIAN PRINTING PACKAGING & ALLIED MACHINERY MANUFACTURERS' ASSOCIATION

Plot No C-54, Sector-62, Institutional Area, Noida, 201 307 U.P, INDIA | Mobile: Mr. G. Sankaranarayanan - +91-9717199385,

Mr. Vikram Sharma - +91-9717199388 | Ph: +91-120-2400109/4292274 | Fax: +91-120-4207076

Email: admin@ipama.org; info@ipama.org; marketing@ipama.org | Website: www.ipama.org, www.printpackipama.com

To Readers

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

WE'RE INDEED GRATEFUL TO YOU ALL AS WE LOOK FORWARD TO A MOST BLESSED 2022!

Without doubt, this 2021 Business Year has been most exciting. On one hand; fresh business ideas, innovative solutions and daring but calculated risk-taking dominate decision makings this year - conversely; consumers are more informed and shrewd in their spending patterns with Governments becoming more 'nationalistic' in nature with most decisions tending to 'me' first. So, from now on - be strategic in your thinking even as we are showered with the good news of the world opening to real business.

That is why as the world gets back to physical gatherings and start of real business; this edition is full of trade shows that have taken the bull by the horn to physically connect us together once again. Hence, we start with **SPECIAL SUPPLEMENT ARTICLE** which is an invite for you to reawaken your love for print at the forthcoming Middle East and North Africa's only dedicated commercial and package printing

trade show - **Gulf Print & Pack 2021** to take place from 14 to 16 December 2021 at Dubai World Trade Centre, UAE. Please open to page 5 to read more on the titled piece: **VISIT GULF PRINT & PACK 2021 AND REKINDLE YOUR LOVE FOR THE PRINT INDUSTRY**. You're enjoined to get in touch with us @ **WHERE To Print** if you'll like to attend the show this December.

Other **SPECIAL SUPPLEMENT ARTICLES** are post-show reports of industry exhibitions we covered to keep you informed on the next moves within the industry. These are from page 15 which reports West Africa's biggest and largest packaging, food processing, plastics, labeling and printing industries' exhibition - **PROPAK West Africa** that took place last month after a year hiatus. Aptly captioned: **A VERY SUCCESSFUL PROPAK WEST AFRICA 2021!** This editorial reveals the importance of **PROPAK West Africa** in not only bringing the industries together but more importantly energizing the

industry for real manufacturing activities post-COVID. The **VOX POP** in this edition on pages 20 and 21 is also from **PROPAK West Africa 2021** exhibition where exhibitors disclosed their reasons for participation in: **WHY WE ARE HERE: EXHIBITORS' STAND-BY-STAND PRODUCT OFFERINGS @ PROPAK WEST AFRICA 2021**.

Other after-show reports that aim to inform and educate you on the next line of actions within our industry from the highly successful shows held in September and this month of October are from page 30 are: **GRAPHICS PRO EXPO PLANS BIG FOR STAKEHOLDERS IN AWARDS, PERSONALIZATION, APPAREL DECORATING, AND SIGN & DIGITAL GRAPHICS**; from page 36: **PACK EXPO LAS VEGAS AND HEALTHCARE PACKAGING EXPO, A HUGE SUCCESS**; and lastly from page 39: **SUCCESSFUL LABEL CONGRESS 2021 BRINGS INDUSTRY TOGETHER**.



Continued on page 10 >>

FLEX
Frontlit Glossy/Matt Backlit, Mesh, Reflective Flex

SAV
Self-Adhesive Vinyl (Sav) Clear Sav, Vehicle Branding Sav, Reflective Sav, Window Graphics Photo Glossy Paper & Backlit Film Glittering Static, Transparent Static Wallpaper Adhesive, White Static, Etc

DISPLAY ITEMS
Roll-up Stand, X-banner Table Rollup Stand L-banner, A-Frame, Snapper Frame Pop-up Stand, Poster Board Promotional Table, Crystal & Slim Light-box Flying Banner (Flag Stand) Multipurpose Stands Act Fast Show Stand Etc

RHINE INDUSTRIES NIG.LTD

HEAD OFFICE: MSD BUILDING, PLOT 2/NEW SLO79, LAGOS BADAGRY EXP. WAY, COXER R/STOP, ORILE-IGANMU, LAGOS NIGERIA.
09050974000, 09050974022, 09050974002

IKERJA OFFICE: 10 MORRISON CRESCENT, OFF KUOIRAT ABIOLA WAY, ALAUSA, IKERJA LAGOS, NIGERIA.
09050974015, 09050974012, 09050974006

SHOMOLU OFFICE: 12, Mushalashi Street, Shomolu, Lagos, Nigeria.
09050974006, 09050974025

ABUJA OFFICE: Suite Me - 222, 2nd Floor, Larumbe Complex, Opposite Government Secondary School, Baki Area 10, Abuja.
09050974003, 09050974044

E-mail: sales@rhine-nigeria.com, abuja@rhine-nigeria.com

IMPORTATION & MARKETING OF:

- ABS Sheet
- Corex Sheet
- PVC Foam Board Sheet
- KTC Profile
- Snapper Frame Profile
- Acrylic Sheet
- Polycarbonate Sheet (DANBALON)
- Ceiling Board
- Aluminium Composite Panel (ACP)

3M
Authorised Distributor

During the events, WHERE To Print spoke with key event organisers and presents their thoughts on the return of the industry to in-person-gatherings in exclusive **SPECIAL FEATURE INTERVIEWS** from page 18 and 19: **"OUR MAIN OBJECTIVE IS CLEAR: TO RETURN PROPAK WEST AFRICA 2022 TO THREE HALLS WITH OVER 250 LOCAL AND INTERNATIONAL EXHIBITORS"**, and page 42: **"IT'S NICE TO SEE INDUSTRY STAKEHOLDERS COME TOGETHER IN ONE SPOT AGAIN"**.

More importantly on Exclusive' Interviews, **WHERE To Print** is privileged to be the only industry magazine to have a no holds barred discussion in this **Celebratory Month of October** in which **Digitalreality Print Limited** is marking her **15th Anniversary**. We spoke with **Digitalreality Print LTD Chief Operating Officer - Mrs. Elsie Akin-Adesola** on how the state-of-the-art Printing Company that prides herself as best-in-class in everything within the space of printing has been able to not only consistently meet clients' expectations, but to also remain focused, forward-looking, and overcome challenges within, thus

making her a Crystal example in and out of industry and beyond. Flip over to page 24 to start the 5-page long Exclusive' Interview that also shares in the **15th Anniversary Celebration** of the company's expertise and proactive service culture in the industry aptly captioned: **"WE WANT TO REMAIN INNOVATIVE AND QUICK TO ADAPT TO THE TRANSFORMATIONS THAT WILL CONTINUE TO SHAPE OUR INDUSTRY"**

Of course, this bumper end-of-the-year edition also has industry reports and other stakeholders' interviews from the **PRINT IMPACT AROUND NIGERIA** and the **PRINT IMPACT AROUND THE WORLD** pages 10 and 12 respectively. And lastly, as we're rounding off this interesting year, this edition's **COVER STORY** titled: **5 RULES FOR A VACATION THAT'S TRULY WORTH IT** will assist you to plan a most inspiring, happy, and successful vacation that will help you to come back to the office better than before ushering you into 2022 Business Year in great health and vitality!

Before signing off - on behalf of

WHERE TO PRINT BY-LINE

Publisher/ Editorial: Joju Adekanbi
Publisher/ Sales: Shola Adekanbi
Accountant: Olatunji Olusola (MAPWELL)

Office Assistant - Peculiar Usang
Marketing / Media Executive - Precious Ajuonuma
Design: WHERE To Print Studio

Sponsored By: PROPAK West Africa

Finance/ Taxation: J. O. Awoyemi & Co.

To submit news and/or editorial:
wheretoprint@yahoo.com
Call: +234 (0)803 862 9114

To place advert/ supplement:
wheretoprint@yahoo.com



PUBLISHED BY:
NUMBERS CMYK LIMITED (RC 728214)
46B, Adekunle Fajuyi Street, GRA Ikeja, Lagos, Nigeria P. O. Box 17871, General Post Office, Ikeja Lagos, Nigeria 2341.
Email: numberscmyklimited@yahoo.com

SISTER COMPANY:
NUMBERS CMYK GHANA LIMITED (CS024612020)
Central Link Road, LEKMA, Accra. Location Code : GZ-121-5376
P.O SR 324 Spintex Road, Tema
Email: wheretoprint@yahoo.com
www.wheretoprintmagazine.com

WHERE To Print magazine. Print publishing. Print research/ statistics. Feasibility report. Print survey. Print management software. Print directory. Print exchange programme.

NUMBERS CMYK LTD and NUMBERS CMYK GHANA LTD (Publishers of **WHERE To Print** magazines in Nigeria and Ghana respectively), we'll like to express our heartfelt gratitude to you ALL for your constructive criticisms, unalloyed support and patronage

throughout this excitingly interesting Business Year - we're indeed grateful to you ALL as we look forward to a most blessed 2022!

Please continue to do good always!



Print impact around Nigeria Stories by Precious Ajuonuma & Joju Adekanbi

TECHNOLOGY GLOBAL EXHIBITS AT NIGERIA AGROFOOD/ PLASTPRINTPACK EXHIBITION 2021

Displaying the capabilities of the Afinia label printing machine, Technology Global Services LTD called on investors (particularly SME's) interested in buying equipment for food packaging to check out the easy-to-buy and use Afinia while also presenting Xeikon machines for ambitious and robust industrial label printing.

The show which featured other exhibitors in the agriculture value-chain took place from 26 to 28 October 2021 at Landmark Event Centre, Lekki Lagos. **WHERE To Print** presents pictures from the exhibition in images beside...



Continued on page 14 >>



YEESHON 耀亨®

CTCP



Magnetic Suspension Linear Motor Drives Laser Head Assembly

Magnetic levitation makes the laser head operation smooth, accurate and durable. This avoids lead screw wear, wear and tear processing errors, and guarantees better machine quality.



Automatic Balancing System

The automatic balancing system ensures that plates adhere to the drum surface, limited drum vibrations to an extremely low level, maintaining a high quality of plate making.



Intelligent Optical Path Control Technology

Intelligent management technology of laser tube multi-channel: When one of the laser channel fails, the system switches to the next channel by intelligent control, in order to keep the CTP working properly. Individual damaged laser tubes are separately replaceable, to reduce repair costs.

FOR ENQUIRIES:

SUPERLUCKY UNION INC.

Sales Dept.

T: +86-21-51079987 F: +86-21-51070718(Shanghai)

T: +86-27-86639776 F: +86-27-8663905(Wuhan)

E-mail: Sales@yeeshon.com

E-mail: Sales@slprepress.com

Web 1: <http://www.yeeshon.com>

Web 2: <http://cn-superluck.en.alibaba.com>

Web 3: <http://yeeshon.en.made-in-china.com>

Manage Dept.

What's APP: +86-13641882186 (Asuty Tam)

What's APP: +86-13918735557 (Jack Lau)

Tech.&Service Dept.

support@slprepress.com

MOVA GRAPHICS & PRINT TECH. LTD.

Suite D02, Murg Plaza Area 10,
Garki, Abuja.

Phone: +234 706 607 0188

BIG BEN ENGINEERING SERVICES

Plot 663, Nocy Filling Station, Lagos Abeokuta
Expressway, Ahmadiyya Bus-Stop, Lagos.

Email: bigben.engineering@yahoo.com

Phone: +234 811 486 7711

Print Impact Around the World

CANON LAUNCHES WORLD'S FIRST WIDE-FORMAT PRINTER WITH AQUEOUS PIGMENT FLUORESCENT PINK INK



Canon U.S.A., Inc., has launched the imagePROGRAF GP Series, the world's first aqueous inkjet models to include Fluorescent Pink ink. Comprised of the 24-inch imagePROGRAF GP-2000, 44-inch imagePROGRAF GP-4000, 24-inch imagePROGRAF GP-200 and 36-inch imagePROGRAF GP-300, this series produces vivid neon colours for high value-added output and graphics that will captivate consumer's attention and help increase print business opportunities.

"Radiant Infusion", a unique Canon

technology, layers the Fluorescent Pink ink with other inks on the paper surface during printing, to create bright and soft colour reproduction. This allows for the printing of high colour graphics that support the expansion of a business's printing capabilities. The Fluorescent Pink ink can also be used to print in specific areas such as text and objects to enable fluorescent colour expression that makes those areas stand out. The user also has the option to print with or without the fluorescent ink completely. These GP Series inks can replicate the colours that represent one's corporate brand that can be difficult to reproduce on a conventional inkjet printer. The Radiant Infusion technology is also integrated into PosterArtist Lite software to allow users to create high impact posters

easily.

"We are proud to announce that the imagePROGRAF GP Series has obtained the world's first "PANTONE Calibrated" license for the PANTONE PASTELS & NEONS GUIDE Coated[®] containing the highly demanded fluorescent and pastel colours," said Iain Pike, Director of Licensing and Business Development, Pantone/X-Rite. "Canon has also acquired PANTONE Calibrated licensing with two Pantone publications which expands the choice of colour specification and helps ensure output results match the exact colour viewed in the Solid Coated Guide by the designer."

These devices allow the consumer to replicate high impact graphic posters, wall art and custom pop art that are ideal for the Millennial and Gen Z populations. These audiences, more than ever before, are purchasing items with vivid neon and

fluorescent colours that can be seen on these personalized posters.

.....read more @ www.wheretoprintmagazine.com

KODAK WINS 2021 PINNACLE INTERTECH AWARD FOR SUSTAINABLE PRINTING



are expected to have a major impact on the graphic communications and related industries.

KODAK SONORA XTRA Process Free Plates, which improve sustainability and profitability for even the most demanding printing operations has won the Pinnacle InterTech Award for sustainable printing.

The Pinnacle InterTech Awards are sponsored by PRINTING United Alliance and recognize innovative technologies which

KODAK SONORA XTRA Process Free Plates combine all of the sustainability, quality, and performance of Kodak's field-proven process free plate technology—but with faster imaging speeds, dramatically improved image contrast, and more robust handling. This gives printers a decisive sustainability advantage along with superior performance across a wider range of press types and print applications. "The

Continued on page 42 >>

Getting Creative with

PANTONE[®]

COLOR OF THE YEAR 2021

Available @

48B, Adekunle Fajuyi Way, GRA - Ikeja Lagos
Tel: +234(0)803 862 9114, +234(0)708 621 1555
+234(0)703 191 8506
Whatsapp: +234(0)901 239 9805
Email: flourishcolour@yahoo.com
Website: www.flourishcolour.com



Available @

48B, Adekunle Fajuyi Way, GRA - Ikeja Lagos.
Tel: +234(0)803 862 9114, +234(0)708 621 1555.
Whatsapp: +234(0)901 239 9805
Email: flourishcolour@yahoo.com, Website: www.flourishcolour.com

BEST IN CLASS!!!

- AGFA GRAPHICS
- AGFA INKJET

Avalon B8

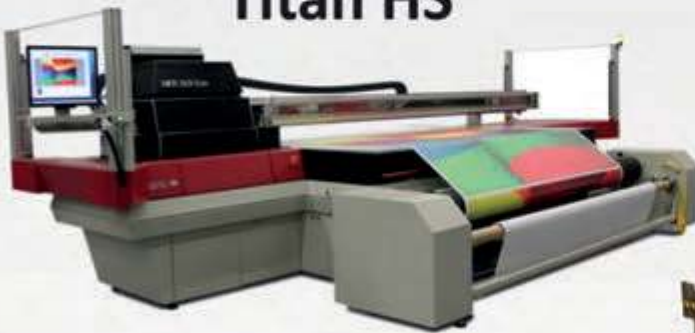


- Chemistry free
- High Quality prints
- Small footprint
- No plumbing, no waste
- Affordable
- Robust and user friendly Apogee RIP
- Easy to use

Best selling CTP in Nigeria

Introducing THE LARGE FORMAT GAME CHANGER...

Titan HS



Technology Global Services Ltd.

31, Ajani Olujare Street,
Alaka Estate Surulere Lagos.

Tel: +234 1 4545301
enquiries@tglobalng.com
www.tglobalng.com

Acorta



Bancod Limited

37, Durosimi Street,
Opp. Somolu Local Govt.,
Somolu, Lagos.

Tel: +234 805 540 4274
info@bancodltd.com

AGFA 

STAY AHEAD. WITH AGFA GRAPHICS

www.agfagraphics.com

"WE HAVE ALL THE PRODUCTION FACILITIES - THAT IS; PRINTING PROCESSES RIGHT FROM PREPRESS DOWN TO POSTPRESS"



- MR. YOUSUF SHEHU ADAMU - PRODUCTION MANAGER, AHMADU BELLO UNIVERSITY PRESS ZARIA

With strong determination to inculcate professional ethics and standard in print practice at one of Nigeria's few in-plant presses - Ahmadu Bello University Press Zaria, WHERE To Print caught up with the Production Manager - Mr. Yousuf Shehu Adamu who shares his work plans and experiences in the industry amidst COVID-19. Excerpts below:

CAN YOU PLEASE LET US KNOW YOU AND WHAT YOU DO?

My name is Yusuf Shehu Adamu, the Production Manager at Ahmadu Bello University Press Zaria. It's a limited liability company that is into Printing and Publishing with over 150 staff and without doubt, one of the most reliable in-plant production companies in the country. We have all the production facilities - that is; printing processes right from prepress down to postpress. We have maximum capacity equipment ranging from 201, GTO, MO, Sord Z, Speedmaster, DI machines of different capacities. We have also 4-clamp folding machines (5-

unit and 3-unit); and -unit binding machine; and spot lamination machine.

CAN YOU PLEASE REVIEW 2021 BUSINESS YEAR?

We are gradually picking up and getting used to the New Normal of post-COVID which saw so many businesses all over the world being affected, but we thank Almighty and due to the level of our commitment to customer service, we have little or no hitches in our organization.

WHAT DO YOU THINK ARE THE CHALLENGES IN PRINT BUSINESSES TODAY?

The main challenge now in Printing Industry is the instability of material prices.

Other challenges we have are: non-availability of genuine or standard materials and equipment parts, and lastly, too many quacks in the industry that gives Printers and the printing profession a bad name.

WHAT DO YOU WANT YOUR CURRENT AND PROSPECTIVE CUSTOMERS TO KNOW ABOUT YOUR PRODUCTS AND SERVICES?

We have a very simple approach; to constantly assure our noble customers with quality print services at all times. Their utmost satisfaction is our top priority. May Almighty bless all of us to achieve our desired goal.

THANK YOU, SIR.

Thankyou.



"IT IS STILL UP TO US TO ENSURE THAT OUR INDUSTRY IS PROFITABLE AND SUSTAINABLE"

- MRS. GETRUDE NWAKAMMA OKPORUA – COO, TRUJET DIGITAL SOLUTIONS LTD

Original Equipment Manufacturer representative for Roland – Trujet Digital Solutions can best be described as Roland's first indigenous partner in Nigeria and by extension, in other West African countries. In an exclusive chat with Brand Manager/ Chief Operating Officer of Trujet Digital Solutions LTD - Mrs. Gertrude Nwakamma Okporua, WHERE To Print presents her vision for the company as well as her thoughts on a wide range of issues in the industry that bother on quality and cost of doing print business in Nigeria's print market. Read excerpts below:

CAN YOU PLEASE LET US KNOW YOU AND WHAT YOU DO?

My name is Mrs. Gertrude Nwakamma Okporua the Brand Manager/ Chief Operating Officer of Trujet Digital Solutions. We are first indigenous Roland print partner in Nigeria and other West African countries. I am a graduate of University of Nigeria Nsukka, and I have had lots of experience in the industry which I have been able to build my career on. Trujet Digital Solutions is into

sales of large format digital machines, parts and consumables, and we have been around for a year now. One of the things that gave birth to Trujet is to bridge the gap of non-availability of print consumables and accessories of Roland machines.

CAN YOU PLEASE REVIEW 2021 BUSINESS YEAR?

In terms of sales, this year is better and we always look forward to the future being better irrespective

of the economy. In terms of Naira devaluation as regards foreign exchange that is affecting businesses, it hasn't stop us because we cannot do without it. We know it's very challenging but one of the few things COVID has taught us is in managing our resources well, likewise managing logistics better. For example, by using dispatch riders for quick and efficient delivery to our esteemed customers.

WHAT DO YOU THINK ARE THE CHALLENGES IN PRINTING BUSINESSES TODAY?

Continued on page 38 >>

A VERY SUCCESSFUL PROPAK WEST AFRICA 2021! ...2022 DATES ANNOUNCED



The 2021 edition of West Africa's biggest and largest packaging, food processing, plastics, labeling and printing industries' exhibition - **PROPAK West Africa** which took place after a year hiatus has been adjudged 'very successful' due to what observers believed was from event organiser's excellent performance in not only bringing the industries together but more importantly energizing the industry for real manufacturing activities post-COVID. Hence, Tuesday 14 through to Thursday 16 September of this Business Year 2021 cannot be forgotten in a hurry!

From event organiser (**Afroset Montgomery Exhibitions and Events LTD**) Post Show Report, WHERE TO Print gathered that even with the challenging conditions in the run up to

the event, the 8th edition in its series pulled over **2,400 quality visitors** that networked with more than **50 exhibitors** (both from within and outside Nigeria), backed by Speakers' Line-up of over **30 prominent industry thought-leaders** from across the region's packaging, food processing, plastics, labeling and printing industries value-chain.

No doubt, the Sustainability-themed **PROPAK West Africa 2021 Conference** was not only information-packed but quite educative and engaging with a number of Panel Sessions taking place simultaneously which helped to draw in the crowds. It was no coincidence therefore that more than **70% of exhibitors** rebooked onsite thereby confirming the quality

networking, value-driven conferencing, and profitable business match-making experience credentials of the three-day international show.

In a related development, show organiser - **Afroset Montgomery Exhibitions and Events LTD** has announced next year's **2022 dates** for **13 to 15 September** to take place at the same venue but over an expanded three halls of the premier event centre in Nigeria - Landmark Centre, Victoria Island, Lagos.

Check out some of the memorable pictures that truly made PROPAK West Africa 2021 successful indeed...

For more information and stand booking, please visit: www.propakwestafrica.com

© picture support from PROPAK West Africa



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



Continue on page 16 >>



Profitable in-person connection...



Continued on page 17 >>



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



flip
to the
Next Page



"OUR MAIN OBJECTIVE IS CLEAR: TO RETURN PROPAK WEST AFRICA 2022 TO THREE HALLS WITH OVER 250 LOCAL AND INTERNATIONAL EXHIBITORS"

- MR. GEORGE PEARSON, REGIONAL DIRECTOR
- AFROCET MONTGOMERY EXHIBITIONS & EVENTS LTD

After a year hiatus due to the coronavirus (COVID-19) pandemic, industry leading event of the year - **PROPAK West Africa** staged its 8th edition in its series from **Tuesday 14** through to **Thursday 16 September 2021** thus bringing West Africa's packaging, food processing, plastics, labeling and printing industries together to a three-day quality networking, value-driven conferencing, and profitable business match-making experience. **WHERE To Print** caught up with **Mr. George Pearson**, the **Regional Director** of highly respected event organiser - **AfroCET Montgomery Exhibitions and Events LTD** - who shares the company's delight in not only bringing the industries together but more importantly energizing the industry for real manufacturing activities post-COVID. Read excerpt of the exclusive interview below:

AFTER A YEAR GAP DUE TO COVID-19, HOW DOES IT FEEL AS THE ORGANISER PROVIDING THE PLATFORM THAT BRINGS THE INDUSTRIES TOGETHER?

As organisers we are all over the moon at being able to bring PROPAK back to Nigeria. The exhibition has become a crucial platform for the industry and seeing our exhibitors re-engage with their buyers for the first time in 2 years was a truly great feeling.

"I think this year, beyond all other, demonstrates the strength of the PROPAK brand in Nigeria."

HOW DOES IT FEEL PRUNING THE EXHIBITION FLOOR TO JUST ONE FROM THREE?

It was tough. Between 2016 to 2019 PROPAK West Africa was growing by 30% year-on-year. In fact, it was our fastest growing exhibition in Africa. Since COVID-19 came, we (along with many other businesses) have had to adapt. Given the continued disruption to international travel and the challenges posed to us by the Nigerian quarantine, we had to make a decision to either cancel for a second year or run as a smaller event. I'm really pleased we stuck with it and held PROPAK West Africa last month and the feedback from both local and international exhibitors is that - what we did was excellent. I think this year, beyond all other, demonstrates the strength of the PROPAK brand in Nigeria.

WITH SERIES OF HEALTH CONCERN AS PER COVID, HOW DID YOU ENSURE THE

SAFETY CONCERN OF ALL PARTICIPANTS WERE MET?

There were strict COVID protocols in place throughout the 3 days such as mandatory mask wearing, hand sanitizing and social distancing within the Conference Theatre. We also obtained official approval from the Lagos Safety Commission who had Wardens onsite throughout the show.

"And yes, new for 2022 will be Pro-Plas West Africa. The new sector will focus on the wider Plastics value-chain specifically from a sustainable and circular economy perspective."

WITH THE SUCCESS OF THIS YEAR'S SHOW EVEN AFTER COVID, WHAT ARE YOU PLANNING FOR PROPAK WEST AFRICA 2022 AND WILL THERE BE

COLLOCATED SHOW OR NEW SHOWS ENTIRELY IN DIFFERENT INDUSTRIES?

Following the success of this year's show, our main objective is clear: to return PROPAK West Africa 2022 to three halls with over 250 local and international exhibitors. Since last month's exhibition, the response has been phenomenal. Hall 1 is almost already fully booked and halls 2 & 3 are filling up fast. We can sense the renewed confidence for 2022 already. And yes, new for 2022 will be Pro-Plas West Africa. The new sector will focus on the wider Plastics value-chain specifically from a sustainable and circular economy perspective.

"Since last month's exhibition, the response has been phenomenal. Hall 1 is almost already fully booked and halls 2 & 3 are filling up fast. We can sense the renewed confidence for 2022 already."



THE QUALITY OF CONTENT, SPEAKERS AND PANELISTS AT THIS YEAR'S PROPAK WEST AFRICA SUSTAINABILITY CONFERENCE WAS TOP-NOTCH, WHAT SHOULD WE EXPECT NEXT YEAR AS REGARDS CONFERENCING?

It really was top-notch this year. Next year will continue this trend, however we are also looking at bringing in Power Breakfast Meeting each morning. These will be invitation-only and sector specific. The idea will be 60-90 sessions attracting

the top buyers who typically can only afford a few hours out of their day to visit.

THANK YOU FOR YOUR TIME SIR.



where to print

MENTORSHIP PARTICIPANTS' BENEFITS

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

MENTORS' / INVESTORS' BENEFITS

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



WHY WE ARE HERE: EXHIBITORS' STAND-BY-STAND PRODUCT OFFERINGS @ PROPRAK WEST AFRICA 2021



"WE ARE INTRODUCING NEW METALLIC PAPERS WHICH GIVE THE BEST FINISHING FOR SPECIAL PRINTING" - MR. TARAK TRIFALEY – VISTA INTERNATIONAL LTD

Vista is majorly into printing papers and also packaging and printing consumables. We see PROPRAK West Africa as one of the biggest exhibitions in Africa in our sector because of the number of both local and international visitors. Therefore, we see it as a great opportunity to showcase our products in paper and the packaging sectors as well as for printing consumables. Summarily, we are exhibiting all our range of quality print solutions which includes offset printing, inks, plates etc. Also, we are introducing new metallic papers which give the best finishing for special printing and our USP (Unique Selling Point) is the quality coating, which will not damage the expensive vinyl head. We understand that times are tough now but we know that there is tremendous growth potentials in the Printing & Allied Industry; and we are positive.



"KOMORI TECHNOLOGY OFFERS YOU POSSIBILITIES WITH OUTSTANDING RESULTS AND HIGH RETURN ON INVESTMENT" - MR. SEGUN ADETAYO – BANCOD LTD

Though we just came out of COVID, we understand that it has been a very turbulent year but we're definitely coming out stronger. Bancod represents Komori, Agfa and other reputable brands in the industry. On Komori, our customers know that our Lithrone series are the best in offset sheetfed printing which is why we have sold and installed more Komori machines than others in the industry because when you buy Komori, you buy peace of mind. Now at this year's PROPRAK West Africa, we are showcasing the newly developed and advanced Komori machines with increased speed and quality designed to print efficiently, effectively, and cost-effectively by maintaining the highest level of quality with every sheet. Again, we want to show our customers how we are integrating press to post-press. From your press (with our range

of Apressia and MBO post-press solutions), you can easily send information to your cutting machine automatically. So, Komori technology offers you possibilities with outstanding results and high return on investment. Though we all know how the economy is, we can assure you optimum return on your investment with Komori machines. Come, let's show you how to stand out from the competition for higher profits now and in the future with our Komori machines.



"WE CAN SUPPORT AND CATER FOR THE MANUFACTURING INDUSTRY PARTICULARLY THE SMES ON THEIR POWER REQUIREMENTS" - MR. SATISH – GREENVILLE LNG COMPANY LTD

Greenville is the pioneer liquefied natural gas (LNG) production and distribution company in Nigeria that uses innovative virtual pipeline system to supply gas across the country. We basically make available liquefied natural gas to power Nigeria. We're here at PROPRAK West Africa to show how we can support and cater for the manufacturing industry particularly the SMEs on their power requirements.

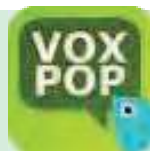


"WE ARE HERE TO SHOWCASE OUR NEW PRODUCTS LIKE THE FIBC, LAPTOP, TRAVEL AND SCHOOL BAGS" - MR. KAZEEM OLODO – FAS AGRO IND. CO. LTD

Fas Agro is into manufacturing of bags in different sizes and categories and we have been in the country for more than 3 decades. Our factory is in Kano and we have sales points in Lagos and across the country. We are here to showcase our new products like the FIBC, laptop, travel and school bags. We also have our agro sacks, laminated shopping bags, polytwine, valve bags, BOPP and other packaging solutions made specially to our customers' needs and requirements. We look forward to a continuous mutually beneficial relationship with our customers - and prospective customers too.



Continued on page 21 >>



"HERE AT PROPAK WEST AFRICA, WE WANT TO SHOW HOW WE CAN HELP BUSINESSES ENSURE

UNINTERRUPTED POWER SUPPLY" - MR. SHRIPAD JOSHI - NEWLORD NIGERIA LTD

We design and supply custom-built UPS, AVR, AHFS to support businesses. Here at PROPAK West Africa, we want to show how we can help businesses ensure uninterrupted power supply that protects their valuable equipment, ensure conducive environment, and in the long-run, increase profit and business sustainability. We also have support services that includes power audits, site preparation as well as maintenance of our brands across the country to ensure cost-effective and steady power supply.



"WE HAVE ON DISPLAY OUR NEW DX SERIES WITH HIGHER CAPACITY, ADVANCED SCANNING

FEATURES AND SECURITY" - MR. TALAL AKAR - TENAUI LTD

You know that our Canon digital presses make creative applications possible by pushing your limits with superb image quality and optimised output speeds. Now at PROPAK West Africa, we have on display our new DX Series with higher capacity, advanced scanning features and security compared to the previous ones. They are also

compatible with Print Management Software and space compatibility. This aligns with the new trend to digital transformation where automation and remote connectivity are important to business growth and sustenance.

For the C9 Series which can take up to 350-400 paper grammage on 18 by 100 from the bypass i.e. when you are making a banner or calendar compared to the previous ones on 18 by 45. The imagePRESS C9 Series are our superb range of production presses with speeds of up to 90ppm (print per minute). From SME's to in-house printshops, we're always helping our customers accelerate their productivity with our smart, reliable, efficient and multifunction devices with streamlined workflows for fast, high-quality printing and scanning.

Lastly, we will like our customers to know that as we're always investing on Research and Development, we have devices that will not just print alone but can help them achieve digitalization securely in this new normal. So, come and discover the new generation of smart connected devices, built with Canon's imageRUNNER Advance DNA, to evolve and advance your business capabilities.



"WE ARE NOW A ONE-STOP SHOP FOR THEIR DIGITAL, PRE-PRESS, PRESS AND POST-PRESS NEEDS" - MR. GEORGE UGWU - EXACT SOLUTIONS LTD

Exact Solutions LTD is an Engineering Company that specialises in the sales and support of printing machinery. We are the authorised representative of leading manufacturers of printing equipment in the country. We are promoting all of our products here at PROPAK West Africa this year. We have all kinds of specialist machinery meant for packaging, commercial or promotional prints from the stable of Koning & Bauer, MBO, baumann Perfecta, Kolbus, Meccanotecnica, Hohner, Screen, and Mutoh. We are now a one-stop shop for their digital, pre-press, press and post-press needs.



MENTORSHIP

is industry's only

**DEDICATED
PLATFORM**

geared towards

reviving the

GRAPHIC

COMMUNITY

by

BOOSTING

the morale of

YOUNG

PROFESSIONALS

by carefully

SELECTED

INDUSTRY

PERFORMERS

& ICONS

whose **WEALTH** of

EXPERIENCE is a

REFERENCE

POINT.

JOIN

@

wheretoprint

@yahoo.com



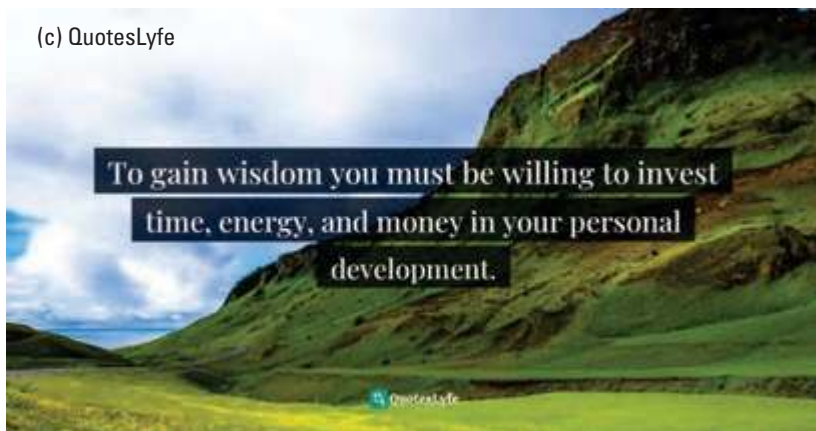
5 RULES FOR A VACATION THAT'S TRULY WORTH IT

(c) HBR - Jacob Walti - vacation



"A master in the art of living draws no sharp distinction between his work and his play; his labour and his leisure; his mind and his body; his education and his recreation. He hardly knows which is which. He simply pursues his vision of excellence through whatever he is doing, and leaves others to determine whether he is working or playing. To himself, he always appears to be doing both."

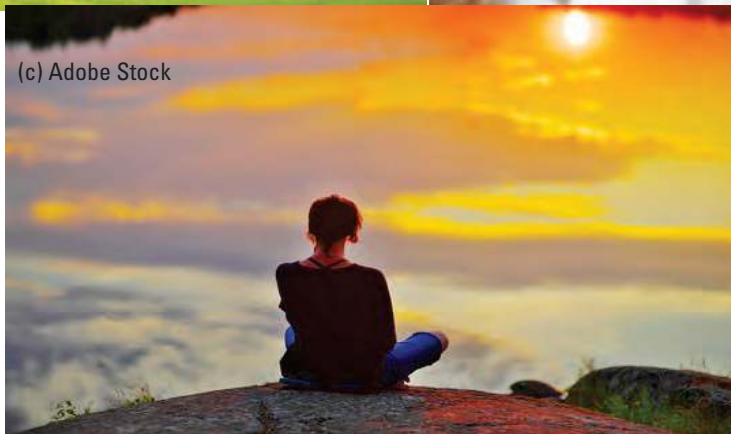
(c) QuotesLyfe



I love this quote from L. P. Jacks. It describes some of the most inspiring, happy, and successful professionals I know. The main message is clear: **find a job that you love—one that allows you to be your best self—and it won't feel like work at all.** The corollary is also important, however: we must approach our vacations with the same tenacity as we do our vocations, and use them to come back to the office better than before.

Consider my friend John, the former Chief Executive and Chairman of a top professional services firm, who is now active in several remarkable social initiatives. He sees holidays as a way to clear and sharpen his mind and has, for the past 25 years, organized annual hiking trips with his wife and three other couples. They

(c) Adobe Stock



walk for about a week in stunning mountains, national parks or nature preserves, pairing off differently each day so everyone gets a chance to chat. Before retiring from the CEO role, he would try to take these breaks just before his global partners' meetings because he found

that his ideas, initiatives, and even speeches would become much more focused, rich, clear and powerful as a result—even though he didn't spend any time actively working on them!

For Richard, a respected academic and world authority on

(c) Sportz Business



leadership, vacations are also serious stuff. He and his wife consciously vary the way they spend their time off. Once or twice a year they take "learning holidays" to places they don't know well. They research all the must-see sights and must-visit restaurants in their chosen destination, meticulously plan their itinerary and often book a guide and driver if neither of them speak the local language. When there, they truly explore and spend a lot of time talking to the natives. They supplement these busy holidays with two kinds of relaxation: one annual stay at a quiet and interesting boutique beach hotel (no family-friendly places), to which they

Continued on page 23 >>



5 RULES FOR A VACATION THAT'S TRULY WORTH IT

bring only books, sun screen and snorkeling gear, as well as frequent visits to their own beach house for "chill-out time"—no guests or work, just reflection and gardening.

What can we learn about how to take leisure time from these true masters in the art of living?

1. **Move and exercise.** Evolutionary science tells us that our fancy brains developed not while we were lounging but while we were working out. Our ancestors moved around all the time. And we should use our holidays to do the same—especially those of us in jobs that keep us at meeting tables or desks all day.
2. **Find peaceful, beautiful surroundings.** Nature not only helps you listen to your inner voices; it can also inspire new purpose and passions. My wife María and I were walking through the solemnly beautiful Júcar Canyon in Castilla-La Mancha, when we decided to move from Madrid to Buenos Aires so I could make the most important and successful job change of my life.
3. **Meet different, interesting people.** In one of Leonardo da Vinci's notebooks, there is a to-do list of 15 tasks. At least eight involve consultations with other people and two focus on other people's books. The world's most productive people are deeply curious and collaborative and constantly seek out new acquaintances and allies – even when they're on vacation.
4. **Be willing to invest.** Many of us are biased toward tangible luxuries. We spend more on houses, cars, clothes, and other things, which very soon lose their initial attraction and generate all sorts of worries and maintenance needs, than we do on experiences, which, according to research, offer more long-term satisfaction, providing not only pleasure but also a chance to learn and grow. Quality vacations are one of the highest-return investments you can make.
5. **Plan properly.** Never leave your holidays to chance. Seamless air travel, nice accommodations, guaranteed restaurant and tour bookings—all of these will make your time off more productive and enjoyable. Besides, the preparation itself can be fun. Imagine everything you might possibly do, then pick the places and activities which will



(c) Adobe Stock - 1

(c) Pearson Accelerated Pathways



(c) MarketWatch



give you best opportunities for renewal and reinvention and let you create the most unforgettable memories.

About the Author

Claudio Fernández-Aráoz is an Executive Fellow for Executive Education at Harvard Business School and the Author of **It's Not the How or the What but the Who** (Harvard Business Review Press, 2014).



© png - hbr - claudio fernandez araoz



(c) yTravel Blog

"WE WANT TO REMAIN INNOVATIVE AND QUICK TO ADAPT TO THE TRANSFORMATIONS THAT WILL CONTINUE TO SHAPE OUR INDUSTRY"

- MRS. ELSIE AKIN-ADESOLA, COO DIGITALREALITY PRINT LTD



Borne out of a strong desire to bring about a revolution in the art of printing, DigitalReality Print Limited is a state-of-the-art Printing company that prides herself as best-in-class in everything within the space of printing. Producing awesome images and documents in Offset, Industrial & Corporate Signage, Large format, and Promotional Services (Monogram, Direct-to-Garment, Transfer and Screen), the company's expertise and proactive service culture has no doubt stood her out as the quintessential leader in the Nigerian Printing Industry. WHERE To Print caught up with DigitalReality's Chief Operating Officer - Mrs. Elsie Akin-Adesola who shares a no holds barred discussion on how the company has been able to not only consistently meet clients expectations, but to also remain focused, forward-looking, and overcome challenges within, thus making her a Crystal example in and out of industry and beyond. Excerpt below:

CONGRATULATIONS ON YOUR 15TH ANNIVERSARY, HOW DOES IT FEEL @ 15?

It has been an exciting and intriguing 15 years; we have had remarkable accomplishments that make us feel justifiably proud and fulfilled. We look back on how far we have come and it's truly humbling.

TELL US ABOUT WHY AND HOW DIGITALREALITY STARTED?

DigitalReality Print was borne out of a desire to bridge a gap - the need to stop customers from going abroad for quality print and finished jobs. And we are proud to state that we have delivered on this promise consistently.

"Staying relevant and being productive demands strategic thinking. I have imbibed the attitude that 'nothing is impossible' and always endeavor 'to walk the talk.'"



Mrs. Elsie Akin-Adesola, C.O.O DigitalReality Print Ltd welcoming WHERE To Print Team

WE KNOW THAT YOUR VICE CHAIRMAN - MRS. FOLORUNSO ALAKIJA IS A STICKLER FOR QUALITY, PERFORMANCE AND COMMITMENT TO EXCELLENCE; HOW HAVE YOU BEEN ABLE TO WORK WITH HER SINCE INCEPTION WITHOUT ISSUES?

The Bible says; 'Can two walk together except they agree?' In the same vein, I believe that because we share the same business values, it makes it easy to have a smooth work relationship. As an organization, we have all keyed into the vision of the company and it helps that we share same values.

HOW DO YOU COPE WITH THE EXTREME DEMANDS UNDER HER LEADERSHIP?

I wouldn't say the demands under her leadership are extreme; the business world itself is demanding. Staying relevant and being productive demands strategic thinking. I have imbibed the attitude that 'nothing is impossible' and always endeavor 'to walk the talk.'

HOW DID YOU START WITH DIGITALREALITY AND WHAT PROJECT WOULD YOU CONSIDER YOUR MOST SIGNIFICANT CAREER ACCOMPLISHMENT TO DATE?

I started work with DigitalReality three (3) months after its commencement as the Group Head, Human Resources and Admin overseeing the management of both human and material resources and bringing the best out of them to achieve organizational goals. We have delivered too many projects for me to be able to single out any specific one as a significant career accomplishment. The level of challenge determines the level of satisfaction and I daresay that most of our clients have consistently challenged us. Each time we meet the challenge of customer satisfaction, we are happy.

"Quality and timely delivery is non-negotiable and inherent in the DigitalReality brand."

CONSIDERING OUR PECULIAR MARKET, WHAT DARING PATH DID DIGITALREALITY TAKE TO GET TO WHERE YOU ARE TODAY?

We are never afraid to take calculated risks - getting the latest technology and hiring smart people to work smart. We remain futuristic in our strategies. We have remained consistent and reliable in our service delivery over the years and we are convinced that this will take us even further.

WHAT HAVE BEEN THE BIGGEST CHALLENGES YOU'VE HAD TO OVERCOME IN THIS HIGHLY VOLATILE MARKET?

Government policies and heavy investment to generate power - (huge generators, UPS, inverters, solar hybrid system etc) just so we do not disappoint our customers.

"We have been able to consistently exceed the expectations of our client, thereby creating a niche for ourselves as the 'go to place for a wide spectrum of our clients.'"

IN A MARKET LIKE OURS, HOW HAS DIGITALREALITY BEEN ABLE TO FULFIL HER PLEDGE OF QUALITY AND TIMELY DELIVERY TO HER CLIENTS IN THESE PECULIAR TIMES?

We do not believe in impossibilities, if it can be done, we can do it. It's our culture and everyone joining the team gets soaked into this culture and mindset of quality and customer satisfaction. Quality and timely delivery is non-negotiable and inherent in the DigitalReality brand.

HOW DO YOU SEE THE COMPANY CHANGING IN THE NEXT DECADE, AND HOW DO YOU SEE YOURSELF CREATING THAT CHANGE?

The company is already changing. The world has changed remarkably and we have timeously positioned ourselves to flow with these changes by strategically projecting the direction of change and equipping ourselves fully.

Continued on page 25>>



“The impact of converging technologies has resulted in the creation of more visual content via our devices and the audience now relates to content more visually.”

DIGITALREALITY'S GREATEST STRENGTHS?

Our people. Consistent quality delivery at a competitive price ratio.

IF ANY, WHAT DO YOU CONSIDER TO BE YOUR WEAKNESSES?

Our weaknesses are what we call our 'work-on areas' and we are constantly working on them.

WHAT ARE YOUR BIGGEST ACCOMPLISHMENTS AS A COMPANY IN THE INDUSTRY?

We have positively changed the skyline of the Printing Industry in Nigeria and indeed West Africa; we can favourably compete with other climes in terms of quality. And yes, Printing can be exciting and the Press can be beautiful. Keeping the company successfully afloat in these challenging times is a major achievement for us. We have been able to consistently exceed the expectations of our client, thereby creating a niche for ourselves as the 'go to place for a wide spectrum of our clients. We made a foray into the signage space just few years ago and we are already a top player today.



The C.O.O of Digitalreality Print Limited

“We are meticulous in our hiring process and most importantly, we have put in place control measures with proper monitoring at different levels for accountability; therefore, untoward incidents are very minimal.”

WE KNOW THAT MONOGRAMMING, LARGE FORMAT AND OFFSET PRINTING ARE YOUR CORE BUSINESS LINES SINCE INCEPTION, WHY DID YOU DELVE INTO SIGNS AND SIGNAGES IN THE LAST SIX YEARS AND WHAT DOES THE FUTURE HOLD FOR DIGITALREALITY IN THIS LINE?

Communication has gradually become more visual both in its analog and visual forms. The impact of converging technologies has resulted in the creation of more visual content via our devices and the audience now relates to content more visually. This development is also reflected in the more physical space as companies now see bold, visual signs as a potent way to communicate the values of their businesses. Moving into the signage space was therefore a natural step for us.

WITHOUT DOUBT, DIGITALREALITY IS BLESSED WITH CAPABLE AND EXPERIENCED STAFF, WHAT DO YOU LOOK OUT FOR WHEN HIRING?

Attitude – attitude to work, attitude to learning.

HOW DO YOU DEAL WITH STAFF ISSUES LIKE NON-PRODUCTIVITY, HARASSMENT, THEFT, DRUG ABUSE AND OTHER VICES IN THE WORKPLACE?

We have had our fair share of these issues given our size and length of stay in business. However, because we are meticulous in our hiring process and most importantly, we have put in place control measures with proper monitoring at different

levels for accountability; therefore, untoward incidents are very minimal. We have a staff handbook with our policies clearly outlined and reviewed with staff from time to time, so we are all on the same page on expectations and penalties for offenders. But overall, we have been fortunate to hire people with the right attitude who imbibe our house culture and values.

HOW ARE HR ISSUES RESOLVED IN THE OVERALL INTEREST OF THE COMPANY?

Policies – we have policies on almost every issue and these policies are well communicated. With the ownership mentality of every staff, the Company deals with less issues.

WHAT KIND OF EXAMPLE ARE YOU SETTING FOR YOUR TEAM?

That of value creation and to always believe that nothing is impossible if you set your mind on it. I have been blessed with an amazing team of dedicated, loyal and efficient long runners who have not only keyed into the vision of the company but come to work daily with an ownership mindset to the business.

TELL US ABOUT THE RELATIONSHIPS YOU'VE HAD WITH THE CLIENTS YOU'VE WORKED FOR?

We have built mutually beneficial business relationships and a number of these relationships have transcended into lasting partnerships. We are blessed with an amazing client base that has remained loyal and sustained patronage of our services through the years.

WHICH BUSINESS OWNER/CEO DO YOU LOOK UP TO AND WHY?

Mrs. Folorunso Alakija, naturally. Her energy and laser-sharp focus is simply infectious.

“Our goal is to become the undisputed leader in Nigeria and West Africa.”

WHAT PRACTICAL STEPS DO YOU THINK GOVERNMENT AND THE REGULATORS CAN TAKE TO HELP GROW THE INDUSTRY?

- Allocation of temporary foreign exchange for importation of paper at the official rate from the banks as a stop-gap, because Nigerian Printers cannot compete with the foreigners who bring in paper from their home countries.
- Federal Ministry of Industry, Trade and Investment to liaise with trade countries and look at immediate reliefs or concessions to ease or abate the rising cost of paper and also reduce the bottleneck in paper importation.
- Engage the Ministry of Industry,



... our newest addition to the signage department - the latest model of Kern Laser Machine

Continued on page 26 >>



Trade and Investment on the need for a lasting solution to the scarcity of paper by resuscitating the paper mills in the country by recommending short- and long-term solutions. This will also go a long way to ease unemployment issues in the country.

- Provide Stable power supply

“It is safe to say that our clients and prospects should expect an improved and broader range of services from Digitalreality.”

WHAT ARE YOUR GOALS FOR DIGITALREALITY IN THE NEXT DECADE; WHAT SHOULD THE MARKETS EXPECT FROM YOU?

Our goal is to become the undisputed leader in Nigeria and West Africa. So, we will continue to strive to consolidate our positive performances by constantly exploring new ways to reduce the cost of business, eliminate waste and increase profitability. We want to remain innovative and quick to adapt to the transformations that will continue to shape our industry. These will help us to remain relevant and competitive in years to come. We will be aiming to surpass our clients' highest imaginations. As always, more collaborations – we have become the Printer's Printer, even Printers with presses come to Digitalreality when they want that extra quality delivered on time. We intend to expand our service offerings to enable the company remain relevant in the industry. It is safe to say that our clients and prospects should expect an improved and broader range of services from Digitalreality.

WHAT SOCIAL RESPONSIBILITY VENTURES IS DIGITALREALITY PURSUING?

We strive to impact lives by concentrating on the youths. From time to time, we partner with secondary schools and tertiary institutions. We also run an apprenticeship program where successful trainees get absorbed into the company. We have run this program for the past 5 years.

WITH YOUR EXPERIENCE, WHAT QUALITIES SHOULD A BUSINESS POSSESS FOR SUSTAINABLE GROWTH AND DEVELOPMENT?

Innovation, consistency, resilience, passionate leaders and empowered staff.

FINALLY, WHAT PROGRAMME HAVE YOU LINED UP IN CELEBRATION OF YOUR 15TH ANNIVERSARY CELEBRATION?

The theme for our 15th Year Anniversary is focused on celebrating our amazing Team! So, the theme is: **'Celebrating Our People'** and the month-long activities include the following;

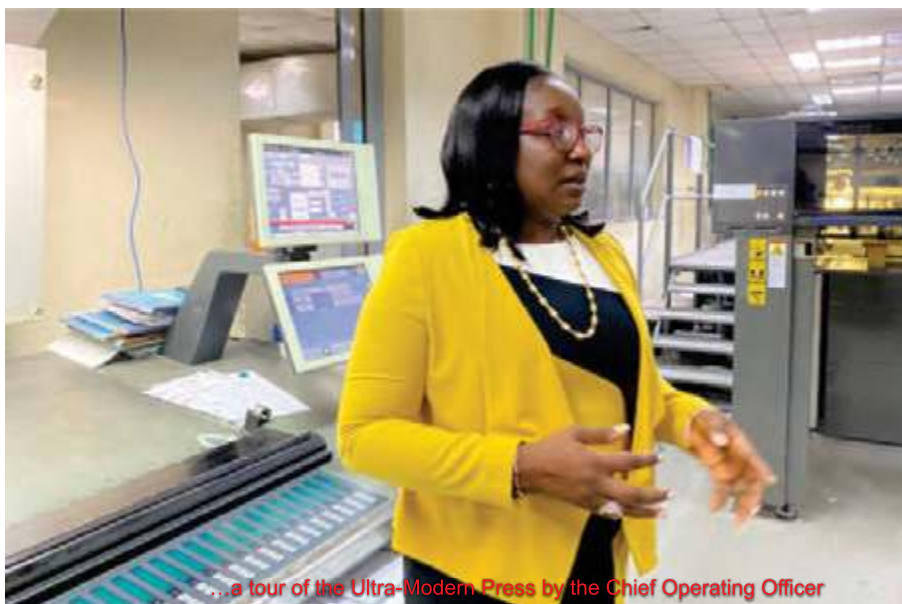
- **Breakfast Meeting** with our esteemed Clients to mark the **Customer Care Week**
- **Special Discount of 10%** from October to December 2021
- **Cultural Day**
- **Colour Days** - Yellow, Red, Blue, and White
- **Weekly Raffle Draws** for Staff
- **Excursion** from Students of Printing Technology Department of Yaba College of Technology (Yabatech)
- **Charity Walk** with Staff and Clients
- **Anniversary Party** to round off the Celebration



Chief Operating Officer Mrs. Eisa Akin-Adeola with Mrs. Queen Emmanuel Ojo, Personal Assistant to the COO and Mrs. Emem Umohara - Head, Human Resources & Admin

HAPPY ANNIVERSARY CELEBRATION ONCE AGAIN MA, AND THANK YOU FOR YOUR TIME.

Thank you too for identifying with us through the years. We really appreciate WHERE To Print magazine.



...a tour of the Ultra-Modern Press by the Chief Operating Officer



... attention to detail and quality assurance makes us stand out amongst our competitors at Digitalreality Print Ltd



L-R: Mr. Udeubi Kalu Oti (APTAPS President), Mr. C.O. Nwankwo, Mrs. Queen Emmanuel-Ojo, Mrs. C. Oluwole (HOD), Mr. H.C. Ifoh, Mrs.Emem Umoibom, Mr. Idowu Otadina



Students & Staff of School of Print Design & Printing Technology, Yaba College of Technology on an excursion to Digitalreality's state-of-the-art facility



White Colour Day



Red Colour Day



Blue Colour Day



Yellow Colour Day



Continued on page 28 >>



Cultural day @ Digitalreality 15th Year Celebration



...With our esteemed Clients & Vendors



Anniversary party to round off the 15th year celebrations



...With Digitalreality Alumni



Congratulates the Entire Staff & Management of



on their



Marketed & Supported by



35, Durosimi Street, off Oguntolu Street, Somolu, Lagos - Nigeria.
t: +234 802 301 3175, +234 812 744 7233, +234 802 776 4616, +234 803 472 8942
e: komorinigeria@yahoo.co.uk, bancodltd@yahoo.com
www.komori.com

KOMORI



GRAPHICS PRO EXPO PLANS BIG FOR STAKEHOLDERS IN AWARDS, PERSONALIZATION, APPAREL DECORATING, AND SIGN & DIGITAL GRAPHICS



With the unification of **A&E**, **Printwear** and **Sign & Digital Graphics** magazines into a new super-publication - **GRAPHICS PRO**, the hitherto **NBM SHOW** now enters 2021 as **GRAPHICS PRO EXPO (GPX)** having a natural evolution of decades of combined-market trade show successes.



Without doubt, from September 24 2021 **GRAPHICS PRO EXPO (GPX)** in Pittsburgh, Pennsylvania was hugely successful to ALL i.e. organisers, exhibitors, and visitors alike as everything was on point! With future collaboration with **WHERE To Print magazine**, attendee from Nigeria and by extension - Ghana will be packaged to visit the show and enjoy second-to-none customer service and attendee/exhibitor experience, and most exciting coast-to-coast show circuit there is!

With each attendee registration, participants will have full access to unlimited Training in the Classroom and in the Hall. Not only that, they will also learn from industry experts to improve their production processes, build their businesses, and expand into related markets such as awards and personalization, apparel decorating, and sign and digital graphics.

So, be on the lookout for **Six Great Cities** joining to host **GRAPHICS PRO EXPO (GPX)** now and in 2022. These

are: Irving, Texas; Indianapolis; Meadowlands, New Jersey; Long Beach, California; Pittsburgh, Pennsylvania; and Charlotte, North Carolina.

UPCOMING EVENTS' DATES OF GRAPHICS PRO EXPO IN 2021 & 2022:

- **Charlotte** wraps up the **GRAPHICS PRO EXPO** circuit in 2021
 - October 29-30, 2021 @ Charlotte Convention Center
- **Irving, Texas**
 - March 10-12, 2022
- **Denver, Colorado**
 - April 14-15, 2022
- **Indianapolis, IN**
 - June 2-4, 2022
- **New Jersey/New York City**
 - July 21-22, 2022
- **Long Beach, California**
 - August 4-6, 2022

WE HAVE MOVED!

TO 35A SAKA TINUBU STREET, VICTORIA ISLAND, LAGOS

a new state of the art

SHOWROOM • SERVICE CENTRE
WORKSHOP • TRAINING CENTRE • OFFICES



OUR NATIONWIDE OFFICES ARE READY TO SERVE YOU:

- 15/17 OPEBI ROAD, IKEJA, LAGOS
- NO. 2 DAMBATA CLOSE, AREA 7 GARKI ABUJA
- NO. 209, ABA ROAD, RUMOLA BUS STOP, PORT HARCOURT
- PLOT 375, CIVIC CENTER, JBS PLAZA, SUITE 11A, KANO
- VIVA COURT, 809, ELEVEN LANE, OPP. TO UMB BANK, OSU, ACCRA, GHANA

TEL 08033070109 | INFO@SKYSAT-TECHNOLOGIES.COM



SKYSAT
TECHNOLOGIES



INTERNATIONAL
PRINT DAY
OCT 20, 2021 #IPD21

APPA CELEBRATES IPD 2021 WITH AN APPEAL TO FG



FG Printer - Mr Ittu delivering message from FG

On Wednesday 20th October 2021, Association of Professional Printers in Abuja (APPA) joined their counterparts around the world to celebrate a day set aside to commemorate print practice and professionalism in the printing profession termed **International Printers Day 2021 (IPD 2021)**.

At the fun-fare event attended by professional Printers in and around the nation's capital - FCT Abuja, the association used the occasion to also call on the Federal Government to take concrete steps in dealing with numerous problems affecting the Printing Industry in Nigeria such as moribund papermills, high import duties on print materials/ machineries (that are largely for educational purposes), high exchange rates, epileptic power supply, and other corrupt practices affecting the industry thereby suggesting declaration of State-of-Emergency on the Printing Industry by Government.

These are pictures from the occasion themed: **International Printers Day 2021 (IPD 2021)**.



platinum®

LASER MATTE OPAQUE (LMO)

Polyester Film | Non-Teartable Film



A3
297 X 420MM
100 SHEETS

A4
210 X 297MM
100 SHEETS



EXCEPTIONAL HIGH QUALITY
DIGITAL PRINT



GUARANTEED FOR
COLOUR LASER COPY USE



SUPER SATIN SMOOTH PAPER



PRECISION CUT EDGES FOR
TROUBLE FREE PERFORMANCE



BOTH SIDE PRINTABLE



HIGH BRIGHT EXTRA SMOOTH



EXCELLENT TONER DENSITY FOR
BETTER GRAPHICS



PROFESSIONAL PRINT QUALITY



EXCELLENT IMAGE CONTRAST,
CLARITY & SHARPNESS



Print Impact Around the World

FESPA BRINGS BUSINESS BACK WITH FIRST LIVE EVENTS IN EUROPE



...Speciality print and signage communities kick-start recovery at FESPA Global Print Expo and European Sign Expo 2021 in Amsterdam

FESPA has kick-started business recovery in the speciality print and signage communities with the successful return of FESPA Global Print Expo and European Sign Expo 2021 (12 – 15 October 2021) after a two-year gap. The first live FESPA events in Europe since Spring 2019 attracted a strong audience dominated by business leaders, who came with an appetite to update their industry knowledge with a view to short- and medium-term investment.

Neil Felton, FESPA CEO comments: “Feedback from exhibitors was effusive, with many commenting on the upbeat mood among visitors, the unmatched value of face-to-face conversations with senior decision-makers, the enthusiasm for the new technologies and consumables on display, and the overriding sense of optimism for the future. The buzz in the halls was energising and the impression was that delegates felt very confident and happy to be in a live event environment again after such a long time.”

Reflecting Neil's observations, Danna Drion, EMEA General Marketing Manager at FESPA Gold Sponsor Mimaki Europe comments, “We were thrilled to be back at FESPA Global Print Expo after such a long and difficult period. To finally be able to meet everyone in person was both exciting and reinvigorating. During the four days, the general atmosphere was overwhelmingly positive. We could see how the industry is not only alive but back to running at full speed, with all the players looking into new, innovative applications, as well as into the cutting-edge technologies. Not only did we exceed our targets, but we also welcomed high-profile, decision-making visitors, who came to plan their next investments and showed huge interest in our latest products.”

International audience of senior decision-makers

Visitors came from more than 100 countries, with a strong emphasis on the Benelux region and Germany which accounted for 49% of the audience, in line with expectations given the location in Amsterdam. Other strongly represented countries were Italy, France, the United Kingdom, Spain and Poland. As anticipated, the challenges for long-haul travellers due to COVID-related restrictions resulted in fewer visitors from outside Europe than usual for a Global Print Expo event. In total, the events attracted 7,850 unique visitors, 42% of whom attended for more than one day, bringing total visits to 11,130.

Close to half of all visitors (44%) were owners or managing directors, reinforcing the significance of the event as a springboard for business recovery and forward planning. Two in three visitors influence or make final purchasing decisions in their business. 54% of visitors stated that they were visiting FESPA for the first time, indicating a thirst for market knowledge, insight and inspiration following the commercial challenges of the pandemic.

Sources of inspiration

Printeriors was once again a popular attraction for visitors. Inspired by nature and curated by FESPA's Textile Ambassador, Debbie McKeegan, the feature highlighted digitally printed applications targeted at printers operating in or looking to expand into interior décor. In collaboration with industry suppliers including Imageco, Kornit Digital, PONGS, swissQprint and TTS, the products displayed were produced using a series of high-end technologies, print processes and materials.

The European leg of the Wrap Masters competition was also a key area of interest. In addition to a series of

demonstrations and workshops from wrap experts, visitors saw competitors battle it out for the title of “Wrap Master Europe 2021”. On day four, Norman Brübach from Germany was crowned the winner and will go on to compete against regional champions in the World Wrap Masters final at FESPA Global Print Expo 2022 in Berlin.

For members of the community unable to attend the event in person, FESPA and its exhibitors provided an array of live-streamed and virtual content. The FESPA Live sessions involved conversations with key exhibitors, printers and print experts on the latest trends and innovations and these attracted 5,125 views throughout the four-day event. The recordings of the sessions are also still available to watch on demand.

Neil Felton concludes: “The past two years have undoubtedly been challenging for everyone in our community. To move forward, printers and signmakers need to unearth new opportunities, explore the latest technologies and meet with peers to share ideas. This year's events were an important milestone in our collective recovery and we hope that our next Global Print Expo and European Sign Expo, which will return to Messe Berlin, Germany, from 31 May – 3 June 2022, will finally put our whole global community back in motion.”

Forthcoming FESPA events include:

FESPA Brasil, 20 – 23 October 2021, Expo Centre Norte, São Paulo, Brazil

FESPA Eurasia, 2 – 5 December 2021, Istanbul Expo Centre, Istanbul, Turkey

FESPA Global Print Expo 2022, 31 May – 3 June 2022, Messe Berlin, Berlin, Germany

European Sign Expo 2022, 31 May – 3 June 2022, Messe Berlin, Berlin, Germany





BEE Printing Mechanical Company



HEIDELBERG SM102-4



BINDING MACHINE



HEIDELBERG MOZ



HEIDELBERG SHAHL K78



POLAR 92



HEIDELBERG SM74-5



HEIDELBERG MOV



XSHEEN LAMINATING MACHINE



XSHEEN WIRE O PUNCHER

CALL ON US TODAY
AND
EXPERIENCE THE DIFFERENCE!

*We don't only sell quality printing machines
we also ensure you succeed as a printer*

SHOWROOMS

Head Office: 13, Humani Street, Off
Fakorede Street, Shomolu, Lagos
Tel: 08033012487, 08029086144
07057612042

Email: beemach@gmail.com, beemach@hyperia.com
www.beemachines.com

Warehouse: 48/52 Peace Estate
Road, Command Ipaja, Lagos.

OUR SERVICES:

- * Maintenance, Sales & Supply of Printing Machines.
- * Sharpening of Guillotine Blade
- * Sales of Heidelberg Machine Rollers
- * Sales of Guillotine Blade
- * Other Printing Equipment



PACK EXPO LAS VEGAS AND HEALTHCARE PACKAGING EXPO, A HUGE SUCCESS



PACK EXPO Exhibits C1100 - C5699



...INDUSTRY REUNITES FOR MOST COMPREHENSIVE PACKAGING AND PROCESSING EVENT WITH GROWTH FORECAST IN HOUSEHOLD, INDUSTRIAL AND AGRICULTURAL CHEMICALS SECTOR

The packaging and processing community came together from 27 to 29 September at the Las Vegas Convention Center, Nevada for perhaps the most important **PACK EXPO Las Vegas and Healthcare Packaging EXPO** ever accompanied by projections of aggressive growth for the U.S. packaging machinery market moving into 2022.

According to the show Producer - **Association for Packaging and Processing Technologies (PMMI)**, over 23,000 attendees, eager to find solutions to current challenges, engaged with over 1,500 exhibitors across four expansive halls of more than 740,000 sq. ft. of exhibit space at the Las Vegas Convention Center thus serving as the largest trade show in the U.S. in 2021 so far.

During media briefing attended by the only industry magazine from Africa - **WHERE To Print**, President and CEO of PMMI - **Jim Pittas** satisfactorily

expressed; "In a word, PACK EXPO Las Vegas and Healthcare Packaging EXPO was a success," noting further that; "Exhibitors and attendees alike were energized by the number of people who attended and more importantly the business conducted from the moment we opened the doors."

2020 WAS A RECORD YEAR FOR PACKAGING MACHINERY

It would be recalled that after a challenging 2020, the packaging industry faced operational as well as workforce challenges exacerbated by COVID-19 while at the same time experiencing unprecedented demands for consumer products. However, according to newly released PMMI's **State of The Industry Report**, the packaging industry responded to these challenges with automation and innovation.

Based on the **State of the Industry U.S. Packaging Machinery Report** by PMMI,

packaging machinery shipments could reach \$12.8 billion in 2026, growing at a Compound Annual Growth Rate (CAGR) of 5.2 percent. The total size of the market in the U.S. went up to \$12.3 billion, growing 14.4 percent, and in the case of

domestic shipments 14.7 percent growth reached \$9.4 billion. This unparalleled growth in demand generated a significant backlog of 22.3 percent to reach a level of \$3.14 billion for U.S. manufacturers. While this



Continued on page 37 >>

www.wheretoprintmagazine.com



increase in demand stretched delivery times in 2021, complications in the supply chain at all levels continue to challenge delivery times, pushing them even longer.

AREAS OF GROWTH & INVESTMENT OPPORTUNITIES

"As our industry continues to experience aggressive growth, operational priorities have shifted," says **Jorge Izquierdo, Vice President, Market Development, PMMI** who presented the report to the media, noting further that: "Our research indicates the top five operational priorities for packaging and processing manufacturers this year are: workforce, automation, productivity, growth and supply chain. These priorities will continue for the foreseeable future, framing an environment for accelerated investment in packaging and processing technology."

Food represents the largest packaging machinery sector in 2020, accounting for 40.2 percent of shipment revenues, followed by beverage at 21 percent. The household, industrial and agricultural chemicals sector is expected to grow the fastest to 2026, at a CAGR of 8.6 percent, followed by the pharmaceuticals sector, forecasting at 8 percent. The filling and dosing, bottling line and form, fill and seal machinery types are forecast to grow the fastest of all machinery categories to 2026 with CAGRs of 6.5, 6.1 and 5.9 percent,

respectively.

This record therefore led to the industry's readiness to come together to see the latest innovations in person and exhibitors could not have been more pleased with the traffic and sales leads gathered at their respective stands which indicated a pent-up demand from the industry.

PACK EXPO Las Vegas and Healthcare Packaging EXPO was more than just a packaging and processing equipment show. With over 80 free educational sessions, attendees (who were largely hungry for new information), took advantage of the opportunities at the **Forum**, the **PACK to The Future**, and the **Innovation Stages** throughout the show floor. Many accessed digital showrooms and select show content online via **PACK EXPO Xpress**, which debuted this year to extend the show's reach beyond the convention center's walls. All registered show attendees can continue to access **PACK EXPO Xpress** until November 19.

Not only that, the return of **The Processing Zone** was particularly well received by attendees and exhibitors. Thousands of attendees flocked to the North Hall to take a journey through the evolution of packaging and processing at **PACK to The Future**. The curated exhibit included 26 historic packaging machines dating from the late 1890s. The machinery was surrounded by imagery supplied by CPGs, museums



and others such as Coca-Cola, General Mills, Kellogg, Hormel, Anheuser-Busch and Merck.

Highlight of the show's second day came early when nearly 500 industry professionals

gathered for the **Packaging and Processing Women's Leadership Network (PPWLN) Breakfast Meeting**. Keynote Speaker - **Tracey Noonan**, co-founder and CEO of Wicked Good Cupcakes, reflected

Continue on page 38 >>

from on page 37 >>

SPECIAL FEATURE ARTICLE

on her experience scaling an e-commerce business and managing a growing workforce. Then she was joined by **Yolanda Malone**, Vice President of global RD Foods at PepsiCo, and PPWLN co-chairs **Jan Tharp**, President and CEO, Bumble Bee Seafood Company and Sharron Gilbert, President and CEO of Septimatech Group Inc., for a candid conversation about the new world of work and what it means to the future of manufacturing.

In summary, PMMI VP of Trade Shows - **Laura Thompson** expressed gratitude to all who made the show a huge success: "We would like to thank PMMI's Board of Directors, our membership, exhibitors, media and all attendees who supported PACK EXPO Las Vegas and Healthcare Packaging EXPO and made this show a success,"

In a related development, **PMMI** heads east for the next event in the PACK EXPO portfolio of trade shows, with registration officially open for **PACK EXPO East** (March 21-23, 2022; Pennsylvania Convention Center). Now in its fifth edition, the three-day event returns to Philadelphia after a record-breaking PACK EXPO East 2020 that featured 7,100-plus attendees and its largest show floor to date. For more information, visit packexpoeast.com, and for all show related information visit packexpo.com

Download the **Executive Summary** of the **2021 State of the Industry Report** at pmmi.org



© with picture support/ credit from
PACK EXPO, Bizuayehu Tesfaye/ Las Vegas Review-Journal,
and www.packexpolasvegas.com

From page 14>>

Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



One of the major challenges that is affecting the Printing Industry today is the issue of pricing termed price war. We need to have a standard in the industry, irrespective of the machinery we are using at our offices. There should be a level playing ground for Printers so as to enforce standard so that business owners can enjoy their investments because it is sad when you see people quitting printing business. Another challenge we have in the industry is the issue of high cost of print consumables. Despite our

own economic downturn, our suppliers have also complained about increase in the price of raw materials. So, Printers have the key to stabilize the industry because no matter how the Government tries, it is still up to us to ensure that our industry is profitable and sustainable.

HOW HAVE YOU BEEN ABLE TO SUSTAIN YOUR BUSINESS IN SPITE OF THESE CHALLENGES?

There is a saying that when things are working well for you, you might think that you are the most intelligent or smartest person; we cannot rule out the grace of God because he has been awesome to us and we won't deny that fact. We are just grateful though we are not there yet, as we are new (as a company) in the market. We are working within our capacity and hoping for the best - to expand and with your (WHERE To Print magazine) help; people are gradually getting to know us and the few people we have been

able to work with are satisfied with our services in terms of our transparency and constant optimum delivery.

WHAT ADVICE CAN YOU GIVE TO INVESTORS IN A SATURATED INDUSTRY AS OURS?

The Printing Industry to me is not saturated; the most important thing is carving a niche for yourself. For example, in the textile industry, we cannot stop wearing clothes even when the prices are high and now that we are approaching festive season where people will like to wear new clothes to look good; so, it is a huge market which cannot be over saturated. It almost like water, something we cannot do without.

TELL US ABOUT THE RANGES OF EQUIPMENT YOU HAVE?

Like I said earlier, we are into sale of original Roland large format machines. We also have print consumables such as inks,

spare parts for Roland machines, double sided tape for signage, printable flex, heat transfer machines, sublimation machines, print-heads, print and cut printers, flatbeds and others too numerous to mention to ensure our customers get the best for high return on their investments.

WHAT DO YOU WANT YOUR CURRENT AND PROSPECTIVE CUSTOMERS TO KNOW ABOUT YOUR PRODUCTS AND SERVICES?

We want our customers to know that their loyalty in purchasing the Roland brand is assured in terms of after sales services and transparency in getting genuine spare parts because there are lots of adulterations in the market. So, at Trujet Digital Solutions - you are sure to get original machines, parts and consumables and we do not compromise quality.

THANK YOU, MA, FOR YOUR TIME

You are welcome.



SUCCESSFUL LABEL CONGRESS 2021 BRINGS INDUSTRY TOGETHER

...OVER 700 VISITORS AND 57 EXHIBITORS ATTEND FIRST IN-PERSON LABELEXPO GLOBAL SERIES EVENT IN US FOR TWO YEARS.



Label Congress 2021, organized by Labelexpo Global Series, attracted 743 visitors to the Donald E. Stephens Convention Center in Rosemont, Chicago Illinois for the industry's first in-person conference and exhibition event since the start of the global pandemic.

"The response from visitors and exhibitors was overwhelmingly positive – in many cases, this was the first time they had seen industry friends and colleagues for almost two years," said Tasha Ventimiglia, Event Director at Labelexpo Americas. Agreeing, **TLMI President - Linnea Keen** commented, "Label Congress was a fantastic event! Everyone who attended was highly engaged and actively participated. Tarsus put on an outstanding event for the label industry and the two-day conference sessions were well attended. Our fellow exhibitors and TLMI members that we spoke to commented on the high quality of the conversations with attendees. Thank you, Tarsus, for bringing the industry back together - well done!"

Label Congress 2021 featured a high-level two-day conference program. The **FIRST DAY** started with an overview of **Global and US Label Market Trends**, followed by an in-depth look at the hot topic of the day, **Digital Embellishment**. Two Panel Sessions followed on **Hybrid Printing** and whether label converters should move into flexible packaging, concluding with a presentation



on IoT (Internet of Things) - driven connectivity for consumer products by Avery Dennison.

DAY TWO'S keynote saw **Label Industry Global Awards Global Lifetime Achievement Winner - Federico d'Annunzio** explain how data transparency will transform the label industry, and this was followed by a Panel Discussion on sustainability. **Labels & Labeling Columnist - Paul Brauss** then looked at how to create a culture of continuous improvement and the conference concluded with a Panel on recruiting and retaining young talent.

"The balance of vendors and label converters on the panel really seemed to drive conversation and allow us to build on each other's thoughts. I learned a lot from the other panelist's experience and enjoyed hearing where they are on their sustainability journeys; based upon the number and nature of questions, the audience did too": Commented, **Sustainability Session Panelist - Kevin Clunie**, who represented CELAB global liner recycling consortium.

Steve Metcalf of **Baldwin Technology**, Moderator on the

Automation Panel also remarked; "The Industry 4.0 topic is central to our future, and we are very thankful that the team at Tarsus and Labels & Labeling recognizes this and is leading the discussion. Data-connected technologies will be a key step forward for label-making, and we were excited for the opportunity to moderate our industry's first 'in-person' Panel on this subject at Label Congress 2021, which will garner a lot more attention in the months ahead."

The exhibition which ran alongside the Label Congress conference attracted 57 exhibitors.

Michael DeBard, President of **DGM** which represents Cartes in the US market, said 'This show has been fantastic. We've met friends we've not seen for two years.' And **Mark Turk**, CEO of **International Label & Printing** and a Panelist in the hybrid printing session, stated: "I thought the Conference was great. I was not expecting such a large turnout and was pleasantly surprised. All the vendors I spoke

Continued on page 40 >>



with told me the event was productive for them and were happy to have exhibited." Event Director - Tasha Ventimiglia stated: "We were thrilled with the high quality of attendees from throughout the entire US and Latin America, and certainly all the feedback we heard was that decision makers were walking the floor. Our [#labelreunion](#) networking party on the first night was a great success, allowing all attendees to finally reconnect after three years. As a **Gold Sponsor** of the event, **Xeikon** was able to take attendees to their Innovation Center just 15 minutes away. They had four

showings and each one was completely full." **Lisa Milburn, Managing Director** of the Tarsus Labels & Packaging Group, commented: "We knew there was a terrific desire for the label industry to reconnect in person and Label Congress 2021 proved that to be the case, despite the continued restrictions on travel. This gives us great confidence as we look forward to our first full **Labelexpo** events next year in **Europe in April** and back here at the **Donald E. Stephens Convention Center in September 2022.**"

© www.labelexpo.com



15th International Exhibition & Conference
on Pulp, Paper and Allied industries

WORLD'S LARGEST PAPER SHOW



Concurrent Conference on
**"Paper Industry : Post Pandemic
Growth and Restructuring"** by IARPM

Co-located Events



International Exhibition on Paper, Printing,
Packaging Publishing and Allied Industries
www.worldofpaper.in



TISSUEEX[®]
International Exhibition on
Tissue Products, Machinery & Technologies
www.tissueex.com



CORRUGEX[®]
International Exhibition on
Corrugated Box, Machinery, Technology & Allied Industries
www.corrugex.com

09 - 12 2022
JANUARY

India Expo Centre

Greater Noida, Delhi- NCR, India

Organised By



In Association with



Hyve India Private Limited

(CIN. U92490DL2004PTC124343)

Innov8, 2nd Floor, 44, Regal Building

(Above Madame Tussauds Wax Museum)

Outer Circle, Connaught Place, New Delhi-110001, INDIA

Tel.: 011-26447591 | Email: ed.india@hyve.group

Website: www.paperex-expo.com

Print Impact Around the World

judges found it compelling that the undeniable benefits of process free plates are now available to mainstream printers without compromising quality or run length," said Jim Workman, Vice President, Technology & Research at PRINTING United Alliance. "There's little excuse for printers not to consider process free plates now."



AGFA'S OFFSET BACK IN PROFITABILITY



Agfa's Offset Solutions business is back in the black in Q2, with sales up 20% and a near -€11m improvement in EBITDA compared to last year.

Offset Solutions is Agfa's biggest division and the subject of considerable scrutiny about its future, with moves in progress to turn it into a separate business and CEO Pascal Juery contemplating possible options including a sale or merger of the operation. "We are making progress in Juery stated.

setting up the business as a standalone as announced earlier this year," Juery noted. Sales at the division were up 20.1% year-on-year in the three months to 30 June at €183m, excluding currency. Adjusted EBITA for Q2 was €8m, a massive turnaround on the prior year's €2.8m loss for the quarter.

The Digital Print & Chemicals division, which includes Agfa's inkjet business, "made very good progress". "Digital printing has some momentum and customers are back and printing," and the launch of the new Jeti Tauro high-speed wide-format printer was described as a success that had "exceeded expectations".

"It's an extremely good sign of the health of the business. Décor and laminate flooring are ramping up, and at the same time we are looking at new applications for the Jeti Tauro in packaging – an area that is very promising,"

HP INC. INTRODUCES RANGE OF NEW HP DESIGNJET AND HP PAGEWIDE XL PRO WIDE-FORMAT PRINTERS



HP DesignJet Z6 and Z9 Pro wide-format printers

HP Inc. has introduced a range of DesignJet and PageWide XL Pro devices to equip large format print users with the technology to navigate and thrive in the new normal. The portfolios also deliver advanced photo and colour quality, enhanced precision, and new graphics application potential - all while driving improvements in sustainability.

With the two new HP DesignJet Z Pro devices, HP is offering print service providers (PSPs) and

Geographic Information System (GIS) analysts the latest solutions to produce professional photo-quality prints and high precision colourful GIS-generated maps. Meanwhile, the three new HP PageWide XL Pro printers equip PSPs and repro houses with the ability to respond faster to customer demands and diversify their existing capabilities.

Marking the 30-year anniversary of the very first DesignJet product, the new HP DesignJet Z6 Pro and Z9 Pro offer PSPs and GIS analysts respectively the highest professional photo quality and precision, along with leading security features.

.....read more @ www.wheretoprintmagazine.com

"IT'S NICE TO SEE INDUSTRY STAKEHOLDERS COME TOGETHER IN ONE SPOT AGAIN"

- NORTH AMERICA EDITOR, LABELS AND LABELING - LUIS RODRIGUEZ

At the just concluded **Label Congress 2021** that took place at the Donald E. Stephens Convention Center in Rosemont, Chicago Illinois, **WHERE To print** caught up with **Labels and Labeling North America Editor - Luis Rodriguez** who shares his thought on the industry in excerpt below:

HOW DOES IT FEEL BEING PHYSICAL AGAIN?

It's like a year and a half that we've not being physically together so, it's nice to see industry stakeholders come together in one spot again. Everybody misses each other. People are happy to get out and interact.

WHAT SAFETY MEASURES ARE IN PLACE...

As you'll notice that everyone observes the safety measures put in place - wearing of facemasks, use of hand sanitisers, social distancing especially at our Conference Area. We are very happy with the level of compliance by participants on all COVID health and safety protocols.

MOVING FORWARD, WHAT DO YOU FORESEE FOR THE INDUSTRY?

I expect a big turnaround in product innovations, huge investment in R&D, and increased spending by brands on differentiation. One of the big expectations is the **Label America** coming up in **April** next year **2022**. Label Industry is very crucial now more than ever and our shows

spread across the Continents will be providing the platforms for the industry to meet, engage and do real

businesses across Continents.





7 - DAYS EXECUTIVE PRINT MASTERS TRAINING

(M B A P R I N T)

Upgrade your Print Management
Experience With An Executive
Print Masters



Crandall
University
CANADAN

• Course Outline

- Scaling Up
- 4PS Management
- The Strategic Board
- Succession Planning
- Business Plan Strategy
- Strategies Marketing Of Print Services
- Driving Vision Within Business Challenges
- Sourcing Funding Strategically
- And Much More.

• For Whom?

- Business Owners/CEOs
- Directors
- Supervisors
- Coordinators
- Head of Business Units
- Business Managers

DATE: Between Aug. - Nov. 2022 | **Venue:** Crandall University, Canada

Organised by:



Tel: 08038629114
08055500992



PROPAK

WEST AFRICA 2021

▪ PACKAGING ▪ PROCESSING ▪ PRINTING ▪ PLASTICS

13 – 15 SEPTEMBER 2022

LANDMARK CENTRE • LAGOS • NIGERIA



**SAVE THE
DATE**

SEE YOU IN 2022!

**The Largest
Packaging, Plastics,
Food Processing,
Labelling and Print
Exhibition
in West Africa**

🐦 propakwa 📘 propakwa 📷 propakwa

www.propakwestafrica.com

1895 MONTGOMERY GROUP
AFROCET