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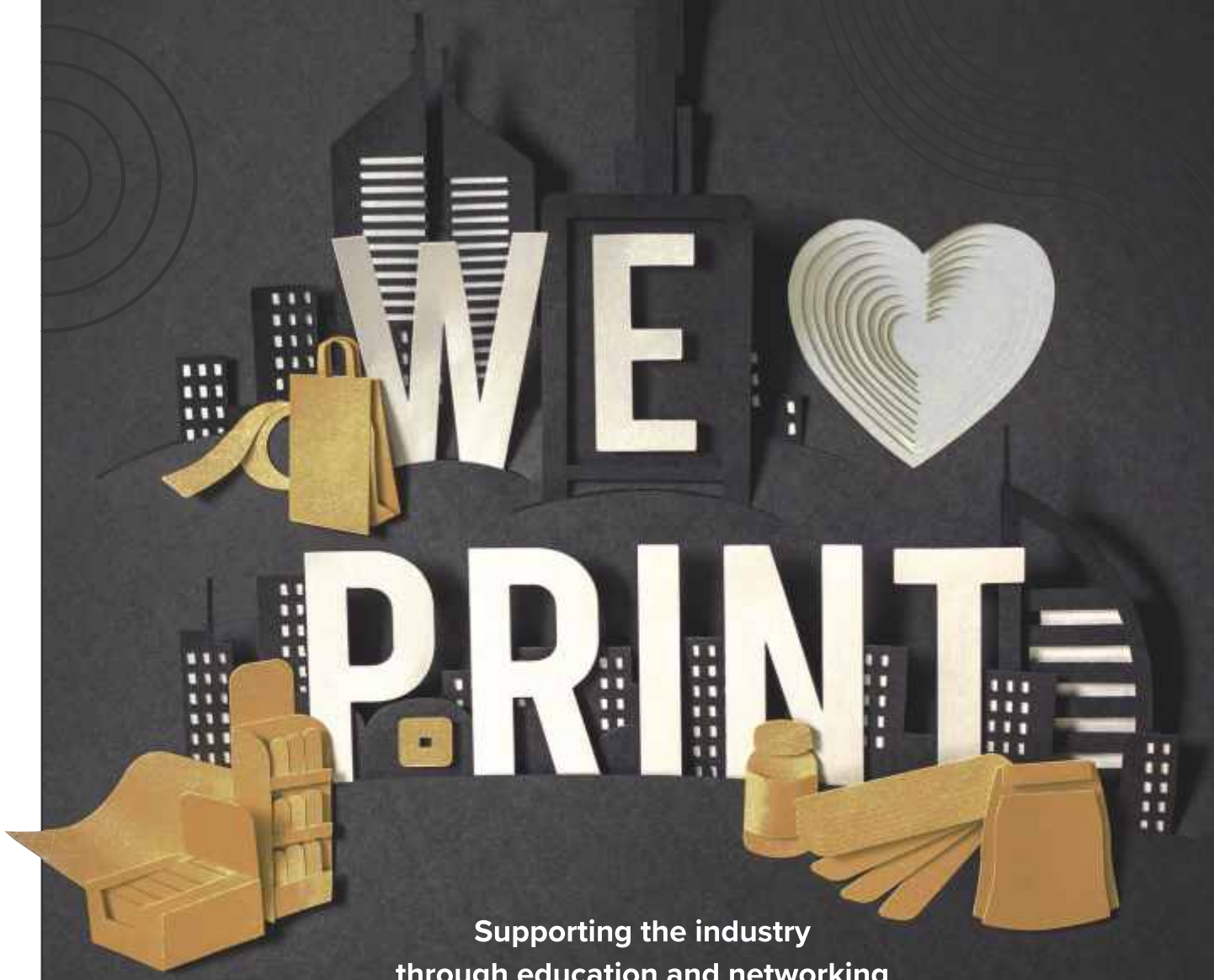
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How to reach us

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To Readers

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

THIS YEAR, BE CONSCIOUSLY INTENTIONAL FOR POSITIVE IMPACT!

2022 started with great expectations especially with ease of COVID restrictions around the world - meaning; the world is tired of lockdown and wants to get down to living life! And as we get down to living life, lets appreciate **ALL** that has contributed to our journeys - be it positively or negatively. Note however that as life is too short, we need to cut off negativity, forget gossip, say goodbye to people who don't care, and spend time with the people who are always there to see you succeed and grow. The responsibility starts with you - so, don't waste your time. Be humble enough to respect life, and appreciate what life brings to you because experience is the best teacher.

In moving forward for many of us, experience is surely going to be our best teacher in sustainably driving our business growth and profitability. Strictly discarding what's not working and refocusing on how to make what's working better and more impactful. This is because we need to be more proactive about cementing the position that our organizations are currently in (in the industry), and paying attention to where we're headed to in the next few years. Expectedly, this will demand increased focus and utmost responsibility aside other essential tips as shared by **Entrepreneur Leadership Network Contributor - Tammy Sons** in our first **COVER STORY** for the year titled: 3 **KEY WAYS TO BE A SUCCESSFUL BUSINESS OWNER IN 2022 AND BEYOND.** Please flip over to pages 22 and 23 to learn how to change your business strategy from being on the offensive to being proactive, and position it for sustainable growth and success.

This is also in line with some print practitioners' assertions for 2022 Business Year. When **WHERE To Print VOX POP Crew** went to town to find out their plans and projections for this 2022 Business Year, this question was asked: **WHAT ARE YOUR PLANS FOR YOUR BUSINESS AND CUSTOMERS IN THIS 2022 BUSINESS YEAR?** And their responses (on pages 20 and 21) are quite intriguing to read.

Also, in this edition, industry report from the **PRINT IMPACT AROUND NIGERIA** page gives insight to which direction the industry in Nigeria is moving towards, whilst **PRINT IMPACT AROUND THE WORLD** from



Continued on page 10 >>



From page 9 >>

page 12 provides insight to current trends around the world of print. Again, the post-show report of the recently held global show for consumer electronics - **CES® 2022** eminently featured from pages 36 to 38 in a piece title: **THAT'S A WRAP: CES 2022 CONCLUDES IN PERSON WITH INNOVATION TO BETTER THE WORLD.** Not only that, this edition also has the previews of some of the world's best international exhibitions that will be returning to in-person events this year. So, check out pages 18 and 19 for PROPAK Africa 2022 Preview captioned: **PROPAK AFRICA IS WHERE BUSINESS HAPPENS;** pages 24 and 25 for **Labelexpo Europe 2022** Preview titled: **DIGITAL TAKES ON FLEXO AT LABELEXPO EUROPE 2022;** and page 32 for **Gulf Print & Pack 2022** Preview headed: **GULF PRINT & PACK 2022: RECONNECT WITH THE INDUSTRY.**

As we remind you to be strategic this year in creating value to your customers while making profit in a world that has started opening up for business, your strategy should also be deliberate to include attending some of the world's biggest and best print and allied exhibitions targeted to make your business successful this year. Flip over to page 42 to view top industries trade events **(PRINT & ALLIED EXHIBITIONS FOR 2022)** that you can plan to attend this year! As usual, WHERE To Print magazine is Media Partner to some of these international exhibitions and will customarily be packaging the **Official Nigeria Delegation** to the shows. Want to join us? **Call/ WhatsApp** any of these numbers: **0803 862 9114, 0901 239 9805, 0816 087 6041, 0810 741 6558,** and be assured of the best business travel and networking experience!

Once again, we at **NUMBERS CMYK LTD** (publishers of WHERE To Print magazines in Nigeria and Ghana likewise **PROPAK West Africa DAILY)** sincerely appreciate **ALL** of you: our readers, advertisers, PEP customers and partners who believe in us and enabled us to be better than what we were. We are indeed grateful to you **ALL** as we promise to continually work hard to influence your print purchase decisions this 2022 Business Year.

As we wish you the best of 2022, be consciously intentional for positive impact. That's our responsibility and if you care to join us - you're warmly welcome!

Continue to do good

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Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



CIPPON FIXES THURSDAY MARCH 17, 2022 FOR SUSPENDED COUNCIL ELECTION ... ELECTORAL COMMITTEE TO COME OUT WITH NEW ELECTION GUIDELINES

After nearly eight months of dormancy, the present Governing Council of Chartered Institute of Professional Printers of Nigeria (CIPPON) has announced the approval of Thursday 17th of March 2022 as new election date that would usher in new CIPPON Governing Council.

This announcement was made by the current **CIPPON President & Chairman-In-Council, Mr. Olugbemi Malomo** in his **Mantle** publication titled: TIME TO READJUST, RESTART, AND REFOCUS explaining that; "After my series of reset letters to you, your Exco embarked on a national stakeholders consultation to feel the pulse of the stakeholders after the action of some individuals that either misunderstood or stands, have different belief that they couldn't properly articulate to bring up superior argument or are either selfish or self centered embarking on an unnecessary route of obtaining a court injunction to stop the election" as he clarified further that all contention and restrictions noted in the last electoral guidelines have been addressed: "Th Institute's binding Code of Conduct has been upgraded to spell out in clear terms a means of conflict resolution among financial members. All members are expected to abide by the Code of Conduct. In addition, Council in her wisdom has addressed all contention and restrictions in the electoral guidelines. Council recommendation has been passed over to the Electoral Committee" stating further that the Electoral Committee would come out with a new guideline.

It would be recalled that the suspended Council Election hitherto slated for last year - Thursday 15th of July in Abeokuta - the capital city of South West Ogun Sate Nigeria, was suspended due to court case instituted by some members. As at the time of this report, venue for the new election - ostensibly to be announced by the Electoral Committee is unknown. WHERE To Print will keep you posted





DR. OLADELE CHARGES PHOTOJOURNALISTS ON ENTREPRENEURSHIP, PARTNERSHIP AND CAPACITY BUILDING

Immediate past President of Nigerian Institute of Public Relations (NIPR) Dr. Rotimi Oladele has enjoined Photojournalists to see their profession with a business mindset; working in alliance with one another and improving their skills and expertise' through prerequisite capacity building.

He gave this advice while presenting his Key Note Address at the recent annual symposium and general meeting of Photojournalists Association of Nigeria (PJAN) with the Theme: Photography and Entrepreneurship – The Way Ahead.

Dr. Oladele, who is an Associate Professor of Entrepreneurship and Marketing of Lagos State University (LASU) noted that Photojournalists must collaborate with one other as well as with other like-minded professionals such as in legal field in terms of copyrights law while stressing the need for diversification or specialisation as there are enough genre for all in photography business. Not only that, Dr. Oladele charged photojournalists to always seek latest knowledge and prerequisite training on latest developments in the industry particularly on new devices and technologies for optimum performance and professionalism.

The event which took place on Friday 28th of January 2022 at Lagos Chamber

Continued on page 38 >>

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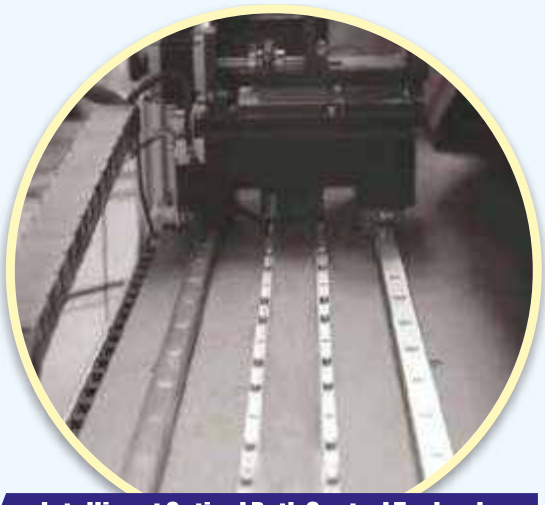
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PANTONE ANNOUNCES ITS 2022 COLOUR OF THE YEAR: VERY PERI



Pantone has revealed its 2022 **Colour of the Year: Very Peri**, a bluish purple the Pantone says "displays a carefree confidence and a daring curiosity that animates our creative spirit."

As with every other year, the **Pantone Colour of the Year** is a hue that the Pantone Colour Institute believes encapsulates the general theme or feeling of society going into the year. Previous years have touched on changing gender norms and contrasting feelings during the pandemic.

This year, Pantone says that Very Peri "helps us embrace this altered landscape of possibilities, opening us up to a new vision as we rewrite our lives." Pantone touched on themes like a reopening world as we adjust to the pandemic, as well as growing digital design trends in things like video gaming and the budding metaverse. The colour is even being released in a series of NFTs, each with artwork incorporating the colour.

"As we move into a world of unprecedented change, the selection of **PANTONE 17-3938 Very Peri** brings a novel perspective and vision of the trusted and beloved blue colour family, encompassing the qualities of the blues," LeatriceEiseman, Executive Director of the Pantone Colour Institute, said in a statement. "Yet, at the same time, with its violet red undertone, **PANTONE 17-3938 Very Peri** displays a spritely, joyous attitude and dynamic presence that encourages courageous creativity imaginative expressions."

"The **Pantone Colour of the Year** reflects what is taking place in our global culture, expressing what people are looking for that colour can hope to answer," said Laurie Pressman, Vice President of the Pantone Colour Institute. "Creating a new colour for the first time in the history of our PANTONE Colour of the Year educational colourprogram reflects the global innovation and transformation taking place. As society continues to recognize colour as a critical form of communication, and a way to express and affect ideas and emotions and engage and connect, the complexity of this new red violet infused blue hue highlights the expansive possibilities that lay before us."

The **Pantone Colour of the Year** is more than just a collection of vague descriptions based in colour. It's a prediction about what shades will be popular in fashion and product design. Like 2019's Classic Blue, Very Peri represents a return to bold statement colours.



Continued on page 16 >>

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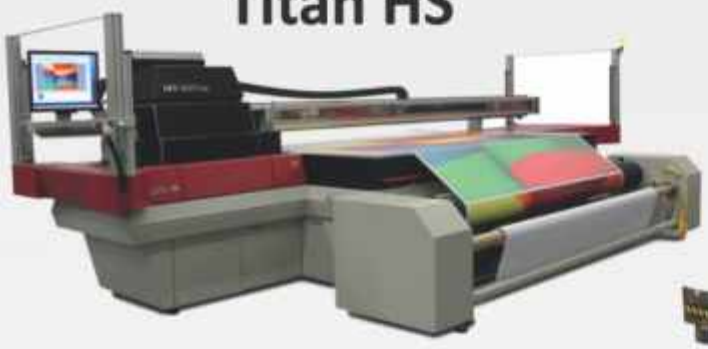
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From page 10 >>

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CHESPA TO SET UP OPERATION IN NIGERIA

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One of Europe's foremost companies that provide wide range of top-quality printing inks, photopolymer plates, cutting dies and full-fledged repro studio - **Chespa Sp. z o.o.** has decided to set up operations in Nigeria to meet the demands of Printing Industry in terms of consumables and technical support.

During a familiarization visit to some of Nigeria's top printing, packaging, corrugated and allied manufacturers, Chespa Team made up of Export Manager - **Mr. Tomasz Maraszek** and Director, Chespa West Africa Ghana Limited - **Mr. Ishmael Tetteh**, made this disclosure while affirming the huge gap in the market thereby assuring that in no distant future, a fully functional operation will be established in Nigeria but in the meantime, Chespa West Africa Ghana LTD with full-fledged repro studio in Accra - the Ghanaian capital, will for now serve as a stopgap to meet their Nigerian customers' needs thereby reducing both cost and turnaround times of production.



Ajib


Deekay Group

WHERE To Print (which facilitated the familiarization visit) gathered that with Chespa technical expertise and world-class manufacturing sites based in Europe; printing, packaging, corrugated and flexographic manufacturers in Nigeria will soon experience top quality production of same European standard but at the fraction of the cost even with fast turnaround time.

For over 25 years, Chespa has consistently invested in both its people while bringing cutting-edge technologies to the fore in producing wide range of inks designed for flexo, gravure/ rotogravure, screen printing, and offset productions whose applications are mainly for corrugated cardboards, solid boards, coated and uncoated papers, tissue substrates, napkins, envelopes, bags, labels, PE, PP, PET, PVC, and aluminium foils among others. Not only that, Chespa offers a comprehensive repro services in preparation of graphics and photopolymer printing plates. The

Continued on page 15 >>



photopolymer plates size ranges from 1.14 to 6.35mm thus suitable for printing on all substrates. The catch here is that - its fully functional Repro Studio in Accra - Ghana is established to drastically cut down cost of production as well as turnaround time thereby giving users value for their money.

And to ensure streamless, comfortable and safe communication through the internet between its clients and production unit, Chespa is offering its customers free access to its Chespa Design Centre (CDC) where files are presented, monitored and verified through authorised individuals who can revise, make annotations or corrections, accept or reject a project before production thus saving valuable time and money for both manufacturers and their customers.

















For more information on doing business with Chespa, visit www.chespa.eu or call **+233 303935242**, **+233 202018181**

THINK BIG IDEAS

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XANTE INTRODUCES ITS LARGER, FASTER XANTE X-55 UV FLATBED PRINTER



Xante is pleased to announce the latest addition to its UV flatbed printer lineup, the Xante X-55.

The Xante X-55 takes proven UV print technology to the next level with a larger bed size (50x55"), and doubles the production speeds of flatbed UV products. Based on up to 4 Epson i3200 4 channel printheads, the CMYKW X-55 prints in bold vibrant colours on virtually any rigid media including wood, glass, stone, metal, acrylic, coroplast and is powered by the award winning iQueue Adobe Postscript/PDF workflow software to achieve magnificent multi-panel wall art, accurately manage spot colours, control print quality, create multi-up imposed layouts and much more.

The X-55 UV flatbed printer will quickly produce full colour signage, decorative items, personalized awards, or unique promotional items in minutes. With a bed size of 55" x 50", customers will be able to print up to 6 18"x24" signs simultaneously, dramatically increasing speed and efficiency of production.

Xante X-55
With adjustable print head height up to 3" and resolutions up to 2880 DPI the X-55 will allow for printing on a wide array of media with amazing speed and image quality. Printing on dark substrates or clear material is also simple using the white option controls embedded within iQueue Workflow. Users have the option where, when and how white ink is applied. While the bed size and imaging area are large, the footprint is still compact with a footprint of only 7.5' x 7.5' allowing shops of almost any size to add X-55. The standard X-55 configuration will contain two Epson i3200 Printheads at an economical price of $59,995 and a four printhead configuration is $64,995 for environments where high speed and production are critical. "The Xante X-55 demonstrates our commitment to the continued expansion of our outstanding flatbed UV Printer lineup. The world of print is changing and Xante is investing in that future," stated Robert Ross, CEO and President at Xante.

HEIDELBERG AND VGP DEVELOP MODERN HEI-TECH INDUSTRIAL PARK



Heidelberger Druckmaschinen AG (Heidelberg) is developing a modern HEI-TECH industrial park at its Wiesloch/Walldorf site and has gained a strong partner in VGP, a European provider of high-quality industrial and commercial real estate.

In this connection, the VGP Group has acquired a further 80,000 square meters of space from Heidelberg. Together with the approximately 130,000 sqm already acquired a year ago, VGP plans to establish an innovative, sophisticated office and technology quarter in the Rhine-Neckar metropolitan region in close cooperation with Heidelberg. The first construction measures in the HEI-TECH industrial park are scheduled to take place as early as calendar year 2022.

The total areas of Heidelberg and VGP will be combined to form the integrated HEI-TECH industrial park with the aim of developing an innovative production, office, and technology quarter. Heidelberg and the production and research companies to be located in the future will thus be able to benefit from each other's expertise and achieve sustainable synergies in various areas.

"We are delighted to be able to take the next step in the development of our HEI-TECH industrial park in Wiesloch/Walldorf with VGP," said Rainer Hundsdörfer, CEO of Heidelberger Druckmaschinen AG. "For us, it is crucial that new, forward-looking developments are now being created quickly and visibly in our industrial park with modern commercial and industrial uses - with qualified, good jobs for people in the region and synergies with Heidelberg's capabilities. The industrial park is another component of our successful transformation into a technology company. In addition, more efficient use of space at Heidelberg will save us considerable costs in the future."

THE PRINT UV 2022 CONFERENCE IS OPEN FOR REGISTRATION



PRINT UV 2022 Organizers and Sponsors are excited to announce the re-opening of registration for the annual Print UV Conference, under its new theme "Boost your Business with PRINT UV", and with firm dates set for March 16 to 18, 2022 to be held in-person at the Wynn Encore Resort, Las Vegas.

"Print UV is back for 2022, and this time with greater intensity to our market than ever before." said Hans Ulland, Conference Co-founder and Vice President of Print UV Productions, Inc. "After taking a two-year break during the outbreak of the COVID Pandemic, we want to thank all of sponsors for holding steady with us while we navigated the global restrictions. Not only did our sponsors stay committed to the event, but our attendees did as well, with over 90% maintaining their paid registrations until we could re-open the Print UV annual conference again!"

"With full cooperation and support of the Wynn, and following their latest safety protocols, we will be holding our in-person event at the Wynn Encore Resort for those wanting to travel safely and surely, and who are craving the value of in-person networking that so many of us dearly miss in our industry" said Ulland. "We are thrilled at the opportunity to see so many of our industry colleagues, friends and sponsors again, and cannot wait to get back to boosting our businesses together" he added.

To register to attend Print UV 2022, please visit **www.printuv.com** and follow the "Register Now" links.

PRINTINGUNITED EXPO · Oct. 19-21, 2022 · Las Vegas, NV

PRINTING UNITED EXPO 2022 DRAWS RECORD-BREAKING EXHIBITOR SIGN-UPS AS SPONSOR LIST CONTINUES TO GROW

PRINTING United Expo has announced that anticipation and excitement for the 2022 event, taking place at the Las Vegas Convention Centre on October 19 to 21, continues to grow as it welcomes a record number of exhibitors and sponsors.

This excitement, according to those joining the show — many of whom are returning after much success at the inaugural Expo in Dallas in 2019, along with a large number of new exhibitors — stems from the desire to reconnect with customers, showcase and run new solutions live at the show, and share in a multitude of ways that attendees can optimize business in the post-pandemic world. The ability to see and experience all the latest industry technology and reunite in one central location, at one time, continues to be a driving force for those calling PRINTING United Expo the event of the year.

"The countdown is officially on for PRINTING United Expo 2022, and the enthusiasm from our registered exhibitors and event partners is off the

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Print Impact Around the World

charts," says Mark J. Subers, President, PRINTING United Expo. "We continue to work with our partners to add even more value for attendees, and to enrich the Expo experience to align with that of the latest industry trends and pinpoint opportunities to diversify, so that this time together checks every box for all who are participating."

Not only that, PRINTING United Expo has also announced latest sponsors that have joined the lineup to support the most comprehensive gathering for printers around the world. "The ongoing support and enthusiasm from our official show sponsors continues to grow every day," continues Subers while noting that: "These global companies have been incredibly busy the last few years developing cutting-edge technology, many of which span market segments, which speaks directly to the Expo's focus on convergence in the marketplace. The depth of segments being showcased, all together in one place, allows attendees to more easily explore new technologies they may be considering to expand their business operations."

This year, PRINTING United Expo expands to occupy two halls at the spacious Las Vegas Convention Centre. More than 400 exhibitors occupying 300,000 sq. ft. have signed up to join the three-day event. Leaders in the commercial, digital, apparel, digital textile, packaging, mailing and fulfillment, and graphics/wide-format spaces will run live demonstrations of their solutions, many award-winning, throughout PRINTING United Expo 2022.

PRINTING United Expo Sponsors

Sponsor companies representing all facets of printing will bring their newest solutions and groundbreaking technology, many being shown live for the first time, to PRINTING United Expo. With sponsors continuously being added to the official show partnership roster, here is the current list of those supporting the event:

Title Sponsor
HP

Diamond Sponsor
OmniPrint International

Platinum Sponsors
Agfa
Durst
EFI
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Heidelberg
Kornit
Mimaki
Ricoh
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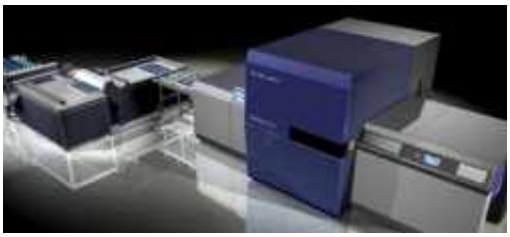
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Vanguard

PRINTINGUNITED EXPO · Oct. 19-21, 2022 · Las Vegas, NV

For PRINTING United Expo Sponsorship Opportunities, contact Jack Noonan, VP Business Development, PRINTING United Alliance (jnoonan@printing.org). Companies interested in exhibiting at PRINTING United Expo 2022 can email exhibit@printingunited.com for more information about how to sign up.

Attendee registration will open in spring 2022 at printingunited.com

ACCURIOJET KM-1E LED-UV INKJET PRESS ACHIEVES IDEALLIANCE ISO/PAS 15339 SYSTEM CERTIFICATION

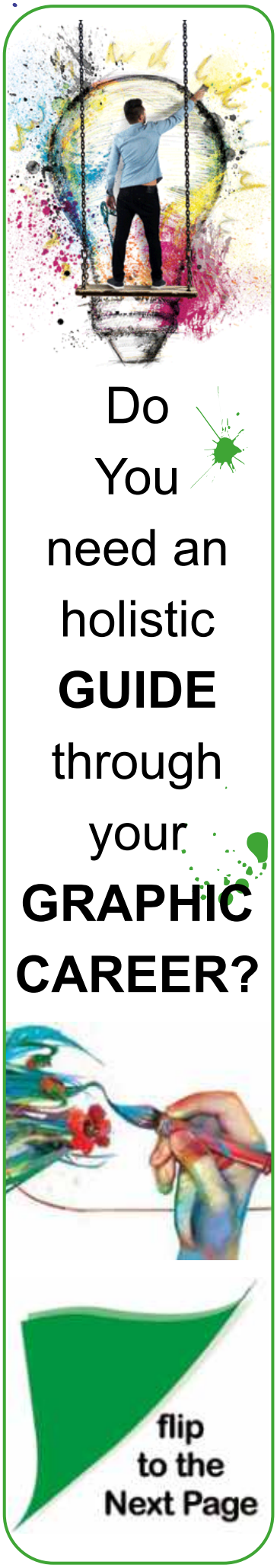


Konica Minolta Business Solutions U.S.A., Inc. (Konica Minolta), a leader in industrial and commercial printing and packaging solutions, is pleased to announce its AccurioJet KM-1e LED UV Inkjet Press has earned Idealliance Master Elite ISO/PAS 15339 System Certification. This certification confirms the capabilities of digital press devices to meet the colour space requirements specified by the Characterized Reference Print Conditions (CRPC) of ISO/PAS 15339.

The ISO/PAS 15339 system certification process measures the relationship between CMYK input data and colour on the printed sheet for a given set of printing conditions as defined by the CRPC. There are seven CRPCs of increasing gamut size, six commonly used for conventional printing conditions followed by one large colour gamut printing condition of the LED UV inkjet press considered during the evaluation.

Konica Minolta's KM-1e LED UV Inkjet Press benefits from Konica Minolta's unique, patented technology that has overcome one of the fundamental challenges of inkjet printing – uncontrolled ink dot movement that reduces print quality and workable materials. The KM-1e LED UV Inkjet technology instantly freezes the ink drops upon contact with materials, resulting in superior colour stability, consistency and excellent results with instantly dry perfect prints on the widest range of substrate types and weights. The highly productive – 3,000 sheets per hour - 29" sheetfed press leverages Konica Minolta's robust High-End Inkjet Manager with enhanced data processing system to create efficient workflows.

This accomplishment builds on Konica Minolta's previous ISO 15339 Master certifications for the AccurioPress C14000/C12000, AccurioPress C4080/C4070 and AccurioPress C6100/6085. "Konica Minolta continues to lead the way by ensuring its customers have products that can achieve the most exacting standards," said Jordan Gorski, Executive Director, Idealliance. "Their dedication and commitment to colour quality make them an invaluable partner to Idealliance."



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PROPAK AFRICA 2022
PACKAGING • PROCESSING • PRINTING • PLASTICS
8-11 MARCH 2022
Expo Centre Nasrec · Johannesburg · South Africa

PROPAK AFRICA IS WHERE BUSINESS HAPPENS



PROPAK Africa 2022 is the trade show leading the way in packaging, printing, labeling and food processing. You're therefore invited to this year's edition of PROPAK Africa for an incredible experience in quality connections, better leads and more sales!Meet with over 600 sellers of leading products, specialised services and the most cutting-edge machinery, equipment and solutions under one roof at **Johannesburg Expo Centre NASREC** Johannesburg, South Africa from **8 to 11 of March 2022.**

Based on 2019 statistics, PROPAK Africa had **11,792 quality visitors** networking with **600 exhibitors** from **55 countries** around the world. Thus in 2019, **85% Decision Makers** attended the international show justifying the need for you to visit **PROPAK Africa 2022.**

SHOWCASING THE FUTURE OF ALL THINGS PACKAGING

Industry leaders across the packaging and related industries will exhibit cutting-edge products, services and solutions to thousands of receptive local and international visitors with high purchasing power. Additional drawcards for visitors include educational conferences, free seminars and experiential activities.

PROPAK AFRICA 2022 EXHIBITOR PROFILE

Position your business for the future when you join hundreds of new and returning exhibitors eager to benefit from its good return on investment. Local and international companies from the following sectors will be exhibiting at PROPAK Africa 2022:

- Packaging Materials - aluminium, flexible packaging, board, labelling, substrates, paper, polymers, tinplate and rigid plastics
- Packaging Supplies – adhesives, boxes, cans, closures, containers, cartons, components, glass and plastic bottles, drums, pouches, tubes and others
- Packaging and Ancillary Machinery – bottling, capping, canning, conveying, cartooning, form-fill seal, shrink-wrapping
- Converting Equipment – for packaging, plastics, printing; and consumables
- End-of-Line/Materials Handling



Collocating with **PRO-PLAS, GAPP PRINT EXPO, PRO-LABEL,** and **FOODPRO, PROPAK** Africa 2022 promises to provide an unparalleled platform to link together people, products and processes expected to positively transform business outcomes. It's your big opportunity to get your future off to a great start. You see, PROPAK Africa is so much more than just a stand ... it's a chance to really build your brand. Check out the what the collocated shows have in stock for you:

PRO-PLAS: Reshaping the future of plastics

Key industry players across the plastics machinery and materials sectors will showcase the innovative solutions and emerging technologies that are set to change the plastics world as we know it.

GAPP PRINT EXPO: Setting the tone for the future of print

Industry frontrunners in print for packaging will use this unique marketing platform to introduce state-of-the-art technology, advanced equipment and new approaches to print – to ensure brighter futures for brands.

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PRO-LABEL: Next level labelling solutions
Leading suppliers and manufacturers of labelling equipment and machinery will use this platform to reveal the latest and greatest machinery, materials and technology – with great results.

FOODPRO: Find more food processing solutions on the table
Covering all aspects of food and consumable processing, including pharmaceutical and personal care products, leading companies will use this unprecedented platform to promote the latest innovations in equipment and machinery.

PRO-LABEL EXPO 2022

FOODPRO EXPO 2022

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SPECIALISED EXHIBITIONS

For registration and attendance, visit: www.propakafrica.co.za



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MENTORSHIP PARTICIPANTS' BENEFITS

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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 etcs
5. Participation in Business, Setup, Design etc competion with funding.
6. Evening Dinner with Investor/Mentor.
8. Booth Camp/ Boat Cruise exclusivity .

MENTORS'/ INVESTORS' BENEFITS

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

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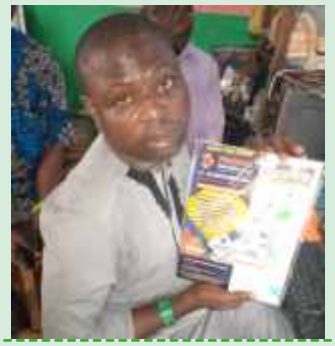
CONGRATULATIONS IN THIS BRAND-NEW YEAR; WHAT ARE YOUR PLANS FOR YOUR BUSINESS AND CUSTOMERS IN THIS 2022 BUSINESS YEAR?

*Another new year is here and with it comes action plans for profitable and sustainable business. As business owners, more often than not, our aims and plans are mostly geared toward profitability while creating value to our customers. Or is your assertion different? That is why **WHERE To Print VOP POP Crew** went to town to find out: **what business owners plan for 2022 Business Year?** Some answers are quite intriguing. Check these out in excerpt below:*



My plans for this year are: I want to get more customers in order to make more profits. Also, to ensure my business moves forward and be kind to all my customers

MR. OJEKUNLE – GERMANS NIG. LTD



My plan for this year is to strategize and extend my hand of business to other sectors not basically on printing because no one knows the mind of the Government. And for my customers, I will ensure to maintain a good relationship with them.

MR. ABIOLA EDUN – G-MASTER PRINTS



First, I want to wish my customers a prosperous New Year and I wish to inform them that we now have a good working environment when they visit us because their comfort/satisfaction is our priority. We are also looking at business expansion this year in order to meet up with most of our customers' demands.

MR. AMOS ONYEKWERE – GREAT ENVELOPE



To provide a more conducive, friendly, accommodating and happy working environment with the promise of improved quality prints in quick time, whilst still maintaining our usual professional standards.

MR. SOJI ADEWALE – SIJIBOM NIG. LTD



The plan I have for my business this year is mainly business growth and expansion in every aspect. To our customers, we plan to serve them to optimum satisfaction, and with nothing but the best.

MR. EKON XAVIER – DE HOPE CONCEPT



I plan to take my business to the next level in this 2022 Business Year and to give my customers' quality service and excellent delivery of their jobs.

MR. ANYAOHA ELOCHUKWU – ELOCITY VENTURES

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Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

VOX POP



Our plan for this year 2022 is to fully establish the business by acquiring new machineries to help meet up with print trends in the industry. We also wish that prices of printing consumables in the market can be looked at and regulated because it is one of the challenges we are facing in the Printing Industry.

MR. BOLAJI AZZEZ – WASCOM PRINTING PRESS



We plan to redeploy our resources in the area of improving our quality delivery to customers via the web, and also streamlining our services to receive customers' feedbacks for better performance.

MR. BENJAMIN ANWANA – ANMO FUTUREVIEW ENTERPRISES



Our plans for 2022 Business Year are as follows; giving our customers the best of what they want; improving on our delivery, improving our business strategies to be better than the previous year; and executing great ideas we could not do the previous year with great determination this year.

MR. BOLAJI SEKINI – BEESEK GRAPHICS DESIGN



We are putting more dedication to make our business grow and progress. We are also re-strategizing because we just begin the year and the cost of printing consumables has gone up. So, we need to look for a way around these challenges so as not to lose our customers in the long run.

MR. MORUFU ADERIBIGBE – MARIFAAN PRINTS



My plans for the business this year is to level up our growth process to be more massive than the previous year. For my customers; we plan to give quality print jobs on a discounted price and to make more customers.

MISS OKOLI CHIAMAKA – NORMAL GRAPHICS LTD

OUR VERDICT?

*The first month of the year is already winding up, and before we know it, we are half way through the year. **WHERE To Print** enjoins you - as business owners/managers - to be consciously intentional and strategic in your dealings this year by focusing on what makes your business different and unique from others; adding value to your customers; and generally impact your community positively through your endeavours.*

VOX POP



where to print

MENTORSHIP is industry's only **DEDICATED PLATFORM** geared towards reviving the **GRAPHIC COMMUNITY** by **BOOSTING** the morale of **YOUNG PROFFESSIOALS** by carefully **SELECTED INDUSTRY PERFORMERS & ICONS** whose **WEALTH** of **EXPERIENCE** is a **REFERENCE POINT.**

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3 KEY WAYS TO BE A SUCCESSFUL BUSINESS OWNER IN 2022 AND BEYOND



As the world changes, so does the role of the business owner. In both prosperous and uncertain times, it feels like business owners can never rest — or at least, they shouldn't. They can take a few moments to enjoy their current success, but they're also always aware that future success isn't a foregone conclusion; you never know what is right around the corner.

In today's economy, small-business owners, in particular, are on the offensive. Their job has changed dramatically even from as recently as a decade ago. Because of that, they need to be proactive about cementing the position that their organizations are currently in and paying attention to where they may be headed over the next few years. Doing so requires them to keep a few essential things in mind.

1. ALIGN YOUR BRAND'S VALUES WITH THOSE OF ITS CUSTOMER

Many of today's most successful businesses are those that have been able to properly align what they offer with the actual needs of their target audiences. But businesses have to go beyond that to truly maximize customer engagement and growth. Often times, going the extra mile means cultivating values that keep people coming back for more. A study published in Harvard Business Review revealed that about 64% of consumers say shared values are the main reason they have a long-term relationship with a business.

Take sustainable food businesses for example. They've been able to thrive over the last few years because they realized that during periods of uncertainty, consumers began to pay more attention than ever before not only to the products themselves, but also to the methods behind their production. Buyers started prioritizing brands that showcased that they were willing to do their part to protect the environment; brands that supported the exact social causes that they were passionate about; brands that cared less about "supply and demand" and more about a better future for all of us. And the marketplace responded in kind.

2. BE WILLING TO PIVOT

Another important aspect of being a business owner in the modern era is the ability to pivot. If you're not seeing results, you should start down a different path rather than force a product or service on a marketplace that has shown overwhelming indifference towards it.

This is something that we've seen time and again over the years. Initially founded as an organisation that sold espresso makers and coffee beans, Starbucks experienced modest

(c) - istockphoto



success upon opening its doors in the 1970s. But after the company pivoted to actually brewing coffee and establishing local coffee houses, it became one of the largest (and most successful) brands ever. Similarly, Airbnb began life as a business that rented air mattresses when nearby hotels were booked. Then it became one of the largest hospitality chains on Earth with an estimated value of $75 Billion as of 2020.

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COVER STORY

3 KEY WAYS TO BE A SUCCESSFUL BUSINESS OWNER IN 2022 AND BEYOND

Business owners can no longer sit idle, resting on their laurels. The moment you stop paying attention is when the marketplace changes underneath you. It's of paramount importance that business owners keep one eye fixed on the horizon, paying attention to trends and patterns that don't confirm where they are, but give insight into where they might be headed. Once they do that, they can maintain the highest level of success regardless of what the market throws at them.

3. MANAGE MONEY EFFECTIVELY

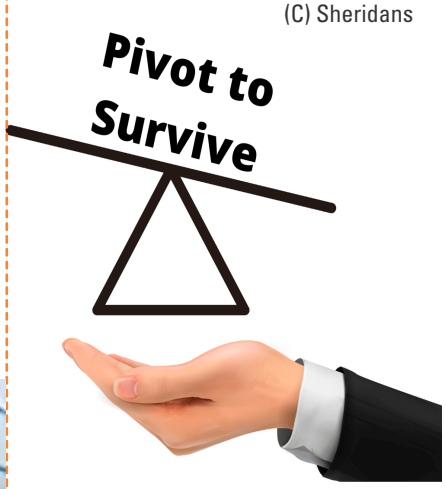


As the last few years have illustrated, business owners must also be financially savvy. In the past, budgeting was all about making sure that necessary funds were available to capitalize on opportunities as they presented themselves, instead of being forced to watch them pass you by. Now, another goal has been added to the list: survival.

Organizations of all shapes and sizes need to create realistic, actionable budgets that help preserve the financial health of everything they've worked so hard to build up to that point. This is something that begins with leadership. Leaders must consider everything, from what it takes to produce products



(C) Sheridans



and services to marketing, employee compensation, benefits and more.

While it's true that an accountant would likely be the one responsible for managing all of the funds coming into and out of a company, it's the business owner that needs to keep a close eye on the situation. That way, if something unexpected yet disruptive should happen – as we've all learned is always a possibility – they can make smarter, faster decisions about how to recover and survive.

(C)Crowdspring



In the end, business owners have many responsibilities that will never change. They oversee the day-to-day operations of their organizations. They have their hands in staffing and management. They have a vision that they're trying to execute in the most effective way possible. They have a target audience to serve – an audience that they've made a promise to that they need to fulfill.

But the role is also nothing if not flexible; it's reflective of the times that we're living in at the moment. During the last few

(C) Forbes



years, consumer behaviors have changed wildly, and the organizations that want to thrive must change right alongside them. By understanding what is being asked of them in the present, even if some of those responsibilities are a bit more "hands-on" than they would have been a decade ago, business owners can set themselves up for long-term 'growth and success'.
Finally, be proactive about cementing your organization's position and pay attention to where it's headed over the next few years.



Written by Tammy Sons
Tammy is **Entrepreneur Leadership Network Contributor** who grew up in a small rural town in middle Tennessee.

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DIGITAL TAKES ON FLEXO AT LABELEXPO EUROPE 2022

...AS MOMENTUM BUILDS UP FOR WORLD'S LARGEST EVENT FOR THE LABEL AND PACKAGE PRINTING INDUSTRY



·The Labelexpo Europe show in April 2022 represents a major milestone for digital press technology.

When narrow web digital presses were commercialized in the late 1990s, digital was seen not as a challenge to flexography, but as a complementary technology, designed to take away the pain of short run jobs at a time when changing jobs on an 8-colour flexo press could take the best part of a morning.

Fast forward to 2022 and the digital landscape has been completely transformed. Digital presses have become faster, wider, and with print resolutions and colour gamut to match flexography. The greater productivity of today's digital print engines has also changed the equation of off-line versus inline finishing. Narrow web converters have traditionally been used to printing, decorating and converting labels in one pass on modular inline presses. With digital, finishing was, in the early days, predominantly an off-line process since conventional converting and finishing systems were so much faster than digital print speeds.

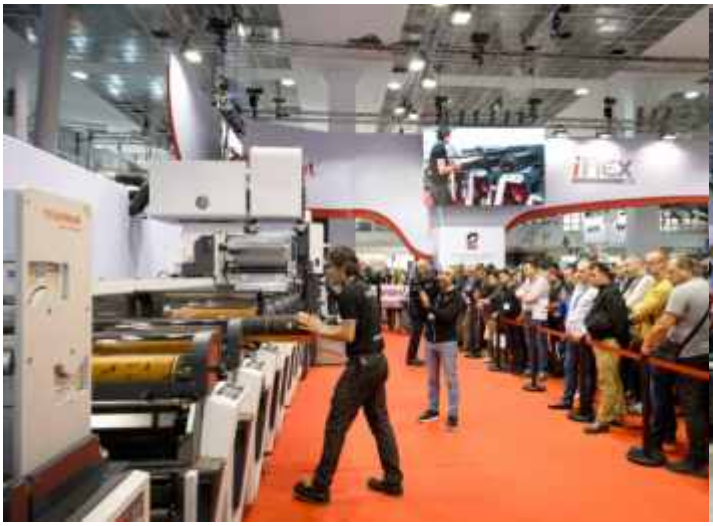
But faster and wider digital print engines soon made inline finishing a more viable proposition, and we have seen the development of both hybrid digital-flexo presses and digital press manufacturers adding in-line finishing and flexo print units to their presses. Inline finishing is by no means universal, however, even for faster digital presses. For many applications off-line remains the preferred option, particularly where rolls contain multiple short-run jobs with varying die cuts and decorating requirements. The main takeaway is that the modern digital press platform is highly flexible and well suited for a wide range of applications from multiple short runs to increasingly challenging flexography on medium and longer runs. All these trends can be observed in the exciting new digital technology launches at Labelexpo Europe 2022 this April from 26 - 29 at the Brussels Expo Centre, Brussels, Belgium.

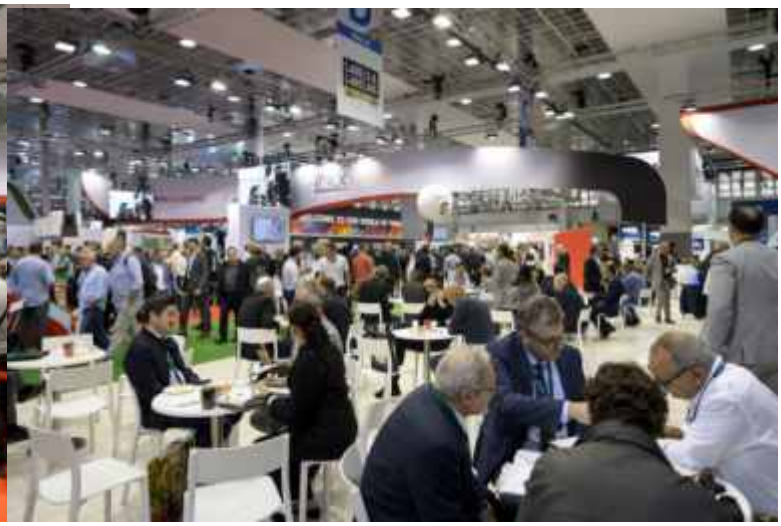


Durst provides an excellent example of all the points made above. Explains Martin Leitner, Product Manager Label & Flexible Packaging, Durst Group: 'Durst has full commitment to Labelexpo Europe 2022. We are looking forward to meet finally in person again, to present our technology to all label converters and to show them why UV Inkjet technology can add high value to their business.' Durst will be introducing the 510mm (20in)-wide Tau 510 RSCi, printing at speeds up to 100m/min (80m/min at full resolution). The press will be configured with flexo decks both before and after the 1200 dpi print engine. Also, on show will be the Tau 330 RSC.



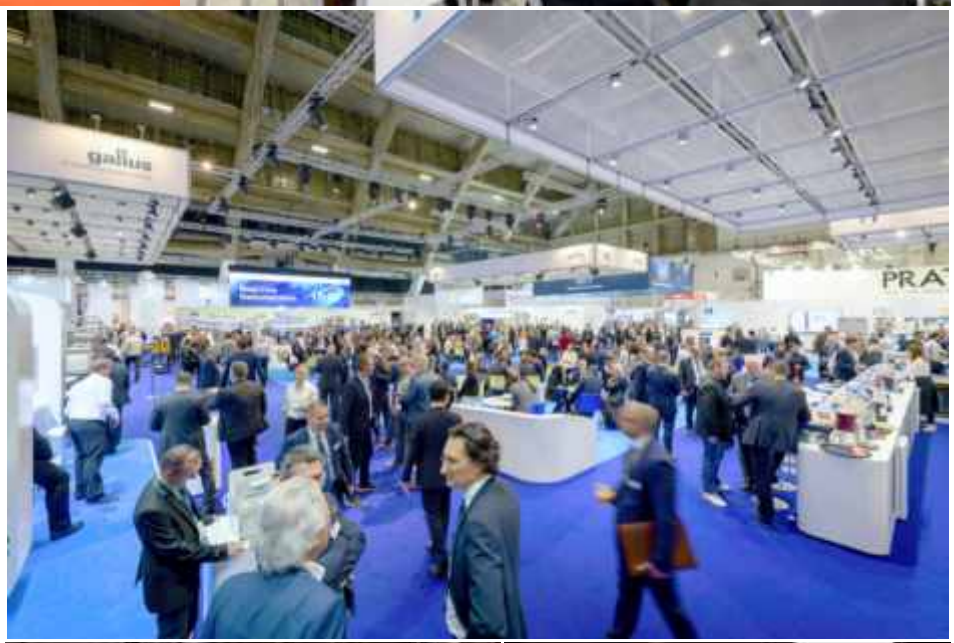
Xeikon is another digital press manufacturer promoting the benefits of wider print webs, and at Labelexpo Europe 2022 the company will show its 520mm-wide CX500 press, printing full rotary at speeds up to 30m/min. It says the press' 1200dpi print resolution makes it 'impossible' to distinguish any difference from flexo, and its productivity also now approaches the flexographic process, as Filip Weymans, VP Marketing





at Xeikon, explains: 'The CX500's unique print width and print speed makes possible the printing of large volumes of many variants using the same diecut and also larger sized labels compared to a 13in web. Think oil labels, cosmetic labels for example, which are 160mm high and which fit only 1x across on a 13in web. This makes the CX500 press very cost effective and enables applications beyond self-adhesive labels such as pouches and sachets.' Xeikon of course also now plays in the UV inkjet arena, which it promotes mainly for durable label applications.

Screen, meanwhile, continues to build on the success of its Truepress Jet UV platform, and at Labelexpo 2022, Screen will feature both the Truepress Jet L350UVSAI E and its high-end counterpart the Truepress Jet L350UVSAI S. Both machines were announced at the last Labelexpo show in 2019 but will be seen here for the first time at a print exhibition. The Truepress Jet L350UVSAI S can be equipped with up to seven colors (CMYK+Orange+ Blue+White) and prints at speeds up to 60mpm. Screen promises new features for the press at the show, with details currently confidential. The Truepress Jet L350UVSAI E is now Screen's standard model and can be equipped with up to 6 colors (CMYK+Orange+White) and optionally configured to print at speeds up to 60m/min. Screen will also demonstrates its latest workflow, Label Workflow for Industry 4.0.







MOMENTUM BUILDS UP FOR LABELEXPO EUROPE

Excitement is building for the return of Labelexpo Europe 2022, the world's largest event for the label and package printing industry. With over 600 exhibitors already confirmed, many of whom are first-time exhibitors, Brussels Expo will spring into life from the 26th to 29th April to safely showcase the dynamic and diverse marketplace driving innovation across the industry.

As momentum builds for world's largest event for the label and package printing industry - Labelexpo Europe 2022, trends are already beginning to emerge, with this edition set to see a huge focus on digital launches from other key digital players like HP, Domino, Fujifilm, Konica Minolta, Epson, and Canon who have already confirmed to exhibit, showcasing their technologies and collectively driving demand for digital.

Lisa Milburn, Managing Director of Labelexpo Global Series, said: "Despite the pause on in-person shows caused by the global pandemic, the market-wide momentum building for Labelexpo Europe 2022 shows that the global label and packaging printing industry is still as vibrant as ever and is now bolstered by a renewed enthusiasm. Exhibitor participation is very encouraging, not only in the number that are so keen to reconnect in person, but in the global calibre of press manufacturers, offering the industry a chance to truly reconnect and do business."

Mirroring the quality of exhibitors at the show, Labelexpo Europe 2022 is set to host an international audience of printers, brand owners and designers owing to a new dedicated VIP Concierge Service. This along with the continued support of the world's leading printing associations, will bring leading label and package printing converters face-to-face with the industry's best suppliers.

26 - 29 April • Brussels
LABELEXPO EUROPE 2022
www.labelexpo-europe.com



KAS OPENS SHOMOLU OFFICE WITH 4 BRAND-NEW CANON C10000VP

West Africa's most capitalised and fastest growing digital printing company - **KAS Prints Limited** has just opened another branch in Nigeria's commercial capital - Lagos with four units of brand-new **Canon imagePRESS C10000VP** set to deliver production excellence for designers, print users, and other print service providers (in and around Lagos metropolis) who desire high quality but cheaper cost per print on a wide range of print applications in shorter turnaround times.

With high resolution of 2400 x 2400 dpi, **WHERE To Print** gathered that the production from any of the newly installed Canon imagePRESS C10000 Press is of outstanding high quality prints on varied specialty media including vellum, film, synthetics, and paper from 60gsm bond up to validated heavy stocks of 400 gsm.

Specifically located within West Africa's printing hub - Shomolu, KAS Prints ultra-modern new office is on number **13B Akeju Street, Shomolu Lagos** where the entire four units of C10000VP are manned by a team of highly creative, energetic, and passionate print professionals whose ultimate objective is to provide print users the best print services using state-of-the-art technologies for


One of the newly installed Canon imagePRESS C10000 Press

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Come on board, we're READY for you



We ensure the BEST prints, anytime, anyday

Continued on page 28 >>

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Happy Staff is Happy Customer @ KAS Prints


Some of KAS creative and passionate Team



KAS is READY for YOU


We ensure the BEST prints, anytime, anyday



WE are READY for YOU

the most cost-effective, and value-driven printing experience.

The idea, according to **KAS Prints MD/ CEO** – Mr. Ademola Kasumu; "is to create value by ensuring that the larger community of print stakeholders feel the positive impact of KAS Prints within the industry through deployment of modern technologies that drives professionalism, entrepreneurship, and empowerment" which is why the laudable **KAS Print Partnership (KP2)** initiative launched last year at the nation's capital - Abuja has equally been extended to Lagos to further empower Graphic Designers and Printers in and around the nation's commercial capital.

With opportunities for multiple streams of income to stakeholders, the nation's biggest network of digital print professionals - KP2 is aimed at entrepreneurship empowerment with the sole objective of helping to build the future of the Printing Industry in Nigeria.

Explaining further, Mr. Kasumu emphasised that; "KP2 is designed to offer Graphic Designers and Printers the opportunity to enjoy exclusive services as professionals without the

Continued on page 30 >>







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high cost of purchasing, running, and maintaining a digital press and further guarantees the success and profitability for registered partners in the Printing Industry" explained KAS Prints boss while emphasising his company's primary objective of youth empowerment across Nigeria to foster national development; "KP2 is a digital print partnership that provides opportunities for professional Printers and Graphic Designers to have undiluted access to global printing standard. Therefore, KP2 is only for Printers and allied Practitioners so that we can all build the future of our (printing) industry together and along the way, help Government to create jobs particularly among the youths" stressed Mr. Kasumu.

For more information on KP2 in Lagos, visit any of their offices either in Shomolu or Surulere or call **KAS Prints Limited dedicated 24/7 Customer Care numbers 09-9041010, 0908 875 8080** on how to be a KP2 member.

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GULF PRINT& PACK 2022: RECONNECT WITH THE INDUSTRY



The wait is over! Gulf Print & Pack returns from 24 to 26 May 2022 after 3 years with a show floor filled with new technology and the latest presses. The industry can once again reconnect at the region's premier platform for the printing industry, to discover the latest trends and see fresh innovations.

DRIVING INNOVATION ACROSS THE INDUSTRY

Taking place from **24 to 26 May 2022** at Dubai World Trade Centre, **Gulf Print & Pack 2022** will feature latest smart technology, materials and digital equipment from leading manufacturers along a wealth of educational sessions throughout the 3-Day exhibition.

MEET WITH WORLD-CLASS EXHIBITORS

The rapid conversion to digital is driving new opportunities in both commercial and package print. Gulf Pack & Print 2022 will place a major focus on digital launches from the key players. Canon, Konica Minolta, NDigitec, Multisys, SMI and Vinsak have already confirmed their places at Gulf Print & Pack 2022 and will be showcasing the pioneering technology that's propelling this demand.

WE LOVE PRINT

The world of print is very much alive at the international Print and Pack show, so visit **Gulf Print & Pack 2022** to drive innovation and rekindle your love for the Print and Packaging Industries under one roof. This is because 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 2022** 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,
- the right market-source for labels, substrates, software, wide format printers, digital embellishment, RFID etc
- wealth of networking opportunity that will give a much-needed chance for the industry to meet in person.

THE FUTURE OF PRINT

Gulf Print & Pack 2022 will cover all the fastest growing market segments, including educational and children's books, photobooks, direct mail, posters, banners, digitally-printed textiles and display graphics. Exhibitors will use the show to bring Printers and PSPs to view their latest machinery, materials and software launches after extensive research, thus making this year's edition of **Gulf Print & Pack** a carefully crafted show to meet industry's current and future needs.

Join us at **Gulf Print & Pack 2022** to see for yourself what the future of print looks like. Register to attend for free at: www.gulfprintpack.com



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Print Impact Around the World

HP INDIGO ACCELERATES INDUSTRY 4.0 SOLUTIONS ACROSS INDUSTRY SEGMENTS AND DIGITAL PRODUCT PORTFOLIO



HP Inc. has unveiled new ways for print service providers to grow their digital-based business and put Industry 4.0 into practice by enabling better automated tools to enhance connectivity, productivity, and support customer growth as print service providers move to capture online business.

"We are seeing strong customer momentum in the past year alongside industry challenges created by the pandemic, with Industry 4.0 being a driving force of growth for Indigo customers who have embraced high-automation practices and adopt ecommerce driven web-to-print business practices," said Haim Levit, HP Indigo Vice President and General Manager.

HP attributes part of this momentum in particular, from continued strong growth in Labels and Packaging direct print volume growing 36% over 2019 levels and the commercial sector's continued recovery from pandemic headwinds.

New Industry 4.0 solutions to drive growth through automation and efficiency

Industry 4.0 practices are allowing HP Indigo print service providers to deliver thousands of digital print jobs every day. As a result, HP continues to invest and expand business possibilities for Print Service Providers (PSPs) thus HP launched the PrintOS **Integration Hub** @ hp.io, a portal where HP provides technical information on how to integrate with HP Indigo devices and solutions, and achieve automation across vendor solutions.

Due to the upswing in ecommerce orders, printers need to increase automation through multiple systems, spanning from submission, printing, finishing and fulfilment solutions, through to shipping and tracking. "Automation is the only way to consistently deliver high volumes of short run jobs while meeting customer's quality and schedule expectations" said GershonAlon, Head of HP Indigo Solutions. "Customers are struggling to hire and maintain skilled personnel. Cross-vendor automation increases employees' efficiency and enables the production of much more work with existing staff and resources"

KOENIG & BAUER IS POOLING CORPORATE GOALS IN ITS NEW 'EXCEEDING PRINT' STRATEGY



With its 'Exceeding Print' strategy, Koenig & Bauer is promoting sustainability as the greatest challenge that the packaging industry will face in future, and is upholding its claim to leadership in digitalization.

Koenig & Bauer is continuing to proceed with its transformation from a traditional manufacturer of machinery into an agile technology group. Using global megatrends and intense discussions with customers and industry experts as a basis, the company has defined its strategic direction for the next few years. The course it is already taking towards more digitalization and a higher degree of modularity will not only lead to more success in Koenig & Bauer's core business markets, with packaging printing at the forefront – it will also result in less material and energy being used in printing processes, making them more sustainable. In addition, Koenig & Bauer is also setting itself sustainability goals that are even more ambitious with its new Group strategy, 'Exceeding Print'. Along with its responsibility towards its customers and employees, as a member of the UN Global Compact, the world's largest sustainability initiative, the Group aims to increase even further its efforts to deliver on its ecological, social and community responsibilities.

KOMORI PAVING THE WAY FOR DIGITAL TRANSFORMATION AND DECARBONIZATION



Komori, provider of offset and digital printing systems, is addressing the needs of printers in today's changing and environmentally conscious market with products that fulfil the increasing demand for fast turnaround times and short-run work, as well as reducing waste and carbon emissions.

The recent introduction of Komori's GX/G advance series of offset presses supports both the thrust for digital transformation (DX) and sustainability with the ability to fully automate and link to other production processes using centralized, digital technologies. This dramatically reduces production time and improves efficiencies so that "going green" can be profitable for printers.

DX involves building new business models by unleashing digital technology, along with reassessing and improving the existing business framework and production systems. Komori has always worked to automate and improve individual press processes with innovations like automatic plate changing and inking systems, but DX requires a different approach, regarding not only press operation, but also print production, as a comprehensive system.

For the Printing Industry, decarbonization is already a familiar topic, calling to mind the initial drive to eliminate VOCs and alcohol from the printing process. Since then, decarbonization, or reducing the carbon footprint, has become a worldwide movement. For example, industry-leading brand owners in sectors such as foods, cosmetics and pharmaceuticals have begun adapting and are asking stakeholders, including package printing companies, to cooperate and respond to their demands to reduce CO_2 emissions.

At the same time, the demand for small-volume production and quick delivery is increasing. With improved productivity, presses that focus on higher printing speeds and shorter makeready times have the highest return on investment (ROI). The Komori Lithrone GX/G advance series presses respond to these demands with improvements to the high-speed stability of the feeder, delivery and Komorimatic dampening system, enabling stable, high-speed printing while maintaining image quality. The operating system also has been updated and operator touchpoints have been reduced significantly. In addition, automatic job presetting in coordination with KP Connect, core software that integrates and controls the management information system (MIS), prepress, press and post press, digitizes the printing factory. This dramatically reduces makeready time, especially on repeat jobs. With these improvements, the Lithrone GX/G advance series presses achieve critical productivity goals.

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THAT'S A WRAP: CES 2022 CONCLUDES IN PERSON WITH INNOVATION TO BETTER THE WORLD



Following a week filled with thousands of product debuts unveiling innovation that will better the world and solve global challenges, CES® 2022 concluded Friday 7 January with more than 2300 exhibiting companies from around the world, including more than 800 startups, launched products featuring innovation across artificial intelligence, automotive technology, digital health, smart home and more.

After nearly two years, CES returned 'home' to Las Vegas Nevada USA welcoming well over 45,000 attendees in person, including 1800 global media, across 11 indoor and outdoor venues. The in-person show from Wednesday 5 to Friday 7 January 2022 was truly a global event, with 30% of attendees traveling from outside the US – representing 119 countries.

Before visitors were allowed in for the CES exhibit show floor, the full week of innovation kicked off on Monday 3 and Tuesday 4 with Media Days press conferences were privileged media practitioners from around the world including **WHERE To Print magazine** were presented with CTA's 2022 **Tech Trends to Watch** presentation, **CES Unveiled Las Vegas** and **Keynotes** from Samsung and General Motors.

THE MEDIA DAYS featured 14 press conferences from top exhibitors who announced products and broke company news before the show floor opened, including:

- **Advanced Symbolics Inc.** – Ask Polly, enabled by AI, lets companies predict what consumers intend to buy in the future.
- **Bodyfriend** – The Pharaoh O2 massage chair, a CES 2022 Innovation Awards honoree, reduces fatigue using medical oxygen tech.
- **Bosch** – This smart connected biking solution was named a CES 2022 Innovations Awards honoree.
- **Canon** – Using a VR headset, Kokomo's immersive call tech transports callers to the creator's view in real-time.
- **Doosan Bobcat** – The first all-electric Bobcat T7X compact track loader, eliminates hydraulics and components.
- **Hisense** – Hisense's 2022 ULED TVs promise high brightness paired with 1,200 zones of LED local dimming.
- **Hyundai Motor Company** – Its Plug & Drive robotic module enables unlimited mobility of inanimate things.
- **Indy Autonomous Challenge** – On Jan. 7, at the Las Vegas Motor Speedway, competing university teams will advance autonomous vehicle tech.
- Intel – 12th Gen Intel® Core™ mobile processors redefine multi-core architecture for laptop Pcs.
- **John Deere** – The fully autonomous 8R 410 tractors, controlled via a smartphone, include 12 stereo cameras and a Nvidia GPU.
- **LG Electronics** – The smallest (42-inch) and largest (97-inch) OLED displays; OLED.EX enables transparent, flexible and ultra-thin displays.







- **Ottonomy** – Autonomous delivery robot is ideal for restaurants seeking a human-less curbside or home delivery solution.
- **Qualcomm** – The Snapdragon Digital Chassis platform includes cellular vehicle-to-everything, advanced driver assistance and an infotainment cockpit.
- **Sony** – The BRAVIA XR A95K is the first quantum dot OLED television with 4K resolution and 55- and 65-inch display sizes.



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2022 TECH TRENDS TO WATCH PRESENTATION

CTA's Vice President of Market Research Steve Koenig presented the 2022 Tech Trends to Watch. Koenig noted that consumers are "leveling up" their tech, as U.S. household ownership of new technology like 4K Ultra TVs and smart appliances increased more than seven percent in the past year. The U.S. consumer technology industry is projected to generate over $505 billion in retail sales revenue for the first time ever in 2022. The projection represents a 2.8% revenue increase from 2021's impressive 9.6% growth over 2020. Strong demand for smartphones, automotive tech, health devices and streaming services will help propel much of the projected revenue. Koenig also noted that automotive technology sales are expected to rebound in 2022 as we begin to see early signs of recovery in chip supplies. Factory-installed automotive tech is projected to reach $16 billion in shipment revenues this year, an impressive 7% increase from 2021 ($14.9 billion).

UNVEILED LAS VEGAS

Monday evening featured CES Unveiled, with more than 140 exhibiting companies and over 600 media. CES Unveiled provided a sneak preview of the innovation debuting this week at the show, including Baracoda Daily Healthtech's 'bcool' Bluetooth connected thermometer; Moen's Smart Faucet with motion control and voice control from Amazon Alexa and Google Assistant; MoonBikes Motors' electric snowbike and Naio Technologies' 'Oz' robot, a farming assistant that automates time-consuming tasks and provides data to growers.

KEYNOTES

The CES keynote stage featured leaders across global industries. Top executives delivered addresses including J.H. Han, Vice Chairman, CEO and Head of DX (Device eXperience) division at Samsung Electronics; Mary Barra, Chair and CEO of General Motors and Robert B. Ford, President and CEO of Abbott, the first healthcare keynote in CES history. Emmy-award winning FOX Business anchor Liz Claman and owners of Sierra Nevada Corporation (SNC), Eren and Fatih Ozmen, spoke during the CES Leaders in Technology Dinner.

KEY TRENDS AT CES 2022

CES 2022 featured transformative technologies that will spur business and shift markets, with major brands including Bosch, Canon, Hisense, HTC, LG Electronics, Nvidia, Samsung Electronics,
Sony, Panasonic and Qualcomm. Key trends included:







• **Automotive Technology**
Vehicle technology was front and center at the show, with more than 190 automotive companies exhibiting, with companies including BMW, Hyundai, Indy Autonomous
Challenge, Stellantis and VinFast, Vietnam's first automaker.

• **Digital Health**
The latest in telemedicine, connected health devices and improved health features on wearables were highlights, allowing consumers to take better control of their own health with exhibitors such as Abbott, Essence and Baracoda Daily Healthtech.

• **Artificial Intelligence**
Prevalent throughout the show was artificial intelligence, making products and technologies smarter, more efficient and customizable, advancing nearly every major industry from agriculture to healthcare, automotive, manufacturing and entertainment. Companies included John Deere, featuring the first fully autonomous tractor, and Beyond Honeycomb, with an AI-enabled robot to prep and cook customizable meals.

• **Startups**
More than 800 startups from 19 countries were featured in Eureka Park, the startup hub for CES 2022, including the SkyDrive air taxi; ScenTronix with its EveryHuman algorithmic perfumeryand Orbisk, an AI-powered fully automated food waste monitoring system. The Venetian Expo also featured a first-time European Pavilion highlighting the latest tech advancements from Europe.

"Innovation came to life this week at CES 2022 – with technologies that will reshape industries and provide solutions to pressing worldwide issues from healthcare to agriculture, sustainability and beyond," said Gary Shapiro, President and CEO, Consumer Technology Association (CTA)TM, owner and producer of CES. "The CES show floor buzzed with the joy of human interaction and a five-sense innovation experience with products that will redefine our future and change our world for the better."

With more than 45,000 attendees, CES 2022 was able to successfully gather the industry together in person with praise from the US Travel Association on the show's protocols. Health protocols were put in place for in-person attendance, including proof of vaccination, required masking indoors, testing and social distancing measures.

Exhibit sales for CES 2023 are already off to a strong start, with CES returning to Las Vegas January 5 to 8, 2023.



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SPECIAL FEATURE ARTICULE











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About CES:
CES® is the most influential tech event in the world – the proving ground for breakthrough technologies and global innovators. This is where the world's biggest brands do business and meet new partners, and the sharpest innovators hit the stage. Owned and produced by the Consumer Technology Association (CTA)®, CES features every aspect of the tech sector.

About Consumer Technology Association:
As North America's largest technology trade association, CTA® is the tech sector. Our members are the world's leading innovators – from startups to global brands – helping support more than 18 million American jobs. CTA owns and produces CES® – the most influential tech event in the world.

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Print impact around Nigeria







of Commerce & Industry (LCCI) Lagos saw major stakeholders in attendance including Chairman of PJAN – Mr. Kola Olasupo, Vice Chairman of PJAN – Princess Alaba Igaroola as well as Mr. Sunday Adedeji and Bakene Oladapo, Chairman and Secretary of Organising Committee.





LCCI HIGHLIGHTS GOLDMINE IN THE PRINTING, PACKAGING AND PUBLISHING INDUSTRY

President of Lagos Chamber of Commerce and Industry (LCCI) - Asiwaju (Dr.) Michael Olawale-Cole has emphasised the need for the Federal Government to work with relevant stakeholders in the printing, packaging & publishing sector of the Nigerian economy to stimulate investment in the sector that will create instantaneous employment, thereby improving Nigeria's dwindling foreign reserves that has largely being affected by the mono-economic nature of Nigeria's dependence on crude oil.



The LCCI boss highlighted this in his Opening Remark at the seminar on: Challenges, Prospects and Raw Materials Demand in the Printing, Packaging and Publishing Industry which the body organised in conjunction with Raw Material, Research and Development Council. "We pray that those who are in Government will listen to us and not put all our emphasis on oil and gas. While the demand for paper and related products has grown to 103 million metric tons annually, installed capacity remains (at) abysmally low level of 200,000 metric tons thereby making importation of raw materials inevitable. We therefore need to organize this seminar at this crucial time to bring to focus the foreign imperatives to revamping the Printing, Packaging & Publishing Industry in line with economic diversification agenda of the current Government" Asiwaju (Dr.) Olawale-Cole emphasised as he further noted the need for stakeholders to harmonise ideas within the sector that would spur investment across the value chain thereby chatting the course for the production of raw materials by exploring fibrous materials from many seasonal plants. Not only that, he advocated for a general review of our import policy especially on import duty of semi-finished paper and pulp products which hovers between 20 to 30% while imported printed

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Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



textbooks attract zero percent thereby negating the ease-of-doing business policy of the Federal Government that adversely affect investment in the sector.

Agreeing with Asiwaju (Dr.) Olawale-Cole was the Key Note Speaker - Professor Abiodun Olufemi Oluwadare of the Department of Forest Production and Products, University of Ibadan who emphasized the need for Nigeria to independently start the production of long fiber pulp wood - the vital raw material for pulp production in the sector. He noted that with the advantages of right climatic conditions, large expanse of arable land, and teeming population, Nigeria has all the requirements to independently produce long fiber pulp wood right from the Southern to the Northern States of Yenagoa and Damaturu respectively. He also highlighted the investment potential of pulp especially how pulp is more expensive than crude oil thus serving as an alternative to crude oil in conserving and generating foreign exchange. Finally, Professor Oluwadare informed that pulp can equally be made from some of Nigeria's local foods such as Okra of the Hibiscus specie, Corchorus olitorius (Ewedu) etc where he consequently advocated for the need for a research-based centre for further works on the project.

The highpoint of the event was the division of the seminar topic into sub-themes treated in a Panel Discussion Segment equally handled by qualified expert Panelists such as:

- **Challenges in the Pulp Packaging Sector by Mr. Olugbemi Malomo - President, Chattered Institute of Professional Printers of Nigeria (CIPPON).**
- **Panacea to the Pulp and Paper Mills Sector Challenges by Mr. Eric Wang - Managing Director, Nixen Paper Mill.**
- **Fibrous Raw Materials Availability and the Need for Assessment of Nigeria Paper Sector by Mr. Amosu Francis Adekunle (JP) - National Secretary, Kenaf Producers, Processors and Marketers Association of Nigeria.**
- **Current Research Input and Output by Dr. F.A.T Owolabi - Deputy Director and Head of Pulp and Paper Technology Division Federal Institute of Industrial Research (FIIRO)**
- **Ogun State Department of Forestry, Wildlife and Fisheries, College of Agricultural Sciences by Mrs. Kolapo M. Abosede.**

AJAYI MAPS OUT ONE-YEAR PLAN IN OFFICE AS CHAIRMAN, ASSPPON IKORODU

Newly sworn-in Chairman of Association of Professional Printers of Nigeria (ASSPPON), Ikorodu Division - Mr. Abayomi Sunday Ajayi has put up a strategic plan of action that his administration will be answerable to within his first year in office.

WHERE To print gathered that the programme of action include accountability, membership drive/ capturing, capacity building, access to funding, and site visitation to engender business partnership/ collaboration. According to Mr. Ajayi, the programme of action was not only expected to be a reference point and a model among other ASSPPON divisions across the country, but most importantly to benefit all members of ASSPPON Ikorodu Division: "My administration will adopt



policies that are beneficial to the generality of all and acceptable to the common Men and Women within our folds."

He promised further that: "My team and I will work assiduously to put ASSPPON Ikorodu Division on the State, National and Global map. We shall engage willing members and partners to continue to support our programmes and events through proper and up to date accountability. Immediate opening of ASSPPON Bank Account will be our first priority, within our first 60 days in office, we shall achieve this".

He therefore implored the other newly sworn-in Executive Team members to roll up their sleeves for the task ahead: "To my new Executives, we have a mandate, it is a huge task, let us buckle up and justify the confidence reposed on us" entreats Sunaj Prints boss while also calling on members to shun divisive tendencies and unhealthy rivalry but support the new administration promising accountability: "At this point, I urge all our National, State, Divisional, Zonal Leaders irrespective of the divide to embrace peace, harmony in the interest of our profession. Let us come together and speak in one voice. I appreciate and commend all the sacrifice you have made particularly in getting the industry chartered as an Institute. You can only leave a lasting legacy if there is unity of purpose. As followers, let us shun divisive and dirty politics within our industry. I want us all to go back to our various domains and preach this gospel: PEACE in our industry".





REACH TECHNOLOGY REPRESENTS XITRON IN NIGERIA

World's leading innovative software that powers both that prepress and printing departments - Xitron is now represented in Nigeria by Reach Technology Ventures.

Produced in USA, Xitron has been developing prepress solutions since 1977 where it develops prepress workflow and Raster Image Processor (RIP) products designed to drive the industry's most popular output devices of Computer-To-Plate (CTP) and Computer-To-Conventional-Plate (CTcP). According to Reach Technology Ventures CEO - Engr. Tunji Olude; "Xitron software has the ability to drive almost all the CTP and CTcP machines including the Chinese made. That is the more reason Xitron won the 2020 InterTech™ Technology Award for Innovative Excellence and if you're looking to bring new life to an older Computer-To-Plate system or need a full-featured workflow for a high-speed digital press, Xitron has you covered. We have installed over 35,000 RIPs around the world, driving output devices from almost every major manufacturer in every market".

The markets according to Engr. Olude are: Offset Printing, Flexography, Screen Printing, and High-Speed Inkjet as he emphasised that; "Xitron develops innovative tools with process requirements in mind, which means functionality is based on what you print. Whether commercial offset, flexo, narrow web, label, wide format, packaging, or specialty graphics, Xitron designs the prepress workflow and tools that work with you, not around you" he stressed as he also announced that his company also represents Wasatch Technology, based in the United States and offers solutions in areas like Digital Label printing, Dye Sublimation, Direct to Garment printing, Screen Printing and more. Others are Label printing manufacturers - Valloy from South Korea and VIPcolor in Spain. Then for all type of large format printers - DGI from South Korea.

WHERE To Print gathers that Reach Technology Ventures among others focuses on right and affordable software workflow for CTP/CTcP with emphasis on local trainings for operators in the Prepress and Press areas of print production.

FAREWELL TO A GEM

The Printing Industry in Nigeria lost a rare gem in the person of Mr. Addulkareem Segun Ganiyu - Bancod LTD Manager for over a decade. It was a sad Wednesday of the 2nd of February 2022 when the news of the demise of one of industry's loyal and dedicated practitioners flickered around town. Survived by wife, children, brothers and sisters, WHERE To Print commiserates with all including Bancod and TTK Press family!



EXPERIENCE PRINT IN MOTION AT FESPA GLOBAL PRINT EXPO 2022



FESPA Global Print Expo 2022 and European Sign Expo 2022 events, scheduled to take place from 31 May to 3 June 2022 at Messe

FESPA has launched the promotional campaign for its FESPA Global Print Visitors to the exhibition will be able to share knowledge, explore new trends, invest in new machinery or consumables, and discover the latest innovations that are bringing colour to life! **FESPA Global Print Expo 2022** will be co-located with **European Signage Expo 2022**, Europe's leading dedicated non-printed and visual communications exhibition, with exhibitors displaying the very latest in signage solutions.

The campaign strapline 'Experience Print in Motion' highlights how, despite the challenges of the past two years, the speciality print market and the technology that supports it continue to evolve and progress.

"Speciality print businesses are back up and running and making future plans, and **FESPA Global Print Expo 2022** will give them fresh momentum, supporting them with investment decisions and ideas development at a critical time in the sector's sustained recovery", says Michael Ryan, Head of FESPA Global Print Expo. "After more than two years dominated by virtual alternatives, business decision-makers really need the energy and connections that only live events enable. The true value of a FESPA event for exhibitors and visitors is the wider experience: close-up views of technology and consumables; making human connections; networking with like-minded business people; being inspired and discovering the latest technologies and consumables. In Amsterdam last autumn, we took the first steps to bringing colour back to speciality print. Now we all need to experience print in motion."







Berlin has previously hosted highly successful FESPA exhibitions in 2007 and 2018, and the facilities and travel connections make the venue a popular destination amongst exhibitors and visitors. Occupying eight halls, the 2022 event will provide a platform for technological innovation in digital wide format, screen and textile printing. International manufacturers are lining up for the event, with over 250 suppliers including Brother, Canon, Durst, Fujifilm, HP, Kornit, Mimaki and M&R fully committed to the event to date.

Enhancing the visitor experience at **FESPA Global Print Expo 2022**, FESPA's popular Printeriors interior décor feature - **Printeriors 2022** - will highlight the many opportunities in printed interior décor, again taking the form of an interactive visitor experience. **World Wrap Masters** will also return, offering visitors the chance to see European vehicle wrappers compete for the title of **World Wrap Master Europe 2022,** followed by the show-down of the regional competition winners in the **World Wrap Masters** final.

Lighting the way in hall 5.2 will be **European Sign Expo,** Europe's largest exhibition for signage and visual communications. The 2022 event will be a showcase of technology solutions and materials, enabling brand owners and communications professionals to see the application opportunities in areas including channel lettering, dimensional signage, engraving and etching, LED and sign solutions.

Visitor registration will be open on 1 March 2022, but participants can register their interest at **www.fespa.com**

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PRINT & ALLIED EXHIBITIONS FOR 2022

S/N	EXHIBITION	LOCATION	DATE
1	**PROPAK AFRICA**	Expo Centre, Johannesburg, South Africa	08 - 11 March 2022
2	GRAPHICS PRO EXPO	Irving Convention Centre, Irving Texas, USA	10 - 12 March 2022
3	PACK PRINT INDIA	India Expo Centre, Greater Noida, Delhi NCR, India	11 - 15 March 2022
4	**SIGN AFRICA**	Durban International Convention Centre, Durban South Africa	16 - 17 March 2022
5	**SIGN & DIGITAL UK**	NEC Birmingham, UK	22 - 24 March 2022
6	PACK EXPO EAST	Pennsylvania Convention Centre, Philadelphia, USA	21 -23 March 2022
7	NIPEX + PPP	Landmark Convention Centre Lagos, Nigeria	22 -24 March 2022
8	GRAPHICS PRO EXPO	Crowne Plaza Denver Airport Convention Centre, Denver Colorado, USA	14 - 15 April 2022
9	**LABEL EXPO EUROPE**	Brussels Expo Centre, Brussels, Belgium	26 - 29 April 2022
10	**PROPAK EAST AFRICA**	The Sarit Exhibition Centre Nairobi, Kenya	10 - 12 May 2022
11	PAPEREX	India Expo Centre, Greater Noida, Delhi NCR, India	10 - 13 May 2022
12	SIGN AFRICA	Cape Town International Convention Centre, Cape Town South Africa	19 - 19 May 2022
13	**GULF PRINT & PACK EXPO**	Dubai World Trade Centre, Dubai UAE	24 - 26 May 2022
14	**FESPA GLOBAL PRINT EXPO**	Messe Berlin, Berlin Germany	31 May – 03 June 2022
15	GRAPHICS PRO EXPO	Indiana Convention Centre, Indianapolis, Indiana, USA	02 - 04 June 2022
16	GRAPHICS PRO EXPO	Meadowlands Exposition Centre, New Jersey/ New York, USA	21 - 22 July 2022
17	GRAPHICS PRO EXPO	Long Beach Convention & Entertainment Centre, Long Beach California USA	04 - 06 August 2022
18	**FESPA AFRICA**	Gallagher Convention Centre, Midrand Johannesburg, South Africa	07 - 09 September 2022
19	LABEL EXPO AMERICAS	Donald Stephen's Convention Centre, Rosemont, Illinois Chicago USA	13 -15 September 2022
20	GRAPHICS PRO EXPO	Charlotte Convention Centre, North Carolina, USA	16 - 18 September 2022
21	**PRINT SHOW**	NEC Birmingham, UK	20 - 22 September 2022
22	PRINTING UNITED	Las Vegas Convention Centre, Las Vegas, USA	19 - 21 September 2022
23	ALL IN PRINT CHINA	SNIEC Shanghai China	11 - 15 October 2022
24	PACK EXPO INTERNATIONAL	McCormick Place, Chicago Illinois, USA	23 – 26 October 2022
25	**PROPAK WEST AFRICA**	Landmark Convention Centre Lagos, Nigeria	22 – 24 November 2022

NOTE:

- Contact **NUMBERS CMYK LIMITED** for professionally packaged **Of ficial Delegation**to the above shows **(highlighted).**
- **Publisher** reserves the right to change date of publication. **Exhibition date and venue may change at Organiser's discretion.**
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- **19%** Evaluate for future participation

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