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How to reach us

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- 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.

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To Readers

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

NUMBERS CMYK LTD ADDS PROPAK EAST AFRICA DAILY TO ITS RETINUE OF TRADE PUBLICATIONS

After series of successful publication of **PROPAK West Africa DAILY** in Lagos Nigeria that continuously add value to **PROPAK** brand within the West African subregion, **NUMBERS CMYK LTD** - publishers of **WHERE To Print** magazines (both in Nigeria and Ghana) has added **PROPAK East Africa DAILY** to its retinue of trade publications for

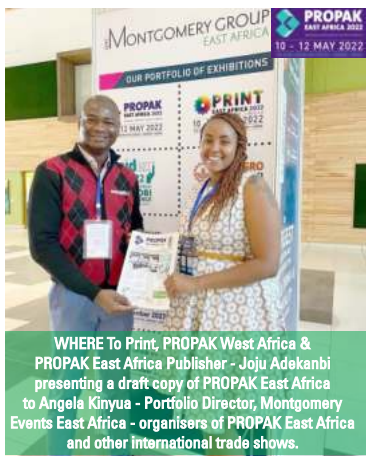
specialised international events. Professionally packaged to improve exhibition experience, **PROPAK East Africa DAILY**, like its West African equivalent (**PROPAK West Africa DAILY**), will once again improve exhibition experience via quality news reportage, product launches, interviews, and general daily happenngs within the 3-Day event thereby becomes the official mouth-piece of the show that will be freely distributed as memorabilia of East Africa's largest packaging, plastics, food processing, labelling and print exhibition – **PROPAK East Africa**.

As **PROPAK East Africa 2022** (www.propakeastafrica.com) opens from 10 to 12 May at the Sarit Exhibition Centre, Nairobi Kenya, **WHERE To Print Team** will be fully on ground for live coverage throughout the 3-Day show giving value to all participants especially advertisers whose target markets in strategic African regions that are covered during the show.

Get in touch with us now on this journey to improve your bottom-line in these regions. We look forward to your expected cooperation, support, and sponsorship of either **PROPAK East Africa DAILY** or **PROPAK West Africa DAILY**



Continued on page 10 >>



WHERE To Print, PROPAK West Africa & PROPAK East Africa Publisher - Joju Adekanbi presenting a draft copy of PROPAK East Africa to Angela Kinyua - Portfolio Director, Montgomery Events East Africa - organisers of PROPAK East Africa and other international trade shows.

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INTERESTING AND EXPOSITORY - BUMPER 78TH ISSUE

As we characteristically deploys responsible journalism throughout this latest edition, please flip over to page 10 that commences coverage of general happenings in the industry within the last two months in **PRINT IMPACT AROUND NIGERIA** pages then **PRINT IMPACT AROUND THE WORLD** (pages from page 12) to keep yourself abreast of happenings recorded around the world also within the last two months. Other interesting and expository articles that make this edition bumper include **SPECIAL**

FEATURE articles like: **HOW PRINTERS CAN PRINT CHEAPER** (on pages 14 and 15); **GPP 2022 PREVIEW** titled: **GULF PRINT & PACK 2022 OPENS FREE REGISTRATION FOR VISITORS...AS DIGITAL PRINT GROWS IN MENA** (on page 18 and 19); and **FESPA 2022 PREVIEW** titled: **BRAND-NEW CONTENT TO INSPIRE AND EDUCATE VISITORS AT FESPA GLOBAL PRINT EXPO 2022** on pages 24 and 25.

While the **COVER STORY** on pages 22 and 23 teaches: **10 WAYS TO PREPARE FOR GROWTH AND SUCCESS**, please flip over to pages 26 and 27 for **SPECIAL FEATURE INTERVIEW** with Mrs. Rotimi Adeaga - Rovisa COO and first female Council Member of Chartered Institute of Professional Printers of Nigeria (CIPPON). As she advises: **"UNLEARN, LEARN AND RELEARN"** get to know her background, ideals and wish especially for the Nigerian Printing Industry.

Lastly, read and learn from the excerpt stakeholders' interviews in the **VOX POP** pages 20 and 21 where **WHERE To Print VOX POP Crew** went to town to enquire from print

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WHERE To Print, PROPAK West Africa & PROPAK East Africa Publisher - Joju Adekanbi presenting a draft copy of PROPAK East Africa to Alexander Angus - MD, Montgomery Events East Africa - organisers of PROPAK East Africa and other international trade shows

practitioners on how they maintain good customer service relationship. Some of the responses to the question: **HOW DO YOU MAINTAIN CUSTOMER SERVICE RELATIONSHIP FOR BOTH NEW AND EXISTING CUSTOMERS** are educative as well as interesting!

Quarter of 2022 Business, do take into account to also review your business models to align with your customers' expectations and market realities...but not forgetting to continue to do good!

Please continue to have a sustainably profitable business endeavour throughout this 2022 Business Year!

And as you begin to review your 1st

Print impact around Nigeria Stories by Precious Ajuonuma & Joju Adekanbi

PRINTING INDUSTRY ELECTS NEW CIPPON COUNCIL MEMBERS
... TASK AHEAD NEEDS ALL TO TAKE RESPONSIBILITY IN WORDS AND DEEDS

Mrs. Rotimi Adeaga (ostensibly the first woman to be elected into Council) along with Mr. Gokay Oludare, Mr. Kayode Alonge, Mr. Paul Tunde Fadile, Mr. Kassim Yushou Shika, Mr. Adebo Abraham Destiny, Mr. Abiola Yusuf Eleja, Mr. Oyeku Jonathan, Mr. Ogar Jude, and Mr. Chris Emeka Okafor are the newly elected Council Members that will among others; formulate the general policies and rules relating to the administration, supervision, and efficient performance of the functions of **Chartered Institute of Professional Printers of Nigeria (CIPPON)** for the next 24months.

They will be joined by veterans who apparently by their experience as returning Council Members have thus been assigned executive functions like Mr. Malomo Olugbemi (returning as President and Chairman-In-



Council), Comrade Salako Babajide (as 1st Vice President), Mr. Ademuyiwa Oluwole (as 2nd Vice President), Mr. Omopariola Samuel Odimayo (as 3rd Vice President), and Mr. Akin Oduwole (also returning as Secretary to the Council).

While presenting the list of the newly elected CIPPON Council Members to the public, Mr. Oduwole had noted that while all former Government Nominees were retained according to the Federal Government Printer - Mr. Ittu he however implored that: "It is our believe that all politics has now ended and it's now time to get to work. Your maximum cooperation is coveted. May printing be profitable again". **WHERE To Print** believes that



CIPPON President - Mr. Malomo giving thanks, while other Council Members look on

this heartfelt prayer should not only be on the lips of everyone who desires the progress of the

printing profession in Nigeria but backed with tangible positive actions for the sustainable growth and development we all crave for.

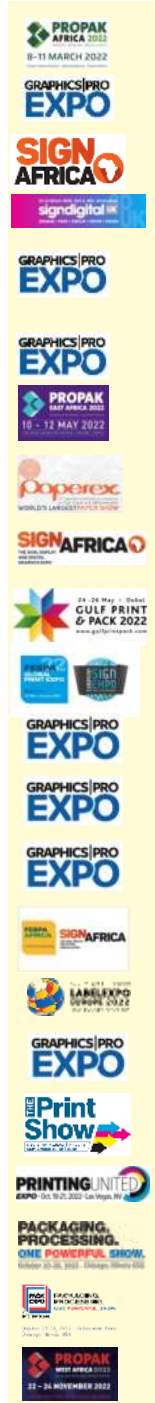
In an industry that is basking in irregularities within a depressed economy, we all need to first rally

round and support the new CIPPON Council on the onerous task ahead. What kind of backing? All kinds as **Continued on page 28 >>**



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



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Print Impact Around the World



HEIDELBERG FOCUSES ON GROWING LABEL MARKET

...STRENGTHENS GALLUS SITES

- The Gallus site in St Gallen, Switzerland
- Heidelberg CEO - Dr Ludwin Monz



Heidelberger Druckmaschinen AG (Heidelberg) is further expanding its commitment to the growing label market.

As part of this, the Gallus Group sites in Switzerland and Germany have already been strengthened through targeted investments and divided into competence centers. The next step will be to reorganize the headquarters in St. Gallen, Switzerland, and develop it into a competence center for digital label printing. To this end, the new customer demonstration center is to be opened at the site at the end of the year as the "*Gallus Experience Center*".

The expansion of the digital printing portfolio will be accompanied by comprehensive innovations in equipment, service, software

and ink. A total of around 160 people work in St. Gallen, including business and R&D management as well as finance, sales, service, marketing and purchasing. The new office infrastructure and the Experience Center will be reorganized in the main building of the site.

"With targeted investments in the Gallus Group, we want to gain further momentum in the growing label market," said newly-appointed Heidelberg CEO - Dr Ludwin Monz highlighting further that: "The reorientation of our site in St. Gallen into a competence center for digital label printing underlines the high strategic importance for Heidelberg in the packaging sector. We welcome, that the

commitment of entrepreneurs Marcel and Roger Baumer will create an innovative environment in St. Gallen from which we can also benefit."

The plant in Langgöns, Germany, is responsible for the complete assembly of the ECS, Labelmaster, Labelfire Conventional and Converting Modules and the assembly of the Gallus RCS. With around 160 employees working in St Gallen, Heidelberg now plans to focus the Gallus activities on digital printing products for labels including equipment, service, software and ink.

Continued on page 16 >>

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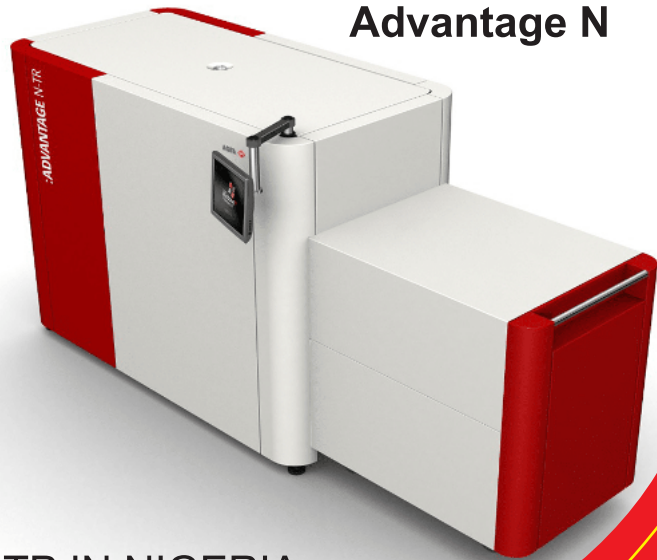
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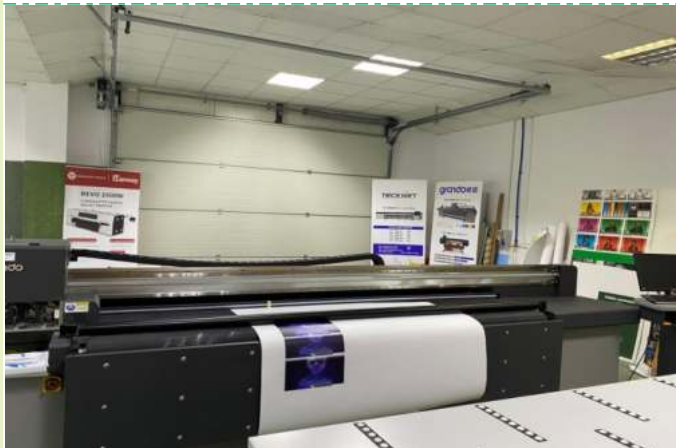


Europe's leading solutions provider in the wide and super-wide format inkjet Printing Industry - **Magenta-Vision Polska Sp. Z o.o.** has highlighted how its processes, procedures, and strategic location help Printers achieve quality print at cheaper cost per print.

Strategically headquartered in Piaseczno of the Polish Capital - Warsaw, Magenta-Vision said it provides specialised print solutions that are customised to specific needs and budgets of each print service providers in digital printing, UV printing, wide format printing, and sublimation print. Not only that, the company also has exclusive dealership that serves the interests of its customers with world's best Original Equipment manufacturers (OEMs) for both hardware and software such as Teckwin, Grando, Hanway, Caldera, Onyx, and PrintFactory among others.

Magenta-Vision offerings

Created in April 2007 to supply and service wide format digital printers with UV curable ink, second-hand printers and spare parts, Magenta-Vision today offers quality UV-curable, UV LED, Solvent, ECO Solvent and Latex inks available in the market for alternative OEM. It is therefore no surprising that Magenta-Vision supplies most of the wide and super wide digital



Printers in Europe with a whole range of consumables, spare parts and related services.

In 2016, Magenta-Vision took strategic decision and joined forces with industry's leader in printing inks manufacturing - Polish based **Chespa Sp. z o.o.** (www.chespa.eu) and the synergy has seen to the production of world's best inks using state of the art latest technology. This collaboration has thus created unique opportunity for world-class

quality products at affordable prices to their customers who always thrive in the heavily competitive market environment.

After-sale services

In a special facility tour of the company in Polish capital - Warsaw, **WHERE To Print** gathered that Magenta-Vision Technical Team is made of experienced service engineers that serve different locations in Europe. According to Magenta-Vision Vice President - **Mr. Rafal Grzeszczuk**, the Team - with over a century combined industry experience, is equipped with the



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right tools that deliver professional on-site and off-site supports: "We're always ready for consultation to improve our customers production workflow and to optimize their processes for world-class quality print production".

In order to ensure sustained profitability of their customers print businesses, Magenta-Vision offers 24 hours a day, 7 days a week customer support hotline: **+48 606209403** and email support system: **support@magenta-vision.com** on all print services issues especially printheads maintenance to increase their life span, reduce or totally eliminate production downtime, and ultimately increase bottom-line. Again, Magenta-Vision holds adequate stock of spare parts in its warehouse in Belgium, which allow the company to offer quick response to all its customers.



MAGENTA-VISION



Customised Colour Management Services/ Training

As partner to world's leader in Colour Management and **Standardisation - X-Rite/ Pantone**, Magenta-Vision has well-equipped Faculty that train graphic designers, repro executives, print supervisors and managers on Colour Management processes to not only improve or optimise production workflow but to also eliminate wastages, production downtime, and generally ensure cheaper cost per print which ultimately increases the profitability and sustainability of print businesses. Magenta-Vision is currently working with **FLOURISH COLOUR VENTURES** (www.flourishcolour.com) in Nigeria to train operators and managers at its Faculty in Warsaw, Poland. Interested participant should get in touch via **Call/WhatsApp: +234 708 621 1555, +234 901 239 9805** or email: **flourishcolour@yahoo.com**

Magenta Vision is the Exclusive Dealer for:

GRANDO

- roll to roll
- flatbed
- hybrid

HANWAY

- hybrid

TECKWIN

- roll to roll
- flatbed

CALDERA

- GrandRip+
- TextilePro
- VisualRip+

ONYX

- RipCenter
- PosterShop
- Thrive

PRINTFACTORY

- Large stock of spare parts for Grand Format Printers such as: HP, NUR, EFI, VUTEK, GRANDINNOVATIONS, DURST, OCE, and many more.



Get in touch at www.magenta-vision.com

MAGENTA-VISION



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



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Print Impact Around the World

HEIDELBERG UNVEILS SPEEDMASTER CX 104 AT EXPO2020 IN DUBAI



Exhibiting under the slogan *"Welcome to the Future"*, Heidelberger Druckmaschinen AG (Heidelberg) and the UV specialist IST Metz unveiled the new Speedmaster CX 104 to around 100 customers in the Baden-Württemberg pavilion at EXPO2020 in Dubai. The event focused firmly on trends and creative applications in packaging printing and signaled the official market launch of the new universal press in the Middle East region.

With some 1,700 printing units of the Speedmaster CX 104 universal press already sold worldwide, around 100 customers from the Middle East took part in the market launch of the new Heidelberg Speedmaster CX 104 in the region which was heralded by a tour of the Baden-Württemberg pavilion where latest applications and market trends from the world of UV technology in cooperation with IST Metz took center stage.



FESPA LAUNCHES CAMPAIGN FOR 2022 GLOBAL PRINT EXPO ... CONFIRMS MAJOR EXHIBITORS WHILE UNVEILING NEW FEATURES



FESPA has launched the promotional campaign for its Global Print Expo 2022 and European Sign Expo 2022 events, which will take place from end of next month of May in Berlin.

This year's show will take place in Berlin

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. According to Head of FESPA Global Print Expo - Michael Ryan: "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. 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".

Scheduled to take place from 31 May to 3 June 2022 at Messe Berlin in the German capital where the show was previously hosted in 2007 and 2018, organisers said the facilities and travel connections make the venue a popular destination among exhibitors and visitors. Occupying eight halls, the 2022 event will provide a platform for technological innovation in digital wide-format, screen, and textiles printing.

MAJOR EXHIBITORS CONFIRMED

In a related development, over 250 major exhibitors and suppliers are confirmed to exhibit at this year's event. The event sponsors among the exhibitors include Durst, Mimaki, Brother, and HP. Other major manufacturers signed up so far include Agfa, Aleph, Canon, EFI, Epson, Fujifilm, Kornit Digital, Mutoh, M&R, Roland DG, and SwissQprint.

Media and consumables suppliers set to exhibit include 3A, Ahlstrom Munksjö, Avery Dennison, Hexis, Inktec, Neenah Coldenhove, Neschen, Orafol, Poli-Tape, and Sun Chemical. Barbieri Electronic, Caldera, OneVision, and Onyx Graphics, meanwhile, are among the companies presenting automation, workflow, and colour management products.

NEW FEATURES UNVEILED



Printeriors is one of the returning events for 2022

FESPA will host four features this year including the returning **Printeriors**, which will highlight the multiple opportunities for printers in the world of interior and exterior décor. Also returning is **World Wrap Masters**, which will see as many as 36 European wrappers compete in the regional competition on the first two days of the competition before 12 successful semi-finalists then go head-to-head to compete for the title of **Wrap Master 2022**.

New for 2022 are **Sustainability Spotlight** and the **Associations Pavilion**. The former will enable visitors to join presentations from several industry experts providing useful, informative, and actionable advice around



environmental best practice. Graphics producers and textiles printers can also view a wide range of material samples on display and learn how to produce innovative but sustainable finished products.

"Building a successful and profitable business is every entrepreneur's number one goal, but the print community has an obligation to sustainability too, and this is becoming a priority for print buyers," said Ryan noting further that: "Becoming sustainable means understanding the whole operation and the opportunities and risks that need to be addressed, now and in the future. Our goal with the launch of **Sustainability Spotlight** is to inform the print community of the different options open to them as they progress along the path towards sustainable operations. We want to show print businesses how to meet changing customer demands, increase productivity and profitability, while making meaningful improvements to their supply chain and efforts to decarbonise." The new **Associations Pavilion**, meanwhile, will celebrate the talent of FESPA's international member community. The Pavilion will give members of FESPA's worldwide network of Associations the opportunity to showcase their talent through samples of their screen and digitally printed work.

FESPA Technical Lead and Head of Associations - Graeme Richardson-Locke also revealed that the 2022 event will see the launch of the third **FESPA Print Census**. "This will give us a more holistic view of the current commercial backdrop, the challenges printers are facing, and the trends driving change in the industry. The knowledge will help us to shape FESPA's product offering for the future. The FESPA Print Census is a particularly meaningful piece of market intelligence because it reflects the commercial reality for print businesses on the ground." The survey will be open to FESPA members and non-members globally and the results will be shared at the FESPA 2023 events. The last Print Census, which was delivered in 2019, received over 1,400 completed surveys from participants in over 100 countries.

FESPA 2022 will be co-located with the **European Sign Expo 2022**, which will showcase technology and materials, enabling visitors to see the application opportunities in areas including channel lettering, dimensional signage, engraving and etching, and LED.



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www.wheretoprintmagazine.com

Print Impact Around the World

DRUPA OPENS EXHIBITOR REGISTRATIONS FOR 2024

... APPOINTS NEW CHAIRMAN

Exhibitors can now register online for the next Drupa show, which will take place in Düsseldorf, Germany from 28 May to 7 June 2024.



'We create the future' is the tagline for drupa 2024

Organiser Messe Düsseldorf said that companies wanting to present their innovations at the event have until 31 October 2022 to register, at www.drupa.com

Messe Düsseldorf Managing Director - Erhard Wienkamp said: "Drupa is the global meeting place for the industry and stands for innovations and trends. Here, we will see what impact the mega trends sustainability and digitalisation will have on processes, products, business models and the future of a constantly evolving industry." Agreeing, Sabine Geldermann, Messe Düsseldorf Director of Print Technologies added that there is also a new, dynamic look and feel for the start of exhibitor applications: "The new motion design of our key visual combines classic graphic design with state-of-the-art digital technology and is synonymous with dynamism, motion and especially with water as the most important resource on our planet. It also visualises the top themes digitalisation and sustainability which drive the print and packaging industries, confront them with new challenges but also offer excellent opportunities. International faces represent the target group of Drupa which is looking forward to networking in a fascinating atmosphere characterised by diversity. And it represents thought leaders as well as high-quality knowledge transfer."

Drupa 2024 organic structures will stand for aesthetics, design and the beauty of nature with the new claim: 'We Create the Future' which underscores the clear commitment of the community to jointly and proactively participate in the continuous development and design of the sector. Industry no. 1 trade show will also showcase new innovations from across the industry, with special focus on future and cross-industry technologies.

While topics such as circular economy, automation, print/finishing 4.0, artificial intelligence, the platform economy, and connectivity are therefore expected to play a central role in the conference agenda, Messe Düsseldorf said the new exhibitor brochure has been produced in a sustainable and climate-neutral way and that the digital version can be downloaded at the Drupa website - www.drupa.com

DRUPA APPOINTS NEW CHAIRMAN

In a related development, Dr. Andreas Pleßke, CEO at Koenig & Bauer AG has been confirmed as the new chairman of the drupa Committee

Dr. Pleßke succeeds Claus Bolza-Schünemann in office, the former CEO of Koenig & Bauer AG, who had chaired the drupa Committee from 2012 and retired at the designated age. "It is a special honour for me to also succeed Mr Bolza-Schünemann in this circle and I would like to thank the Committee members for their trust," stresses Dr. Pleßke and goes on to say: "I am delighted to pro-actively contribute to shaping the further development and global standing of drupa in my new position with a view to strengthening its unique selling proposal as the world's leading trade fair."



Also delighted at his re-election as deputy, Wolfgang Poppen echoed this view: "drupa stands for innovations and technology premieres and will definitely again prove a key milestone in a constantly evolving industry."

The next drupa will be held at the Düsseldorf Exhibition Centre from 28 May to 7 June 2024 and will focus on the trends digitalisation and sustainability. Applications for exhibitors are now open online at www.drupa.com



KONICA MINOLTA UNVEILS HD B2 INKJET PRESS

Konica Minolta has unveiled a high definition (HD) version of its AccurioJet KM-1e B2 inkjet press.



Photobooks and art books can be produced with the HD press

The manufacturer said that by incorporating new HD technology, improvements have been made to the output quality of the AccurioJet KM-1e HD, including the reproduction of skin tones, solids and textures aside unique applications which the new model is reputed for - including but not limited to: photobooks, art books, and digital package printing.

Konica Minolta said that on developing the AccurioJet KM-1e HD, it worked closely with customers' existing finishing machines to customise the connection systems. Areas such as analysing machine operation status and productivity improvements have also been

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



flip
to the
Next Page



GULF PRINT & PACK 2022 OPENS FREE REGISTRATION FOR VISITORS AS DIGITAL PRINT GROWS IN MENA



Region's commercial and package print sector is again back in spotlight as registrations open for GULF PRINT & PACK in May.

Registration has opened for **Gulf Print & Pack 2022**, the Middle East & North Africa (MENA) region's leading trade show for the commercial and package print sectors.

The event will be held from 24 to 26 May 2022 at the Dubai World Trade Center. Visitors can register for free at www.gulfprintpack.com

Gulf Print & Pack brings together suppliers of the full range of commercial and package printing equipment, including wide format roll and sheetfed digital presses, label and flexible packaging converting equipment, finishing and embellishing systems, and print productivity software.

According to Gulf Print & Pack Show Director - Barry Killengrey; "The eagerly awaited return of Gulf Print & Pack will once again provide the ideal platform to network and conduct business between print industry peers. Visitors will be able to see the latest innovations and trends and absorb the wisdom from our innovators and industry influencers."

Alongside a range of educational features on industry trends and workflow automation, a special feature of the show is the **Décor Lounge**, where suppliers will exhibit



the full range of growth opportunities for commercial and packaging printers. Visitors will be able to experience everything from digital textile and fabric prints, to digitally printed wallpaper, corrugated furniture and display units, digitally embellished luxury packaging and personalized photobooks.

To Managing Director of Labelexpo Global Series, the organizer of Gulf Print & Pack - Lisa Milburn; "Dubai is an excellent central location for visitors from across the Middle East and African continent to see the latest print industry technology. Dubai is

already a hub for many global suppliers servicing the wider Africa and MENA region and all the key international players will be present at this exciting show."

DIGITAL PRINT GROWS IN MENA

In a related development, as the demand for high volume print drops, MENA's print businesses see rising demand for short run value added jobs. This, in turn, has led to increased interest in digital print technology.

According to a report by Smithers, run lengths have



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SPECIAL FEATURE

decreased and print quality on short-run, on-demand, value-added print volumes has risen. The market has received a specific boost from the COVID-19 pandemic. As normal supply and consumer purchasing patterns were disrupted, the utilization of the installed base of digital presses rose to meet fluctuating demand from packaging buyers. Accordingly, print volumes for digital print in packaging rose by 20.8 percent across 2019-2020.



Commenting, **Nayar Ansari**, Business Development Manager PPG – Division, Konica Minolta Business Solutions Middle East notes that global print volumes are coming down due to the pandemic as customers have become ‘really conscious’ about stocking volumes. Customers no longer want to stock print products. As demand patterns change and fluctuate, brands prefer short run just-in-time prints. With stocking comes the risk of wastage.

Additionally, the emergence of new startup brands, protocols guidelines, and sudden increased demand for healthcare and pharma products supplemented the need for print on demand.

Earlier, print businesses relied on conventional print technologies to address long run jobs due to stable operational costs and high-quality print. At the same time, conventional printing technology requires multiple skillsets and expertise across the complete process from platemaking to final print. Ansari highlights that before COVID, print businesses continued to invest due to the healthy demand for print. As volumes shrunk post-Covid, businesses are treading cautiously when it comes to investments. And relying on a conventional print setup could mean the inability to service high quantity short run jobs due

to high operational costs.

In contrast, ‘When it comes to digital printing, all those aspects are taken care of by the printer. When pre-press processes are done, design can go directly to the printer. And for that quality consistency, Konica Minolta has technology called IQ – intelligent quality optimizer,’ Ansari explains.

Print trends are now centering on value-added digital print and managing turnaround times. This is where Ansari says Konica Minolta will add value. He mentions that the quality of digital is coming close to conventional and it is already supplementing conventional print setups. He says that the Middle East is emerging as one of the best-selling regions for Konica Minolta. The company installed five MGI JetVarnish embellishment machines in GCC region. The demand for embellishment in industries such as perfumes and cosmetics is driving the MGI installations, according to Ansari.

At the upcoming **Gulf Print & Pack 2022**, the company will promote both its digital print and embellishment technology and showcase a range of print applications, including labels, across its booth.

Andy Thomas-Emans, Strategic Director at GPP organizer

Tarsus Labels & Packaging Group, commented: ‘New digital print and embellishment technologies have revolutionized the opportunities for commercial and packaging printers to offer new and innovative products and services to their brand customers. As soon as brands realize they can get print exactly when they need it, and can add personalized full color print and embellishment to print pieces from direct mail to labels, they are unlikely to go back to using conventional print.’



‘As a long-standing exhibitor at GPP, Konica Minolta has been at the forefront of driving these changes across a wide range of applications from digital cut sheet to digital roll label and wide format. Most recently the company has pioneered digital embellishment, which combines tactile and high build inkjet varnish with digital foiling for a fully digital finishing workflow.’

Be 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



where to print
MAGAZINE

MENTORSHIP PARTICIPANTS' BENEFITS

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

MENTORS' / INVESTORS' BENEFITS

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



Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



HOW DO YOU MAINTAIN CUSTOMER SERVICE RELATIONSHIP FOR BOTH NEW AND EXISTING CUSTOMERS?

Customer service relationship is about managing good and enduring interactions with previous, current and potential customers. This may seem the simplest most obvious things but it is amazing how many companies even big ones lose sight of providing world-class services to every customer that could grow their businesses. This is why **WHERE To Print VOX POP Crew** went to town to enquire from print practitioners on how they maintain good customer service relationship with their customers. Read excerpt of the conversation below:



Customer service relationship is a very important key to the growth of our business. That been said, we ensure we satisfy our customers at all time to enable them to always return for continuous patronage.

MR. SUNDAY A.
– QUICKPRINT.NG



By giving best quality and good customer service.

MR. SODIQ ADEYEMI BELLO
– DIAMOND PRESTIGE PRINT



We welcome and treat our customers both new and existing ones specially like royalty whenever they walk into any of our offices and we give them the very best of our services.

MR. JOEL ADEPOJU
– UNCLE PRINTS



We provide quality customer service relationship to our customers by engaging in effective communication skills; which is the ability to communicate with client in a good and approachable manner. Also, paying attention to details in terms of carrying out jobs objectively helps to reduce some level of errors and produce good results.

MR. ADEJAYI OLUWATOBILOBA ANJORIN – ANJORIN CREATIVITY



We maintain good relationship with our clients by satisfying them according to their own tastes i.e. paying attention to their needs and instructions. And I usually see my clients as friends and treat them as such.

MR. KING SAMORA KING
– SAMORA GRAPHICS



Having a good communication with ones clients is one of the key ways where we can establish good working relationship with them and this is done through reaching out to them during celebration periods to rejoice with them; and then - attend to their jobs professionally. Once in a while we also offer discounts on certain services.

MR. ADEKUNBI KAMORUDEEN
– FIRST POINT DIGISEP



It has not been easy though trying to manage different caliber of people that walk in on a daily basis to this establishment and attending to their various job demands. Regardless, we ensure we attend to their jobs accordingly and we always meet and even surpass the specific time of deliveries in order to avoid disappointments and ensure return patronage.

MR. EMEKA VERA CHIWENDU
– B2EDGE COMPANY



One of the first impressions our clients get when they walk in is that our company is a friendly and welcoming atmosphere where we welcome them with a smile. Also, after every job done, we do get feedbacks from them inquiring if they are satisfied with their jobs.

MR. ARINOLA BALOGUN
– NUKREATION PRINTING SOLUTIONS



Well, I treasure my customers so well because without them I will not be in business and as a result - be unable to fend for my family; so, they are precious to me. Monthly, I get in touch with both new and existing customers by sending out good will messages to them personally and even on their birthdays or other joyous occasions they may be celebrating.

MISS TIANA OBIORA
– TIANA DIGITAL BRAND



It is one of our policies to always attend to both old and new customers in a perfect way and keep good relationship with them.

MR. ADEGUNWA GANIYU
– OMEGA HIGH



We establish good customer service relationship with our clients by producing good quality jobs for them with prompt delivery.

MR. QUADRI MUYIWA
– QUADALA PRESS



We treat both new and existing customers the same but more attention is focused on our new clients on how to make them our existing customers. In our company, we also do not joke with time management. This is to ensure that we carryout deliveries as at when due.

MISS ARAMIDE – B2EDGE PRINT SHOP
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Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



Our customers are so important to us; so, the way we relate and associate with them matters a lot. We also ensure that we meet up with their expectations as this will definitely help to build a strong relationship with them - both new and existing ones.

MR. ADELAJA ADEKUNLE
- WORK IT PRESS



We reduce prices for the old customers and then we try our best to attend to new customers in a more welcoming way thereby having us in mind whenever they need to get their jobs done.

MRS OWOYEMI ISMAILAT
- TALKEM ENTERPRISES



We deliver jobs on time and we also reduce cost for our old customers when they bring bigger jobs. We try our best to relate with our customers well both new and existing ones so as not to lose them.

MR. SUCCESS EMMANUEL
- DORBU SUCCESS VENTURES



Character and behavior matters a lot when dealing with new customers especially. These attributes determine whether they will come back or not. We also save their time by delivering their jobs on time. Again, we also appreciate them from time to time.

MISS RUKAYAT
- EMMALEX DI PRINTS



One of our major tools of maintaining customer service relationship is by giving out discounts from time to time. We also make prompt delivery of clients' orders.

MISS TOLULOPE SEKONI
- RASHEK ENTERPRISES



Our approach towards our customers makes them come back. And we also give discounts from time to time.

MISS ADERONKE ADEGBOLA
- SODADA INTEGRATED SERVICES



Whether new or existing customer, our normal code of conduct and standard of service must be reflected in how we attend to them. The way we relate to our customers really matters a lot to us because that will determine if they will come back or not. So, we don't have any preference - be it new and existing customers - we treat both of them specially.

MR. ADESANMI ADEKOLA
- 2KR PRINTING SOLUTION



We give discounts to new customers aside giving them quality work. Existing customers knows the normal price already and we keep discounting to them from time to time for their continuous patronage.

MR. YAYABELLO ADEKUNLE
- STICKER LAGOS



Whenever I get a new customer, I do not charge for designs and secondly, I do not charge for delivery. I make the delivery free for them. Finally, customer satisfaction is our number one priority in our company.

MR. AMAO AKEEB
- DESIGN IT



In some of the services we render, we tend to bring down prices for our customers so they will definitely come back. Also, at the end of the year, we do give out souvenirs to both new and existing customers.

MR. OLUWASEUN OBITAYO
- SAMESIZE PRESS



You must be loyal to your customers and be a trustworthy person and do the right thing at the right time. We go extra mile to satisfy our clients because without them, we are nothing.

MR. KASHIMAWO ADEDAYO
- ADEFUM PRINTS

OUR VERDICT?

Building relationships is key to learning your customers' needs - and you may gain more returning customers and referrals in the process. To create customer relationship and keep them strong, you must do all you can to engage them and some of the major ways to do this are through: good communication; listening attentively and noting their needs with briefs to highlight expectations; showing appreciation; reward & discount programmes; loyalty programmes and promotions amongst others. These may be small yet effective ways to say thank you to them while keeping your businesses at the top of their minds. Again, ask for feedbacks; always listen carefully to comments and respond promptly, whether it's a compliment or complaint. Finally, **WHERE To Print** believes that the better you approach and deal with issues raised, the **BEST** your businesses continue to grow sustainably. Good customer relationship therefore is fundamental to the success of any business; and note that unsatisfied customers will eventually switch to competitors, and may never come back.



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

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10 WAYS TO PREPARE FOR GROWTH AND SUCCESS!



The economy taught you to expect the worst, but have you ever prepared for the best? In this COVER STORY, Business Coach - Dr. Colin Thompson teaches simple yet practical ways to prepare your business for growth and success.

It's up to you to have contingency plans in place for when things go wrong. But, conversely, are you prepared for growth and success? What if it turns out your positive expectations were too conservative? What if an unexpected celebrity endorsement sends demand for your product soaring? On a more practical—and likely—note, as the economy shows signs of turning around, are you ready for what that will mean for your operation? Here's what you need to do to be prepared for growth:

1. Know what growth means for you and your company.



To prepare for something, you have to know what it is and how you'll recognize it. Growth is more than just hitting a set of numbers - it's a package that includes changes to your company in terms of operations, production, staffing and facilities. In addition, think about what growth means to you personally. What will your life be like when your

company grows and profits increase? How hard are you going to have to work? Are you ready and willing to do what it takes?

2. Maintain relationships with your funding sources.



The faster you grow the more cash you're likely to need. Growth financing is every bit as hard - if not harder - to obtain than startup funding. Do regular cash-flow projections so that you know how much credit you're going to need well before you have to start writing checks. Develop and maintain strong relationships with your funding sources and be sure to have primary and backup sources available. In today's financial climate, it's harder than ever to predict credit availability, so stay on top of your cash and financial needs to give yourself plenty of room to maneuver when it's time to borrow.

3. Get comfortable being in the spotlight.



Successful owners of growing companies are almost always in the spotlight to some degree - maybe not always to the general public but certainly within your industry and with your employees. Be prepared for a level of attention that you probably haven't received before.

4. Hire people based on where you want to be, not where you are.



The team that can successfully run a £1 million company is not the same team that can run a £100 million company. If your goal is growth, hire people who can perform in the size company you want to be - they'll help you get there.

5. Put the `right` people in the right places.



The `right` people doing the right jobs is absolutely critical to sustain growth. Whole person assessments and job benchmarking will allow you to take a systematic approach to hiring and career development, which will reduce your mis-hires and employee turnover.

6. Take care of your people.



Your employees are what keep you successful. Recognize and reward that. Working in a high-growth organization is stressful and challenging. Take note of your employees' work and respond appropriately, or risk losing top talent. Create an environment where people are willing to work through the growing pains. In addition, take care of your suppliers, professional advisors and anyone else who can have an effect on your operation.



Continued on page 23 >>

10 WAYS TO PREPARE FOR GROWTH AND SUCCESS!

7. Listen to the experts.



You may be an expert in your business, but you don't know it all. What's more, there often will be experts who know more about particular parts of an industry than the insiders. Identify the experts, listen to them and learn from them. Let them help smooth out your learning curves and keep you on your growth track.

9. Focus on your core business and do not get distracted.



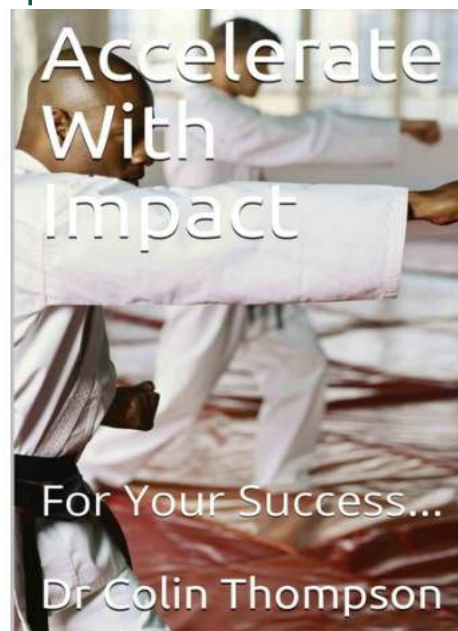
Stick to the business your company knows best. Be sure any diversification or product line expansion you do makes sense. If it has nothing to do with your core business don't get into it just because it seems like a good opportunity. Otherwise, you will confuse your customers and your employees - and you will likely find that dividing your efforts reduces the quality and profitability of everything.

8. Stay close to your customers.



No company can do without customers, and if you do not stay close to them, you'll lose them. Know what they need, but more important, know what they want and do everything you can to give that to them. Most important, communicate. Never let your customers wonder what's going on. Tell them - whether it's good or bad.

10. Invest in the book 'Accelerate with Impact'



Authored by Dr. Colin Thompson (ISBN: 978-1-84549-289-2), the book highlights how improving the quality of people and

your business model is necessary to take your companies through the 21st Century. And as competition for customers is fierce, customers also want and expect much more from company employees. I believe that the contents of this book will help you to improve your skills in empowering your people to deliver quality and service excellence that will not only positively impact your business but also increase your 'bottom-line'. Get it on Amazon using this link:

<https://www.amazon.co.uk/dp/B07XKVTJ4>
<http://www.amazon.co.uk/Accelerate-impact-business-personal-growth/dp/1845492897>

Conclusion



Just as you plan for when things go wrong, also plan for when things go well. When you're prepared for growth, you better can manage the changes it brings and let it takes you to the goal you set when you started. Have you any plans for 'Growth and Success'? Do share information of your success to others to learn and benefit.



Written by Dr. Colin Thompson - Managing Partner, Cavendish
Colin is a former successful Managing Director of Transactional/Document Manufacturing Plants, Document Management/Workflow Solutions companies, former Group Chairman of the Academy for Chief Executives, Non-Executive Director, Mentor - RFU Leadership Academy, helping companies raise their 'bottom-line'/'increase cash flow'. Author of several publications, research reports, guides, and over 4000 articles/reports and 35 books published. Plus, International Speaker/Visiting University Professor.



FESPA²²
GLOBAL
PRINT EXPO
 Berlin
 31 May - 03 June 2022

BRAND-NEW CONTENT TO INSPIRE AND EDUCATE VISITORS AT FESPA GLOBAL PRINT EXPO 2022

EXPERIENCE PRINT IN MOTION

Berlin, Germany
 31 May - 03 June 2022

FESPA²²
GLOBAL
PRINT EXPO
 Berlin
 31 May - 03 June 2022

Visitors to FESPA Global Print 2022 (31 May – 3 June 2022, Messe Berlin, Germany) are set for an inspiration and education boost with the launch of two new content-led features: Sustainability Spotlight and the Associations Pavilion.

Spotlight on Sustainability

To enable speciality printers to make more sustainable and environmentally conscious choices for their business, FESPA will introduce its Sustainability Spotlight Feature. Located in Hall 25 Stand C50, visitors can join presentations from several industry experts providing useful, informative and actionable advice around environmental best practice. Graphics producers and textile printers can also view a wide range of material samples on display and learn how to produce innovative but sustainable finished products that their customers will value. The headline sponsor for the feature is HP and the stand will be recyclable and reusable, made using products from Reboard Technology.

During the event, industry experts will be hosting a series of highly informative talks on subjects including: Sustainable materials to use for graphics and textile applications; How to reduce energy consumption; Carbon footprint facilities and benchmarking; How to make supply chains more transparent; and How print professionals can avoid greenwashing.



Commenting on the launch of FESPA's new Sustainability Spotlight, Michael Ryan, Head of FESPA Global Print Expo comments: "Building a successful and profitable business is every entrepreneur's number one goal, but the print community has an obligation to sustainability too, and this is becoming a priority for print buyers. Becoming sustainable means understanding the whole operation and the opportunities and risks that need to be addressed, now and in the future. Our goal with the launch of Sustainability Spotlight is to inform the print community of the different options open to them as they progress along the path towards sustainable operations.

We want to show print businesses how to meet changing customer demands, increase productivity and profitability, while making meaningful improvements to their supply chain and efforts to decarbonise."

Celebrating talent – FESPA's Associations Pavilion

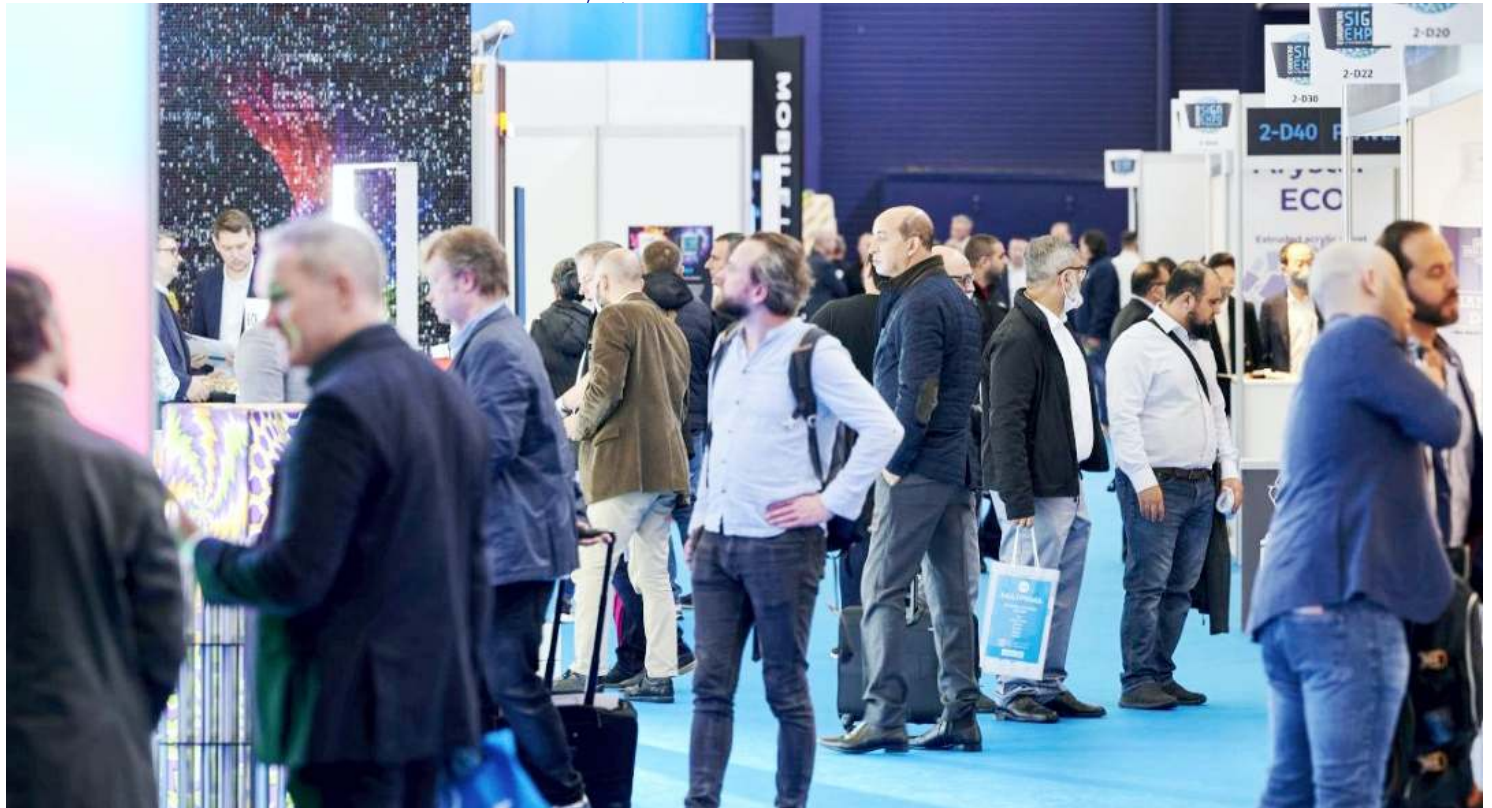
This year's event also sees the launch of the Associations Pavilion, celebrating the talent of FESPA's international member community. The Pavilion gives members of FESPA's worldwide network of Associations the opportunity to showcase their talent through samples of their screen- and digitally-printed work. Visitors to the South Entrance of the Messe

Berlin are set to be inspired and learn how the diverse applications were printed and finished by members from 16 countries, including Japan, Thailand, Mexico and South Africa.



Printeriors immerses FESPA in nature Back by popular demand, Printeriors will return to Berlin to connect brand owners, designers and architects with PSPs and manufacturers as they explore the latest trends in décor and design. Also located in the Messe's South Entrance, the showcase will bring illustrations to life across a range of textiles, wallcoverings, furnishings, flooring, fine art, lighting and accessories.

Once again, FESPA has collaborated with illustrator Jasper Goodall whose work is being curated and developed through design, manufacturing and onto finished products by FESPA Textile Ambassador Debbie McKeegan.



Highlighting the multiple opportunities for printers in the world of interior and exterior décor, visitors will be immersed in an interactive world of flora and freshness of the natural world as they move through a collection of seven themes: Tropical Verdure; Nature's Canopy; Opulent Lux; Aqua Mist; Surface Micro; Organic Flora; and Cacti Geos. Get wrapped up in the action with the return of

'Wrap Masters'
The popular, high-octane World Wrap Masters Europe and Final is also back this year, in association with 3M as vinyl partner and HP as print partner. As in previous years, participants will be tasked with wrapping cars as well as surprise objects in a series of timed battles where they will then be judged by a panel of past

Wrap Masters winners and experts. As many as 36 European wrappers will compete in the regional competition on the first two days of the competition. In the event's biggest-ever final to date, 12 successful semi-finalists will then go head-to-head to compete for the title of World Wrap Master 2022.



Michael Ryan concludes: "With new content streams and enthusiastic participation from our partners and Association members, FESPA Global Print Expo 2022 will be a must-attend event for the print community. Print professionals stand to gain so much by investing in time away from their day-to-day operations to boost

their knowledge, network with peers and be inspired by other people's creativity. With brand-new content streams, visitors will leave FESPA brimming with innovative ideas, fresh insights and valuable contacts, primed to make positive changes and enhance their offering."

Register to attend FESPA Global Print Expo 2022 at www.fespa.com by

using this discount code: FESM213 to receive a E30 discount on the cost of your entry ticket.





"UNLEARN, LEARN AND RELEARN"

- MRS ROTIMI ADEAGA - COO - ROVISA & CIPPON COUNCIL MEMBER



In a profession traditionally dominated by men, Mrs. Rotimi Adeaga exudes tact, professionalism, and confidence that distinguish her among her peers. Some of the reasons for these may not be far-fetched as her tutelage right from early childhood, has been from the very profession that emphasises discipline, intelligence, creativity, entrepreneurship i.e. the print profession. As one of the newly elected (in fact, the first woman to occupy the position) Council Members of Chattered Institute of Professional Printers of Nigeria (CIPPON), WHERE To Print caught up with her to find out - more interesting things about Mrs. Adeaga's background, experience, and thoughts on women leadership especially in the Printing Industry with novel advice to women in print. Below is excerpt from the interview:

CONGRATULATIONS ONCE AGAIN NOT JUST AS ONE OF THE NEWLY ELECTED COUNCIL MEMBERS OF CHATTERED INSTITUTE OF PROFESSIONAL PRINTERS OF NIGERIA (CIPPON) BUT ALSO BEING THE FIRST WOMAN TO ATTAIN THIS FEAT IN THE INDUSTRY; PLEASE TELL US HOW THAT FEELS?

Thank you very much. It is a privilege. What feels great is the realization that even though the Printing Industry which is also a manufacturing industry and usually men-driven is evolving and people are open to ideas and values not withstanding from what gender they are received.

CAN YOU PLEASE TELL US A BIT ABOUT YOURSELF AND EXPERIENCE IN THE INDUSTRY?

I am Rotimi Adeaga (Mrs.) and I serve currently as the COO of ROVISA, a print solution outfit. I also recently took over JIBOLU LEGACY, a family print business ran by my late father in Ogun State. I am a graduate of Accounting from Kwara State Polytechnic, Ilorin and have an MBA from Business School Netherland and also an alumnus of Fate Foundation.

Printing has been a part of my life growing up because my father - being an educationist - set up Jibolu Press to express himself and his work as an author in the education sector. So, working in the press was



a norm when we got back from school. Folding, stitching, collating and those kind of finishing jobs were allocated to us as chores then.

Even though my career had been in the corporate field for over

15 years, when I decided to become an entrepreneur beginning with contracting, branding and corporate gifts in 2014, I was dissatisfied with the outcome of branding jobs contracted to third parties and the service delivery was distasteful to me and was not projecting our work well to the clients. I then decided to explore setting up a general print outfit that will cater to the print need of our clients which always come along branding requests.

I have to say at this point that the Editor-in-Chief of WHERE To Print magazine was very instrumental to my journey in the Printing Industry because I remember consulting him at the time and he exposed me to international and local exhibitions where I experienced innovations and ideas in print - other than the traditional ones I grew up with. I also got to see the service needs of the Printing Industry already being offered in foreign countries but not in Nigeria yet. So, there are opportunities - and the journey is unfolding for me.

WHAT DO YOU THINK ARE SOME OF THE BENEFITS OF HAVING WOMEN IN LEADERSHIP POSITION?

Well, there are various types of leadership styles and I believe that one's personality contributes a great deal to how successful a leader will be. Women have some instinctive personalities that position them to be good leaders. As a matter of fact, and backed with figures, women leaders have key measurable impact on an organization's bottom line.

The ability to empathize for example helps them in leadership to understand a

Continued on page 27 >>



situation and proffer practical solution. Women also bring imaginative perspective and soft skills that drive solution and enhances teamwork. We have record in the evolution of prints, women who played very critical roles in leadership. History has it that a woman named Elizabeth Glover was the first person to own a printing press in the US colonies. I think more than ever before, the role of women in leadership is gaining more relevance and it is obviously because of the results that have been recorded over time.

WOMEN LEADERSHIP IN BUSINESS OR OTHER ENDEAVOURS IS NOT AS SIGNIFICANT AS THE OTHER GENDER, WHAT DO YOU THINK ARE THE BARRIERS TO FEMALE LEADERSHIP AND HOW CAN THESE BE STOPPED OR ADDRESSED?

I think the first is the instinctive feeling of looking for your kind when you enter a room. So, when most people there are men, it can be an obvious challenge of pressure to make an impression or struggle to be authentic as a woman. I think though that it is also an opportunity to create a remarkable experience in whatever subject is on the table and in a short while, the gender



mindset will give way to the valuable contribution. Oftentimes, women are automatically given roles that is lower than their capacity. For example, a woman's role on a Committee is often perceived as one who should take minutes rather than being assigned strategic duties. Such situation can make a woman feel as overlooked but I would advise that no matter how less significant a role is perceived should not stop women from exceeding those expectations and showing that they are made of more.

Balancing work and home demands in a healthy way will help women manage whatever stress is presented on whatever front such that

opportunities are still taken and delivered.

Unlearn, Learn and Relearn. Unlearn cultural and societal stereotypes that tend to define how far you can go as a woman. Learn new skills that can improve you and increase your productivity. Relearn by infusing innovation and continuous knowledge into what you think you already know. I guarantee the issue of gender will not keep you down when you do these.

THE PRINTING INDUSTRY (LIKE OTHER TRADITIONAL SECTORS) IS PREDOMINANTLY DOMINATED BY MEN; DO YOU (IF AT ALL) EXPERIENCE RESISTANCE WHEN YOU ARE LEADING MEN AND HOW DO YOU DEAL WITH THIS?

Of course, I have experienced resistance in the Printing Industry and of course, also in the corporate world. Surprisingly, it is not the men who resist you all the time but another woman who thinks you should align with their own mindset as well. For me, the way to deal with it is to be as authentic as I can be as a professional and yet, as a woman. I mentioned earlier that my personality as a woman can be an advantage and I am not afraid to project that.

AS A NEWLY ELECTED COUNCIL MEMBER, WHAT WILL BE YOUR FOCUS AREAS IN THE INDUSTRY ASIDE CIPPO COUNCIL STATUTORY MANDATES?

I believe that the most important mandate at this moment is to build an Institution that will get printing to be respected as a profession, especially giving the spectrum of workforce in the industry. We have those who became Printers through apprenticeship; those who studied printing or graphic communication from school, and so on. The key however is in ensuring that no matter your means of entry into the industry, there is a system that compels you to standardize product and service rendered. To align it with the CIPPO strategic framework, it will be ensuring institutional integrity. While I will contribute to fulfilling the other mandate, I personally believe this is apt.

SPECIFICALLY, WHAT GENDER ISSUE OR ADVOCACY IN THE INDUSTRY WILL YOU FOCUS ON AS A COUNCIL MEMBER?

First of all, I don't believe I am in Council because of gender. There are women in this industry making their marks without fear or intimidation and I believe they are able to do that because of their competences and that is why I am in Council too. However, I will love to see a balance of both gender benefit from CIPPO programmes, and then encourage young women to take a step forward in leadership and in the Printing Industry.

WHAT ARE THE INAPPROPRIATE BEHAVIORS/TRAITS THAT YOU HAVE



SEEN DERAILED FEMALE LEADERS IN THEIR CAREERS AND HOW CAN THESE BE ADDRESSED?

The number one behavior will be the mindset of women themselves in the workplace that makes them second guess themselves when they are required to deliver. The other will be apologizing for who you are as a woman. I believe each gender is endowed with traits that is required to benefit the society, and we complement each other. So, never apologize for the uniqueness you bring to the table.

HOW CAN WOMEN BALANCE CAREER AND PERSONAL LIFE FOR A SUCCESSFUL LIFESTYLE AND MENTAL HEALTH?

Women as fixers and problem solvers often take too much and don't know where to draw a line; so, set boundaries or outrightly say 'NO' especially at the home front. Most women will even take extended family duties that will wear them thin and then falter at work. A good understanding of who you are and your capacity at each moment can be a life saver. Also, very important is to find a place or moment that helps you refuel your energy and coordination, that works amazingly for me.

WHAT ADVICE WILL YOU GIVE TO YOUNG WOMEN ENTERING THIS PROFESSION AND THOSE ALREADY IN - LOOKING TO GROW THEIR BUSINESSES OR CAREERS?

My advice will be to allow yourself to experience the different aspect of printing, so - you gain an understanding of how printing works and then find where you are most expressive and productive or where you can carve a niche for yourself.

Thank you so much for your time ma.



Meanwhile, the former Government nominees were retained according to the Federal Government Printer and they also are;

© CIPPON



Ittu Tommy Ittu
(Federal Government Printer)



Comrade John Ushie
(Government Printer
Cross Rivers State)



Hajia Fatima B. Mohammed
(Government Printer
Niger State)



Hajia Ramatu M.B. Tukur
(Government Printer Kaduna State)



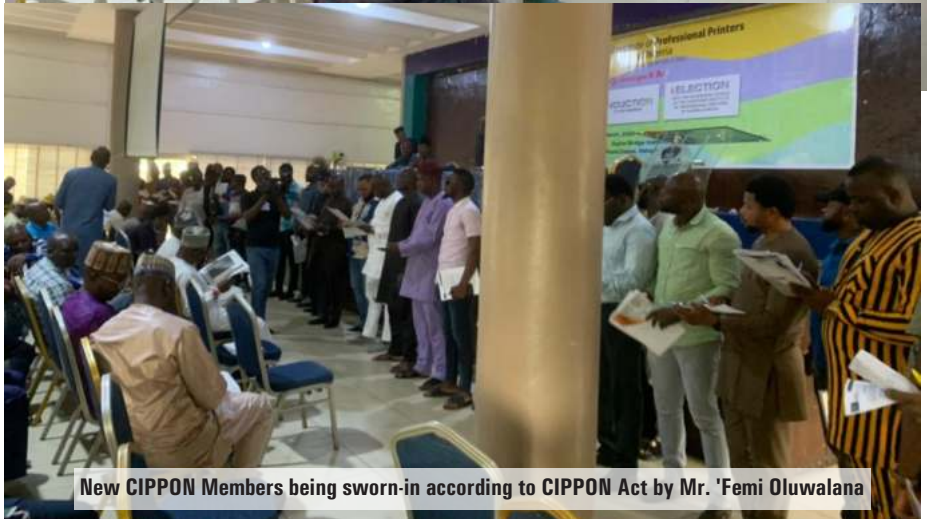
Ignatius Melifonwu
(Government Printer
Anambra State)

may be required from time to time. It is no gainsaying the fact that today, a lot of Print Business Owners are sad about the state of things in the market - to say the least. They are quite unhappy because they feel (that) they are not enjoying the fruits of their labour. Reason? Majority are of the opinion that they are evidently working for their staff (paying wages - if at all), suppliers/ service providers (exorbitant material, consumables, spares, rent and diesel/ fuel costs), government (multiple taxes, levies & what not), and their customers (just not to keep men & machine idle). And these, among others, are the reasons the new CIPPON Council need each and everyone's support for the arduous assignments ahead.

Without doubt, the present CIPPON Council has a lot of advantages to ride on. For one thing, just like Nigeria - it has; unity in diversity (with a woman to advocate for gender equity and fairness as well as see issue from a different perspective), expertise, experienced and connection, and on the other hand, it has the Act that gives its tenure ample backing for the next 2 years to all Council Members.

WHERE To Print also believes that while dissenting voices should not be ignored but their issues addressed holistically, the new Council Members (as well as Government Nominees) must remember that according to CIPPON Act, their tenure starts immediately after the election day of **Thursday 17 March 2022** and ends in two dozen calendar months. Interestingly also, opposing views/ members also have the next 24months to strategise and be elected or appointed into Council - all things being equal.

Agreed that the Council - according to CIPPON Act "has power to do anything, which in its opinion is calculated to facilitate the carrying on the activity of the Institute" - it should however realise that it cannot solve all industry problems in its two-year time-line. Rather, it should pick from any of the ten explicit functions of the Institute according to Section 7 of the



New CIPPON Members being sworn-in according to CIPPON Act by Mr. 'Femi Oluwalana



Continued on page 30 >>



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BEHOLD YOUR NEWLY ELECTED COUNCIL MEMBERS TILL 2024



Malomo Olugbemi
President and Chairman in Council)



Comrade Salako Babajide
(1st Vice President)



Ademuyiwa Oluwole
(2nd Vice President)



Omopariola Samuel Odimayo
(3rd Vice President)



Akin Oduwale
(Secretary to the Council)



Kayode Alonge



Paul Tunde Fadile



Gokay Oludare



Kassim Yushou Shika



Adebo Abraham Destiny



Abiola Yusuf Eleja



Adeaga Rotimi



Oyeku Jonathan



Ogar Jude



Chris Emeka Okafor

Act and hit the ground running to ensure it is institutionally solved. One of such is in addressing membership classification, education, and examination.

Call it sanitization (of the industry) or whatever, the outcome of this singular exercise - which will require the services of a registrar as provided for - in CIPPON Act - will no doubt ensure international standards and practices in printing operations are maintained, thus having multiplier effects on all print & allied value-chain. The outcome,

we believe will put smiles on print professionals' faces again. Believe it or not, we all must realise that CIPPON is merely a microcosm of our present Nigeria with all its challenges; it is now left for each and every one of us to take responsibility in our words and deeds that will make the industry better - not just for ourselves, but the coming generation. The world is watching - prosperity will judge us ALL.



New CIPPON Members being sworn-in according to CIPPON Act by Mr. Femi Oluwalana

PLASTPRINTPACK MAKES IMPRESSIVE RETURN TO NIGERIA ... COLLOCATES WITH NIPEX



Nigeria **plastprintpack**



Nigeria **agrofood**

Despite difficult circumstances and COVID-19 pandemic hiatus, **plastprintpack & agrofood** made an impressive return to

Continued on page 32 >>

where to print

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Nigeria last month of March 2022 collocating with **Nigeria International Print Expo (NIPEX)**.

Held at the nation's number one event place - Landmark Centre Lagos from 22 to 24 March, the international trade fair showcased products and services from leading manufacturers, suppliers, and representatives related to sectors such as plastic products, agricultural goods, printing, and the likes.

While **plastprintpack & agrofood** opening ceremony was chaired by dignitaries in the agrofood and allied industries, **NIPEX** was declared opened by Africa's foremost female entrepreneur - **Apostle (Mrs.) Folusho Alakija** ably represented by **Mrs. Elsie**

Akin-Adesola - the COO at **Digitalreality Print LTD.**

Combined with top level 3-Day Conference that addresses topical issues in the sectors, **plastprintpack & agrofood** and **NIPEX** was graced by dignitaries and quality visitors seeking new ventures, business partnership deals, and representations to help boost the fast-growing manufacturing and services industries in Nigeria.

With 2023 edition (28 to 30 March) dates announced and slated for the same venue, **WHERE To Print** brings you some of the images that made the event remarkable:

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Continued on page 38 >>

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Print Impact Around the World

developed in close cooperation with customers. According to Hidetoshi Omo - Head of Centre of Competence KM-1 at Konica Minolta Business Solutions Europe: "Inheriting the customer-oriented history of the KM-1, the new high-quality HD

model will contribute to further expansion of the customers' applications and business. By using HD, it is possible to improve the smoothness of skin, the uniformity of solid backgrounds, and the reproduction of textures. The image quality has now reached the top level in the industry. There is no difference in RIP times, and we expect any change in ink consumption to be negligible." He added that: "The AccurioJet KM-1e and KM-1e HD models are key pillars in our strategy to help our customers rethink creativity. Working closely in partnership, we want to help them shape and seize the many new opportunities digitalisation brings along, supporting the trend to switch from offset to inkjet printing in a growth market."

Substrates such as uncoated, coated, art coated paper, coloured and metallic papers, transparency media, plastic media, canvas, and stone paper can all be used on the new AccurioJet KM-1e HD machine.

FASTSIGNS LAUNCHES NORTHAMPTON FRANCHISE

Nigerian couple - Tunde and Laide Sodipo has become the 25th UK signage and display franchise - Fastsigns.



The new franchise, which has a 140sqm facility and currently employs four staff, has taken on machinery from Fastsigns' suppliers including Mimaki, Epson, Kala and Keencut, to offer a range of signage and graphics services in its Northampton location.

Husband and wife Tunde and Laide Sodipo head up the new print shop, bringing with them years of experience of working for multinational businesses in the finance and accounting sectors. Tunde Sodipo said: "Laide and I have both had successful careers in our own right up until now, but we wanted to build something for ourselves, but not by ourselves. This launch will allow us to do just that."

With Fastsigns' proven business model, he hoped to achieve a significant turnover that will translate to an annual growth of about 20%. Part of this expansion, he added, would involve recruiting more personnel, including a new sales executive and

designer. There are plans for further recruitment later in the year.

Managing Director of Fastsigns UK - John Davies said that he was thrilled to welcome the pair to the network, and that Northampton would be an ideal base to cement the franchise's presence in the Midlands. To Davies: "The opening of any new centre is always a really special one for us, and the arrival of the Northampton centre is just one of a number of new centres set to open their doors this year. Like many others, the signage industry has gone through an exceptionally challenging period, but what's remained unwavering is businesses' need for visual communications that help them get the right messages to the people that matter."

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EDALE ACQUIRED BY CANON



Edale has supplied parts for Canon's LabelStream 4000 series since 2018

Canon Production Printing and Canon Inc. announced the acquisition packaging converting equipment manufacturer - Edale.

Canon said the aim of the deal was to strengthen its label and packaging business, and create opportunities for future developments. According to Canon, it was: "intensifying its long-term strategy to provide turn-key solutions for the label and packaging sectors" and that the deal would enable Canon Production Printing to develop its LabelStream 4000 product line, as well as provide expertise and technology for future products.

Mick Asada, CEO of Canon Production Printing, said: "Edale has been a supplier of the web transport, conventional printing and embellishment modules for our LabelStream 4000 series since 2018. Through this close collaboration we have a very high regard for the Edale team's capabilities and specialist expertise in printing and converting for the label and packaging industry. We're excited by the enormous potential that will come from far closer co-operation, and confident that this will help to realise Canon's ambition to become a major force for digital innovation in the packaging arena." Based in Hampshire, Edale engineers and manufactures printing and converting machinery for the label and packaging industry, including digital and hybrid presses, carton and label production lines, flatbed die-cutters, and finishing and converting kit. It has a long history in the flexo label industry and a strong reputation for its web transport and converting systems for digital label production.

KODAK INSTALLS WORLD'S LARGEST CTP SYSTEM AT WKS GROUP



Kodak has completed the installation of the first KODAK MAGNUS Q4800 Platesetter at the WKS Group in Essen, Germany.

Equipped with an XPL Pallet Loading System with four pallet stations for four different plate formats, the overall configuration of the MAGNUS Q4800 is almost 19 meters (62 feet) long and 3.5 meters (11.5 feet) wide. That makes it the biggest CTP system ever to be installed anywhere in the world.

The fully automatic MAGNUS Q4800 Platesetter went into operation as planned at the WKS Group's web offset site in December 2021. Yet before that could happen, the Kodak team had to overcome daunting logistical challenges for a CTP project. Fifteen large shipping crates had to be taken by truck from Kodak's CTP development and production center in Vancouver, Canada, to Chicago. The journey then continued by air to Frankfurt, Germany, where they were subsequently transferred to the WKS Group's Essen facility on four semitrailers. On arrival, the crates had to be lifted up to the fourth floor by crane - a full 16 meters - for installation.

The MAGNUS Q4800 Platesetter offers market-leading speed and productivity for extra-large format (XLF) plate making. It supports plate sizes up to 2.86 m wide and uses KODAK SQUARESPOT Imaging Technology, providing unparalleled stability, accuracy, and reliability for maximum efficiency and superior print quality. The MAGNUS Q4800 configuration installed at WKS Group provides fully automatic XLF plate loading from four pallets with up to 4,800 plates online, which enables over 10,000 m2 of plates to run before reloading.

WKS Group is one of the leading print and media service providers in Europe's German-speaking countries. The Group comprises nine companies

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BEE Printing Mechanical Company



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Print Impact Around the World

at six sites across Germany. Advanced production facilities enable printing projects to be executed ranging from print runs of one to enormous quantities in the high-volume segment. WKS Group provides web and sheet-fed offset as well as digital printing and finishing. Fulfillment and cross-media expertise round off WKS Group's

portfolio of services.

"The investment in such a huge CTP equipment configuration makes sense because it perfectly meets the current and future requirements of our Essen high volume production site in terms of plate sizes, throughput and fully automated operation," said Frank Döding, Business Manager / Operations Manager of WKS Group's Essen site. "The MAGNUS Q4800 Platesetter places the plate imaging capability for our web offset presses on a new technological foundation. It allowed us to switch from UV to thermal plate imaging, and it gives us the much higher plate making capacity we need. We're delighted that Kodak managed to install our new CTP solution right on schedule, especially during the continued difficult situation due to the COVID-19 pandemic," concluded Döding.

"We are extremely pleased with the successful completion of this pioneering installation. The MAGNUS Q4800 Platesetter will open up new dimensions for the WKS Group in terms of XLF plate imaging quality, automation and productivity," commented Giuliano Bianchet, VP Sales EAMER, Kodak. "The new MAGNUS Q4800 Platesetter is further proof that Kodak is investing heavily in advancing prepress and print technology, meeting our customers' needs to drive productivity, cost effectiveness and growth as the industry evolves."

ALL PRINT SEGMENTS CONTRIBUTE TO KOENIG & BAUER IMPRESSIVE RESULTS IN 2021



Despite the obvious challenges occasioned by the coronavirus pandemic and the uncertain economic outlook, Koenig & Bauer Group (K&B) has reported a positive set of results for 2021 in all print segments forecasting a bright 2022 Business Year.



Pleißke (top left) with the rest of the Koenig & Bauer Board

At the end of December 2021, the business had an order backlog of €806.8m, reflecting the 32.4% year-on-year increase in customer orders for presses and services. Accordingly, the company's order intake was €1.29bn, up from €974.7m in the previous year. The company's revenue climbed by 8.5% to €1.115bn. K&B's EBIT for 2021 amounted to €28.5m, compared to an EBIT loss of €67.9m in 2020. It said the improvement of €96.4m over the previous year is mainly due to the more efficient implementation of the P24x efficiency programme's personnel measures.

Group net profit was €14.5m in 2021 – compared to a net loss of €103.1m in 2020 – which translated into earnings per share of €0.83. It said Q4 was comparatively weak across the industry as a whole due to procurement difficulties, but that it recorded a 19.1% increase in order intake, which exceeded the industry average of 7.1%.

K&B CEO - Andreas Pleißke said: "2021 was both a positive and a challenging year for Koenig & Bauer – but together we managed to achieve our annual revenue forecast and to exceed our EBIT target. In addition, we outperformed the industry as a whole. Despite all due caution given the still very uncertain economic outlook, we take this as a sign that we have done a very good job in recent years and that our decision to focus on growth markets, such as conventional and digital packaging printing, is paying off."

Looking at individual segments, K&B said its recovery was particularly evident from the first quarter with a strong order intake in its Sheetfed segment. This was followed in June by MetalPrint, which is part of the group's Special segment and registered one of the best order intakes in its history. The Securities business, which forms part of the Special segment, also bounced back in the third quarter with a strong order intake. Finally, the Digital and Webfed segment showed signs of recovery in the third quarter and this strengthened in the fourth quarter.

With current factors including the war in Ukraine and the sanctions imposed on Russia and Belarus as a result, the ongoing pandemic, and the protracted supply chain constraints, K&B said it is anticipating "a slight year-on-year increase" in group revenue and the operating EBIT margin in 2022. Stephen Kimmich, K&B CFO, said: "As soon as the situation permits, we will endeavour to provide a reliable and detailed 2022 forecast. Despite all the adversities, we as a team proved last year that we do an excellent job and not only achieved our goals for 2021, but also slightly exceeded them. We are being buoyed by our good order situation – including in those areas that were previously more exposed to our customers' spending restraint due to the uncertainties resulting from the COVID-19 pandemic – as well as the good

progress we are achieving with our efficiency programme. Even though the procurement situation will continue to pose major challenges for us in 2022 and the increase in raw material and energy prices will also result in higher material costs this year, we are firmly convinced that we will achieve our goals for 2022 and beyond."

XEIKON'S "DO MORE WITH LESS" PROGRAM RESPONDS TO PRINTERS' CURRENT CHALLENGES



In the current market situation, printers are looking to redesign their production processes. They look for ways to reduce material waste, production time, ink/toner and electricity consumption while delivering the best quality. To address these concerns, Xeikon launches its inspiring "Do More with Less" program, which provides customers with tangible ideas on how to tackle those challenges.

Paul Salmon, Xeikon's Global Customer Success Manager, says: "In the special times we live in, printers face increased costs and shortage of materials. Xeikon's Customer Success Managers across the globe are evaluating and implementing new methods and processes that have a tremendous impact on cost-effectiveness for Xeikon customers."

The "Do More with Less" program offers a range of actions that improve all aspects of the print production workflow: it helps to reduce lead time, minimize the amount of material waste, and keep ink/toner consumption and operator efforts to a minimum.

Here are some examples:

- VariLane, a workflow option of the X-800 digital front-end, allows printers to add labels on different lanes alongside an existing job, with the option to have labels of different sizes. This allows Xeikon users to optimize the usage of the substrate.

- Vectorizer, a software add-on to the X-800 digital front-end, increases productivity and efficiency for label finishing. It generates the shape of

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Print Impact Around the World

"frames" to be transferred to the die-cutting device. At the same time, barcodes are printed alongside the job, sending instructions on what shape to use.

- Xeikon Color Services can help in many ways, e.g. to reduce color setup waste by providing predictable color and by offering different quality levels, thereby reducing toner and ink consumption.
- Job Optimizer, an X-800 feature, reduces production time and substrate waste up to 30% for multi-variant jobs. These jobs use the same die-cut but with an unlimited amount of design variations (e.g. different flavors). With Job Optimizer, printers can organize their jobs in a way that drastically reduces their costs. This is a unique feature of the Xeikon workflow.
- Xeikon Business Services enables users to get real-time data on performance, generated waste, etc., for their setup, with easy data collection. All the latest printing platforms launched by Xeikon are cloud-connected, featuring machine-to-machine and man-to-machine interfaces that capture the data needed to monitor performance in a worry-free manner.
- Xeikon's "Do More with Less" program will be shared with customers during a dedicated Xeikon Café TV session and at the upcoming editions of the Xeikon Café in Europe and North America. Customers can book individual meetings with Xeikon experts to discuss their specific needs. Press operators are also invited to sit with Xeikon digital specialists and subject matter experts who will train them on how to minimize waste when setting up new, alternative substrates.
- Salmon concludes: "There are many ways to ensure optimized performance of Xeikon printing equipment. Through close contact with our customers, we have gathered knowledge and shared it with our customers, but we also leverage it to further optimize our technology. Our "Do More with Less" program is the result of putting that knowledge into practice."

CANON MEA LAUNCHES SALES PROGRAM FOR WOMEN



Canon Middle East (CME) has introduced 'Women in Sales' as a part of the company's commitment, dedication and support towards gender equality and empowerment of women and in celebration of March women's month.

Centered on the company's core philosophy of 'Kyosei', the initiative will invite women from the Middle-East, Turkey and Central and North Africa to advance their careers in sales by participating in a year-long internship programme with the company. Furthermore, fifty percent of the participants will also be given an opportunity to become full-time employees with the company, thus paving the path for their professional careers.

To Canon's Human Resource Director - Veronica Juul-Nyholm: "Our constant endeavor at Canon has always been to educate and empower the communities we operate in, we achieve this through different initiatives and programs that are rolled out on a consistent basis, thus contributing towards our end goal of advancing the world we live in. Gender equality and empowerment of women are key ingredients to create an inclusive society as well as to attain economic growth. The contribution of women towards Canon's growth has been immense and the "Women in Sales" initiative is a brilliant platform for women who want to kick-start their careers in sales, receive invaluable mentorship from industry experts along with the possibility of becoming a full-time employee with Canon. Similar to our other empowerment initiatives, the "Women in Sales" program aims to create an enabling working environment for women by providing them the right set of tools required for professional success and satisfaction."

The women-only initiative is being rolled out in different locations simultaneously across Middle-East, Turkey and Central and North Africa and has been specifically created, developed and implemented for this region. The programme will offer several modules including blended learnings to participants to enhance their skill set and knowledge in sales. Additionally, the year-long internship will be dissected into two parts namely the training programme along with on-the-job experience. Each participant will also be assigned a mentor thus ensuring support and guidance for every woman participating in the programme. The company envisions raising female representation in sales management roles to a minimum of 35 percent and is optimistic that the 'Women in Sales' endeavor will sustain this vision.



AGFA-GEVAERT ACQUIRES INCA DIGITAL PRINTERS



Agfa-Gevaert Group has announced that it will acquire Inca Digital Printers to strengthen its position in high speed digital printing and brings an additional focus on packaging printing markets.

"The Inca acquisition is a major step in Agfa's transformation. Digital printing is a profitable growth engine for the Group with a tremendous potential that will be further accelerated by the addition of Inca," said Pascal Juéry, President and CEO of the Agfa-Gevaert Group.

The acquisition encompasses the portfolio of existing high speed multi pass printers, including a strong service organization; a newly designed line of single pass printers for several packaging applications as well as a joint development of a customized in-line Print Engine in collaboration with leading corrugator manufacturer BHS Corrugated.

Inca Digital Printers is a Cambridge UK based leading developer and manufacturer of advanced high-speed printing and production technologies for sign and display applications as well as for the rapidly growing digital printing market for packaging. Inca is an ideal partner for Agfa, bringing a complementary portfolio of printing solutions of the highest standard and a strong technological platform to launch robust single pass printing presses for the packaging market.

Stephen Tunnicliffe-Wilson, CEO/CTO of Inca Digital Printers Ltd.: "The acquisition by Agfa allows us to combine our technological knowhow and will enable us to become a leading digital packaging press manufacturer worldwide. Our new parent has shown long term commitment to the digital printing market and we are extremely proud and look forward to becoming part of the Agfa family."

Print Impact

Around the World

GULF PRINT & PACK 2022 TO FEATURE OVER 1000 PRODUCTS AND SOLUTIONS



Gulf Print & Pack (GPP), the Middle East and North Africa's leading trade show for the commercial and package printing industries is all set to showcase over 1000 products and solutions at this year's edition.

Scheduled to run from 24 to 26 May 2022 at Dubai World Trade Centre (Sheikh Saeed Halls 1 and 2), GPP features the latest machinery, materials and technology innovations from hundreds of local, regional and international global exhibitors. "This is an exciting time for industry stakeholders to gather and see the latest products and solutions covering a wide spectrum of segments from display graphics and packaging materials to direct mail, posters and banners," said Barry Killengray, show director, Gulf Print & Pack. The event will also host a number of product launches and introduce new players coming into the Middle East and Africa market for the first time.

Leading imaging and printing provider, Canon Middle East will also be returning to GPP and showcasing a range of state-of-the-art technologies and innovative solutions. Ayman Aly, Senior Marketing Manager, Professional Printing Solutions, Canon Middle East

commented: "During the course of the pandemic we have seen a big shift from offset to digital printing. Commercial printers are now, more willing than ever, to discuss digital printing technology and applications. It was a great year for inkjet at a worldwide level and we look forward to showcasing the benefits and advantages of this technology at GPP. In keeping with global trends, Canon will be spotlighting its inkjet capabilities, as well as other important technology like our wide format technology, the Colorado 1650 and Arizona1360 GT as well as our workflow from pre-press to post-press technology, to name a few."

He went on to elaborate that "Canon's Arizona1360 GT is the new and innovative way of adding volumes, attracting new customers and applications such as, interior décor and POS materials. Customers are impressed with flatbed printing, but are not sure about how to adopt this technology and avail its benefits, so our objective is to empower customer to be better prepared and know all the pros and cons." The company will also highlight success stories and case studies of its customers, including those who adopted Arizona and Colorado presses and added new innovative applications.

Meanwhile, India-based MLJ Industries will introduce a range of new products at GPP including self-adhesive, filmic and barcode labels and silicone release liners for

applications in FMCG and automotive segments in the Middle East and Africa market. MLJ is developing several new products for the MEA market including a substitute for Clay Coated Kraft papers (CCK). "There is a huge requirement for these products due to price. The cost of these products is very high, and we are trying to develop a substitute that costs less," said Vinay Jain, Managing Director.

Another company that is set to debut in the UAE will be formally introducing itself to the market through GPP. Label stock and films manufacturer Varshil Packaging will showcase its paper label stock, filmic label stock, sheet-based paper and film label stock for offset, digital printing at the show. Romy Parikh, CEO, said: "The demand for digital printing and digital technology will be a new trend in the post pandemic era. Large print volumes will be on lower side, and the industry will be shifting to brands' new requirements. Digital printing will play a much bigger role than before."

Gulf Print & Pack is free to attend. Interested visitors are encouraged to register online at www.gulfprintpack.com

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Print impact around Nigeria

Nigeria **plastprintpack** Nigeria **agrofood**



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Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



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ELEGY TO PIONEER PRESIDENT OF CIPPON



Farewell!



Mr. Muhammed Aderemi Lawal may not have been Mr. Abraham Lincoln (the 16th President of the United States of America) but as a lawyer and statesman, Mr. Lincoln fought for the emancipation of enslaved Americans just like Mr. Lawal was a distinguished Printer and statesman fought for the fulfilment of Chartered Institute of Professional Printers in Nigeria (CIPPON) Act that was signed into law in 2017.

Just like President Lincoln, President Lawal with his charismatic charm derives from his remarkable life story - rise from humble beginning, distinctively human and humane personality from his historical role as Association of Professional Printers of Nigeria (ASSPPON) progenitor, his actions (even sometimes inactions) undeniably saw to the realization of the Printing Profession Charter Status in the annals of Nigeria Acts. Like all humans, his views may not be acceptable to all but his ideals for Printers' self-preservation, dignity,

and recognition amongst other professionals in the country, was worth emulating.

That is why **WHERE To Print** deems it fit to dedicate this excerpted elegy written in memory of Abraham Lincoln to late CIPPON President - Mr. Muhammed Aderemi Lawal:

O Captain! My Captain!
"O Captain! my Captain! our fearful trip is done,
The ship has weather'd every rack, the prize we sought is won,
The port is near, the bells I hear, the people all exulting,
While follow eyes the steady keel, the vessel grim and daring;
But O heart! heart! heart!
O the bleeding drops of red,
Where on the deck my Captain lies,
Fallen cold and dead."

© Culled from **O Captain! My Captain!**

Written by **Walt Whitman** in memory of Abraham Lincoln.
© www.britannica.com/biography/Abraham-Lincoln

YALIAM PRESS LIMITED
Obituary
ANNOUNCEMENT


PAINFUL Exit

With deep sense of grief but total submission to the will of God, the Management and Staff of Yaliam Press Limited announce the passing away of our dear staff, colleague and friend.

Late Mr. Chinedu Ugochukwu Ohajianya
was the Manager Pre-Press and Quality Control

He was devoted for **17 years** that he served the company. His sudden death occurred on **17th March, 2022** after a ghastly motor accident.

He is Survived By his Wife, Children, Mother, Brother, Sister and Uncles.



GOODBYE TO A DEDICATED, HONEST, AND JOLLY GOOD FELLOW

The announcement of sudden death of Yaliam Press LTD Pre-press & Quality Control - Mr. Chinedu Ugochukwu Ohajianya came as a rude shock to the entire Printing Industry in Nigeria. This is because late Mr. Ohajianya was the embodiment of dedication, honesty, and a truly jolly good fellow. To us that knew him personally, Chinedu (as he's fondly called) cannot be

present in a place and the atmosphere remains cold. His affable personality always turns a moody place into a joyous and happy environment through his natural jokes and hilarious soundbites. In fact, some of us have severally told him to start using his natural talent as a stand-up comedian but it seemed printing takes a huge chunk of his heart.

On behalf of ALL & Sundry, WHERE To Print commiserates with his wife, children, mother, brother, sister, uncles and Management & Staff of Yaliam Press LTD for the sudden and unexpected loss. Our solace is taken from Poet and Philosopher - Kahlil Gibran who says: "To live in the hearts of others is not to



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Print Impact Around the World

KONICA MINOLTA RESPONDS TO UKRAINE CRISIS

Konica Minolta has outlined the actions it is taking over the Russian invasion of Ukraine.

The manufacturer has suspended shipments to Russia. While expressing its condolences to victims of the crisis, the Japanese manufacturer in its statement laid out its response to the crises in Eastern Europe thus: "For the Konica Minolta Group, the safety and wellbeing of its global team members and their families are the top priority. Supporting the safety of the Ukrainian colleagues, our European employees have been giving assistance, through the neighboring Konica Minolta subsidiaries, to relocation, transportation, immigration services and more, for Ukrainian colleagues and their families who are able and want to leave their homes.

"In order to deliver donations as direct support to our employees in Ukraine and surrounding countries who are supporting Ukraine, who are all our family members, Konica Minolta, Inc. launched a matching gift fundraising activity in which the company contributes the same amount to voluntary donations from employees. We are also inviting the group companies in Japan to join donations through the



same mechanism. Overseas group companies also work on assistance and donation to Ukraine as a voluntary activity by their employees. The European regional headquarters in Germany is also continuing its support and donation activities with employees in Europe."

In all, Konica Minolta's product shipments to Russia is also currently suspended. "We sincerely hope that people who are spending frightful days and nights in Ukraine and surrounding areas will return to their hometowns and resume life in peace as soon as possible," the statement concluded.



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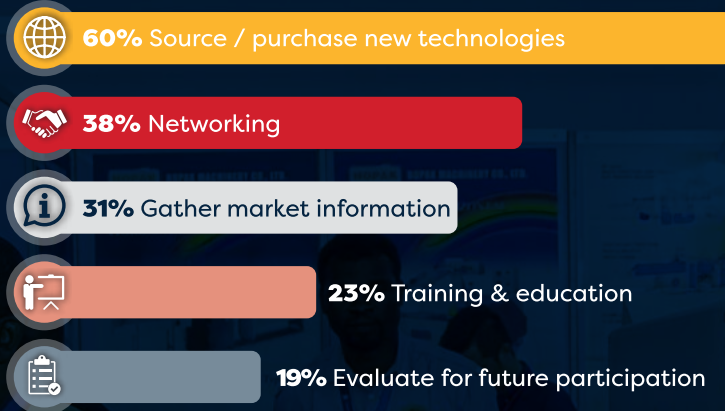
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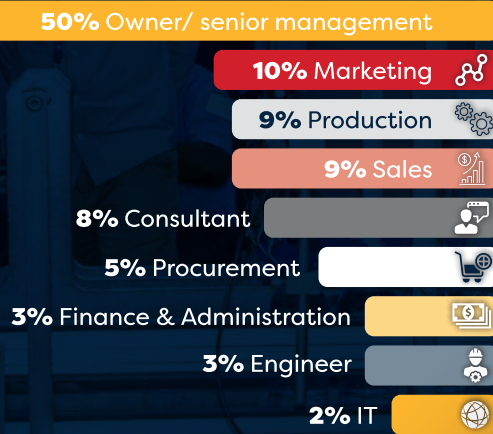


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