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WAN IFRA

VOL. 14 | NO. 79 | JUN/JUL 2022 | ISSN: 2006-7402

Cover Story on page - 22



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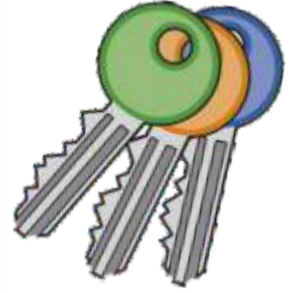
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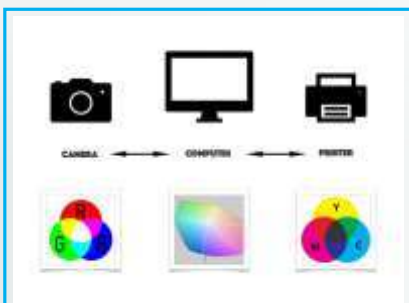
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**COLOUR MANAGEMENT,  
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As the business landscape in our industry keeps changing rapidly, we are focusing on **THREE KEY AREAS** we consider crucial to **THE SUCCESS, PROFITABILITY & SUSTAINABILITY OF ANY PRINT ORGANISATION.**

## LEARN PRINT MACHINE OPERATION AND MAINTENANCE SKILLS FROM EXPERTS IN EUROPE



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### MACHINE OPERATION & MAINTENANCE

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### PRINTHEAD REPAIR

The printhead is a very sensitive, delicate and no doubt costly component of every printer that must be treated with the necessary care especially noting the fact that printhead is subject to wear and tear. This is why this hands-on training will show you recommended, yet practical steps to clean your print head; choosing the right media; how environmental conditions affect printheads; and OEM's endorsed printhead maintenance and repair procedures.

After the training, participants will be able to expertly maintain, repair, and prolong the service life of their printers' printheads. The aim of this skill acquisition is not only to improve operator's knowledge on printheads but most importantly empower them for added skills that would no doubt add value to our industry.



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## How to reach us

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

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- WHERE To Print is specially established to offer print investors quality researched-based information that aids print purchase decisions. This is the more reason our mantra is Influence print purchase decision while our tag line is Print Intelligence.
- We are modeled to be principled, factual, balanced and fair in our editorials, reports and commentaries.
- We believe and accept that these principles and code of ethics form the basis of public trust and confidence.
- 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.
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Year of manufacture: 2000  
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# To Readers

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

## GET YOUR INNER-MAN STIRRED UP FOR PRINT & ALLIED BUSINESS NETWORKING AND INVESTMENTS!

A lot has happened within the last couple of months and **WHERE To Print** is up to the task of bringing you up to speed with latest information, news and trends in the print & allied industries both within and outside the country to aid your print purchase decisions. So without much ado, let's get down to business: First, we present industry reports and news in Nigeria from page 10 highlighting major happenings in **PRINT IMPACT AROUND NIGERIA** and then, to news throughout the world of print in the **PRINT IMPACT AROUND THE WORLD** pages from page 12.

Series of **SPECIAL SUPPLEMENT ARTICLES** are sure to not only re-awake your love for print but to also keep you informed and connected to industry stakeholders that you can partner with to expand your

business. Hence, flip over to our first **SPECIAL SUPPLEMENT ARTICLE** on pages 14 and 15 titled: **RTC CHEMICAL LTD - SUPPLYING ESSENTIALS** and link up with the specialist in manufacturing of recipe (gum), polyurethane adhesives, lamination, flexible packaging materials, special and solvent based inks for the print & allied industries. Next stop are: pages 16 and 17 to get first-hand info about **SKYSAT LAUNCHES BROTHER INK TANK PRINTERS INTO NIGERIA MARKET** and page 42 on (as the caption reads): **BUY GENUINE TN619 TONER AT SERLEK VENTURES!**



Also in this edition, we present two **POST-SHOW REPORTS** of industries major international trade shows for your reading delight and education. We begin with the

after-event report of the recently held Middle East and North Africa's only dedicated commercial and package printing trade show - **Gulf Print & Pack 2022** that took place from 24 to 26 May 2022 at Dubai World Trade Centre, UAE. Please open to pages 18, 19, 24 and 25 to read how: **GULF PRINT AND PACK 2022 CONCLUDES ON HIGH NOTE WITH ABOUT \$7MILLION WORTH OF DEALS SIGNED.**

Next, an in-depth analysis of the just concluded **FESPA 2022** that brought the speciality print community together for four motivational days in Berlin (31st May to 3rd June 2022), in an atmosphere of overwhelming positivity and affirmed industry's readiness to bounce back from the challenges of the last two years as a result of COVID et al. Though quite a lengthy read with pictorial news, please open to page 26 to start the editorial aptly captioned: **FESPA 2022: CONFIDENT, INVESTMENT-READY AUDIENCE FOCUSED ON PROFITABLE, SUSTAINABLE FUTURE** and get your inner-man stirred up for print & allied business networking and investments!



And to get your planning processes streamlined for efficiency and purpose, check out our **COVER STORY** this edition titled: **THREE KEYS TO EFFECTIVE PLANNING**. This piece will show you the process of identifying, planning, and adjusting for natural consequences in your business plan procedures.

Continued on page 10 >>

### FLEX

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Reflective Sav, Window Graphics,  
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## 3M

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From page 9 >>

As part of WHERE To Print responsible contribution to our industry, we engaged 1st Vice President & Head of Enforcement/ Compliance - Chartered Institute of Professional Printers of Nigeria (CIPPN) - Comrade Babajide Salako on CIPPN's Nationwide Membership Registration Drive where he sheds light on the enumeration exercise, benefits to the printing community, and other sundry issues. Kindly flip through to pages 40 and 41 to read excerpt of the SPECIAL FEATURES INTERVIEW titled: ENUMERATION EXERCISE IS PART OF OUR DUTY AND STRATEGIC REPOSITIONING OF THE NIGERIA PRINTING INDUSTRY FOR PROFITABILITY.

On a final note, I will like to congratulate the Chairman/ Publisher - Pastor Tunde Obokhai, the Executive Director - Pastor (Mrs.) Matilda Obokhai, and ALL the entire DCS Integrated Media LTD TEAM

(a Design Concept & Systems Nigeria LTD company) for holding forth and contributing immensely to the growth and development of the Printing Industry in Nigeria even with the recent unveiling of the 100th edition of **Printers Digest**. On this, and on behalf of other trade media in the industry: we say thank you to Pastor Obokhai for the training, mentorship, and large heartedness. We wish **Printers Digest** happy and joyful celebrations, and pray for the next 100th edition (i.e. 200th edition) of peace, progress, and continuous positive impactful in the industry and beyond in Jesus Name (Amen) !

Thanks for deeming me fit for this 'CERTIFICATE OF APPRECIATION' in recognition of contributions as Editor of **Printers Digest** magazine.

Please continue to do good; always!

### WHERE TO PRINT BY-LINE

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...being presented with 'CERTIFICATE OF APPRECIATION' along with other industry stakeholders at *Printers Digest* 100th edition unveiling ceremony in Lagos recently.

## Print impact around Nigeria Stories by Precious Ajuonuma & Joju Adekanbi



### TRIPPLE GEE LAUNCHES NEWLY INSTALLED NILPETER II-COLOUR PRINTING PRESS



**Company Plc** while speaking at the unveiling ceremony.

Agreeing, **Tripple Gee Chairman, Board of Directors - Mr. Sam Ayininuola** in his speech noted that; "the NilPeter 11-Colour Flexo Press is the first of its kind in the country and second on the entire African continent. It stands out in terms of speed, quality and the variety of substance it can print on. It prints on virtually any flexible cellulose and synthetic substrate like cards, polythene, different nylon types, foils, fabric, electoral materials and so on. Another outstanding feature is its grammage range, as it prints on grammage as low as 70gsm to as high as 450gsm. It is a highly automated equipment with each print unit Servo-driven, giving the operator of the machine unprecedented flexibility and control." He disclosed further that the newly commissioned NilPeter press; "runs at an average speed of 200meters/minute, which is quite significant for the quality of output produced. It offers top of the range technologies for colour matching, registration and other print processes. It



In a bid to consolidate on its areas of strength, expand into new markets and continue to satisfy customers yet deliver maximum return on investment to shareholders, one of Africa's Fastest Growing Companies 2022 - **Tripple Gee and Company Plc** has unveiled its newly acquired and installed NilPeter 11-Colour Flexo printing press.

needed impetus to the security printing-inclined company to strategically diversify into the provision of quality print solution services in fast-growing markets such as households, food & beverages, health & beauty, pharmaceuticals, wine/ spirits and a host of others. "This will definitely improve our delivery timelines and response time to our esteemed clients; assure of better and more consistent quality outputs and in turn have a positive effect on our turnover as a company," explained **Mrs. Adebimpe Giwa - Group Managing Director of Tripple Gee and**

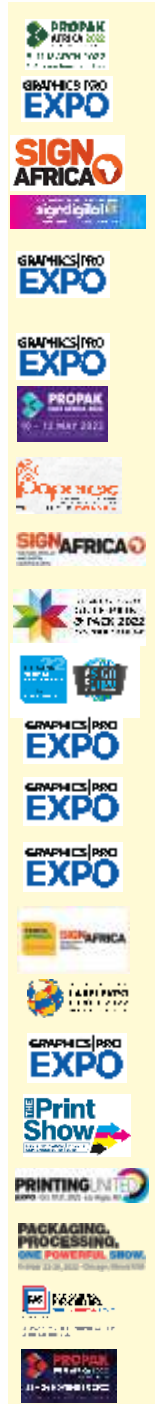
Reputed worldwide for its multifunction and multimedia capacity, **WHERE To Print** gathered that the Danish made machine was acquired to give the much

Continued on page 11 >>



## PRINT & ALLIED EXHIBITIONS FOR 2022

S/N	EXHIBITION	LOCATION	DATE
1	<b>PROPAK AFRICA</b>	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	<b>SIGN AFRICA</b>	Durban International Convention Centre, Durban South Africa	16 - 17 March 2022
5	<b>SIGN &amp; DIGITAL UK</b>	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	<b>LABEL EXPO EUROPE</b>	Brussels Expo Centre, Brussels, Belgium	26 - 29 April 2022
10	<b>PROPAK EAST AFRICA</b>	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	<b>GULF PRINT &amp; PACK EXPO</b>	Dubai World Trade Centre, Dubai UAE	24 - 26 May 2022
14	<b>FESPA GLOBAL PRINT EXPO</b>	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	<b>FESPA AFRICA</b>	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	<b>PRINT SHOW</b>	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	<b>PROPAK WEST AFRICA</b>	Landmark Convention Centre Lagos, Nigeria	22 – 24 November 2022



**NOTE:**

- Contact **NUMBERS CMYK LIMITED** for professionally packaged **Official Delegation** to the above shows **(highlighted)**.
- **Publisher** reserves the right to change date of publication. **Exhibition date and venue may change at Organiser's discretion.**
- For **ADVERT RATE & TECHNICAL SPECIFICATIONS** in **WHERE To Print magazine** – See page 7 for details. Download PDF version of past issues FREE online [www.wheretoprintmagazine.com](http://www.wheretoprintmagazine.com)



# Print Impact Around the World



## HP UNVEILS INTERACTIVE PLATFORM FOR LATEX USERS



The 24/7 accessible Print Hub, which is available to both existing and potential customers offers personalised content covering all topics related to HP Latex, allowing users to explore a wide range of exclusive and specialist information dedicated to the HP Latex range of print technology. Customers will be able to use the platform to explore content including webinars, videos, and articles, as well as access in-depth technical information about HP Latex printers and the applications they can be used for.

According to HP, visitors will get a personalised experience when browsing content, based on their navigation history and asset clicks. Among others distinctive features, the 'Recommended for You' feature suggests content that may be of interest to each individual visitor, while

the 'Continue Watching' option allows users to pick up from their last visit. Not only that, the 'Printer Selection Tool' will enable users to select certain criteria to help them identify the most suitable printer for their business and proposed applications. Not only that, visitors will also be able to sign up for live broadcasting experiences of certain events like live exhibitions that are happening, enabling those who cannot attend in person to access key information remotely.

## FUJIFILM BUYS INKJET FUJIFILM INTEGRATOR - UNIGRAPHICA



Fujifilm has boosted its bespoke inkjet offering with the acquisition of longstanding integration specialist - Unigraphics.

The buy expands Fujifilm's Integrated Inkjet Solutions business, which supplies custom inkjet systems such as those fitted to production systems. Based in Liechtenstein with about 40 years industry experience, Unigraphics has nearly 900 customers worldwide in 65 countries, and has completed more than 1,600 projects involving printing, finishing and security printing.

[Continued on page 13 >>](#)

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# Print Impact Around the World

## SIGN & DIGITAL UK 2022 MAKES IMPRESSIVE RETURN ...2023 DATES ANNOUNCED



After three-year hiatus, UK's leading sign making, display and digital print show - Sign & Digital UK (SDUK) made an impressive return after a pandemic-induced three-year hiatus.

With almost 4,000 visitors in attendance over a three-day period, this year's SDUK - though on a smaller floor size footprint in Hall 2 of NEC, Birmingham UK - was adjudged successful going by the numbers of visitors that networked with around 100 companies and brands from 22 to 24 of March. New features that made this year's event successful included the SDUK Explains Lounge, which provided information on developing revenue ideas as well as general business advice for those in the sector, and the Hexis Wrap Battle, which saw the UK's top wrapping talent compete to be crowned the UK's best.

Meanwhile, keep the date for 2023 dates - 21 to 23 March at the same venue - Hall 2 at the NEC, Birmingham UK.



## DRUPA 2024 PLANS ON FULL STREAM AS EXHIBITOR REGISTRATION OPENS



Although there are just under two years to go until the start of world's biggest trade fair for the graphics industry - drupa, planning is already in full swing.

Among others, operative planning of global marketing initiatives, special forums and networking events has already got off to a dynamic start. Likewise, the partners operating the touchpoints and the Special Forum drupa next age (dna) – the innovative technology driver to connect industry newcomers, young talents, explorative start-ups and well-established enterprises – have already submitted their conceptual ideas and involvement of exhibitor partners. Again, Organiser - Messe Düsseldorf has that companies wanting to present their innovations as exhibitors at the event have until 31 October this year to register, at [www.drupa.com](http://www.drupa.com)

Schedule to take place in Düsseldorf, Germany from 28 May to 7 June 2024, drupa 2024 - with the tagline - 'We create the future', will showcase innovations from across the industry, with a special focus on future and cross-industry technologies. 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.

No doubt, drupa 2024 is gaining momentum and there is every indication that it will again underline its position as the No. 1 event for Printing Technologies. Under the motto "we create the future" drupa will serve as a global meeting point presenting the visions of the print and packaging industries. This edition will specifically focus on the mega trends sustainability and digitalisation as well as their influence on processes, products, sustainable business models and the future of the industry. "Current registration levels, exhibitor feedback on impressive stand concepts, scheduled product launches and live demos of machinery all build suspense among the global community and are the reason for our great optimism," delights Sabine Geldermann, Director of Print Technologies at Messe Düsseldorf, who adds: "The industry has again proven its pivotal relevance with its broad-based applications on so many vertical markets – especially in times of crisis."



### Young Talents @ drupa

"Promoting young talent and the 'next generation of print' is especially dear to our hearts just as it is to our partners and customers," explains Sabine Geldermann. "Against this background we will design a fascinating paper artwork for drupa 2024 together with the Academy for Fashion & Design from Düsseldorf; in cooperation with other universities such as Stuttgart Media University as well as vocational training colleges such as FHBK Dortmund we will move the importance and fascination of this industry with its highly attractive job profiles to the foreground."

It would be recalled that the last in-person drupa was in 2016, with digital event - Virtual.Drupa - taking place last year after the physical event was cancelled due to the coronavirus pandemic.

## EFI ACQUIRES CADLINK



EFI's Fiery business has acquired CADlink Technology Corp to boost its wide-format and direct-to-garment (DTG) workflow and RIP offering.

With five core product portfolios, CADlink develops workflow and RIP packages for

**Continued on page 34 >>**



# RTC CHEMICAL LTD - SUPPLYING ESSENTIALS

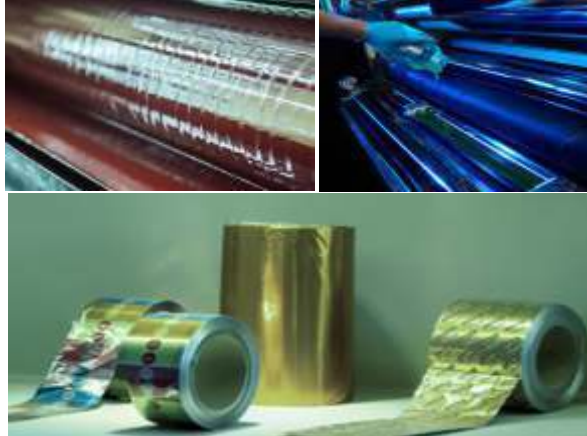


As Specialist in manufacturing of reçine (gum), polyurethane adhesives, lamination, flexible packaging materials, special and solvent based inks, **RTC Chemical LTD** is truly supplying the essentials to the print & allied industries.

According to **Managing Partner - Mr. Mehmet Cagri Camlibel**, RTC Chemical has always been at the forefront of creativity, innovation and value-addition; "Our vision is to be the leading and creative firm in our targeted industries. That is why, we believe in innovative approach to meeting market needs with our first-class products that are supplied around the world having gone through some of the world's stringent of tests" he expressed as he also noted that high quality, on time delivery, competitive prices are among the main advantages that RTC offers to its customers worldwide.

The history of RTC Chemical commenced in 2009 when the founders began to work on adhesives that would satisfy the needs of Turkish domestic market. Today, with over a decade invaluable experience and high performance, RTC Chemical has evolve to be the ideal partner for adhesives, cable materials, speciality inks, and plastics.

Innovative, respect, dynamism, and solidarity embody RTC Chemical's



corporate values as seen in its slogan - "**Supplying The Essentials**" which has made the company to be the foremost and reliable supplier both local and international. These core values are explained thus:

- **INNOVATIVE**

The opportunities that RTC provides and presents to its customers, are the results of the creative employees who are capable of taking initiative. RTC Chemical is tracking all the technological developments all over the world and supports its customers in terms of competitiveness by informing them about all the latest developments.

- **RESPECT**

The priority of RTC towards its customers is to be sensitive and under liability. Thus, all the

shareholders begin to feel and acquire the same objective. RTC is totally devoted to customers' unique information and depending on the customer will, RTC Chemical is ready to sign NDA (Non-Disclosure Agreement). As a result of this manner, RTC has a special place from the customers' point of view.

- **DYNAMISM**

Desire to improve and develop each day is one of the cornerstones which lead RTC to excellence day-by-day. Highly skilled employees capable of providing the most accurate information and on-time support to our

customers.

- **SOLIDARITY**

The communication network that we create with our customers help us to understand their needs correctly and recommend them the most sufficient solution which is the best possible outcome out of all the alternatives - at all times.

### BUSINESS AREAS

- **Printing & Packaging**

- Solvent based inks
- Special inks
- Adhesives & hotmelts
- Laminates

- **Cable Materials**

- Filling Compounds
- Strength Members

Continued on page 15 >>

**SPECIAL FEATURE**

- Yarns
- Tapes
- Optical Fiber

• **Adhesives**

- Dispersions
- Hotmelts
- Reactives

• **Plastics**

- Polyamide
- Polyethylene
- Polypropylene
- PBT

**APPLICATIONS**

The market applications of some of our unique & essential offerings are automotive, industrial, and consumer markets such as (but not limited to) the following industries:

**Packaging Market:**

Besides high-speed production and low-cost lamination applications, solvent-less adhesives are used for the high-performance applications like sterilization and pasteurization. Generally preferred for high

performance applications, solvent-based adhesives laminates films like Al, PET, etc. These types of adhesives are providing food norms aspects of ingredients and migrations. Not only that, for flexible and gravure printing, we have the only the best of the special inks like solvent based inks to meet all your needs.

**Printing Market:**

In the printing market, single component polyurethane system is serviced for the cellophane applications. These types of adhesive are used for laminating various films with Al. And of course, we have the world's best solvent based inks for label printing.

**Textile Market:**

Single component fast curing solvent based and solventless adhesives are used for the implementation of laminations such as foam-foam, foam-fabric, fabric-to-fabric applications. There are various adhesives according to

machine-line and performance criteria.

**Building Applications:**

Single and two-components polyurethane systems are used to bond for the applications such as sandwich panel and door production, coating window profile and panels with foil, raised floor systems, rubber flooring, roof insulation systems.

**Furniture and Wood Applications:**

D4-norm Single and Two-component

**Adhesives:**

PU adhesives solutions are used for the lamination of the panels having different structure and thickness, applications of rubber and natural products onto massive and concrete surfaces. Furthermore, on the vessels and wood markets, with single and two-components products having resistance to sea-water, the needs of the market are satisfied.

**3D Membran-Press Adhesives:**

High temperature, having resistance to water and sea-water, single and two components systems having fast and spray characteristic are used for the covering of the press problematic amorphous surfaces. They are solventless water-based polyurethane dispersions.

**Wood-Imitation PU Filling Materials:**

They are two-components polyurethane filling materials used as a imitation parts in place of mirror frame, clima covers, furniture and wood.

**Post-Forming Adhesives:**

Mostly used in laminate markets. These types of adhesives are applied to the desired surfaces for bonding. After evaporating of solvents on the surfaces, heat thermoplastic bonds realized under press with heat.

**Wooden Case and Frame Coating Adhesives:**

They are adhesives which are used for coating of case and frame with foil. There are various types having various open-time for the various machine-speed.

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# SKYSAT LAUNCHES BROTHER INK TANK PRINTERS INTO NIGERIA MARKET

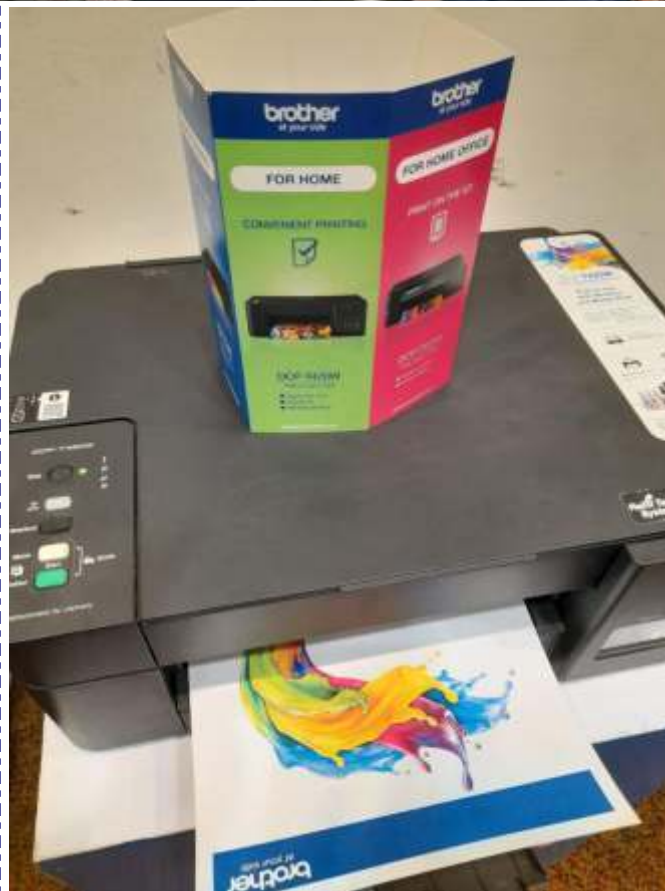


Top Executives of Brother International and Skysat Technologies at Brother Ink Tank Printer launch in Lagos

Skysat Technologies, Elite Partner and Sole Representative of Konica Minolta and Brother office documentation and labeling solutions, has unveiled Brother Ink Tank Printers series into the Nigerian market.

Designed to lower printing costs and increase productivity without compromising print quality, the new Brother Ink Tank Printer uses the plug and play technology that makes it easy to install and use thereby making printing more cost-effective and affordable. **WHERE To Print** gathers that these unique features are made possible because Brother Ink Tank Printer uses ultra, high-yield ink bottles that can print up to 15,000 pages in black and 5,000 pages in colour at a low cost per printed page - a delight for print entrepreneurs who desire crisp, clear text and vibrant colour prints at lower cost per print.

While announcing Brother Ink Tank Printer series, **Managing Director of Skysat Technologies Limited - Mr. Izzat Debs** assured customers of no production downtime as there are enough consumables and parts to meet the needs of the market backed by Skysat's best-in-class after-sales service made up of highly efficient and factory-trained service support team. Additionally, he informed that in no distant future, Skysat's technical team will be on hand to train sub-dealers across the country in order to further grow Brother brands in Nigeria; "They will also be upskilling our



merchandisers from across Nigeria on to how to use and sell this new printers and other products in the stable of Brother. This initiative will further equip our merchandisers and dealers to grow the market share of both products in Nigeria".

Going down memory lane, Mr. Debs disclosed that Skysat and Brother relationship which started 6 years ago has seen Brother products dominate not only the Nigerian market but extended to Ghana with constant support from Brother

International; "Today, Brother products like laser machines, labeling machines and various brand of inkjet printers now rank very high in the heart of consumers across Nigeria and Ghana" he enthused.

Guests at the unveiling ceremony which took place at Eko Hotels & Suite Victoria Island Lagos were put through major features of the new Brother Ink Tank Printer series in a special presentation by **Manager/Sales Director, Middle East & Africa - Mr. Mohammed Noor** to show the functionalities, productivity, and profitability of each Brother Ink Tank Printer Series on display. According to Mr. Noor, Brother Ink Tank Printer - DCP-T420W for example is a plug and play printer that can be used straight out of the box without any driver installation; "Connect the printer to your PC wirelessly or with the USB cable included in the box. Print from anywhere with the built-in Wi-Fi, allowing your entire home or office to share one device effortlessly. The wireless Brother DCP-T420W Ink Tank Printer 3-in-1 features a transparent cover that allows for easy front access to the embedded Ink Tank. The user-friendly design is engineered to minimise the risk of mess and leakage" he informed while assuring Nigerian customers of Brother's credibility; "We believe in long-term relationships with our customers and we always place our customers first. That's why our brand payoff speaks itself - Brother at your side".

Agreeing with Mr. Noor were other Brother International representatives at

Continued on page 17 >>

[www.wheretoprintmagazine.com](http://www.wheretoprintmagazine.com)



Mr. Izzat Debs- MD, Skysat Technologies Ltd giving his speech



the launch such as **Managing Director, Brother International - Mr. Kenosuke Hirano** and **Deputy General Manager, Planning Division - Ms Risa Hamatsuki** who guaranteed that Brother International was fully ready to support the Nigerian market on all its brands of both mono/multifunction printers, label printers etc with wide range of readily available and high-quality accessories, consumables, and after-sales service backup support.

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# GULF PRINT AND PACK 2022 CONCLUDES ON HIGH NOTE WITH ABOUT \$7MILLION WORTH OF DEALS SIGNED



With deals worth over AED25 million (\$6.8 million USD) signed during the 2022 edition of **Gulf Print and Pack (GPP)**, Middle East & North Africa (MENA) region's leading trade show for the commercial and package print sectors concluded on a high note at the Dubai World Trade Centre, Dubai United Arab Emirates (UAE).

Held from **24 to 26 May 2022**, GPP which moved from a four-day show in past editions to a three-day event this 2022 issue was vindicated with daily attendance increasing by **15%**, resulting in an impressive **7,535 visitors** from over **90 countries** to the show, cementing its position as the leading trade show for the commercial and package printing industry in the Middle East and Africa region.

Alongside a range of educational features on industry trends and workflow automation, GPP 2022 had special features that improve exhibition experience such as the **Décor Lounge**, where suppliers exhibited full range of growth opportunities for commercial and packaging printers. Visitors were also 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.

From the very first day, it was a busy 2022 edition were converters, engineers, brand owners, designers, and suppliers all



reconnected under one roof at the largest event of its kind in the region. According to Barry Killengrey, Event Director of Gulf Print & Pack 2022: "On the show's return after a three-year hiatus, we're delighted to have provided the industry a great platform to do business and jump on a path towards recovery and growth. There's a lot of optimism that we can carry forward to the next edition of the show."

It is no surprising that sales of machinery and equipment were the biggest contributors to the total deals of about \$7 million USD, with Canon closing over \$2.5 million USD in sales and Kodak reporting in excess of \$1 million USD. Other exhibitors that confirmed having made substantial sales during the event included Vinsak and Heidelberg. Ricoh International reported selling 46 units of its ProTM series of printers which it showcased during the event, with expectations of more sales deals being signed immediately after the show. Contracts for print and packaging jobs made up the rest of the deals sealed at the show.

Luis Penades, Channel Program Director, Kodak commented: "We are very happy about the outcome of our participation in the show. We've met a lot of potential customers and received over 200 leads that exceeded our expectations. During the show, we closed contracts in excess of \$1 million USD, with many more deals expected to be signed after the show through our channel partners."

Continued on page 19 >>



**where to print**  
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**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.

Impressed with the international profile of the event, Ranesh Bajaj, Director of Vinsak said, "We had excellent footfall from across the Middle East and Africa, the visitors were quite focused and from the domain and hence the enquiries were very relevant. While it was an excellent platform to meet our existing customers in person after 2-3 years, we also had more than 300 new leads of companies that we met first time at the show. We have sold multiple units of our new VINSAK High Build machines to customers in the UAE, Saudi Arabia and Africa. Additionally, we also closed two orders for Lombardi presses."

Meanwhile, Simon Howells, GM of Xerox Emirates says the team had a great experience at the event and received great feedback on their stand. "We have been overwhelmed with enquires for our Iridesse Production Press in particular, the new colours, and indeed unique colours, have really captured customers' attention and are delighted to show them how Xerox can grow their business in 2022, and beyond."

Echoing the same sentiment, Roger Nicodeme, General Manager, Heidelberg Gulf was pleased with their participation at this year's edition of the show, saying "Gulf Print and Pack 2022 is a success. We have met customers, serious buyers, from the whole Middle East, and we managed to sell more than 10 machines during the show."



Continued on page 24 >>



## WHAT ARE YOUR THOUGHTS ON SOURCING FOR BUSINESS LOANS IN NIGERIA AND THE BEST WAY FORWARD TO ALL INVOLVED?

Traditionally, loans are popular forms of financing business ventures likewise vital channels of business fund. That's why many business owners seeking fund for their business operations or opting for expansion recourse to loan from whatever sources they deem fit. But this may not be easy as it sounds in Nigeria for various reasons. This is why **WHERE To Print VOX POP Crew** sought the opinion of business owners (on loan issues) that attended the just concluded **Business Clinic/ Access to Finance Initiative for Printers by Lagos State Employment Trust Fund (LSETF)** organized and held at **Chartered Institute of Professional Printers of Nigeria (CIPPON) Secretariat** in Lagos. Their answer to the above-subject matter question is in excerpt below:



Accessing loans is practically impossible in our industry and because of the huge cost of acquiring machinery for print production, the capacity of most printing presses are limited due to the fact that banks and other financial institutions demand for unrealistic collaterals and stringent requirements. That's why today's training is the right step in a right direction for (the) knowledge and exposure to accessing loans from Governments like this one from the Lagos State Government.

**MR. BENJAMIN DARE**  
– BENCO COLOR MEDIA LTD



Business loans are normally gotten from avenues such as banks and corporative societies but as a Government Institution, though we have access to banks and others but the Government is our major source of funding. I do hope that Printers like us will take advantage of this initiative to source for different kinds of loans from LSETF that fit their operations and business models without stress and unrealistic collateral as been experience from other sources.

**MR. ADEBIYI ADEYEMI**  
– LAGOS GOVERNMENT PRESS



Getting business loans in Nigeria is not easy because there are lots of things to consider in making decision on which type of loan to take. More importantly, we have to know the pros and cons of getting a business loan in Nigeria and this initiative has exposed me to one that I will consider in future.

**MR. OWOLABI KOLAWOLE**  
– KAYPRO PRINTS



I believe good business practices make it possible to access financing. I will advise business owners like the Printers in today's programme to practice good accounting procedures and if they can't do that themselves, they should contract this out to professionals who can help them put their books in order. Most importantly, if they want to access loans and move to the next level, they should separate their business account from personal account and judiciously manage their resources to aid their business growth.

**MR. FIKAYO BABATUNDE**  
– THE SME MALL



Business loan is what helps business owners like myself expand our businesses. Although I have not accessed any business loan so far in my business but I hope to do so very soon, and because the information from this programme is quite timely, I will be talking with LSETF soon.

**MR. ABIODUN SEKONI**  
– RASHEEK ENTERPRISES



My business is still at the stage where I am yet to get involved in any source of business loan but with the information available to me right now, I can make informed decision for moving my business to the next level.

**MR. SHONDE BABATUNDE**  
– OWOLABI ENGINEERING VENTURE



This is a great initiative, and good opportunity where Printers like me can get business loans. I commend CIPPON for putting up this programme for Printers.

**MR. ADEBISI AZEEZ**  
– PIONEER PRINTING PRESS



# Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



LSETF is a very brilliant idea particularly for us - the SMEs. The sustainability of the project depends on the effective and efficient loan repayment by applicants. So, I will advise business owners like myself to pay their loans as at when due so that others can benefit and the much-needed development of our nation is realised as we engage in productive endeavours.

**MR. SHITTU OLUSHOLA**  
- HARDEN PRINTS



The major problem we are facing as print professionals is the issue of quick and easy access to realistic loans. I think if we have more initiatives like this, it can help in providing loans to us and our industry will be better for it.

**MR. AYINDELE MURITALA**  
- AYINKS PRESS



Sourcing for business loans in Nigeria is difficult due to the level of corruption in the system. The best way forward is for Nigerians is to be faithful in their loan repayments without default. In case of any challenge in loan repayment, communication is key as well as being truthful in all transactions.

**MR. ADETOLA ADESANYA**  
- INZANDEORT CREATIONS



I access loan through financial institution but this LSETF alternative is an eye-opener and I will explore this in future.

**MR. TAYO SAMUEL**  
- TOPBRAND PRODUCTION

## OUR VERDICT?

While businesses have numerous avenues to access loan facilities for their business expansion plans, **WHERE To Print** believes that business owners should not only explore different loan options but also endeavour to acquaint themselves with all information related to their business needs and aspirations before making investment decision of which fund source is an important part of. Again, Printers should liaise with the Institute and network with their peers to learn from each other in not only accessing suitable loans but in sustainably growing their businesses.



From my own point of view, I believe getting business loan is one of the best ways of supporting businesses. And when Government does that, the multiplier effect of this on the entire economy will be great.

**MR. ODES OLA**  
- JUSTPEAK PRINT VENTURES



If what I have heard today from LSETF is possible, it means Nigeria is thinking of moving forward in helping SME businesses grow and I will enjoy my counterparts to take advantage of initiatives like this to grow their print businesses.

**MR. EMMANUEL OKOH**  
- PRINTMALL.NG



We know that getting business loans in Nigeria can be very cumbersome and at unattractive interest rates. But with CIPPON collaboration with LSETF, Printers in Nigeria are in for the best form of accessing easy, stress-free, and cost-effective loans to expand their businesses. I say this because I've worked with LSETF before and their process is very professional and I can vouch for their quality services; so, Printers should take advantage of this initiative to expand their businesses.

**COMRADE BABAJIDE SALAKO**  
- CIPPON VP



With the teachings today from the LSETF representatives, I believe accessing business loans in Nigeria is becoming much easier and I would love to get a loan for my business right away.

**MR. ADEKOYA YUSUF**  
- PRINTPOINT PRODUCTION



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# THREE KEYS TO EFFECTIVE PLANNING



Three planning activities can help ensure a robust, achievable plan: understanding the predictable consequences of the current state of things (and of the desired future state), identifying issues/obstacles which may impede progress on key objectives, and finally, clear articulation of what needs to stop to clear the way for organizational priorities. Let's take a closer look at the process of identifying and planning/adjusting for natural consequences.

Over the past many years of facilitating senior leadership groups in strategic planning sessions, three key activities rise to the top of the list for getting needed focus and resolve. They are: understanding the predictable consequences of the current state of things (and of the desired future state), identifying issues/obstacles which may impede progress on key objectives, and finally, clear articulation of what needs to stop to clear the way for organizational priorities.

These three exercises may be done in any order and while they do overlap, they do so in a way that strengthens the usefulness of each. Let's take a closer look.

Typically, **identifying issues/obstacles** comes right after the establishment and prioritization of key objectives for the planning cycle. Simply put, we need to ask this question: what is it (that) we need to accomplish to move the enterprise forward? Deciding what we'd like to do is



usually not that difficult. Many times, the goals are ones that the business would have liked to accomplish in the past. **But something was in the way.** So, for each objective, we spend a

considerable amount of time identifying what's "in the way" so that it may be understood, neutralized, overcome, or removed. These obstacles may be internal (people, processes, resources, etc.) or external such as market conditions, cost of capital, competition, hiring needs, etc.

This sets the stage for a **robust discussion.** These may be items that have been around for a while but for any number of reasons, were never effectively addressed. This often means

**Continued on page 23 >>**



# THREE KEYS TO EFFECTIVE PLANNING

coming to terms with limitations or problems inside the business that are uncomfortable to discuss. These may be organizational competencies which are lacking, or people in key positions who lack the attitude and/or aptitude to adjust to changing requirements. As with any other attempt to get at the real issues, sound facilitation can help the leadership team dial in on these matters in a safe environment and in a way that will maintain the integrity of everyone involved.

It makes little sense to **create a plan** that has only a modest chance for success. Frustrations build and the team can lose confidence in the leadership team and its ability to plan and execute effectively. Identifying obstacles to progress and dedicating time, energy and resources in addressing them directly, can clear the way for higher levels of satisfaction and success.

During a recent planning session with a rapidly growing company, we paused to answer the following question: "What are some of the natural consequences of rapid growth?" This was my first time working with this group and they hadn't considered this question before, at least, not in strategic session. What followed was a highly-energized discussion of the impact of rapid growth on all aspects of the business. These included business process issues, relationships with certain transactional customers,



the financial impact and an increased need to focus on receivables and cash flow, sourcing and storing raw materials, needed skill sets of team members, technology requirements and so on. All in all, quite an extensive list.

The group then prioritized these items with those rising to the top moving to the issues/obstacles list and ultimately working their way into key objectives for the next 90 days and beyond. Some of these made their way to the "stop doing" list.

Next time, we'll take a close look at ways to anticipate the natural consequences of the plan and ways to proactively address them.

For more information on ways to improve your planning process, contact me at [joe@ajstrategy.com](mailto:joe@ajstrategy.com)

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By **JOSEPH P. TRUNCALE, Ph.D.**

Joseph P. Truncale, Ph.D., CAE, is the Founder and Principal of Alexander Joseph Associates, a privately held consultancy specializing in executive business advisory services with clients throughout the graphic communications industry.

Joe spent 30 years with NAPL, including 11 years as President and CEO. He is an adjunct professor at NYU teaching graduate courses in Executive Leadership; Financial Management and Analysis; Finance for Marketing Decisions; and Leadership: The C Suite Perspective.





In all, at Gulf Print & Pack 2022 provided the platform were quality visitors in the MENA print & allied sectors met with experts and got inspired, educated, and learn best practices and innovations for a bright future ahead.

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# FESPA 2022: CONFIDENT, INVESTMENT-READY AUDIENCE FOCUSED ON PROFITABLE, SUSTAINABLE FUTURE



**FESPA Global Print Expo 2022** brought the speciality print community together for four motivational days in Berlin (31st May to 3rd June 2022), in an atmosphere of overwhelming positivity that affirmed industry's readiness to bounce back from the challenges of the last two years.

With a compelling line-up of **375 exhibiting companies**, including many leading supplier brands which had not exhibited since 2019, the event attracted a high quality, international audience of senior decision-makers who travelled from **126 countries**. And with campaign strapline: 'Experience Print in Motion', this year's FESPA (which was co-located with **European Sign Expo 2022**, the leading European exhibition for signage and visual communications), attracted **11647 unique visitors**, a **48% increase** on the Autumn 2021 event, plus return trips over multiple days that brought total attendance to **15969 visits**. Additionally, with more than **60% of visitors** having final purchasing authority or influence, many exhibitors referenced the high quality of contacts and conversations and left FESPA 2022 with confirmed sales, new distribution partnerships and strong business opportunities for the short- to medium-term. Emphatically, analysis of the pre-



event registration data provided by the **53% of visitors** who chose to reveal their investment budget confirms significant readiness to invest at or soon after the show. Among these delegates, the collective median spend amounted to **€1.3 billion**, not accounting for those visitors who did not indicate their plans.

Just as exhibitors across the show floor areas expressed their delight at being back at a live FESPA event, **WHERE To Print** gathered that the first two days of the show only serves a purpose - meet and greet old acquaintances with many commenting on the energy they felt at the show and confident of positive commercial outcomes from their participation.

## THE CITY & THE VENUE

Thankfully, while German Government had lifted COVID regulations on large-scale events since April 3, it was particularly fascinating to note that this year's host city - Berlin, the German capital has some of the world's best facilities and travel connections for air, road, and train transportation to and from the venue - Berlin Messe that made attending FESPA 2022 equally stress-free and rewarding to all guests. **WHERE To Print** was particularly impressed with Immigration at Berlin International Airport where Officers displayed professionalism, courtesy and respect to foreign nationals. Coincidentally this year, the venue was celebrating its 200th anniversary (as the first trade fair in the arena took place in 1822) thus the added values in cleanliness,

interconnectivity, security and safety of both Berliners and visitors alike. Without doubt, Berlin confirmed its enviable status as a popular destination for visitors.

## WHAT'S NEW

Though **WHERE To Print** combed the entire eight halls of Berlin Messe, but due to space constraint, our newsworthy discoveries plus some pictures in some of the halls herewith are brief but sure to aid your investment decisions:

### Mimaki in Hall 1.2, stand A30

Mimaki showcased some of its recently launched range of wide-format inkjet printers in the 330 Series which includes the JV330-160, CJV330-160, and TS330-1600 models. These inkjet printers were developed to offer true-to-life quality in the mid- to high-end printing where focus is on high quality image, printer's productivity, and durable prints for both the sign graphic and textiles industries. Specifically, the JV330-160 eco-solvent printer and CJV330-160 eco-solvent integrated printer/cutter are said to deliver the high standard of colour required for both indoor and outdoor sign graphics through the new Deep Colour Natural input

Continued on page 27 >>



profile. Mimaki says this offers vivid solid colours and natural skin tones as well as deep reds and neutral greys for brand distinction.

**Mutoh in Hall 1.2, stand C40**

At Mutoh's stand was the brand new XpertJet 1642WR which features two new ultra-wide Mutoh AccuFine piezo variable drop printheads. In combination with Mutoh's new proprietary i-screen weaving technology, the new print heads deliver high print quality at higher production speeds. Targeted at the sublimation transfer market, the XpertJet WR dye-sublimation printers prints high-quality graphics for transfer on to flexible and rigid polyester materials, including soft signage; flags and pennants; sports goods, such as snowboards, helmets; mugs, umbrellas, mouse mats, etc; and apparel. The XPJ-1642WR is said to also print directly onto closed coated polyester fabrics or mixed fibres materials.

**Fujifilm in Hall 2.2, stand C30**

Fujifilm exhibited under its banner theme: 'Blueprint Live' as it unveiled the all new Acuity printers designed under its 'Blueprint' strategy, intended to "redefine price, performance, and transform print return on investment (ROI)". Therefore, among others, live on Fujifilm stand were the first two machines in the new range, the Acuity Prime and Acuity Ultra R2. WHERE To Print gathered that Acuity Prime is a flatbed with a unique, exceptional design and high value that offers high quality printing on a range of rigid and flexible media, supported by its five dedicated vacuum zones and jettable primer. Available at a cost-effective price point, Acuity Prime offers an excellent return on investment. For those looking for quality, speed and cost-in-use, Acuity Ultra R2 gives you the power to profit from a huge range of indoor and outdoor applications. In all, Fujifilm Acuity range is known for massive industrial scale - up to 5 meters wide with industrial printheads with a 3.5 picoliter drop size and specially developed LED UV inks to ensure consistent high-quality print.

**Avery Dennison/Mactac in Hall 3.2, stand A50**

Combining stand for obvious reasons, Avery Dennison and Mactac media brands were in Hall 3.2 with their latest innovations. From Avery Dennison was a digitally printable wrapping film that is PVC-free. The firm says that it delivers high performance while being more environmentally friendly. It is suitable for partial and full vehicle wraps, and also for interior and exterior signs. This material also provides "superb 3D conformability" for tricky wrapping projects and easy repositioning thanks to Easy Apply Technology. And from Mactac was JT 10700 WG-BFG-XR printable film for long-term 3D applications. The film is said to offer a well-balanced initial tack adhesive to improve the application experience and finish.

**Agfa in Hall 3.2, stand C20**

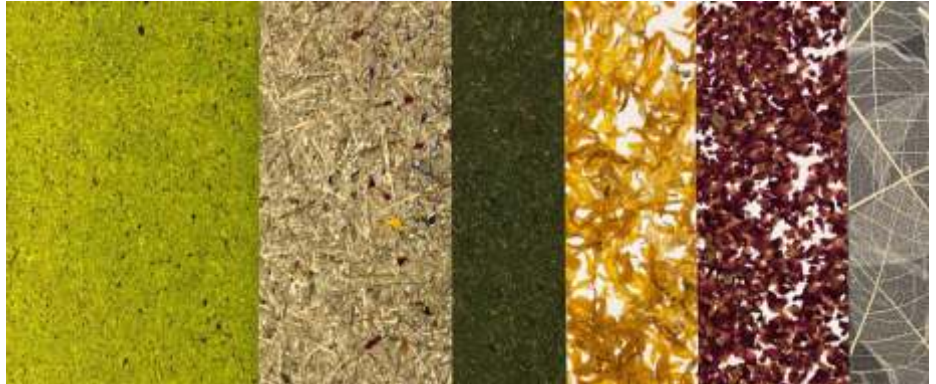
With a booth themed 'Think Inkjet. Think Agfa', Agfa had most of its latest innovations on show floor. Among these are Jeti Tauro H3300 HS LED and Avinci CX3200 dye-sub printers. While Jeti Tauro H3300 HS LED is Agfa's latest member of 3.3m heavy-duty hybrid inkjet printer family that offers producers of corrugated cardboard displays the option to add a layer of glossy or matt varnish - in both flood or spot, the 3.2m Avinci CX3200 dye-sub printer is for high-quality indoor or outdoor soft signage, interior decoration and fashion items. It should be noted that the team from Inca Digital (recently acquired by Agfa) were on hand to welcome visitors as well as showcase Inca's high-speed digital printing machines that focused on packaging printing markets.

**EFI in Hall 4.2, stand D20**

Amongst others, EFI showcased its new industrial, entry-level textiles printer - the Reggiani Terra Silver which uses unique Terra pigment ink for high-quality, highly sustainable direct-to-textiles printing without steaming or washing. The 1.8m-wide machine is part of EFI's complete Terra line-up of pigment ink printers. The machine can print up to 190sqm/hr with eight dual-channel printheads that ensure the printer delivers smooth and precise output on both knit and woven fabrics.

**Sappi in Hall 4.2, stand D20**

Media giant - Sappi expanded its product portfolio for corrugated board applications with Fusion Nature Plus, an uncoated, fully bleached and completely recyclable virgin



fibres liner. It has a natural, uncoated surface with a more tactile feel, in response to market trends. The liner is also provided in very low grammages. It is said to offer excellent printing results in flexographic, digital and offset printing processes.

**Magenta Vision in Hall 6.2, stand B19**

Europe's leading solutions provider in the wide and super-wide format inkjet Printing Industry - Magenta-Vision Polska Sp. z o.o. demonstrated its capacity to meet the specific needs and budgets of each print service providers in digital printing, UV printing, wide format printing, and sublimation print at FESPA 2022. This is because the Polish company has exclusive dealership with some of the world's best Original Equipment manufacturers (OEMs) for hardware, software, and colour management such as X-Rite/ Pantone, Teckwin, Grando, Hanway, Caldera, Onyx, and PrintFactory among others. Reputed for its knowledge and experience in colour management, improve production workflow, and after-sales services, Magenta-Vision offers 24/7 customer support with adequate stock of spare parts, printheads and consumables for quick response to all its customers. Magenta-Vision is currently working with

**LOURISH COLOUR VENTURES** (www.flourishcolour.com) in Nigeria to train operators and managers on **Customised Colour Management & Large Format Machine/ Printhead Maintenance Training** 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

**Brother in Hall 27, stand C20**

Brother showcased the latest addition to its GTX industrial direct-to-garment printer range, the GTXPro. The Pro model adds features and functionality designed to make mass-production more cost-effective. Brother says the GTXPro is flexible and immensely versatile. It features a newly designed white printhead that reduces the amount of white ink needed. Two printheads offer eight channels deliver CMYK plus white and the machine has a maximum print area of 406x533mm.

**Inpro BV in Hall 27, stand C31**

Dutch company - Inpro BV presented its fully automatic screen cleaning brand - the Tigerclean series to discerning visitors at this year's FESPA. WHERE To Print gathered that the 'Simplicity in Performance' Tigerclean series are strictly designed and manufactured in Holland to save cost and time in screen cleaning processes. For this, the machine comes in a range of fully automatic process either with one module and/ or up to 5 modules. However, the modular system can be upgraded when the need arises as an integrated screen cleaning, reclaiming and developing all-in-one machine. Aside the fact that the machine is simple to use and easy to maintain, it also minimizes the risk of ghost images and comes with special Inpro

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Agfa & Inca Team at FESPA 2022



FESPA Board in a Panel Discussion during Press Conference

Intensive Soft Touch Brushes for the best cleaning result without damaging the mesh and no need for an expensive filtration of the inks. Not only that, Tigerclean is built for heavy duty use in a cost-efficient manner starting from 3m2 screens per day and has the highest safety and complete CE-Safe standard thereby making it environmentally friendly and safe to use in any working conditions for operators.

#### DuPont in Hall 27, stand C60

DuPont highlighted an all new pigment ink series - Artistri Brite P5500, which is designed for direct-to-garment (DTG) decorators, packaging producers and fulfilment houses that want to move to digital printing but need a faster, more reliable process that provides high quality prints and repeatability. The company says the new inks deliver improved wash fastness with both press or oven curing and with faster curing times. Artistri P5590 white ink offers the opacity and stretch that customers value for longer shelf life. The aqueous inkset is designed to work in printers with low-viscosity piezo-electric printheads and is suitable for all DTG applications, including direct-to-film printing.

#### Kornit Digital in Hall 27, stand D60

Kornit Digital is no doubt changing the face of fashion as one of the top manufacturers of digital printer for industrial, direct to garment digital printing, and textiles - roll to roll with its MAX Series that make Kornit - a global change maker. For the first time,

visitors were able to see live demonstrations of Kornit's MAX technology full portfolio in one place proving highest print quality with enhanced productivity and innovative applications for all fashion segments such as apparel, high-fashion, activewear, and home décor. On demo were Atlas Max - the new standard for high-volume, on-demand direct-to-garment production that helps you unleash new levels of creativity, deliver unparalleled consistency, create a smoother workflow that optimizes your resources, and gives you what you need to achieve significant business growth. Another is Presto Max with NeoPigment Robusto Ink gives you the simplicity of using one ink set for every type run with consistent results on any fabric type - polyester to natural fabrics on the same system - no matter the print quantity. For Presto Max, no pre or post treatment and set up are required - just top-quality results, great hand-feel and high drape. Lastly, there was the Atlas MAX Poly specially developed to overcome all major polyester production challenges. This innovative technology reduces dye migration in coloured polyester and eliminates post dryer cracking & ghosting by applying new and proprietary PG and Q.fix. This legendary machine makes fabric retains high durability even after 5 washes at 40c and great hand feel achieved by the use of Poly Enhancer with full support of SPOT colours and Pantone matching. That's why Atlas MAX Poly is the new quality standard for high-volume, on-demand, direct-to-garment polyester decoration.

Overall, other add-ons at FESPA this year was the first-ever **Sustainability Spotlight Conference** which attracted much attention, underlining the priority now being given to environmental responsibility, aside the visually stunning **Printeriors** stage which attracted hundreds of printers hungry for fresh ideas for sustainable printed interior décor. Many visitors also engaged enthusiastically with the exhibited print projects in the new **Associations Pavilion**, while the **Club FESPA Lounge** was buzzing with FESPA members from around the world, keen to reconnect with international colleagues.

#### NEWS FROM FESPA @ PRESS CONFERENCE

Just a day to the end of this year's show, organisers revealed vital statistics and announcements from this year's show up till **FESPA 2024** in a press conference attended by select media. For instance, it was disclosed by Michael Ryan, Head of Global Print Expo at FESPA, that the 2022 show was widely adjudged incredible with impressive results from the show floor. Aside from the return of many screen-printing printers and other stakeholders to the live show - even with the restrictions from Asia (about 200 exhibitors were expected) - FESPA 2022 brought people back to live events with outstanding innovations and applications from the Printeriors for Printers. Other news was Australia joining Club FESPA, new application from Thailand in the **Continued on page 29 >>**



...with FESPA Group Marketing Manager - Leighona Aris



...with Michael Ryan, Head of Global Print Expo at FESPA



...with Edi Venturin & Kristof Van Cleemput at Agfa Offset & Inkjet Solutions stand



...with Printing Expo Online Event Manager - Wayne Beckett



Association Pavilion, and winners from World Wrap Master competition. Significant news was the announcement of 2023 dates and venue i.e. 23 - 26 May 2023 at Messe Munich, in Munich Germany (which is going to be hosting the event for the 6th time).

On 2023 theme, FESPA Group Marketing Manager - Leighona Aris, revealed that theme - New Perspectives was premised on the changing faces in the industry and specialists around the world would collaborate with FESPA to produce the Visitors' Campaign in a cinematic approach of 'P' in - 'Prints' to reflect 'Printing' while 'S' is for 'Signage'. She also announced that with FESPA going back to Amsterdam in 2024 (19-22 March), a new collocated event - Sportswear Pro 2024 would be held alongside it explaining that the reason for not holding Sportswear Pro next year was that FESPA Team believed adequate preparation (in research and planning) was needed to deliver the event to the level expected of FESPA by all stakeholders.

Again, FESPA Head of Marketing and Events - Duncan MacOwan announced the launch of Wrap Fest, a brand-new show dedicated exclusively to vehicle wrapping, vinyl installation, detailing, application and materials. The debut event will run on 26 and 27 April 2023 at Silverstone racing circuit, Northampton - the iconic home of the British Grand Prix. Wrap Fest will provide the backdrop for the new UK and Ireland leg of the 2023 World Wrap Masters competition, culminating with the international final at FESPA Global Print Expo 2023 in Munich.

On Association, FESPA Head of Associations & Technical Lead - Graeme Richardson-Locke revealed that the final report of Print Census would be launched in Munich next year. With survey done in partnership with Key Point Intelligence, WHERE To Print gathered that the results of the survey would show invaluable statistics and information on the specialty community with better analytics on software automation, investment, plans etc. He also enjoined members to check out FESPA website as there are enough useful, inspiring and educational materials for

members to use on the Profit for Purpose platform. And when asked by WHERE To Print on the need for FESPA to work with countries like Nigeria with already established associations and government backed Institute, he promised to work with WHERE To Print and the Institute in Nigeria to ensure that was done.

In a related development, FESPA Board has promised to ensure members growth and sustainability through constant education especially among young people. With presence in 37 different countries, the Board vowed to arrange country-specific education with emphasis on growing business, web to print, creativity, sustainability etc for all its members immediately.

**...AND BULGARIAN IVAN TENCHEV WINS WORLD WRAP MASTERS**

Another highpoint of FESPA 2022 was the announcement of Ivan Tenchev from Bulgaria who was crowned **World Wrap Masters Champion 2022**. He took the prestigious international vehicle wrapping competition title after an energetic two-day final - competing against 12 other wrap

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...with MD - PR4U - Ingrid Van Loocke



Kornit Digital Sole Rep in MEA - Mehdi Berrada Baby in handshake agreement with President of Kornit EMEA - Chris Govier



WHERE To Print magazine with top industry players: Jean-Baptiste SANGA from Graphics System Cameroun



...with Kornit Digital got you covered in MEA



...with Magenta-Vision Director - Rafal Grzeszczak



...with aisticker MD @ Printorios Pavilion - Dorin from Moldova



...with Gific Printing Solutions Nigeria - Mrs. Ukachukwu



...with Magenta-Vision MD - Charles Poot Baudier



...with FESPA Communications Manager - Josephine Fellows



Formosa Carneiro from Tshuvuka Mozambique with inspiring stories to motivate budding entrepreneurs for the love of print!



professionals, with runner-up places going to Vít Šimek from Czech Republic and Maria Terp Holt from Denmark. During the final, regional winners from the UK, Germany, Czech Republic, Japan, Denmark, Brazil, Finland, Hungary, Netherlands, Norway and Mexico were challenged with wrapping VW Golf cars and LED figures of the famous Berliner "Ampelmännchen", the small green and red man that can be found on numerous pedestrian traffic lights in Berlin. The 2022 competition was sponsored by HP, 3M, Wrapstock, PLASTGrommet, Car Wrapper 3D and OXY Tools.

**CONCLUSION**

In the words of Michael Ryan - FESPA Head of Global

Print Expo: "Finally, we could deliver an all-round FESPA experience for exhibitors and visitors that felt like a return to form, and the consensus was that the vibe at the show was incredible. Every industry is changed by the pandemic, and print is no exception, but this show proved beyond doubt that print is resilient, creative, agile and focused on the future".

Agreeing, FESPA CEO - Neil Felton noted that; "The significant spending power of our visitor base and the broad international audience together offer powerful evidence of a rebound in our global community. We see confidence returning, inspiring business leaders to invest and also to resume business travel, live events and face-to-

face networking where they know it will deliver tangible value for them".

"The glowing feedback from exhibitors and visitors in Berlin tells us that the speciality print community wants and needs to engage in person, and that FESPA is where they come together. Now we're looking ahead to the return of strong FESPA events in Mexico, Eurasia and Brazil, and beyond to our next Global Print Expo in Munich in May 2023. We can't wait to stimulate the same energy and optimism in speciality print communities in other regions", concludes Felton.

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# BUSTING MYTHS ABOUT HOW PAPER IS MADE

There are more trees in North America now than 100 years ago. Despite popular belief, most trees harvested from sustainably managed forests in the U.S. and Canada are NOT used to make paper but rather other forest products like lumber. This infographic shows how paper is a renewable and recyclable natural resource.

Trees are a renewable resource! In the U.S. & Canada, we grow many more trees than we harvest every year.<sup>1,2</sup>

Most trees in North America are harvested to make lumber and other solid wood products, not paper.

In North America, less than 36% of the annual timber harvest is directly used for making paper and paperboard.<sup>3,4</sup>

Pulpwood trees that are unsuitable for lumber manufacturing are grown & harvested specifically to make pulp & paper.

Pulpwood and wood chips are transformed into pulp using a variety of processes.

Paper is pressed, dried, and made into large rolls or sheets, which are packaged for sale to customers.

Thousands of paper products enrich our lives every day!

Use paper responsibly and recycle so it can be reused to make new products!

Paper can be recycled 5-7 times before the wood fibers break down. This is why we always need fresh wood fiber from sustainably managed forests.<sup>5</sup>

In North America, the share of recovered paper used in papermaking is expected to grow from 34.2% in 2014 to 39.3% in 2030 and most of that increase will be in cardboard.<sup>6</sup>

Paper is one of the most recycled materials in the world today, with recovery rates of 65% and higher in North America.<sup>7</sup>

Two Sides is a non-profit initiative by companies from the graphic communications industry. We promote the responsible production and use of print and paper, and dispel common environmental misconceptions by providing verifiable information on why print on paper is an attractive, practical and sustainable communications medium. Become a member today!

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# Print impact around Nigeria

Stories by Precious A uonuma & Joju Adekanbi

reduces wastages on operation while conversely increasing outputs with significantly improved material yield - ultimately increasing our combined capacity to meet clients' extreme requests," he emphasized.

**WHERE To Print** reliably gathered that with over 40 years of experience in manufacturing secure financial and commercial instruments, labels, flexible packaging materials and high-end authentication and verification services, Tripple Gee and Company Plc is now fully poised to offer impeccable wide range of print services to its highly esteemed clientele. This is because, the Nigerian Stock Exchange quoted company has some

of the best trained and experience staff in the industry that are versed in the art of using top of the range technologies and systems for added security and brand differentiation features on prints like machine scannable QR codes, barcodes, holograms, watermarks, micro-print and multi-layer security among others. Added to this is the personnel expertise' in the use of colour standardisation and matching techniques to ensure sensitive products are securely authenticated and tamper-proof with colour-codes, spot and Pantone colours. And with the newly installed NilPeter's 24/7 worldwide service for an uninterrupted production workflow, Tripple Gee and Company Plc is now the preferred and 'go to' security print and services provider in Nigeria and regionally.





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# Print Impact Around the World

applications including DTG and direct-to-film (DTF) printing, digital cutting and engraving; digital wide-format print; and vehicle wraps. The company also specialises in supporting businesses looking to consolidate multiple devices and processes across a common workflow platform. Its product portfolio includes print and cut sign making software - SignLab; engraving software - EngraveLab; digital printing - RIP Digital Factory; screen printing software - FilmMaker; and CNC machining and routing software - ProfileLab. It also develops custom software and workflows for OEM partners.

### ...PURCHASES INÈDIT SOFTWARE

In a related development, EFI also acquired Spanish company - Inèdit Software to extend its strategy to accelerate digital transformation in industrial print.

A developer of RIPs and related software for digital industrial textile printing, Barcelona-based Inèdit will be integrated into EFI's Reggiani textile business in order to continually develop and deliver greater level of end-to-end textile integrated workflow solutions and Industry 4.0-driven automation enhancements that will further drive customers' productivity, printing performance, profitability, and sustainability in textile printing.

## X-RITE ANNOUNCES EXACT 2, THE FIRST SPECTROPHOTOMETER WITH VIDEO TARGETING



The eXact 2 spectrophotometer

X-Rite Incorporated and Pantone LLC, global leaders in colour science and technology, announce the eXact 2, a next-generation non-contact handheld spectrophotometer designed to bring the ink, print, and packaging workflow together in one device. eXact 2 is the first colour measurement device that connects to a full ecosystem of software tools, including InkFormulation Software, ColorCert Suite for print quality control, PantoneLIVE digital colour libraries, NetProfiler for device optimization, and the new X-Rite Link fleet management platform for real-time insight into device performance.

Using patented, first-of-its-kind Mantis video targeting technology and a "two taps or less" touch-screen interface, eXact 2 enables operators to measure and seamlessly verify customer requirements two times faster and with higher accuracy. The speed, precision, and unparalleled data connectivity of the eXact 2 help operators streamline workflows, reduce waste, and free up capacity to generate revenue.

"We have redesigned the award-winning eXact to be more than a measurement tool," said Chris Brooks, President, X-Rite. "The eXact 2 is a complete solution that sits at the center of an integrated colour workflow. It is the most versatile, powerful, connected, and easy-to-use tool in a printer's colour toolbox." Other unique features of eXact 2 are:

### Mantis Video Targeting Technology

eXact 2 is the first and only spectrophotometer to deliver enhanced measurement accuracy using X-Rite's Mantis video targeting technology. This patented technology uses a high-resolution camera and a 30% larger display to make it easy

for operators to find the precise measurement area. Operators can see, zoom, and save each colour patch image for inspection on the device screen.

### Seamless Workflow Integration

eXact 2 makes it easy to capture color data and seamlessly integrates with the X-Rite ecosystem of software from color specification, ink formulation, and quality control software via Wi-Fi. Built-in process control tools for the ink kitchen and pressroom support G7, PSO, and Japan Colour. Embedded software capabilities include X-Rite NetProfiler for device optimization, InkFormulation Software, ColorCert Suite for print quality control and reporting, and PantoneLIVE for digital colour specification and communication. This connectivity enables printers and converters to meet quality standards 17% faster.

### X-Rite Link

Every eXact 2 model comes with the new X-Rite Link platform, an intuitive cloud-based dashboard that provides real-time insights into device performance. From one central location, customers can verify the status of one or a fleet of devices, configure and distribute updates and libraries, and more. With X-Rite Link device intelligence, operators can be confident all devices are in top operating condition.

### Intelligent Interface and Ergonomic Design

eXact 2 has a new adjustable tilt touch screen and an easy-to-use "two taps or less" menu structure for less time looking through menus and faster operator training. The Digital Loupe functionality provides dynamic zoom capabilities to capture and inspect the right spot without measuring print defects and saves an image of the measurement. In addition, eXact 2 allows for non-contact measurements and can be used to measure wet ink to minimize contamination for increased accuracy, fewer re-measurements, and less substrate waste.

### Available Models

eXact 2 is available worldwide in three models. With the eXact 2, operators can capture colour measurements on paper, corrugated, and carton board substrates. The eXact 2 Xp captures film, plastic, foil with white opaque, and other unique substrates. The eXact 2 Plus offers advanced paper and flexible film control with the ability to measure metamerism, opacity, and absolute and relative color strength.

## HP LAUNCHES FIRST PRINTING INDUSTRY MIXED REALITY SERVICE – HP XR SERVICES



HP Inc. has announced HP xR Services powered by Microsoft HoloLens 2, the latest innovation for the next generation of Printers.

HP xR Services and Microsoft HoloLens 2 is a collaboration that will see the creation of a virtual-real world where customers can connect with HP engineers in a split second through mixed reality, advising them on any issue, at any point of their print production. Wearing the Microsoft HoloLens 2 headset and supported by HP xR Services solution, users will get the feeling of being physically present with a virtual coach on hand to guide them through the process, meaning no time wasted on long service calls, resolutions are swift and press downtime is kept minimal.

Compatible with all HP Industrial Printers hardware, users whether digital native or novice, will be able to be trained and adapt quickly to doing tasks, guided step-by-step with their virtual HP engineer, the instructions moving with the employees to easily direct them to the parts or problems they need to solve in a second. And, by leveraging HP's Print OSx, Managers will clearly see how to combine the data generated from doing the work, with transactional data to drive optimization and smoother productivity for future.



# BEE Printing Mechanical Company



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- \* Sales of Guillotine Blade
- \* Other Printing Equipment

# Print Impact

Around the World

## KODAK ANNOUNCES FASTEST INKJET ON THE MARKET WITH KODAK PROSPER 7000 TURBO PRESS



The KODAK PROSPER 7000 Turbo Press.

Kodak has unveiled the revolutionary KODAK PROSPER 7000 Turbo Press at its inkjet facility in Dayton, Ohio.

Kodak's new inkjet web press uses KODAK Stream Inkjet Technology offering printing speeds of up to 410 mpm (1,345 fpm) or up to 5,523 A4/letter ppm, which is almost 35% faster than its nearest competitor. It enables commercial, publishing and newspaper printers to compete more effectively with offset and to shift more long run jobs from conventional printing processes to inkjet. Kodak is setting unprecedented standards in speed and productivity with its new full colour perfecting inkjet press.

PROSPER 7000 Turbo not only impresses with its incredible printing speed, but also with its vast application and substrate versatility. It supports a maximum web width of 648 mm (25.5 inches) with a variable cutoff length up to 1,372 mm (54 in.) while printing on a wide range of coated and uncoated stocks, newsprint, specialty papers as well as recycled papers.

Offering three optimized print modes, the PROSPER 7000 Turbo Press meets the specific requirements of different applications. This allows printers to optimize their production process to always print at the best combination of speed and resolution. The Quality mode, which is roughly comparable to offset printing using a 200 lpi (80 L/cm) screen, is best for direct mailings, catalogs and magazines. The Performance mode (offset equivalent 133 lpi / 52 L/cm) is ideal for textbooks, fiction books and other medium ink coverage applications, and the Turbo mode (85-100 lpi / < 40 L/cm) is ideal for newspaper printing with low ink coverage. The PROSPER 7000 Turbo Press uses eco-friendly, water-based KODAK nanoparticulate pigment CMYK inks. The inks offer a wide color gamut and, due to their proprietary ink formulations, support efficient drying even at peak press speeds. PROSPER 7000 Turbo features interstation drying using near infrared (NIR) technology. This drying solution enables the press to keep up with any of the print modes to ensure the highest quality output at the given speed.

To safeguard consistently high quality, even with the longest print runs, the new press features the KODAK Intelligent Print System. This patented solution automatically takes care of monitoring and optimization of stitching, colour-to-colour and front-to-back registration.

## FIRST COLOUR IMAGES FROM NASA'S JAMES WEBB SPACE TELESCOPE INSPIRE OUT-OF-THIS-WORLD PANTONE COLOUR PALETTES



"Cosmic Cliffs" in the Carina Nebula. | Credit: NASA, ESA, CSA, and STScI

If you are interested in space-related content, you might have seen that the first images were released from NASA's James Webb Space Telescope, a partnership with ESA (European Space Agency) and CSA (Canadian Space Agency). The results were incredible: a mind-boggling array of colour that practically dances in front of your eyes.

What looks much like craggy mountains on a moonlit evening is actually the edge of a nearby, young, star-forming region NGC 3324 in the Carina Nebula. Captured in infrared light by the Near-Infrared Camera (NIRcam) on NASA's James Webb Space Telescope, this image reveals previously obscured areas of star birth.

The images were so breathtaking, NASA decided to engage with Pantone to create colour palettes inspired by the images. In a LinkedIn post, Pantone explained the colour palettes were brought together to: "Communicate every phase of 13.5 billion years of cosmic history - from within our solar system, to the most distant observable galaxies in the early universe, to everything in between through the language of colour".



The Cosmic Cliffs image was broken down into Pantone colours "Surf the Web," "Marina," "Super Sonic," "Adobe," and "Bordeaux." While the Southern Ring Nebula (NIRcam Image) and Southern Ring Nebula (MIRI Image) images were described by "Dutch Canal," "Peach Whip," "Stonewash," and "Cedar Wood."

Responses in the comments on the post were mostly positive, with some saying the palettes could be used for colour inspiration in fashion and in the home. Thinking about the ground-breaking images in terms of individual colours we can incorporate into our daily lives is a fun and interesting way to bring attention to the monumental in scientific advancement. But, as NASA Administrator Bill Nelson said, the images represent something much deeper; "Today, we present humanity with a groundbreaking new view of the cosmos from the James Webb Space Telescope – a view the world has never seen before," he said in the release. "These images, including the deepest view of our universe that has ever been taken, show us how Webb will help to uncover the answers to questions we don't even yet know to ask; questions that will help us better understand our universe and humanity's place within it."

© Ashley Roberts & picture credit - Pantone



## BAPTIST PRESS REBRANDS ...NOW BP PRODUCTIONS



**Left to Right:** Revd. Dr. Adelokoji Ijaola, Director of Publications, Nigerian Baptist Convention; Dn. Dr. Tunji Olugbodi, Board Chairman, BP Productions LTD; Revd. Dr. Samson Olasupo Ayokunle, former President, Christian Association of Nigeria; Revd. Dr. Israel Adelani Akanji, President, Nigerian Baptist Convention and Proprietor BP Productions LTD; Mr. Gbenga Ajadi, General Manager, BP Productions LTD and Dn. Abiodun Oloyede, Vice President- Finance, Nigerian Baptist Convention at the unveiling of BP Productions in Ibadan, Oyo State.

Reflecting a new focus on global future of production for qualitative service, the Nigerian Baptist Convention has announced the transformation of Baptist Press Limited into **BP Productions Limited**.

According to the Proprietor and President of the **Nigerian Baptist Convention** - Revd. Dr. Israel A. Akanji (FAR) who spoke at the new brand unveiling ceremony, the decision to rebrand was not only informed by BP Productions desire to always provide quality

print services in Nigeria's ever-changing market but to also reflect Divine direction of a new beginning; "the Bible is full of change of names such as Sarai to Sarah; Abram to Abraham; Jacob to Israel and many

more. However, it is important to note that the transformation of the brand is to allow her to provide more qualitative service to the Baptist family and all her teeming clientele," explained Revd. Dr. Akanji (FAR).

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# Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



Not only that, Chairman - Board of Directors, BP Productions - Dn. Dr. Tunji Olugbodi in his welcome speech stressed that the need to be 21st Century complaint while conserving Nigeria's dwindling foreign reserves also informed the company's decision to rebrand; "it is time for the company to become a 21st Century production company that can produce quality prints and also become a profitable business that will be able to meet the need of Nigerians and stop capital flight in terms of publishing overseas. It is the dawn of a new era for printing and production in Nigeria. The company is poised to deliver services in

line with the global future of production."

While corroborating the Chairman, the General Manager of BP Productions - Mr. Gbenga Ajadi noted that the Convention has invested significantly in the company and they are ready to enhance the quality of work to all their clientele; "we have the edge in terms of equipment and well-trained staff that can handle series of work produced by other global publishing firms and we are willing to continue to churn out quality production that will exceed the expectations of our clients" assured Mr. Ajadi.

With state-of-art printing equipment from Prepress to Postpress, BP Productions is said to be one of the best equipped missionary presses in Nigeria that run both digital and conventional print production. WHERE TO

Print gathered that some of these equipment include: Komori Enthroner 29 4-Colour Press; Manugraph M360 4-Colour Tower Web Press; Agfa Avalon B8 24 Computer To Plate (CTP) Machine; Heidelberg Sord Z; Heidelberg Sord and the legendary Kord 64. Others are: Automatic sewing machines for book sewing; Binding machines for quality bookbinding; Industrial laminating machines; Book stitching machines; Creasing machine for smooth binding; and Cutting machine.

It would be recalled that the hitherto Baptist Press started in Port Harcourt,

Rivers State Capital in the early fifties by C.F. Eaglesfield of Southern Baptist Convention missionary from the United States in order to take care of local printing needs. On his relocation back home, Eaglesfield handed over the press to the Nigerian Baptist Convention and moved to Ibadan, Oyo State where it presently operates having been fully incorporated as a company at the Corporate Affairs Commission (CAC) on July 28, 1966.

## CIPPON COMMENCES NATIONWIDE ENUMERATION EXERCISE



As part of its duty and strategic repositioning of the Nigeria Printing Industry for profitability **Chartered Institute of Professional Printers of Nigeria (CIPPON)** has began a Nationwide Membership Registration Drive expected to form the comprehensive database of the Institute for future plan and development purposes.

The exercise which started in the nation's capital - Abuja is now activated in the commercial city - Lagos. WHERE To Print captures news from the exercise in images below:



© Picture support from CIPPON and PRINT TV

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# Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



## Rest In Peace *Rueben!*

WHERE To Print commiserates with the Management and Staff of Exact Solutions LTD on the sudden passing of Mr. Reuben Enwemeka which happened on Tuesday, 19 July 2022.

We pray for the repose of his soul and that God grant those he left behind the fortitude to bear the irreparable loss. May his soul rest in peace!





# ENUMERATION EXERCISE IS PART OF OUR DUTY AND STRATEGIC REPOSITIONING OF THE NIGERIA PRINTING INDUSTRY FOR PROFITABILITY

- CIPPON 1ST VICE PRESIDENT - COMRADE SALAKO

In continuation of its holistic maxim of "Making printing profitable again in Nigeria", the present Council of Chartered Institute of Professional Printers of Nigeria (CIPPON) recently began a Nationwide Membership Registration Drive starting from the commercial city - Lagos. WHERE To Print caught up with CIPPON 1st Vice President & Head of Enforcement/ Compliance - Comrade Babajide Salako who sheds light on the enumeration exercise, benefits to the printing community, and other sundry issues. Read excerpt of the *Special Features Interview*

## WHAT IS THE OBJECTIVE OF THE NATIONWIDE MEMBERSHIP REGISTRATION EXERCISE THAT STARTED IN LAGOS STATE RECENTLY?

The Nationwide Enumeration and Registration Exercise actually started in Abuja over a month ago and this is being followed by the ongoing exercise in Lagos State starting from Somolu (the Hub of Printers) and to other Printers locations in Lagos environs. As Section 9 of CIPPON ACT 24 says: "There shall be a body established to register and categorize printing houses", one of the basic objectives of this exercise is to galvanize the true statistics of our members - both individual and corporate memberships. Hence, this enumeration exercise is part of our duty and strategic repositioning of the Nigeria Printing Industry for profitability.

## AFTER LAGOS, WHERE NEXT AND HOW CAN ONE APPLY ONLINE AND GET CERTIFIED?

We are somewhat flexible on this as not to have a rigid or regimented arrangement of schedules. The situation reports across the States are not the same and may not be peculiar to Lagos. Therefore, we allow each State to determine her schedule and within the time frame of June to July ending 2022 we have earmarked 5 States. However, in line to follow Lagos is Oyo State already warming up for the third week in July while Rivers State and Kaduna State will follow in the Fourth week.

To apply online, intending member should log into our website: [www.cippon.org/register](http://www.cippon.org/register) You can be certified after the screening and categorization of your membership status.

At the moment, CIPPON is planning to introduce various levels of exams for new entrants and existing members who may want to upgrade from their present Membership status.

## WHAT ARE THE BENEFITS OF CIPPON REGISTRATION TO BOTH INDIVIDUALS AND COMPANIES?

Sometimes when confronted with this question of what "benefits" is in for members I get amused, why? Because most time we think about ourselves first (pardon me if I am being personal here) than the Institution we are supposed to first build which in turn will ultimately be beneficial to all. Be that as it may, the benefits accrued to members and companies are many. Among them are:

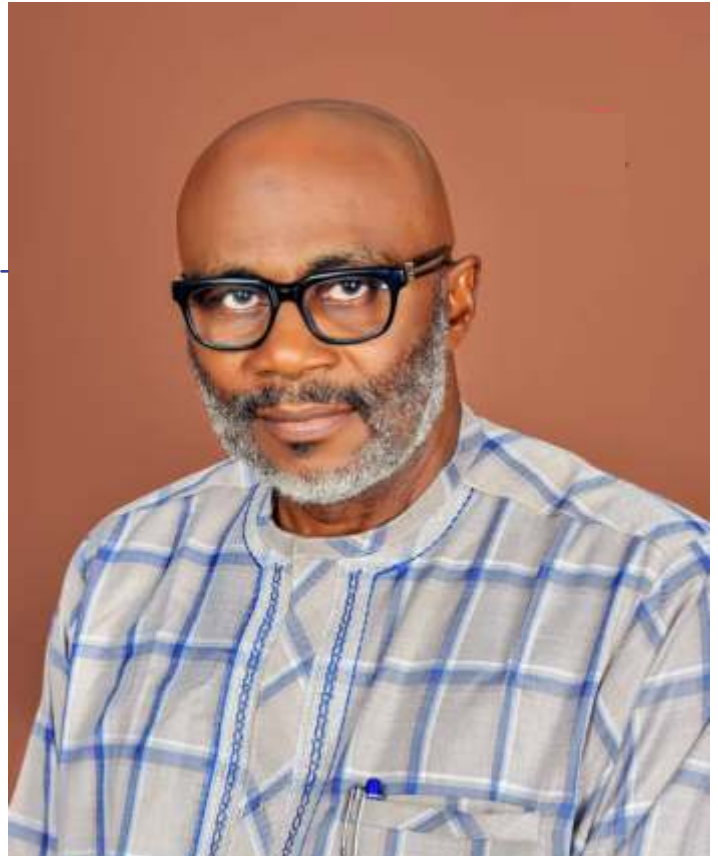
1. Any Member or Printing Press certified by CIPPON with our Membership Certificate/Corporate License are Professional Printers and this separates them from the quacks.
2. As the Regulatory Body, the Institute serves as the best and first point of contact to project the image of her members and the Industry before the Government and the outside world.
3. CIPPON gives you the right or license to practice as a Printer and earn an income in the Printing Industry in Nigeria, and many more.

## WHAT IS REQUIRED FROM EACH APPLICANT - BE IT INDIVIDUAL OR COMPANY?

For any intending applicant, the first thing to do is to obtain the membership registration form as the case may be either individual or corporate. Either online or physical form, fill the form and attach all the necessary documents and return it to the Secretariat. It is after the form is submitted that other processes will follow through screening etc.

## WHAT ARE THE CONSIDERATIONS FOR EACH MEMBERSHIP LEVELS?

This will depend on the information supplied in the form. There are different categories of membership. For Individuals, we have Fellow, Honorary Fellow,



Comrade Babajide Salako - CIPPON 1st Vice President & MD/ CEO - Basal Prints



Comrade enlightens stakeholders on CIPPON activities & benefits to their businesses

Full Membership, Associates, Affiliates, Graduates, Students and Apprenticeship. In the case of Companies, we have Super Large, Large, Medium, Small and Micro.

## FOR THOSE APPRENTICES OR PRINT BUSINESS OWNERS WITHOUT CERTIFIED PRINTING EDUCATION, HOW WILL THEY BE CERTIFIED AS CIPPON MEMBER?

CIPPON ACT stipulates that those in

the printing practice before the birth of the ACT 24 of 2007 are automatic Members of the Institute. This was about 15 years ago. However, for those who missed the opportunity to register till date but are now applying to register will have to write entry exams for any category of their membership after undergoing tutorial in line with our curriculum.

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Part of the things we are trying to do is to lay more emphasis on skilled acquisition for those categories of membership in partnership with National Board for Technical Education (NBTE).

**WITH DIFFERENT MEMBERSHIP STATUS, HOW LONG WILL IT TAKE AN AVERAGE APPLICATION TO BE CONCLUDED AND CERTIFIED AS CIPPON MEMBER?**

There are a whole lot of processes involved; receiving the application, doing the due diligence of screening both within and externally. Sometimes, applicants may not supply enough information to assist in grading which will result in correspondences between the Institute and the applicant back and forth. If everything is well put in place, we should be talking of a minimum of three (3) month.

**HOW WILL YOU CERTIFY COMPANIES IN ORDER TO GRADE THEM ACCORDINGLY; AND WILL THERE BE PHYSICAL INSPECTION OF PRESSES ESPECIALLY TO KNOW ABOUT THEIR CAPACITIES?**

Just as it is in the Individual Membership, the same applies to the Company License in terms of information supplied - the only difference is that we are talking of equipment here. The number of equipment supplied will be the basis for determining the company's capacity and categorization. Of course, CIPPON has to do a physical inspection of the company to ascertain the veracity of their claims. In any case, it will be to their own disadvantage, if they try to be smart. One good thing about the Corporate Licensing is that it is verifiable online through our website on <https://verify.cippon.org>

**WITH FAKE CERTIFICATES AND RESULTS FLYING AROUND, HOW WILL CIPPON VERIFY AND ENSURE AUTHENTICITY OF DOCUMENTS PRESENTED?**

So far, we have not experienced anything of such. One of the mantras of this Council and as sign post by the President - Mr. Olugbemi Malomo is the building of Institutional Integrity. We have the Code of Conduct for our members and Standard Operation Procedure as our guiding principles. We do have our own internal mechanism of putting any social vices in check, this I may not be able to let out for peculiar reasons. For instance, we have coded security details on our Certificates/Licenses and it can be verified online.

**AFTER THIS REGISTRATION EXERCISE, WHAT NEXT?**

Obviously, we'll collate all the data submitted and put them in our data bank. The data would assist us in our engagement with the Government, Government Institutions and Private parastatals. All the forms submitted will be screened and categorized. Applicants will be communicated as to

when to write the various exams. The whole process will culminate in induction of members at appropriate time.

**WHAT PRACTICAL STEPS IS THE PRESENT COUNCIL TAKING TO ADDRESS ISSUES LIKE STAFF POACHING, HARASSMENT, THEFT, DRUG ABUSE AND OTHER VICES IN THE WORKPLACE IN ORDER TO GROW AND SUSTAIN PRINT BUSINESSES IN THE COUNTRY?**

The Issue of social vices in our industry as mentioned has been with us from time immemorial and to stop the menace it behooves on every responsible print practitioner to put a stop to it. The best approach is to address and curb this menace is the introduction of "Clusters" by the present Council led by the indefatigable President - Mr. Malomo. The Clusters are interconnected and manageable areas of specialization of the Printing Industry ecosystem for development and profitability.

The Clusters bring growth, innovation, regional development, fair competition, resource sharing and protection against external influence. Such Clusters are; Speciality Printing, Pre-Press, Printing Processes e.g. Commercial Printing, Digital Printing, Large Format Printing etc also Post-Press; finishing and Binding etc. We have gone to the extent of writing the Cluster's Code of Conduct. We have everything on Clusters in Print already which contains every step to be taken to address all the vices you mentioned. Members should pick up a copy at our Secretariat at Adebowale House, Onipanu Lagos.

In addition, we will soon certify all categories of staff particularly operations - each with a unique ID that will make them accountable to their Terms of Employment professionally.

**PERSONALLY, PLEASE TELL US ABOUT YOURSELF, HOW YOU STARTED PRINT BUSINESS, AND PLANS FOR CIPPON AS VICE PRESIDENT AND HEAD OF ENFORCEMENT?**

I was born into a printing family because that was my late father's business. He was one of the foremost Master Printers of his era at Ebute-Metta, Lagos Mainland. His Company Name was Fortunate Printing Works where virtually all my father's children have the knowledge of at least one printing process.

I started my printing tutelage under him and after my early education, I attended a vocational school (Nigeria Institute of Printing and Graphic Arts, Yaba) and later proceeded to Yaba College of Technology to further my Studies in Printing Technology where I graduated. I worked with the Daily Times Plc for 13 years and served at various positions as Marketing Manager at Times Press LTD (the Commercial wing of Daily Times Plc), Production Manager (Daily Times Publications) and Assistant Industrial Relations Manager before signing off in



Comrade enlightens stakeholders on CIPPON activities & benefits to their businesses



Comrade enlightens stakeholders on CIPPON activities & benefits to their businesses



Comrade in a group photographs with some print stakeholders in Lagos.

2001. I have my own business outfit - Basal Prints.

On CIPPON Council, please note that the Council operates with Committees and each Council Member heads a Committee and reports to the Council. I handle any duty assigned to me by the President or as may be decided by the Council and same applies to other Council Members.

My job as Head of Enforcement starts after all due processes of interfacing with the printing houses have been completed. Where it is found that certain printing house has either failed to comply with the statutory regulations of CIPPON, such printing house is referred to the Enforcement Committee. It is a long process of about 7 steps starting with a letter of Compulsory

Enumeration and Registration till the last step of Non - Compliance before Enforcement.

In between, we do some counseling, awareness and sensitization through verbal communications. We do more of appeal than enforcement. We have not had course to seal any press as we do hope it won't get to that. We already have the synergy, cooperation, and support of the Nigerian Police on Enforcement in line with ACT 24 of 2007 which established CIPPON, though we have to be circumspect in dealing with recalcitrant members.

**THANK YOU FOR YOUR TIME SIR.**





# BUY GENUINE TN619 TONER AT SERLEK VENTURES!

For those looking for genuine TN619 toner cartridges, look no more as **Serlek Ventures** has huge inventory for all original CMYK colours.

According to MD/ CEO - Serlek Ventures - Mr. Lekan Adeyemi, print service providers and entrepreneurs who desire original TN619 toners for their Konica Minolta Bizhub series are assured of ceaseless availability of the high-yield ink bottles of TN619 that can print about 100,000 pages for either black or colour cartridge. "Come for your TN619 toners and be rest assured that your machine can print superb quality at a low cost per printed page. What you'll get from our inks are sharp and vibrant colours at lower cost per print. We have all the original CMYK colours of Cyan, Magenta, Yellow and Black readily available" he explained.

Mr. Adeyemi also guaranteed that Serlek Ventures could send TN619 cartridge to any of his customers anywhere across the country, "just call us on any of these numbers: **08086072054** and/ or **08023513069** where you'll be assured of

utmost customer satisfaction", he promised as he further stated that Serlek Ventures has a well-stocked, 100% original TN619 Toner readily available in its inventory; "We know how important genuine consumables are to print businesses profitability and growth - that's why we don't compromise on the quality of inks we bring into the country. We assure you that with our in-house quality-control unit, where we subject ink to stringent test before we order for them, you can be rest assured of the quality that you'll buy from us. Our name is very important to us and we owe our highly esteemed customers the duty to ensure that the inks that they put on their machines are not only genuine (so as to protect their machines) but also very affordable and readily available" he assured.

As one of industry's prominent traders of genuine printing machineries and consumables, Serlek Ventures is located in the heart of printing - precisely 50A, Apata Street, Shomolu - Lagos. "To order, just call 24/7: **08086072054, 08023513069** or come directly to pick yours at 50A, Apata Street, Shomolu - Lagos" concluded Mr. Adeyemi.





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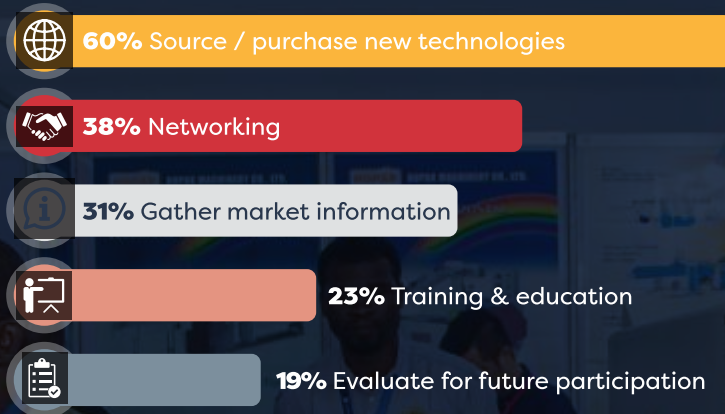
**Venue:** Crandall University, Canada

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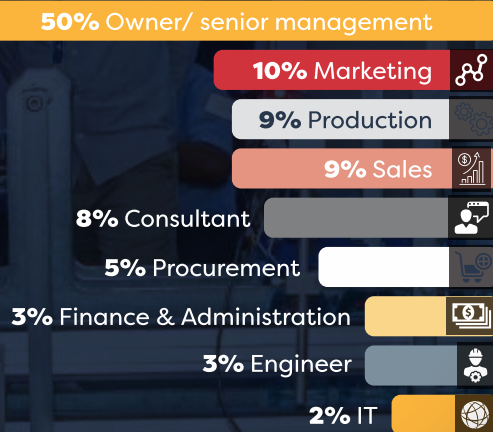


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## Reason For Attending



## Job Function



## Primary Sectors Present



### PRINTING

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



### PROCESSING

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



### PLASTICS

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### PACKAGING

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