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VOL. 14 | NO.80 | SEP/OCT 2022 | ISSN: 2006-7402

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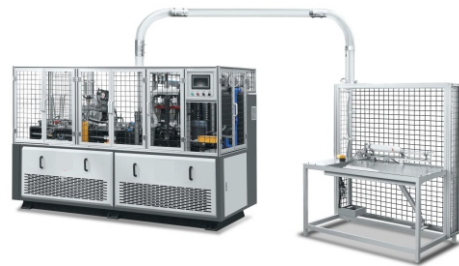
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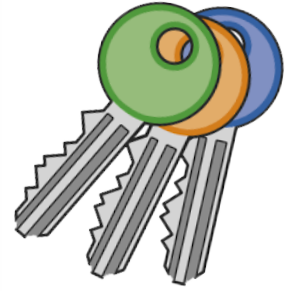
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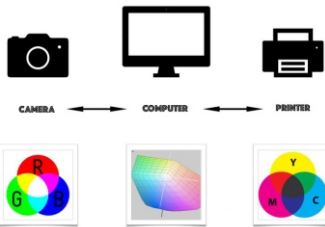
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**COLOUR MANAGEMENT,  
MACHINE MAINTENANCE  
& PRINT HEAD REPAIR  
TRAINING**

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



### COLOUR MANAGEMENT

This bespoke Colour Management training is with course contents tailored to your level of knowledge, experience and ability - making sure you get the most out of the training that will extensively deal with ICC (International Colour Consortium) profile education for your particular device as well as basics of colour theory for RGB & CMYK; choosing ink & print process; and the principles of L\*a\*b according to the Commission Internationale de l'Eclairage (CIE) - all in a bid to help you identify colour inconsistencies for the best and cost-effective production workflow.

At the end of the practical Colour management training sessions, participants will be able to realistically perform colour simulation that can be applied across a workflow, allowing them to simulate print before committing. This exercise will not only save time throughout the design process but also cut down on wastage as colours will now be consistent and reliable.



### MACHINE OPERATION & MAINTENANCE

This practical-oriented training will show how print machinery works, and the role of the maintenance in ensuring proper operation and print profitability. Emphasis will be on Stress is laid on operator's skill development as well as machine diagnosis and troubleshooting for practical expertise in maintenance procedures.

At the end, participants will be able to perform basic maintenance functions such as machinery mounting; balancing; lubrication; bearings; power transmission; shaft alignment; seals; condition monitoring; troubleshooting; safety etc



### 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.



# where to print

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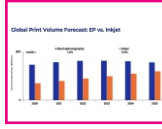
\*CRITICAL FACTORS FOR SUCCESS WILL BE THE ABILITY TO DEPLOY, IMPLEMENT AND OPTIMIZE THE USE OF TECHNOLOGY, INTEGRATION, AND DIGITAL TRANSFORMATION OF YOUR PRINTING BUSINESS\*

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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.
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antistatic, Grafix alphatronic 200 powder sprayer

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Model: 304 P HOB  
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Year of manufacture: 2000  
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# To Readers

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

## LET'S REKINDLE HOPE IN OUR PROFESSION!

With increased pressure on margins and stiff competition in the marketplace that is full of choices, discerning industry stakeholders are always thinking of how to minimise risks while evaluating their spending patterns vis a vis reducing running costs against revenues. As our editorial focus in this bumper **80th issue** is on rekindling hope in this highly capital intensive business, we caught up with **Mr. Godwin Ogilo** - the Chief Executive of **Heidelberg Nigeria Limited (HNL)** - the Nigerian office of world-renowned and respected print equipment manufacturer - **Heidelberger Druckmaschinen AG, Germany** who shares his expert knowledge and advice on how to successfully manage, grow, and sustain print & allied businesses in this volatile, uncertain, complex, and ambiguous business world. Turn to pages 14 to 19 to read the insightful **SPECIAL FEATURE INTERVIEW titled: "CRITICAL FACTORS FOR SUCCESS WILL BE THE ABILITY TO DEPLOY, IMPLEMENT, AND OPTIMIZE THE USE OF TECHNOLOGY, INTEGRATION, AND DIGITAL TRANSFORMATION OF YOUR PRINTING BUSINESS"**.

As earlier noted, while many Nigeria businesses especially the Small & Medium Scale (SMEs) today groan amidst ease of

doing business in the country, many discerning ones in the print & allied trade believe Nigeria is full of economic potentials that need among others; visionary, goal-oriented, and daring entrepreneurs to take advantage of. One of such is the **Chief Experience Officer** of the **Beltina Group, Mr. Bello Bissala**. Daring in his approach in taking calculated risk, the astute businessman discovered the gap for packaging services within the Federal Capital Territory and its environs, and without much ado, his innovative firm diversified into flexible packaging to bridge the gap and today, SMEs in the food value-chain within his vicinity has Beltina to fall back on in their bid to package their products, no matter the quantity, to international standard. Please flip over to page 30 and 31 to read how Beltina does that in the **SPECIAL FEATURE SUPPLEMENT captioned; "WE ARE HERE TO BRIDGE THE GAP FOR QUALITY PACKAGING IN THE NORTH"**.

On high cost and rampant substandard consumables especially digital ink toners in the market, we caught up with the CEO

of one of industry's prominent traders of genuine printing machineries and consumables - **Serlek Ventures - Mr. Lekan Adeyemi** who advised Printers to only use genuine toners on their machines to forestall painful stories. In the **SPECIAL FEATURE SUPPLEMENT titled: WHY YOU MUST BUY GENUINE TONERS FROM SERLEK VENTURES**. Mr. Adeyemi explained that; "The main benefit of choosing genuine toner is that it's cheaper in the long run". Please turn to page 42 to read more or to get in touch with Serlek Ventures.

Another company that has continued to sustain its successes of installations of majorly web offset presses across the globe (including Nigeria) over the years is



**MANUGRAPH INDIA LTD.** In an interview with its representative - **MERCONGRAPHIC NIG. LTD Country Manager** in Nigeria - **Mr. Anil Rai, WHERE To Print** discovered that the sustained successes by Manugraph is not only as a result of the company's ability to adapt itself to meet the challenges of the competitive market but more importantly to reconfirm its commitment as

**Continued on page 10 >>**

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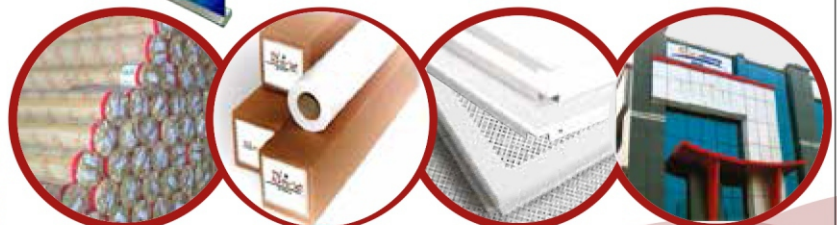
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- Ceiling Board
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From page 9 >>

the supplier of choice that delights customers with its excellent services and cutting edge technology. Please turn to page 40 to read more of how Manugraph intends to do more in the **SPECIAL FEATURE INTERVIEW titled: "MANUGRAPH INDIA IS THE LEADING MANUFACTURER OF WORLD-CLASS WEB PRESSES RANGING IN SPEED FROM 25000 TO 70,000 COPIES PER HOUR".**

If you hope to attend one of the biggest print media trade shows in the United States, check out our **SPECIAL FEATURE PREVIEW OF PRINTING UNITED 2022 to help you: DISCOVER WHAT'S NEXT AT PRINTING UNITED EXPO 2022.** You'll get to know these on pages 24, 26 and 27. Most importantly also, you can make the most of your attendance of this year's West Africa's **BIGGEST** exhibition and conference for professionals working across the packaging, plastics, printing, and food-processing value-chain - **PROPAK West Africa 2022.** Our **SPECIAL FEATURE ARTICLE** confirms **VISITOR REGISTRATION NOW LIVE!** So that you can have **FREE** access to the region's leading trade event expected to reconnect the West African manufacturing community from **22 to 24 November 2022** at Landmark Centre in Lagos, Nigeria. Pages 28, 29 and 32 are full of other vital information and discoveries that will make your engagement at the show highly

profitable!

As we always strive to make your business profitable, especially in uncertain times that we have, this edition's **COVER STORY** on pages 22 and 23 sheds light on some printing trends which, while not new themselves, are accelerating at an unprecedented pace and poised to change our industry forever. Written by **Mr. German Sacristan** - Director of Keypoint Intelligence's Production Print & Media Group, the piece is titled: **TIMES OF UNCERTAINTY: WHAT DOES THE FUTURE HOLD FOR THE PRINTING INDUSTRY?** Check this out from page 22.

This edition is also characteristically embellished with major stories and exclusives recorded in the last two months within the our industry in Nigeria in **PRINT IMPACT AROUND NIGERIA** (from page 10) and then, worldwide in our **PRINT IMPACT AROUND THE WORLD** (from page 12) with invaluable info to aid your print & allied businesses.

Our commitment to gender

### WHERE TO PRINT BY-LINE

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equity propels us to beam our touchlight on gender bias that permeates within the Printing Industry being a male-dominated industry. In view of this, **WHERE To Print VOX POP Crew** went to town to speak with some women in the Printing Industry on the challenges they encounter daily as women in a male-dominated field with recommendations of how to deal with them. Read their responses on our **VOX POP** pages 20 and 21 to the question: **WHAT CHALLENGES DO YOU ENCOUNTER DAILY AS A WOMAN WORKING IN A MALE-DOMINATED FIELD?**

Finally, as we enter the 'ember' months, I will like to enjoin you to remain focused, plan ahead and commit all your endeavours to your Maker as the Author and Finisher of your faith. Let's rekindle hope in our profession!

Please continue to do good!

# Print impact around Nigeria PROPAK LAUNCHES INTO GHANA!

Stories by Precious Ajuonuma & Joju Adekanbi



**New Launch!**  
**PROPAK GHANA 2023**  
#PACKAGING + PROCESSING + PRINTING + PLASTICS  
**6-8 JUNE 2023**  
GRAND ARENA | ACCRA + GHANA  
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The largest exhibition for the packaging, plastics, printing and processing sectors in West Africa is coming to Accra to better serve the market in Ghana and surrounding countries.

**PROPAK Ghana** will run from the **6th to 8th June 2023** at the **Grand Arena** in the centre of Accra, and has been launched to provide a platform for companies in the manufacturing sector to make the most of the growing opportunities the country has to offer.

With strong ties throughout the region and a recognition for ease of doing business, Ghana attracts international attention when it comes to an entry point into Africa. The manufacturing industry has been a significant source of economic growth for Ghana in recent years, with the establishment of a number of Government led initiatives aimed at stimulating local production capacity and position Ghana as a centre for manufacturing in the region.

PROPAK Ghana will focus on four key

verticals within the manufacturing industry, these are areas that the PROPAK brand across Africa has a deep understanding of and has served with exhibitions in Nigeria, Kenya and South Africa to date.

**PROPAK will serve the packaging sector** and focus on Aluminium, Flexible packaging, Substrates, Paper, Tinplate, Adhesives, Boxes, Cans, Closures, Containers, Cartons, Components, Glass, Bottles, Pharmaceutical, Labelling etc



**Pro-Plas will serve the plastics sector** and focus on Polymers, Rigid plastics, Plastic production, Rubber production, Plastic goods manufacturing, Rubber goods manufacturing, Raw products etc



**FoodPro will serve the food and beverage processing sector** and focus on Industrial Food Processing, Weighing equipment, Washing equipment, Beverage Processing, Feeders



**Print Expo will serve the print sector** and focus on Digital printing equipment, Offset printing equipment, Printing consumables, Printing Supplies, Converting equipment etc

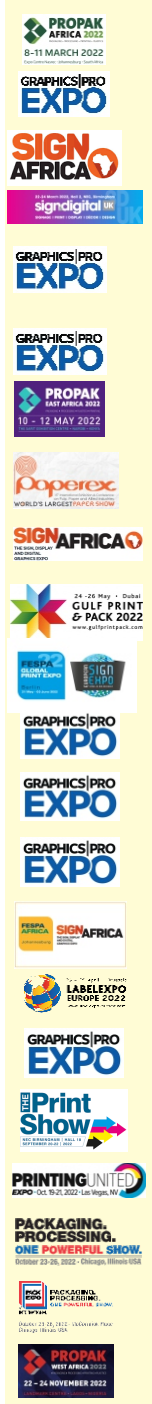
With Ghana being a destination country, a lot of work has already been undertaken to bring in buying delegations from some of the surrounding countries, including Ivory Coast, Senegal, Mali, Benin and Togo. PROPAK Ghana will therefore provide your business with access

Continued on page 39 >>



## 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



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# Print Impact Around the World

## HEIDELBERG LAUNCHES NEXT-GENERATION HEIDELBERG SPEEDMASTER SX 102



“Perfect from all sides” is the slogan for the market launch of the Heidelberg’s new-generation Speedmaster SX 102, which has been enhanced in line with customer requirements.

According to Heidelberg, the new Speedmaster SX 102

combines modern design with advanced user ergonomics and automation. Primarily aimed at commercial print shops that require a high level of productivity and top-quality perfecting printing, typical areas of use range from brochures and commercial

print products to inserts for pharmaceutical packaging, and therefore include applications involving very thin materials that need to be produced in a single pass.

The basic model comes in a new 92 format option (650mm x 940mm) which cuts printing plate costs by up to 20 per cent compared with the conventional 102 sheet format (720mm x 1,020mm), which is also available. Therefore, the new Speedmaster SX 102 is designed as a scalable press. Meaning; depending on the range of applications and the output/automation requirements, the basic model can be ordered with many other assistance systems transferred from Speedmaster XL technology. These include Intellistart 3, Intelliline, Intellirun, Wash Assistant, Powder Assistant, and many more.

If required, the configuration can be extended all the way through to Push-to-Stop for autonomous printing. With the help of artificial intelligence, the digital assistance systems also achieve a further significant reduction in the number of manual interventions by operators.

Thanks to the Prinect Press Center XL 3 and the Prinect workflow, the Speedmaster SX 102 can also be fully integrated into a print shop’s overall workflow, which ensures efficient data management, precise pre-settings, up-to-date production data, and informative reports. The Preset Plus feeder and delivery have also been taken over from XL technology, along with further proven solutions.

“With the new Speedmaster SX 102, we are once again emphasising our technology leadership,” Heidelberg Head of Product Management - Stefan Hasenzahl said noting further that; “Our customers benefit from a scalable press that can be fully integrated and, if necessary, adapted to their precise requirements using a whole host of established assistance systems from our Speedmaster XL solutions.”

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# Print Impact Around the World

## RICOH UNVEILS LATEST PRO VC MODEL

Ricoh has launched the Pro VC70000e, an upgraded, automated version of its VC70000 high-speed inkjet press.



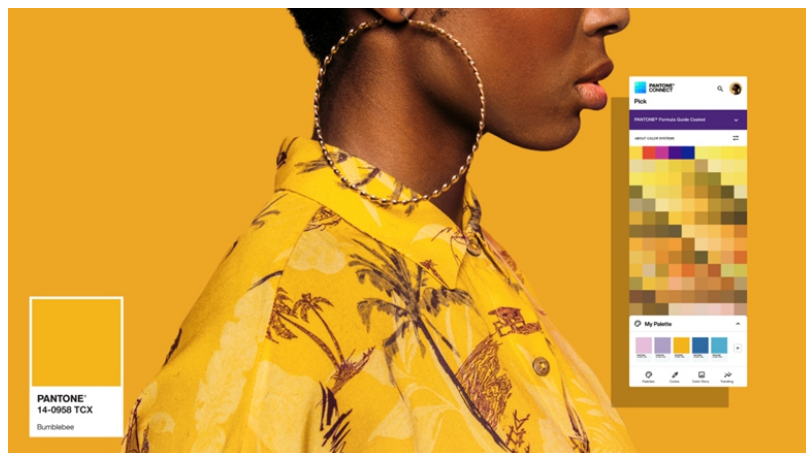
*The 70000e bundle includes a new undercoater and AI*

The 70000e, available both as a separate model and as a field-upgradable retrofit, bundles together a number of hardware and software upgrades to the 70000 continuous feed systems. Among these are Ricoh's Pro Scanner and Supervisor technologies, part of its Automation Suite, which the manufacturer said would help customers simplify their production flow and help them combat labour shortages.

The software package uses artificial intelligence to help identify areas where greater accuracy efficiency could be achieved in the workflow. The bundle's inclusion of a new undercoater, the UC8100, also broadens the VC70000's range of potential high-end applications such as photobooks and luxury brand catalogues.

## CHANGES IN ADOBE'S PANTONE

Adobe has confirmed that Pantone Colour Libraries will be phased out from Creative Cloud, although some colour books will remain available.



Therefore, aside the standardised pre-loaded colour libraries in Photoshop, Illustrator and InDesign which have been phased out from 16 August, however, three Pantone Colour books would remain: Pantone + CMYK coated, Pantone + CMYK uncoated, and Pantone + Metallics Coated. The change means that customers will need to buy Pantone Connect licences to access all of the Pantone libraries via a plug-in. Again, other colour systems such as ANPA, DIC, Focoltone, HKS, Toyo and Trumatch will remain available in Adobe Creative Cloud apps.

Explaining that the change had come about because "Pantone's licensing with Adobe was adjusted", Adobe also stated that InDesign files with swatches from Pantone Colour Books would function as before when opened or placed in InDesign, including past or future software releases. It also said that InDesign files with place-linked Photoshop files that use spot channels would render Grey/Black in InDesign "when colours from Colour books are no longer available".

## EPSON BUILDS NEW INKJET FACTORY IN JAPAN

From November 2022, Epson will construct a new 3,700sqm factory floor that will triple its current printhead production capacity.

Due for completion in December 2023, Epson said the site will be the new inkjet printhead factory at the group's Akita Epson Corporation site in Japan.



### The new Epson factory in Japan

In a statement made available to the press, Epson said the new factory which will produce its PrecisionCore MicroTFP printheads for high-capacity ink tank and business inkjet printers which demand in developed countries had grown over the years will "strengthen its product lineup and expand printhead sales to third parties, with a view to increasing the supply of inkjet printers equipped with PrecisionCore MicroTFP printheads".

## KOENIG & BAUER LAUNCHES NEW SOFTWARE TO SAVE ENERGY

Koenig & Bauer has launched new software to help its customers record and visualise their energy requirements and use.



### VisuEnergy X will enable users to collect and visualise their energy consumption data

The scalable digital VisuEnergy X software from Koenig & Bauer will enable users to collect and visualise their energy consumption data, helping them to save energy and reduce their future costs.

The software comprises three elements: the automated recording of meter data, visualisation of the analysis results,

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# "CRITICAL FACTORS FOR SUCCESS WILL BE THE ABILITY TO DEPLOY, IMPLEMENT, AND OPTIMIZE THE USE OF TECHNOLOGY, INTEGRATION, AND DIGITAL TRANSFORMATION OF YOUR PRINTING BUSINESS"



**WITHOUT DOUBT, THE PRINTING INDUSTRY IS ONE OF THE BIGGEST HITS DURING COVID-19 PANDEMIC WHOSE IMPACT IS STILL BEING FELT EVEN AFTER OPENING OF BUSINESSES AND RELAXED REGULATIONS AROUND THE WORLD; WHAT FUTURE DO YOU FORESEE FOR THE INDUSTRY?**

You are right, the industry has been passing through the phase of diminishing demand since 2020 and these declines in productivity have been exceptionally challenging for many printers, particularly those in commercial prints segment compared to packaging Printers. I see the Post COVID-19 era as evolution of a new chapter in the Printing Industry, rather than one that's trying to recover from a global pandemic. The market conditions have remained incomparable to that of 2019. We are not witnessing recovery; it's a total reinvention or re-engineering. Like everything in life, there will be ups and down sides. What the future holds out is the need for every print business to make some strategic decisions on how to minimize the downsides and take advantage of the upsides. The up sides are the growth-oriented segments of the industry e.g. packaging, digital printing etc. To Printers, the critical factors for success will be the ability to deploy, implement, and optimize the use of technology, integration, and digital transformation of your printing business.

*As an organisation that pride itself on innovation, teamwork, and transparency with open, candid communication - Heidelberg Nigeria Limited (HNL) has been exceptional in its representation of Heidelberg Druckmaschinen AG, Germany - world-renowned and respected leader in manufacturing and distribution of Printing/Publishing Solutions across West Africa. For one thing, the company encourages high expectations, ambitious goals and hard work to reach its financial goals, and for the other, HNL always accept change as the rule, not the exception, and drive it by encouraging creativity especially in this ever-changing VUCA business landscape. And that is the focus of this SPECIAL FEATURE INTERVIEW where WHERE To Print Crew caught up with Managing Director - Mr. Godwin Ogilo. As a financial expert with varied experience in negotiating, restructuring, and closing multi-million-dollar business transactions, HNL Chief shares his expert knowledge and advice to print & allied practitioners especially on how to successfully manage, grow, and sustain their businesses in this volatile, uncertain, complex, and ambiguous business world. Except below:*

**WITH PRICES OF ALL PRINT INPUT GONE UP, WHAT ADVICE CAN YOU OFFER ENTREPRENEURS IN THE INDUSTRY TO ENSURE THEY REALISE THEIR BUSINESS OBJECTIVES OF HIGH ROI, AS WELL AS MEET CUSTOMERS' EXTREME EXPECTATIONS?**

With such a competitive marketplace out there, quality service is still the number one thing that differentiates businesses in customers' eyes. I will advocate that organizations implement robust customers' retention strategies which are capable of getting new customers and keeping old ones. Once the customer

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realizes that you understand and anticipate their needs, they're much more likely to choose or come back to you instead of shopping around to your competitors. I will recommend that the establishment of good customers' relationship management will help the entrepreneurs to achieve their objectives and remain profitable.

**CONSIDERING THE PECULIAR NATURE OF THE MARKET, WHAT DARING PATH DO YOU THINK ENTREPRENEURS SHOULD TAKE NOW TO POSITION AND SUSTAINABLY GROW THEIR BUSINESSES IN THE NEAREST FUTURE?**

Business evolution is the answer- the era of business as usual has long gone. They will need to vigorously adopt new technology for them to thrive and grow. There are a surprising number of new opportunities, but Printers must be willing to make significant changes to take advantage of them. The Nigeria Printing Industry is experiencing growth in Digital printing, Mono carton packaging printing and Label printing. This is due to the gradual growth of locally made products that ordinarily would have been imported in the past.

**WHAT IS THE PLACE OF FEASIBILITY STUDY AND/ OR BUSINESS PLAN IN DRIVING PRINT BUSINESS GROWTH?**

A business feasibility study is a detailed analysis of the viability of an idea or concept for a business venture. Once feasibility has been determined, a business plan documents the operational and financial objectives of the business and the detailed plans to achieve them.

Business plan/feasibility study is the road map of any business. Without it, the business is destined to fail. Its importance can never be over emphasized to an entrepreneur. It is the radar that helps entrepreneurs identify the strengths, threats, weaknesses and opportunities in the business environment. Possible problems and challenges are caught at the developmental stage and solved.

A business plan can often be the single most important document you can present to your investors that



will provide the structure and confidence that they need to make decisions about funding and supporting your business.

**THE WORLD OVER, A SOUND INTERNAL CONTROL SYSTEM IS KEY TO PROFITABLE AND SUSTAINABLE BUSINESS, WHAT ARE THE THINGS ENTREPRENEURS SHOULD PUT IN PLACE TO ENSURE SOUND INTERNAL CONTROL SYSTEM?**

Internal control systems minimize risks and protect assets, ensure accuracy of records, promote operational efficiency, and encourage adherence to policies, rules, regulations, and laws.

Internal control should be embedded within the organizational structures, procedures and culture. It should be capable of responding quickly to forestall unnecessary risks to the business arising from factors within or outside the company and to changes in the business environment. This requires elements such as segregation of functions, authorization systems and procedures, data processing method, maintaining competent personnel, records' maintenance, strong management information system etc.

Also, a sound internal control system include procedures for reporting immediately to appropriate levels of management any significant control failures or weaknesses that are identified, together with details of corrective actions that may



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be undertaken.

### WHAT ARE THE MOST COMMON WAYS THAT FRAUD SPREADS IN THE ACCOUNTING DEPARTMENT AND HOW CAN ONE MITIGATE IT?

First and foremost, we need to know that the root cause of fraud is human beings. Deficiencies in accounting systems or technology are a symptom rather than a cause – and even these are the result, directly or indirectly, of human failings.

The Accounting Department is the gatekeeper of any organization. Frauds can occur in diverse ways in any organization especially the Accounting Department. Therefore, frauds prevention and detection are major assignments of the Accounting Department. Recognizing what fraud looks like is the first step to protecting your business from it. This may include and not limited to Payroll, Asset Misappropriation/Skimming, Embezzlement, Double Cheque Fraud, Ghost Employees Schemes, Fake Supplier Fraud, Invoicing Fraud Schemes, doctoring of Financial Statement Fraud, Tax Fraud, Bribery and Corruption, Return Fraud, Monetary Exchange Fraud, Insurance and Banking Fraud etc.

It's important to make Fraud Reporting a part of your company culture. Encourage people to raise red flags – that is: "See Something, Say Something". Have specific and

comprehensive anti-fraud, anti-bribery and anti-corruption company policies. Make sure your policies can both bark and bite by implementing the policy and enforcing consequences when an employee violates these policies. Do surprise audits and inspections regularly. Regular checkups can help you spot fraudulent behavior and mitigate the damage immediately.

### DO YOU THINK THE OLD PROPER ACCOUNTING AND BOOK KEEPING RECORDS OF ALL TRANSACTIONS IS OUTDATED? ANY SUGGESTIONS ON RELEVANT SOFTWARE TO USE?

Technology has changed the method of accounting and book keeping today but the principles of accounting remain intact. Bookkeeping is now automated. These new advancements are much more intuitive, helping accountants do their job quicker, more accurately, and seamless.

As for recommendation, there are no one size fit all. The scope of the business concern will determine the type of accounting systems it can put in place. There are several computer-based software systems for small and medium enterprises and robust all-encompassing management information systems for large organizations. The choice is again dependent on affordability and the ability/competence to apply the processes.

### HOW RELEVANT IS COMPLIANCE WITH REGULATORY AUTHORITIES LIKE FEDERAL INLAND REVENUE SERVICE, STATES' AND LOCAL GOVERNMENTS' TAXATION, CORPORATE AFFAIRS COMMISSION, PENSION, ETC ALL TO BUSINESS SURVIVAL AND GROWTH?

Regulatory compliance is a must and an intentional function/obligation that forms an integral part of the way businesses are operated. For companies to operate in Nigeria without hindrance or reduced non-compliance risk, it must comply with the different statutory provisions/laws of doing business in Nigeria.

Non-compliance will bring bad publicity to the company, thereby affecting the brand integrity of the defaulting company. Sanctions for non-compliance of companies could be in form of fines and penalties which could in turn, affect the profit made by the defaulting company; it can also have a negative impact on the company's reputation and disruption of the business activities of the company.

### WHILE SOME BELIEVE THAT IN THIS VUCA WORLD (OF VOLATILITY, UNCERTAINTY, COMPLEXITY, AND AMBIGUITY), BUSINESSES LIKE YOURS MAY FIND IT

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### DIFFICULT TO CHANGE AND ADAPT; WHAT SHOULD A MANAGEMENT TEAM DO IN THIS SITUATION?

Your question is just saying the obvious of today's business environment. Any business that is not flexible and resilient enough to accommodate VUCA cannot survive in today's business environment. It demands that we avoid traditional, outdated approaches to management and leadership and on our day-to-day work. The traditional business models are usually too sluggish and ineffective in a turbulent environment.

Modern business models are newer, more agile and offer pragmatic processes that are key to managing in the VUCA world. These make visioning, understanding, clarity, and agility our guiding principles to counter the threats of VUCA, and to turn them to our advantage.



### IN BUDGETING, WHAT SHOULD A PRINT & ALLIED CONCERN TAKE INTO COGNIZANCE?

A budget is an estimation of revenue and expenses over a specified future period of time and is usually compiled and re-evaluated on a periodic basis.

Printing and allied businesses are not insulated from the danger of lack of budgeting or inadequate budget. Having a budget in place is important because it allows you to have an overview and better understanding of the organizations' activities and applications of scarce resources within a given period of time. It helps to capture how much money you have, what your expenses are, and how you will be able to afford things in the future.

A Print and Allied concern budget should take into cognizance their income, fixed expenses, variable expenses (overheads), unplanned expenses and savings.

### HOW CAN PRINTERS IMPROVE THEIR FINANCES

### ESPECIALLY CASHFLOW?

Cash flow is the life wire of any business and all hands must be on the deck to maintain a healthy cash flow for the organization. All channels of revenue generations must be well lubricated to forestall any eventualities.

I think on the part of operation, Printers should start to look at the benefit from the power of production automation, colour and quality management while also providing key data for analysis and reporting. This will keep their customers coming back and

maximize your performance with a smart workflow.

Printers can improve their cash flow by reducing cash outflows. For example, by securing better trade credit terms or factoring, chasing debtors, selling assets or securing an overdraft.

Printers must maintain the culture of proper bookkeeping, cut spending where necessary, and speed up accounts receivables, also not forgetting inventory management.

### FUNDING IS VERY IMPORTANT IN OUR INDUSTRY,

### WHAT ADVICE DO YOU HAVE FOR WOULD-BE LOAN SEEKERS FOR BOTH WORKING CAPITAL AND PLANTS & EQUIPMENT SO THAT UNFAVOURABLE ISSUES WONT ARISE?

Many Printers often complain of inability of getting funding from banks and other financial institutions. The major reasons why they do not get these funding are because of lack of proper book keeping and lack of structure. These two issues must be addressed for them to be empowered to receive funding from the financial institutions.

When it comes obtaining loans, there are



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## SPECIAL FEATURE

some pitfalls. To avoid unfavorable issues that may arise as a result taking a loan, the investor needs to get adequate information on the area of the industry he intends to play. He must seek professional help/education in the choice of loan and also understand the market in order to be competitive and effective in the industry.

### WHAT ADVICE CAN YOU GIVE TO ONE WHO'S SEEKING/ LOOKING TO CREATE A GREAT BOARD AND MANAGEMENT TEAMS THAT WILL STAND THE TEST OF TIME?

The success of any business enterprise is dependent on the quality of the Governing Board. The Governing Board of any company is like the human body system with each organ performing its specialized and distinct functions.

Building a great team requires a special skill of aggregating skillful men and women of impeccable characters, knowledgeable in diverse fields like accounting, law, management, human resources etc., with requisite wisdom and ability to work as a team.

The team building demands matching jobs to people's skills. That means giving people responsibilities according to skill level. Even as the business owner, you don't give yourself an impressive title and job unless you're right for the job. The fact is, many smart entrepreneurs hire their own boss when they realize their skills lie elsewhere in the company.

### WHAT DO YOU THINK MAKES A PRINT CONCERN STAND OUT AMONGST COMPETITION?

Standing out from competition is critical to every print company's success. While some understand that concept, far too many printers fail to put it into practice. They need to understand the market they are playing in and develop capacity to consistently deliver top quality products/services and at competitive pricing within the given markets.

Secondly, they must have unique tools and equipment that will give them competitive edge over their competitors, not forgetting investment on quality and formidable human capital.

### PRINT BUSINESS CAN BE STRESSFUL AND HECTIC, WHAT ADVICE DO YOU HAVE FOR AN ENTREPRENEUR IN ORGANISING OR ENSURING A STRESS-FREE AND ENJOYABLE BUSINESS?

Investing in appropriate technology, human capital and capable management is the solution to stressful and toxic business environment. In addition, balancing your professional and personal life can be challenging, but it's essential. It has numerous positive effects, including less stress, lower risk of burnout and a greater sense of well-being. This not only benefits employees but employers as well. Employers who are committed to providing environments that support work-life balance for their employees can save on medical costs, experience fewer cases of absenteeism, and enjoy a more loyal and productive workforce.

### HEIDELBERG NO DOUBT ENJOYS TREMENDOUS GOODWILL IN THE INDUSTRY, HOW DO YOU THINK

### A PRINT & ALLIED CONCERN CAN ENJOY GOODWILL WITHIN ITS STAKEHOLDERS?

Goodwill comes with a price; it takes years of hard work, commitment, dedication and honesty to build. Heidelberg has paid its dues in the areas of technology leadership, manpower development for the industry, and other Corporate Social Responsibilities (CSR). Today, this is rubbing off on all of our numerous customers worldwide. For the fact that you are Heidelberg equipment user confers a certain pedigree and good will in any business environment that you find yourself.

Investors understand the importance of goodwill and what it builds with customers. If your company has a positive reputation as a result of the goodwill it has

built, it will increase its value. The printers need to encourage brand loyalty by making their customers feel good about doing business with them and they also need to embark on corporate social responsibility.

### WHAT HAS BEEN THE HARDEST (OR THE EASIEST) DECISION EVER MADE AS HEIDELBERG NIGERIA MANAGING DIRECTOR?

One of the hardest decisions I have had to make is when I have to choose between strong team members for a promotion. There have been occasions when, even though I liked one person better than another, I nonetheless had to choose the other person





based on his/her potential to assume the responsibilities of the new role. Sometimes, I also had to promote younger employees over staff with seniority, simply because they were more skilled in the use of technology and more energetic to cope with the tasks of the new role. It's never easy, but ultimately you have to think about who will be the most effective and productive in the new position.

**WITH INFLATION, MARKET PRICES, GOVERNMENT POLICIES AND OTHER VARIABLES AFFECTING PRINT PRICES, HOW DO YOU THINK A PRINT ENTREPRENEUR CAN ADAPT, MANAGE AND SUCCESSFULLY NAVIGATE THE TERRAIN TO BECOME SUCCESSFUL?**

Generally, businesses thrive in conducive and sustainable environment; the lack of which allows for malpractices, corruption and sub-standard ethical practices.

An entrepreneur should understand that integrity/ethics as a concept, is central to growth, development and survival of business.

Due to the current exigencies in the country, many business owners or businesses are throwing ethics overboard and engaging in so many sharp practices. This trend cannot be sustainable. No matter what, honesty is still the best policy.

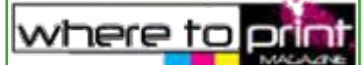
**WHAT HAVE BEEN THE BIGGEST CHALLENGES YOU'VE HAD TO OVERCOME IN THIS HIGHLY VOLATILE MARKET?**

Nigerian business environment is full with so many challenges but the most critical for me are sourcing foreign exchange to do business, and generating new businesses and how to retain our existing customers.

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

Heidelberg is a very resilient and dynamic company, still maintaining its technology leadership despite all odds. We are very optimistic about the future hence we are not slowing down at all.

In the next decade, I see the company being bigger, more virile and remaining a profitable entity.



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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 - Research/ feasibility studies/ statistics of industry to aid print business purchase decisions.



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# Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

## WHAT CHALLENGES DO YOU ENCOUNTER DAILY AS A WOMAN WORKING IN A MALE-DOMINATED FIELD?

Just like any other industry, gender bias permeates within the Printing Industry being a male-dominated industry. Aside being obviously a minority gender, the female folks in the industry daily battle with such issues as intimidation, harassment, and the likes not only from their male counterparts but also surprisingly from same gender which naturally affect their morals, performance, meaningful contribution to organisational goals with empirical evidence of developing mental health issues. It is on this note that **WHERE To Print VOX POP Crew** went to town to speak with some women in the Printing Industry on the challenges they encounter daily as women in a male-dominated field with recommendations of how to deal with them. Read their responses in excerpt below:



All glory be to almighty God and thanks to the privilege given to me by Mr. Joju ADEKANBI to leverage on showcasing myself in **WHERE To Print magazine**. Working in a male dominated field has really been challenging but I must say that the grace to engage in this worthwhile journey is really worth the challenge. Having said that; there are times I have been in loggerheads with my fellow male counterparts when it comes to bidding for printing contracts. Sometimes, the systemic discrimination against women in this male-dominated field comes when we are given lesser chance of winning the contract bid for. More also, I get to face some systemic oppression in the workplace where I have to go against the status quo and where I'm often seen as incompetent and abnormal for trying to take a traditional man's role. There are times some customers feel like I lack emotional, social and financial requirements to do the work. But so far so good, I've discovered strong mentor who I can look up to since women leaders are hardly found in this field. Though it has not been all easy or rosy but so far so good, I've been able to consistently meet the expectations of this business and mostly exceeded them thereby taking my business to amazing heights. I believe I can be the change that the Printing Industry needs desperately.

**MISS ANUOLUWAPO ODUKALE  
– BRANDME CREATIVE DESIGN  
AND PRINTING**



I think the first is the instinctive feeling of looking for your kind when you enter a room. So, when most people there are men, it can be an obvious challenge of pressure to make an impression or struggle to be authentic as a woman. I think though that it is also an opportunity to create a remarkable experience in whatever subject is on the table and in a short while, the gender mindset will give way to the valuable contribution. Oftentimes women are automatically given roles that are lower than their capacity, for example, a woman's role in a Committee is often perceived as one who should take minutes rather than being assigned strategic duties. Such situation can make a woman feel as overlooked but I would advise that no matter how less significant a role is perceived - that should not stop women from exceeding those expectations to show what they are made of more. Balancing work and home demands in a healthy way will help women manage whatever stress is presented (and) on whatever front - such that we can adequately take advantage of opportunities (in this industry) and deliver them excellently.

**MRS. ROTIMI ADEAGA  
– ROVISA VENTURES**



The leadership style in male-dominated areas such as in the printing press, is quite different. When you are the only woman in a group of men, it is often difficult to stay true to yourself. I found it hard not to adopt a more 'male body language style' for example which can be ridiculous sometimes. But in all, one has to show professionalism always to confirm competency and capacity to do the job well.

**MRS. ADEOLA ADEKUNBO  
– YUMARIB CONCEPTS**



Some of the challenges women face in this industry are; inequality in terms of preference of the opposite gender, incompetence and sometimes sexual harassment. The real key to having more women in strategic positions anywhere is for the leadership or owner of the business to adopt diversity and flexibility in the choice of leaders. Organizations need to be more flexible in their choice of leaders and must ensure diversity (in gender, race, or believe) so that innovation and performance will be easily realised. Yes, I must admit women have more challenges than men in the industry but we need to work professionally, strategically, and with performance in view so that we can scale the huddles of gender disparity and move up in our various positions.

**MISS IFEOLUWA AKINTOLA  
– PRINTING.NG**



# Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



Give or take; the Printing Industry is male-dominated. We, the womenfolk, face a lot of resistance and challenges especially in regards to technical ability. This erodes confidence and limits progression in the organization. My take is for women in the industry to take training and re-training seriously. We must attend trade events like exhibitions to update our knowledge and expertise in the profession. We must continue to learn, read and be teachable. We have tremendous chance of survival in this industry but we must be open and willing to learn new ways of doing things to positively contribute our quota in any given assignment. The sky is just the beginning for us.

**MISS TAIWO VICTORIA  
- HIGHER RESOLUTION LTD**



Women are mostly underestimated in such a way that their recommendations are usually rejected. This is one of the challenges I go through sometimes at my workplace and it can be so discouraging. But I always show that I can do it by working harder, and most time better than my male colleagues. I put more efforts in whatever I do to ensure my work comes out excellently. I don't take no for an answer.

**MISS OLUYEMI FUNMILOLA  
- PRINTMAX LAGOS**



Most of the challenges we are facing in this industry as women are sometimes outside of our control which the industry needs to address as a whole. But the ones that we can control like being professional, dressing right and well to show our professionalism, good work ethics, humility and all such likes should be encouraged to show that we are a unique gender.

**MISS AYODELE OYINDAMOLA  
- OLLY'S PRINTS**

### OUR VERDICT?

Looking ahead, **WHERE To Print** believes drastically reducing or totally terminating gender biases in workplaces is not impossible. Aside solutions earlier proffered by stakeholders, it is also recommended that; at the educational level, schools/ institutions must deploy unique teaching method and curriculum that will not only inspire more females to the profession but also take cognizance of unique female characteristics in career development. At the organizational level, awareness must be created about the necessity of gender disparity and rights. There must also be gender-inclusive workspace that takes care of the unique characteristics and conveniences of female folks at work. This enables women to professionally manifest their skills and take more responsibilities. In all, the buy-in of the male folks is crucial to sustain level playing work environment, target-driven teamwork and utmost professionalism in the industry.



Of course, I have experienced resistance in the Printing Industry as well as in other corporate world. Mind you; more often than not - it is not the men who resist you but another woman who thinks you should align with her own mindset. For me, the way to deal with it is to be as authentic and professional as I can be even as a woman. We always perform excellently when we are genuine, reliable and professional.

**MISS OKOLI CHIAMAKA  
- NORMAL GRAPHICS LTD**



I really do not have any challenges currently; my work here has been so wonderful with the fact that my boss is a free-spirited fellow and I have not experienced any gender discrimination so far - which is how it supposed to be. Although, it was a little bit tough at the beginning especially in getting use to printing terms in the industry but I am happy I was able to learn and settle-in fast.

**MISS OLUWATOYIN BADARE  
- SERLEK VENTURES**



As the only female staff in a group of men, I work extraordinary like the fellow men in order to meet up. Although, it has not been easy for me but I am still putting in all my best by giving attention to details, helping my fellow colleagues out, and generally ensuring that we work as a team to achieve and even surpass expectations.

**MISS ZAINAB DAUDA  
- PRINT STATION**



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# TIMES OF UNCERTAINTY: WHAT DOES THE FUTURE HOLD FOR THE PRINTING INDUSTRY?

Shifts during uncertain times can bring challenges, but they can also create new opportunities. This article explores some printing trends which, while not new themselves, are accelerating at an unprecedented pace and poised to change our industry forever.

- The trend toward online purchasing will contribute to other factors, including print volume consolidation, the transition to inkjet, and even outsourcing.
- Print volumes are now shifting at an accelerated pace, with internet-based sales

and economies of scale helping to make the big PSPs even bigger.

- Some people still question the sustainability of print and are pushing toward paperless, but this trend is likely to slow as print buyers become more educated and share their knowledge.

## Introduction

We are currently experiencing uncertain times, but this lack of certainty is likely becoming par for the course in an industry that is evolving faster than

ever before. Although these shifts can bring new challenges while also accelerating existing trends, they can also create new opportunities for growth. This article explores how ongoing trends are re-shaping the print ecosystem. The trends themselves are not new, but they are accelerating at an unprecedented pace and are poised to change our industry forever.

## Trend 1: Online Purchasing

Having an online presence seems like a great opportunity, but this opportunity comes at a price. Once we enter a larger market (i.e., the internet) to sell our products, we can reach more customers—but we also encounter a greater number of competitors! With an online presence, the greatest challenge for printing companies can sometimes lie in figuring out who these competitors are.



Not all printing products are commodities, but they can be viewed as such based on the way that the print service provider (PSP) sells them or how print buyers perceive them. All other things being equal, items that are considered commodities are often purchased with price as the primary differentiator. Today's PSPs must compete with very large online print corporations with economy of scale models that offer very low pricing. This trend toward online purchasing will contribute to other factors, including print volume consolidation, the transition to inkjet, and even outsourcing. According to a Keypoint Intelligence survey of 179 small and medium-sized businesses that make online purchases, more than 80% believe that their use of online ordering for purchasing printed materials will definitely or probably increase.

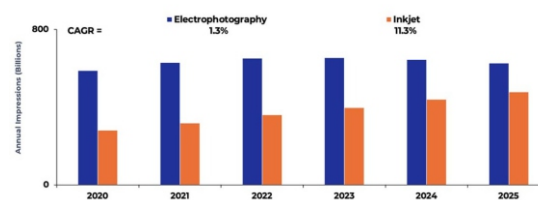
## Trend 2: Print Volume Consolidation

Print volume consolidation has been going on for quite some time, with most print volumes coming from a small number of very large PSPs (e.g., Cimpress, Deluxe Corporation, Quad Graphics, R.R. Donnelley, Taylor Group). Print volumes are now shifting at an accelerated pace, with internet-based sales and economies of scale helping to make the big PSPs even bigger. The current paper shortage crisis may also favor large PSPs, which have the resources to purchase the larger minimum orders that some paper mills/merchants are requiring. Supply chain disruptions present a greater challenge to smaller PSPs.

Print volume consolidation also favors inkjet technology and contributes to its higher projected growth. Larger PSPs will typically rely on inkjet to increase their productivity and reduce total cost of ownership (TCO). Furthermore, the volumes of these larger PSPs can better justify a larger capital investment in inkjet.

## Figure 1. Global Print Volume Forecast—Electrophotography vs. Inkjet

Global Print Volume Forecast: EP vs. Inkjet



Source: Global Production Printing Market Forecast; Keypoint Intelligence 2021

## Trend 3: Outsourcing

Most printers choose to outsource something at some point because of capacity, cost, or lack of resources to produce or finish a specific print job. In this case, however, we are talking about a different type of outsourcing—the anticipated growth of print brokers.



According to a recent survey from Keypoint Intelligence, almost 90% of a PSP's typical print job costs come from production. In these times of uncertainty and opportunity, more print businesses will likely focus more on promoting and selling print while outsourcing production to large PSPs that only service the trade and offer very low prices. This trend is already occurring in the online world; print brokers that don't produce print will sell and distribute it via a PSP network.

## Trend 4: Labor Shortages and Sustainability

Over time, labor shortages in the Printing Industry have only become more challenging. Some PSPs are investing in automation software and even robotics to reduce their costs and combat labor shortages.

Sustainability is also a growing concern. Print buyers want to be sustainable, and they need their customers to perceive them as such. Some people still question the sustainability of print and

Continued on page 23 >>

# TIMES OF UNCERTAINTY: WHAT DOES THE FUTURE HOLD FOR THE PRINTING INDUSTRY?

are pushing toward paperless, but this trend is likely to slow as print buyers become more educated and share their knowledge. In some cases, print might actually be better for the environment as its products are highly recyclable and may produce fewer greenhouse gas emissions than information and communication technologies (ICT).

## Other Trends

Of course, the trends mentioned above are only a snapshot of the shifts that are occurring within our industry. Here are some others:

- With magazines, the growth in online subscriptions will likely shorten offset print run lengths—which favors digital printing.
- The physical mailbox is one of the least competitive channels from a marketing standpoint. This trend is expected to increase volumes of catalogs, brochures, and direct mail pieces that can be customized and linked to digital sources (e.g., QR codes, augmented reality, NFC tags).
- Printed books experienced a bit of a revival during the pandemic due to digital fatigue and an ongoing emotional connection with paper books. Digital printing volumes will likely increase due to the benefits of on demand printing and a drive toward shorter runs.
- Photo print volumes are expected to shift from traditional silver halide to digital print technologies due to workflow efficiencies, the quality and consistency of print, a greater variety of substrates, and the potential for lower costs. In addition, silver halide has been more impacted by supply chain disruptions and is viewed as less eco-friendly than digital printing.
- Consumers and businesses are increasingly demanding fast, preferably free shipping. Packaging is therefore expected to grow as more and more items are packed and shipped for delivery. In addition, paper shortages favor packaging as a sustainable and growing application. Some paper mills are even converting their machinery to produce more packaging materials.



## The Bottom Line

It goes without saying that the COVID-19 pandemic changed many aspects of our world forever, and these changes will likely continue even as we (hopefully) continue to recover. There is no question that the pandemic increased the cost of printing a finished product. As a result, some print buyers might reduce the run lengths of their orders moving forward. This will favor digital printing in general, as well as some of its most popular applications.



By German Sacristan  
German Sacristan is the Director of Keypoint Intelligence's Production Print & Media group. In this role, he supports customers with strategic go-to-market advice related to production printing in graphic arts and similar industry segments. German's responsibilities include conducting market research, industry and technology forecasts, custom consulting and development of analyses, editorial content on technology, as well as support to clients in the areas of production digital printing.

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# DISCOVER WHAT'S NEXT AT PRINTING UNITED EXPO 2022



Since 2019, the world has changed. The COVID-19 pandemic wreaked havoc across businesses worldwide. During 2020 as the virus spread, we saw markets disappear nearly overnight as in-person trade shows, conferences, and events were canceled. Some companies were forced to close their doors entirely or severely restrict their operations. The economic damage is something businesses are still getting a handle on. On the surface, the numbers for 2022 are encouraging.

According to the State of the Industry (SOI) Update, First Quarter 2022 (produced by PRINTING United Alliance and NAPCO Research), **64.3%** of SOI participants expect their sales to grow during the first half of 2022, three times the **19.6%** who expect sales to remain at year-earlier levels or to decline. Nearly half are projecting growth of at least **10%**, and more than one-quarter are projecting growth of at least **15%**. However, if you dig deeper a different picture emerges.

**Cost inflation is rampant.** More than **88%** of the survey panel expect their operating costs to increase during the first half of 2022 because of inflation. Particularly concerning, **47.6%** expect operating cost inflation to rise faster than sales.

Margins are under pressure. While nearly two-thirds expect to increase sales through midyear, just **37.5%** expect to increase pre-tax profitability, as cost inflation and greater resistance to price increases make it difficult to get growth to the bottom line.

No relief is expected. Material shortages, cited by **92.3%**, and rising substrate costs, cited by **85.8%**, are expected to be major problems throughout 2022. So are rising costs of labor (**71.4%**), transportation (**70.3%**), ink/toner (59.9%), and energy (50.2%). Nearly 69% expect labor shortages to continue. Nearly 55% are very concerned about maintaining profitability, and almost as many are very concerned about increasing sales.

## AN EVENT EXPERIENCE FOR ALL

How can we combat this "new normal"? Business



owners need to be vigilant and aggressive. Additionally, they need to plan now for how they can make improvements in their business. But what kind of improvements?

- **Increase productivity.** Look at capital investments in new

equipment/software and upgrades. Automation – and better use of MIS – can help streamline workflow and increase efficiency.

- **Increase labour productivity.** Beyond automation, build workforce skills and flexibility by training, cross-training,

Continued on page 26 >>

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and employee development.

- **Stay ahead of supply chain disruptions.** Strengthen inventory management and purchasing.
- **Diversify the revenue base.** Add products and services, and seek to enter new markets.

Business owners must arm themselves with the most up-to-date and relevant market information, and position it alongside the hardware and technology required to bring those plans to fruition. The best place to accomplish all those goals will be at the 2022 PRINTING United Expo.

The Expo will welcome exhibitors and attendees from around the world to experience the latest technology and solutions to be found across two halls at the Las Vegas Convention Center – North and Central – where the industry will once again reunite under one roof for the first time since we were last in Dallas for PRINTING United Expo 2019. “The biggest names in the industry have waited to launch technology for those attending from around the world and are anticipating a blockbuster show,” says Mark J. Subers, President, PRINTING United Expo. “There are solutions from all aspects of printing being represented, and this will be the first chance for those in North America in years to gather all under one roof to see and experience everything together. From entry-level operators to President and CEOs – we are getting registrations for them all.”

More than 700 exhibitors occupying one million square feet (bring your walking shoes!) have signed up to exhibit at the three-day event. Leaders in apparel decoration, commercial, graphics/wide-format, industrial and printed electronics, mailing, shipping, and fulfillment, packaging and labels, textiles and décor, and promotional products will run live demonstrations of their solutions throughout the live event.

Attendees will have the opportunity to see product launches of the latest industry technology, experience new solutions, explore potential new areas for business growth, and more. “The PRINTING United Expo will be the single most important industry event to attend in 2022,” Subers says. “The Expo’s convergent market approach will equip attendees with the necessary information and insight from experts on how to successfully adopt a diverse strategy – and they will be able to see these end-to-end solutions and services all under one roof.”

**HAPPENINGS AT THE SHOW**

While the real draw of the Expo is the volume of exhibitors and the new technology debuts, there’s more in store for attendees to experience this year.



**Keynote Speaker Theater**

Located in N110, PRINTING United Expo will feature a Keynote Education Program Series that will inform and inspire attendees at the Expo. Speakers being selected for the **Keynote Speaker Program Series** are highly sought-after minds offering keen level of detail and insight into important subject matter areas to help attendees walk away with usable and inspiring ideas.

The first keynote to be announced is speaking on **“6 Steps to Building a Loyal Customer Base (that Will Continually Buy from You),”** presented by renowned marketing industry superstar - Joe Pulizzi. Others are; Louis Dejoy, the Postmaster

General & CEO of U.S. Postal Service who will be speaking on **“Transforming the U.S Postal Service”**; Benny Landa, Chairman & Founder, Landa Group that will speak on **“Social & Business Success: How Diversity, Inclusion And Other Social Values Can Drive Engagement And Growth”**; and Bill Pope, VP, Technical Services - PRINTING United Alliance on **“Expanded Gamut Printing and the Not-So-Well-Known Benefit”**.

In speaking with past attendees, and in conducting research on the type of education preferred by the industry, PRINTING United Expo education this year takes on a different format, which directly speaks to the demand of a higher quality and level of education offered than ever before.

**Apparel Zone**

Apparel decoration methods will unite in this immersive show floor experience showcasing the various application methods, technologies, and equipment, from short-run to commercial solutions. The latest techniques in screen printing, DTG, dye-sublimation, embroidery, heat-applied graphics, DTF, and other printing technologies will be at your fingertips to explore.

Attendees can visit the **Café and Beer Garden** throughout the day to network and partake in coffee/beer service, take in a live podcast from renowned industry experts, and get hands on with the latest equipment. Of special note, this year PRINTING United Alliance will be partnering with U.S. Vets. Founded by veterans to serve veterans, U.S. Vets is the leading nonprofit fighting on the frontlines to help veterans and their families transition from homelessness by offering tailored support to gain independence. Any monies raised in



this zone will be donated to U.S. Vets at the end of the event.

Additionally, since decorated apparel is a primary revenue generator for the nonprofit, overrun samples produced over the course of the three-day event will be donated to U.S. Vets for sale or use in support of their cause. "I'm thrilled at the opportunity to help further this vital and foundational printing industry segment," says Joshua Carruth, Managing Director, Decorated Apparel, PRINTING United Alliance. "In the ever diversifying and converging world of print, apparel decoration has never been more popular or accessible as product solution for the end customers. We firmly believe there is massive potential for increased share of market to be had by all – for both the traditional decorators and PSPs looking to add apparel to their product range. The Apparel Zone will provide 360° view of what's available in the space today, and serve as an interactive educational experience for all."

**Museum of Printing**

The Museum of Printing will bring historical artifacts for attendees to see and experience. The display will be located in between show halls by the registration desk. Autographed books by Frank Romano will be on hand, along with information about the Museum of Printing, which is located in Haverhill, Massachusetts. Keep an eye out for more to come about this historical addition to the show.

**U.N.I.T.E. Together**

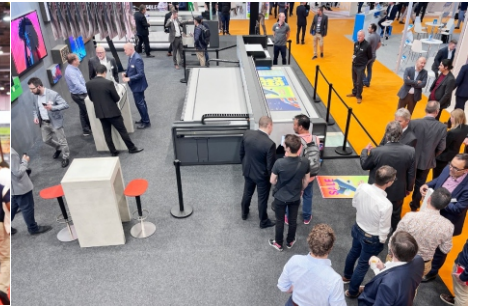
PRINTING United Alliance joined forces with the **U.N.I.T.E. Together** movement to support Diversity, Equity, & Inclusion (DEI) initiatives. U.N.I.T.E. Together empowers and reinforces a collective commitment to embrace and celebrate all that makes us unique, and demonstrates that all are welcome, valued, and heard. The organization will have a booth on the show floor, with events planned with contributing partners of the group.

**LATIN American Pavilion**

The Latin American countries have strong printing communities and PRINTING United Alliance, being a member of Conlatingraf, serves this full group of printers, manufacturers/dealers, suppliers, and associations. For this year's Expo, the Alliance has developed a Latin American Pavilion to address their specific needs while connecting them with other markets.

This area of the Expo floor will be sponsored by Conlatingraf and many exhibitors, and will host a series of booths for Latin American dealers. This will allow the community the ability to explore new opportunities and equipment across the full floor and connect with the dealers and suppliers who serve their specific markets. The Pavilion will also be the epicenter of technology tours and social gatherings. In addition to the Pavilion of the floor, the Expo will serve as the meeting place for the **86th Ordinary Assembly of the Confederation**. The Alliance is pleased that this esteemed group has chosen the Expo as their preferred meeting place.

"The Latin American printing community is a very important part of our overall printing community and we welcome them to PRINTING United Expo in Vegas," says Gabe Hernandez, President and CEO, Florida Graphics Alliance. "The Expo will be the largest and most diverse printing event in the world



for 2022 and this community will play a role in making this the best event possible. From Canada to Chile, PRINTING United Expo is the event for the Americas and beyond."

For more information about PRINTING United Expo, and to register to attend, please visit [www.printingunited.com](http://www.printingunited.com)

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# VISITOR REGISTRATION NOW LIVE!



You can now register online [www.propakwestafrica.com](http://www.propakwestafrica.com) for your FREE entrance to attend West Africa's BIGGEST exhibition and conference for professionals working across the packaging, plastics, printing, and food-processing value-chain - **PROPAK West Africa 2022**.

From **22 to 24 November 2022**, PROPAK West Africa will set the stage for reconnecting the West African manufacturing community following an unprecedented year of uncertainty as the doors of Landmark Centre in Lagos, Nigeria will once again be opened for three days packed with fantastic opportunities to discover latest innovations and technologies along with a range of insightful conference sessions.

And with the announcement that this year's exhibition will also be occupying the newly constructed third hall at the Landmark Centre, this means that the event is taking over the entire venue and providing a record amount of purpose-built space for exhibitors to showcase their machinery, equipment and services that your business needs - all under one roof! So, register to attend now at [www.propakwestafrica.com](http://www.propakwestafrica.com) to give your business a boost and discover innovation in the region's largest B2B trade event.



## WHY VISIT?

Leverage PROPAK West Africa unique platform and take your business to the next level as you discover new products and solutions on display as there is no other platform like this international industry-specific show. This is because PROPAK West Africa has attracted more than 15,000 industry professionals from

both public and private sectors and more than 500 brands on display from a wide range of applications over the last five years. And as the leading industry-dedicated event in the region, this year's PROPAK West Africa will bring together senior representatives from leading brands, associations, and Government to connect and engage.

Continued on page 29 >>




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Continued on page 32 >>



**“WE ARE HERE TO BRIDGE THE GAP FOR QUALITY PACKAGING IN THE NORTH”**



Having discovered the gap for packaging services within the Federal Capital Territory and its environs, Beltina Group has diversified into flexible packaging to bridge the gap.

The conglomerate, which is professionally into digital printing, specialty prints, and Canon authorised dealer amongst others is now into quality, on-time delivery of affordable packaging, labels and cartons production. According to the **Chief Experience Officer** of the Beltina Group, **Mr. Bello Bissala**, the new business was formed to support and strengthen local entrepreneurs within the food manufacturing ecosystem. “Our vision is to be able to serve the core packaging needs of Abuja and upward North.” He also disclosed that his company’s desire was to ensure Small & Medium Scale (SME) businesses are able to package their products, no matter the quantity, to international standard.

“That is why at Beltina Prints, you can print your bread nylon bags, premium sachet water nylon, pouch bags for your brands, bottle water labels and many more at affordable yet in quality prints comparable to the best in the world. We are here to bridge quality packaging gap in the North thereby ensuring that entrepreneurs get their products to the market and contribute to nation building. No matter the quantity needed, we’re flexible to print for them. We can print for example 1000 pouches, and can help put barcode onto their brands to make purchase easier and faster” he explained.

Established in 2015 as a global solution point for unique and creative printing services, design, brand



management et al, Beltina is today - the perfect hub for perfect packaging within the Federal Capital Territory Abuja and its environs where local entrepreneurs in the food packaging value-chain can print products such as bread nylon bags, premium sachet water nylon, pouch bags of different sizes and shapes for different brands, bottle water labels, and many more at affordable yet quality prints comparable to the best in the world.

Beltina is reputed for its innovative approach in providing quality print solutions in its localities. In 2017, the company was the first to spearhead beautiful canvass prints in Abuja that bring lasting memories while improving sceneries. Mr. Bissala informed **WHERE To Print** that his desire was to always be ahead of trends in the printing space which he noted has enabled Beltina to be constantly innovative, extraordinarily creative with unbending desire for excellence in his deliverables which according to him was to; “ensure that our work process is not disconnected from the people we exist to serve”, noting further that “we are first powered by the people who serve with us and then the people we exist

Continued on page 31 >>



to serve. As a company, we lead with our guiding principles and to help spread ideas of sustainability and responsibility within our teams and then across our global marketplace”.

So, if you want to position your products with the best flexible food packaging without compromising quality, visit Beltina at 10, Sapele Street, Off Ladoke Akintola Boulevard, Garki 2, Abuja or call **0701 1884420, 07037931707, 07068239307** or send email to [info@beltina.ng](mailto:info@beltina.ng) for enquiries. You can also visit [www.beltina.ng](http://www.beltina.ng) for more information and to get quote for your next print.



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# WHAT'S ON AT PROPAK WEST AFRICA THIS YEAR?



- **Discover the latest innovations**

With leading industry suppliers in presence at the show, explore the exhibition floor and see the range of products and equipment which they've brought along with them, including live demonstrations of the newest machinery. PROPAK West Africa is therefore the perfect opportunity to source the missing elements needed to enhance your supply chain and grow your business.

- **Grow connections with key industry representatives**

Take the chance to meet with senior industry professionals from over 30 countries around the world that has not only shown dedication to the progress and development of the industry but who also share the same passion with you to see growth across the sector and build valuable business relationships for your company.

- **Gain inspiration in conference sessions**

Hear from experts as they share their insightful experiences and knowledge in the variety of topical sessions scheduled in the show's conference programme. Take away useful information and advice about new opportunities (in your sector) that you can apply to your own business to boost your success.

- **Discover the latest equipment and machinery**

Industry leaders from across the world will come

together once again at PROPAK West Africa 2022 to showcase all of their exciting products and give you the opportunity to learn more about what you are missing in your supply chain.

So, join more than 5,000 fellow industry professionals over three exciting days and connect with Africa's largest economy and gateway into West Africa, Nigeria, at the region's leading trade event where you will discover flexible packaging, substrates, boxes, cans, pharmaceutical, polymers, rigid plastics, manufacturing, printing equipment, food processing equipment and so much more.

With the exhibition catering for the whole supply chain from services and supplies all the way to new machines, it remains the only platform that can cater for all your needs in West Africa. Not only that, if you desire an invaluable avenue to reprioritise and rethink strategies then visit this year's PROPAK West Africa 2022.

In all, with an extended conference programme, enhanced digital options as well as the physical event itself, PROPAK West Africa 2022 promises to be an unmissable industry event that will further give your business a boost now and in years to come.

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# Print Impact Around the World

and the derivation of appropriate measures in response.

VisuEnergy X records the consumption of all equipment connected to the machine, analyses this consumption in relation to the production output, and can then calculate job-specific parameters such as the energy consumption per 1,000 sheets.

According to Koenig & Bauer CEO - Mr. Andreas Pleßke; "Sustainability is the greatest challenge of our time. And as a company whose history extends back more than 200 years, we do, of course, also bear responsibility for future generations". The energy management system will be available on a subscription basis as a SaaS (software as a service) offering. It is available with immediate effect for customers in Germany, Austria, and Switzerland while the global rollout will follow at the beginning of 2023.

## HEIDELBERG RECORDS SIGNIFICANT IMPROVEMENTS IN BOTH SALES AND EARNINGS



As a result of the continued recovery of the markets in almost all regions as well as Management's success in transforming the company, Heidelberg has reported significant improvements in both its sales and operating profitability in first quarter of 2022 (Q1 2022).



Heidelberg CEO - Mr. Ludwin Monz

According to Heidelberg in a press release, sales figures between April and June grew by 20% year-on-year to €530m, with the increase largely attributed to the rise in the number of new machines delivered. Europe and North America recorded particularly positive developments, it added, although results in China were sometimes weaker compared to the previous year due to the extensive lockdowns in economically relevant cities.

Incoming orders of €607m in the first quarter showed a return to the pre-pandemic 2019/2020 level of €615m, even though business in China was curbed by the two-month

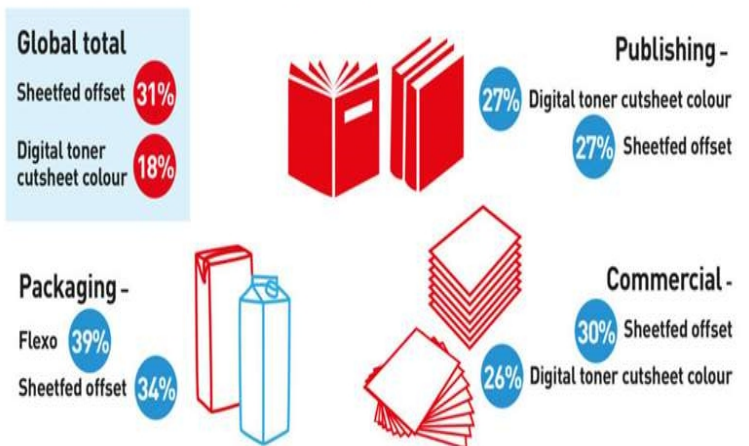
COVID-19 lockdown in Shanghai, and the war in Ukraine that has resulted in weaker demand in Eastern Europe. It was therefore not possible to reach the previous year's high figure of €652m. However, the firm's order backlog saw a further increase of 15% during the first quarter, totalling €969m as at 30 June 2022.

But thanks to higher sales and the ongoing reduction of structural costs, Heidelberg significantly improved its EBITDA in the first quarter, recording an increase of €20m to €35m. The company said it was possible to pass on sustained increases in material costs. "The positive start to the new financial year gives us cause to be cautiously optimistic as we look forward," said CEO - Ludwin Monz while noting further that; "Provided there is no downturn in the general economic environment, we are confident we will reach the annual targets we have set. We will support our growth by expanding our products and services for digital printing in the label market and launching new, networking-capable wallboxes in the electromobility sector." In all, profitability is also expected to improve further as it forecasts further improvement in its EBITDA margin, to at least 8% for the 2022/23 financial year (NOTE: 2021/2022 was 7.3%). The net result after taxes is also expected to increase slightly compared to the 2021/22 figure of €33m.

## DRUPA REPORT SAYS RECOVERY EXPECTED TO START IN 2023

Drupa has published its Eighth Global Trends Report after a two-year hiatus caused by the pandemic with high hopes for industry in 2023.

### Top two print technology investment plans by market 2022



### Drupa Report looks at investment plans by market

In the report - which covers a number of topics including trends over time, financial performance, and investment plans - shows that while investment fell inevitably during the past two years, printers and suppliers both reported robust plans for capital expenditure noting that despite the economic shocks, drupa said that the survey shows that print remained a central means of communication in all markets and regions "and that while there are challenging times ahead, the industry has both the confidence and the determination to succeed".



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

## Print Impact Around the World

According to Messe Düsseldorf Director of Print Technologies - Ms Sabine Geldermann: "Printers and Suppliers know they must innovate to succeed in the longer term. The shocks of the last two years pegged back investment, but the survey indicates that the industry expects recovery to start in 2023. All regions and markets forecast higher investment in the coming year."

Looking at each sector, drupa said the packaging market was "thriving" with publishing and commercial printers "facing structural changes from digitisation but with signs of confidence returning".

Summarily, the report tapped into the views of more than 500 panel members made up of senior decision makers at printers and suppliers. This was a lower number of participants than the previous survey carried out in 2019 because a fresh panel could not be convened at drupa 2020. Full report costs €499 but a free executive summary is also downloadable via drupa.com

The next drupa takes place from 28 May - 7 June 2024, at Messe Düsseldorf in Germany.

## SCREEN DEBUTS NEW WATER-BASED INKJET

SCREEN has developed a prototype inkjet press for printing onto paper-based flexible packaging using water-based, food-safe inks - Truepress PAC520P



**SCREEN is promising environmental benefits with the Truepress PAC520P**

The company said the press had been developed in response to market trends including shorter turnaround times, more SKUs, and, crucially, environmental impact. The Japanese manufacturer also said the high-speed inkjet would have "a much lower environmental impact than conventional printing processes" due to a drastic reduction in energy usage and wasted materials.

"The Truepress PAC 520P utilises newly developed proprietary water-based pigment inks that comply with appropriate food-safety regulations. The system is expected to provide both outstanding print quality and safety while maintaining exceptional throughput," SCREEN stated.

## LANDA EXPANDS EMEA TEAM

In anticipation of further growth in its customer base, Landa Digital Printing has beefed up its European, Middle East & Africa (EMEA) team.



**Left to right: Donegal, Zanier and Rob Engelman**

This move which is also part of; "aggressively expanding its global team and business development infrastructure" has seen veterans like Steve Donegal, Rob Engelman, and Fran Zanier drafted into the ever-expanding Israel-headquartered digital press manufacturer workforce across the globe.

While Steve Donegal became the business as Regional Sales Manager for the UK and Ireland earlier this year, he has been joined by Rob Engelman as Regional Sales Manager for Benelux, Nordics and Baltics. Engelman previously worked at HP for more than 20 years in sales and business development roles. Then, Fran Zanier completes the team as the EMEA Marketing Manager. Zanier who had been with HP for almost a decade had also worked at B2B e-commerce platform - Onedirect and retail technology firm - Checkpoint Systems.

According to Landa Digital Printing CEO - Sharon Cohen, the trio would play a crucial role in expanding the firm's presence in the region and meeting its growth targets. "In addition to new press sales, we're delighted

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www.wheretoprintmagazine.com

## Print Impact Around the World

to see customers from both EMEA and North America acquiring a second press to meet demand. What's more, and this is really exciting, we're also seeing more and more big global brands now designing their campaigns and production requirements around medium run, high quality digital print – it genuinely feels like a new category of print has been born," she stated.

It would be recalled that Landa recently invested in a new European ink manufacturing facility in the Netherlands to meet growing demand in the region.

## HP INTRODUCES V12 DIGITAL NARROW-WEB PRESS



At Chicago's Labelexpo, HP Indigo unveiled its V12 digital narrow-web label press designed to cover around 70-80% of a label converter's job demand thereby covering the same work as two or



**The HP Indigo V12 will be capable of 120 linear metres per minute**

Running at 120 linear metres per minute at 1,600dpi with up to six colours, the press has been designed to target medium and long runs, but with the benefit of just-in-time production methods. The V12 has 12 on-press ink stations, eliminating the need for ink changeovers, and uses HP's liquid electrophotography (LEP) technology to deliver it to substrate. This flexibility means printers could cut media waste and inventory scrap, benefitting from a more agile supply chain without compromising on their production quality.

## SIGN & DIGITAL UK INTRODUCES 2023 SHOW WITH NEW BRANDINGS

In order to reflect the innovative and creative nature of the sector, Sign & Digital UK (SDUK) has launched its 2023 show with new branding.



**21-23 MARCH 2023  
NEC, BIRMINGHAM**

### SDUK returns to the NEC next March

While SDUK 2023 will be focusing on the biggest challenges facing the sector, the show is aimed at those involved in the production of signage and displays. Thus, SDUK provides advice and learning for business owners to maximise revenues from the opportunities new and existing market sectors provide. The 2023 event will take place at the NEC, Birmingham from 21 to 23 March.

"With over 30 years of heritage as a national trade show, SDUK evolves each year to offer the best value to our exhibitors and showcase the very latest advances in technologies and applications for our visitors" explained SDUK Event Director - Jenny Matthew who also noted; "After recent challenging years, the time was right to evolve the branding and introduce a new fresh and modern look for SDUK along with some new show plans to meet the business needs of the industry. We've invested heavily in market research and created an SDUK Working Group to make sure we have our finger on the industry's pulse. Feedback from 2022 has been phenomenal but we're not standing still – our visitors want to see a broader range of exhibitors and more learning opportunities, so we've developed more reasons to exhibit by introducing an innovative new exhibiting format that lowers costs; cutting-edge lead capture technology and new show and marketing packages to deliver increased return on investment."

Further information on the 2023 event is available at [www.signuk.com](http://www.signuk.com)



# Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

and connections to a verified audience of buyers, business owners and potential customers looking to build and innovate their supply chains and factory floors.

To find out more about PROPAK Ghana or to reserve your space on the floorplan, get in touch with the team today at

<https://www.propakwestafrica.com>  
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# PROPAK

## GHANA 2023

-PACKAGING - PROCESSING - PRINTING - PLASTICS

## TEAMFCG PROUDLY TAKES 2ND & 4TH PLACES FOR WOMEN; 5TH, 12TH AND 18TH PLACES FOR MEN!



Furtherance of the Gladiators Cycling Club's mission to support and promote good causes via cycling, they created an annual criterium last year in celebration of the birthday of the Pan-Africanist who sought to unify Africa through sports, Osagyefo Dr. Kwame Nkrumah.

The annual road cycling event taking place on a public holiday in Ghana at the Accra Sports Stadium has seen dozens of victory hopefuls, battling the blistering Accra sun while pushing against winds



occasioned by the nearby Atlantic Ocean. In the end, only one elite man or woman is crowned the OC of the year. The race involved a distance of approximately 140km in a predictable grueling circuit at the peripheral road oval beginning at the Accra Sports Stadium. This year's race took place on Wednesday, 21st of September 2022 and members of #TeamFCG's full squad took part and worked

hard to walk away with several wins! Deborah Alasebieton a new team member took the 2nd place for the Female's 77KM Race, with Clementina Ayoung who is delighted to have another female member in an all men 14 squad, taking 4th place. The team were delighted to see young Charlotte Dakleti just 17 years of age of the Vida Cycling Program taking the 5th position.

Maxwell Doku took the 5th

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

place for the Men's 130KM Race comprising some 48 riders with Naaba Michael, Alex Quansah, JP Dawance and Jacob Akwei taking 12th, 18th, 23rd and 25th places respectively. A very well done to all the team members!

Winning a criterium requires proper preparation, vigilant positioning tactics, keen attention to energy conservation, and a smart finishing strategy as well as good team communication - something **#TeamFCG** has incorporated in training over the past months with Fenton's advice and input and recently with professional input from Gudo Kramer and Marco Postma of Bikes4All, Marco Polo Cycling Club and Worldwide Cycling in Netherlands, now on board providing Mentorship alongside Fenton for **#TeamFCG** and for Vida Cycling Program.

The Race Director of the Gladiators Cycling club, Mr. Charles Hansen-Quao launched the official logo of the Osagyefo criterium, this year, with an explainable beauty of the new logo which comes along with a philosophical symbolism of the iconic Osagyefo Dr. Kwame Nkrumah, further representing sports on the global level. The logo features a distinct silhouette of Dr. Kwame Nkrumah, a star, the African map and the national colours of Ghana.

The Ghana Cycling Federation has fully sanctioned the Annual Osagyefo Criterium race and the second edition of the criterium battle promises to be a lifeline ambition for the cyclists in question who are "daring to achieve" the ultimate dream of winning. Please join us to congratulate **#TeamFCG**.

© **Fenton Curley**



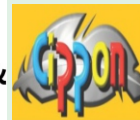
## FIRST NIGERIAN PAPER AND PULP SUMMIT TO CHANGE NARRATIVES OF IMPORT DEPENDENCE



# Nigerian International Pulp & Paper Summit



FEDERAL MINISTRY OF INDUSTRY, TRADE & INVESTMENT



Chartered Institute of Professional Printers of Nigeria

Established by ACT of Parliament No. 24 of 2007

Out to change the narratives of import dependence of paper and pulp in Nigeria, Chartered Institute of Professional Printers of Nigeria (CIPON), the Federal Ministry of Industry, Trade & Investment, Manufacturers Association of Nigeria (MAN) and Lagos Chamber of Commerce & Industry (LCCI) plan to host the first **Nigeria International Pulp and Paper Summit**.

With the them: **"Bridging The Gap In Local Pulp And Paper Production in Nigeria"**, the event is scheduled to take place at Sheraton Hotel Abuja from 17th to 19th of October 2022 as the international paper and pulp summit is set out to:

- To showcase the potentials along the paper and pulp value chain as a viable complement to agriculture in

terms of employment generation, wealth creation and National development.

- To serve as a point of convergence for stakeholders in the paper and pulp value chain in Nigeria and to fashion a holistic approach to understanding the challenges of the value chain and to proffer their resolutions.
- To showcase the viability of the paper and pulp value chain and the advantage of linking into the Government/Country backward integration policy.
- To create a "stakeholders" all-inclusive policy that will make growth and investment possible along the paper and pulp value chain.
- To attract international players/foreign direct investment



- To understand paper and pulp production and investments opportunities.

For more information or register to attend at

<https://www.pulpandpaperigeria.org/>

Ogun State House, Plot 74, Ralph Sodeinde Street Beside Ministry of Finance, Abuja, Nigeria. +234 809037 7771, +234 913 7101231, info@pulpandpaperigeria.org, www.pulpandpaperigeria.org



# "MANUGRAPH INDIA IS THE LEADING MANUFACTURER OF WORLD-CLASS WEB PRESSES RANGING IN SPEED FROM 25000 TO 70,000 COPIES PER HOUR"

Over the years, India's largest manufacturer of web offset presses - **MANUGRAPH INDIA LTD.**, has emerged as a thriving, nimble, printing machinery manufacturing enterprise with successful installations across the globe. In this interview with its representative - **MERCONGRAPHIC NIG. LTD Country Manager** in Nigeria - **Mr. Anil Rai**, *WHERE TO PRINT* discovered that the sustained successes by Manugraph is not only as a result of the company's ability to adapt itself to meet the challenges of the competitive market but more importantly to reconfirm its commitment as the supplier of choice that delights customers with its excellent services and cutting edge technology. Please read excerpt below of how Manugraph intends to do more:

## CAN YOU GIVE US A BRIEF OF MERCONGRAPHIC?

Mercongraphic Nigeria Limited is the associate office in Nigeria of Mercongraphic FZC, Sharjah UAE. The company is involved in the marketing, sales, and servicing of various Manugraph India LTD web offset machines (majorly for newspaper and book printing), C.I. flexo printing and other packaging machines. We also have paper converting (for exercise notebook of A4 size) machines from Line O Matic India, Multitec Narrow Web flexo label printing machine, Gravure, Bookbinding, Die cutting, and other Packaging machinery for both Africa and the Middle East markets.

## THERE ARE QUITE A NUMBER OF MANUGRAPH'S INSTALLATIONS ACROSS NIGERIA NAY WEST AFRICA, HOW HAS IT BEEN ESPECIALLY WITH REGARDS TO AFTER-SALES SERVICES?

As the leading web offset printing machines and CI flexo printing machines manufacturer in India, Manugraph India LTD operate in the West Africa Regional office as Mercongraphic Nig. LTD from Lagos, Nigeria to take care of aftersales service done by a dedicated team of local engineers specially trained by Manugraph in India.

It should be noted that we have supplied and installed more than 29 numbers of Manugraph web offset printing machines such as the following models: HILINE 45000, CITYLINE Express 35000, and ECOLINE 25000 IPH speed machines, in reputable newspaper publication and book publishing houses in Nigeria, Ghana, and other West African countries. Let me state here that in particular, we have recently supplied our new model Manugraph ECOLINE web offset printing machine with spray dampening system and in-line variable data, numbering and micro perforation system to our reputed customers in Nigeria in such places as the Federal Capital Territory (FCT) Abuja and Ibadan, the Oyo State capital. These include: Rasmed Publication in Ibadan, Extension Publication, also in Ibadan, Perfect Printers in FCT Abuja, and Yaliam Press also in FCT Abuja. Then in Ghana, we also have a fully loaded CITYLINE Express machine at M/S Jay Kay Industries & Investment PVT LTD in Accra Ghana.

With our 24/7 aftersales customer service operated by our team of dedicated factory trained local and foreign engineers, none of our customer has downtime. That's why all our machines are running at optimum without any issues. Permit me to mention here that we have also supplied quite a number of Line O Matic Exercise Notebook-making machines both also in Nigeria and Ghana. Other machines supplied are Die cutting, Folder Gluer, UV coating & VDP systems, Gravure, and bookbinding machines.

It should also be noted that we are the agency for

India's best print & allied equipment manufacturers like Multitec flexo labels printing, Raulimax Gravure, Robus India Die cutting, Folder gluers, Lamination, Paper converting/ Exercise notebook-making machines from Line O Matic, and variable data printing systems from CONDOT. With these strategic partnership and representation, Mercongraphic Nig. LTD customers in Nigeria or anywhere else are rest assured of quality after-sales services of their machines backed with readily available and genuine spare parts.

## CAN YOU DO A BRIEF HIGHLIGHT OF MANUGRAPH MACHINES SUITABLE FOR NEWSPAPER, COMMERCIAL, SECURITY, PACKAGING AND CONVERTING PRINTING PROCESSES?

Manugraph India is the leading manufacturer of world-class web presses ranging in speed from 25000 to 70,000 copies per hour. In Africa, our most selling models are Model: HILINE 50,000, CITYLINE EXPRESS 35000, and now ECOLINE 25000 to print newspapers, book printing, exam answer sheet with variable data, ballot papers with numbering, flyers, bank annual balance sheets etc.

Manugraph web offset printing machines meet multi-colour back-to-back printing requirements with an amazing variety combination of different print modules to meet a variety of production requirements. Please also note that Manugraph India has diversified into the flexible packaging sector in collaboration with Carraro S.R.L of Italy and manufactures its new generation of C.I. flexo Press, Manuflex 1308-350 - an 8-colour gearless C.I. flexo press.

## WHICH WEB MACHINES ARE THE MOST WIDELY USED IN THE COUNTRY AND WHY ARE THEY DIFFERENT FROM COMPETITION?

As noted earlier, our most selling models in Africa are: HILINE 50,000, CITYLINE EXPRESS 35000 and now ECO-LINE 25000. This is because, Manugraph India machines are designed to be reliable and operator-friendly, meaning that they are easy to operate. Again, other unique features that stand out Manugraph machines are; adaptability to meet customers' requirements, competitive economy, cost-effectiveness, and excellent after-sales services. In all, I can confidently say that our machines have the best



operator-friendly features backed by innovative cutting-edge technology reputed to be the best in the industry.

## WITH NIGERIA'S GENERAL ELECTION IN 2023; HOW PREPARED IS MANUGRAPH TO ENSURE THERE'S NO EQUIPMENT DOWNTIME BEFORE, DURING AND EVEN AFTER THE GENERAL ELECTION?

The fact is that our machines are rugged and can be adaptable to any extreme market demands or customization like for example we have supplied various web machines with Folder, Sheeter, and CONDOT Variable Data (VDP) systems for in-line numbering, barcoding, and QR Code printing likewise with micro-perforation of Ballot Papers, Election Forms with numbers and barcodes, Flyers, Posters, and Exam Sheets to our most revered customers in the sensitive, security and book publishing sectors. It should also be noted that with our 24/7 customer support systems both on and off line, there's absolute assurance to our customers that we there won't be any no equipment downtime before, during and even after the General Election.

May I add here that due to the sensitive nature of a ballot paper, we supply variable data sheet fed machines from Autoprint India to ensure all needed for a free, fair and successful election are readily available.



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Ecoline

8 Colour Gearless  
C.I.Flexo Printing Press



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SERLEK  
VENTURES

# WHY YOU MUST BUY GENUINE TONERS FROM SERLEK VENTURES

With high cost of print consumables as a result of market forces, the print market in Nigeria is generally saturated with fake and standard consumables especially inks and toners both in the conventional offset and digital space respectively. For one thing, this is a major concern to Printers and for the other, the reputation of suppliers is left in doubt.

Which is why one of industry's prominent traders of genuine printing machineries and consumables, **Serlek Ventures** has advised Printers to only use genuine toners on their machines to forestall painful stories. "The main benefit of choosing genuine toner is that it's cheaper in the long run" intoned Serlek Ventures CEO - **Mr. 'Lekan Adeyemi** who explained further that while genuine toners are capable of producing the best quality print your machine can create, the risk of your machine malfunctioning is generally lower if not totally eliminated when genuine toners are used on them.

As a veteran in the business, Mr. Adeyemi counselled Printers to be wary of ink streaks, leaks or toner dust which are telltale signs that a cartridge or toner may be a counterfeit product and would generally be inconsistent with a shorter lifespan. According to him; "The performance of authentic or genuine toners is guaranteed to provide sharp, clear, consistent printing throughout the entire life of the toner/ cartridge ensuring that you achieve the capacity print run promised for either black or colour cartridge" as he explained further that on the contrary, Printers could not only lose out on money spent on fake toners but also cause damages to their printing machines; "Genuine toners therefore not only deliver crisp text and sharp image quality with more accurate colouring, they are also the most cost-effective way of fulfilling your high return on investment goals" Serlek boss enthused. "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 while promising that Serlek Ventures has a well-stocked, 100% original TN622 Toner readily available in its inventory.

He thereafter enjoined print service providers and entrepreneurs who desire original Konica Minolta Bizhub series toners especially TN622 toners to come to Serlek Ventures located at 50A, Apata Street, Shomolu - Lagos to pick any colour of their choice. "Come for your TN622 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 clarified stating further that customers anywhere in the country could as well call the following numbers 24/7 to place their orders: **08086072054**, **08023513069** which would be speedily delivered.



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[www.propakwestafrica.com/register2022](http://www.propakwestafrica.com/register2022)

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