



# PROPAK

## WEST AFRICA 2025

• PACKAGING • PROCESSING • PRINTING • PLASTICS

### 9 – 11 SEPTEMBER 2025

LANDMARK CENTRE • LAGOS • NIGERIA

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# PROPAK

## WEST AFRICA 2025

• PACKAGING • PROCESSING • PRINTING • PLASTICS

### 9 – 11 SEPTEMBER 2025

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WAN IFRA

VOL. 16 | NO.92 | SEP/OCT 2024 | ISSN: 2006-7402

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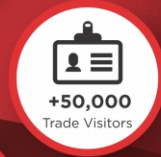


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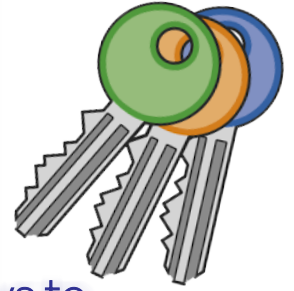
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# 3

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**THE SUCCESS OF  
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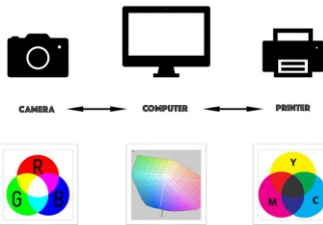
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#### COLOUR MANAGEMENT

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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.



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WAN IFRA

MAGAZINE

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New Product blocks	58 x 70mm	58 x 70mm

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- TIFF (CMYK, 300dpi)
- JPEG (CMYK, 300dpi)
- PDF - Please ensure all fonts and all images are embedded CMYK
- Advertisers must supply colour proof as guide during printing after PDF

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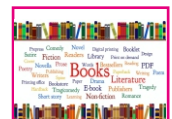
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## How to reach us

Our e-mail address is: [wheretoprint@yahoo.com](mailto:wheretoprint@yahoo.com), [numberscmkyklimited@yahoo.com](mailto:numberscmkyklimited@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.

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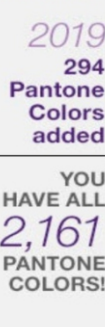
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- WHERE To Print is specially established to offer print investors quality researched-based information that aids print purchase decisions. This is the more reason our mantra is Influence print purchase decision while our tag line is Print Intelligence.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

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

## PREPARE FOR NEW OPPORTUNITIES FROM THESE 'EMBER' MONTHS

The 'ember' months are unarguably the busiest months for the printing industry worldwide. For one thing, these seasonal months come with both end of year celebrations that birth souvenirs and other memorabilia or gift items aside book publishing opportunities as a result of change in school calendar/ season. For the other, the accompanied holiday season is not only a subtle reminder that either 'Santa Claus is coming to town' or a new year is on the horizon, but more importantly, it is a stark reality check to equally start planning for the upcoming year both personally and for one's business.

With volatile nature of economies around the world, **mental and physical preparation** for work-life balance is critical. Therefore, this is the time to start taking stock of 2024 as you look ahead for the future. Know what to hold on tenaciously and what to discard with a pinch of salt. Prioritise your mental health and physical wellbeing by discarding business(es)/ associate(s) that give your heart palpitation. Enough of emotional and physical fatigue! Instead, take on those that gives you the required peace of mind even while doing that for family, charity, and friends. Note that at the end, your healthy mind and body are as good as your outcomes. So, develop your mind through proper on-the-job trainings then stay alert of industry trends. **Plan your investment ahead** so as not put unnecessary pressure on yourself and business. Visit dedicated industry shows to see all alternatives and get the right info, contact and ask expert advice before agreeing on the preferred buy.

**Which brings us to this bumper 92<sup>nd</sup> edition** devoted to the two leading exhibitions in West Africa (**PROPAK West Africa 2024**) and America (**PRINTINGUnited Expo 2024**) though in different continents but was simultaneously held the same day (**10 to 12 September 2024**) in Lagos and Las Vegas respectively. Check out the official statistics-backed post-show reviews of both shows in the **SPECIAL FEATURE ARTICLES** titled: **PROPAK CONTINUES TO DRIVE INNOVATION AND CHANGE IN MANUFACTURING VALUE-CHAIN IN WEST AFRICA** (on pages 14, 15, 16 and 17) and **PRINTINGUNITED**

**EXPO 2024 DELIVERS UNMATCHED INDUSTRY EXPERIENCE** (on pages 37 and 38) respectively. A fall-out of PRINTINGUnited Expo 2024 are series of interviews and article like **Konica Minolta's** promise to support their counterparts in Africa with both after-sales support services especially in the supply of consumables and parts. Flip over to page 28 for the special feature article captioned: **"WE'RE COMMITTED TO SUPPORT OUR COUNTERPARTS IN AFRICA WITH AFTER-SALES SERVICES."**

Also, at PRINTINGUnited Expo **WHERE To Print** held series of interviews with movers and shakers in the industry that culminate in series of educative and inspiring **SPECIAL FEATURE INTERVIEWS** with the likes of **TVF** duo of **Danny Jimenez** and **Samantha Marion** titled: **"OUR EXPERTISE IS YOUR SUCCESS"** (on page 19); **Muller Martini** North America President and CEO - **Andrew Fetherman** captioned: **"MULLER MARTINI IS YOUR STRONG PARTNER"** (on page 21); **Kennickell Group**, Vice President - **Kacey Kennickell Ray** titled: **"MY HOPE IS THAT FUTURE GENERATIONS WILL CONTINUE TO UPHOLD THE VALUES THAT HAVE DEFINED OUR COMPANY WHILE PUSHING THE BOUNDARIES OF WHAT WE CAN ACHIEVE IN THE PRINT AND SIGNAGE INDUSTRY"** (on pages 30, 31 and 32); and **PRINTINGUnited Alliance** duo of **Mark J. Subers** and **Ford Bowers** that sums up the **SPECIAL FEATURE INTERVIEWS** with these respective captions: **"OUR EXPECTATION FOR 2025 IS TO ENSURE THAT OUR ATTENDEES ARE PROVIDED WITH A FULL ARRAY OF SOLUTIONS TO DISCOVER"** and **"THE ALLIANCE IS COMMITTED TO SUPPORTING THE GLOBAL GROWTH OF THE PRINTING INDUSTRY"** on pages 40 and 42 respectively.



Once again, special thanks to my Team for holding forth at **PROPAK West Africa 2024** while away in Vegas! It was great meeting industry colleagues like the amiable, dynamic and result-oriented **Amanda Kliegl** who ensured **WHERE To Print** stress-free coverage of **PRINTINGUnited Expo 2024**. And indeed, kudos to everyone at **PRINTINGUnited Alliance** for a job well done!

Continued on page 10 >>

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Reflective Sav, Window Graphics  
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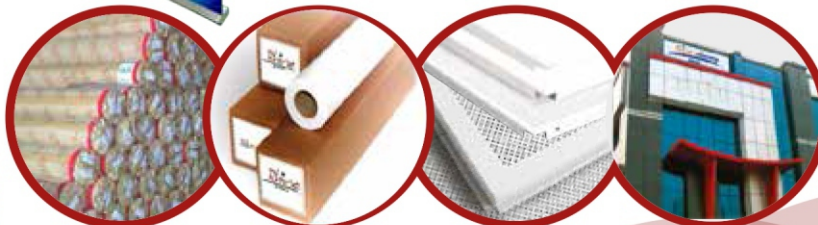
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As usual – you can find out latest news, industry trends, and special reports in our **PRINT IMPACT AROUND NIGERIA** (from page 10) and **PRINT IMPACT AROUND THE WORLD** (from page 12) respectively to ensure you are aware of the happenings in the printing industry both in Nigeria and across the globe recorded in the last 2 months. In the same vein, as 'ember' months provoke opportunities in book publishing, our **COVER STORY** for this issue titled: **BOOKS PRINTING – ALL CHANGED – A CLOSER LOOK AT THE NEW OPERATING MODEL** on pages 22, 23 and 24 will enable you to know more about the transformation in book printing operations thereby getting you prepared for any opportunity that may arise.

Be Part of IDP 2024!



Celebrating its **10th Anniversary** this year, the **International Print Day (IPD)** will take place on **Wednesday 23 October 2024**. IPD is a 24 hour celebration of print, paper, packaging and design – all rolls into one – from, to, by, and for practitioners around the world.

To support this initiative like we're doing for **World News Day (WND)** as a responsible media, we're putting up free advert slots (as supplied by organisers on pages 5 and 41) to share the messages of **CHOOSE TRUTH** of WND and **PRINT IS LIFE** of IPD respectively. You can as well join us in making the world a better place for all of us as you share these messages on your social media handles to spread the words of hope for both humanity and print around the globe!

Interestingly for IPD, the theme for this year is **#PrintLife**, which represents our lives in print – what, where, how and why we do what we do, and who

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**In conclusion, please take care of your mental health!**

As you start to look at the future, now is also the time

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And please; continue to do good!

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

### BOBST HOSTS SUCCESSFUL PACKAGING CONFERENCE IN LAGOS



One of the world's leading suppliers of equipment and services to packaging and label manufacturers - **BOBST** has successfully hosted the: "Sustainable and Innovative Flexible Packaging Solutions for the Future" Conference in Lagos, Nigeria.

Held in conjunction with Reifenhäuser Group and Rossini Spa on September

9, 2024 at Four Points by Sheraton, the conference focused on eco-friendly and high-performance packaging hence set a new benchmark for the industry.

With leading professionals and innovative minds from across the sector in attendance, discussion throughout the conference was indeed engaging with groundbreaking insights thereby offering invaluable networking and collaborative opportunities to participants.



Continued on page 11 >>



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

## OWENA PRESS GETS NEW MD



One of the oldest State-owned presses in the country - **Owena Press Limited** publishers of The Hope titles located in Akure, Ondo State capital, now has a new Managing Director and Editor-in-Chief in the person of **Mr. Kayode Fasua**.

The 53-year-old veteran journalist who was a Special Assistant on Media to former Governor Adebayo Adefarati between 2002 and 2003 coincidentally began his journalism career at The

Hope Newspaper as a Reporter in 1996 thereafter working with other newspaper and magazine media organisations such as THISDAY, The Punch, National Mirror, National Life, The Sun and Tell Magazine.

The Governor of Ondo State, Hon Lucky Orimisan Aiyedatiwa in a statement by his Chief Press Secretary, Mr. Ebenezer Adeniran, said the appointment takes immediate effect, urging Mr. Fasua to deploy his vast knowledge and experience towards revamping the media outfit for optimum performance.

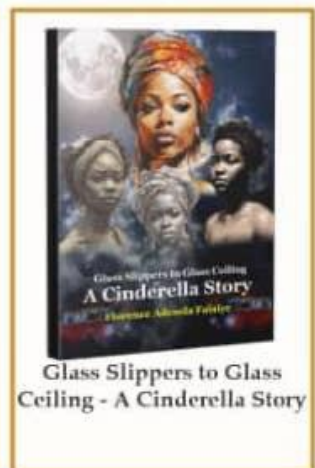
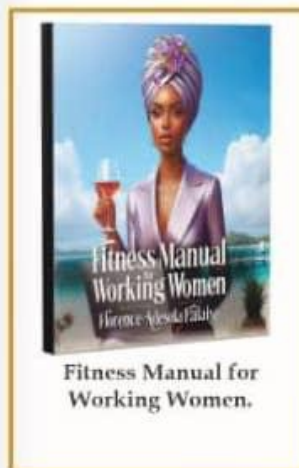
With the mission to keep the citizens abreast and exposed to information and opportunities that exist around them, Owena Press LTD with its title: The Hope Newspaper (formerly Owena News) was established in 1989 under the leadership of Navy Captain Olabode George, the then State Governor with the aim of meeting credible grassroot information dissemination need among the community of Ondo State not addressed by newspapers based outside the state.

Today, The Hope Newspaper is now used as a public forum to conduct civilised debate within the law on public affairs and to which the government and the governed have access. Not only that, the publication (produced three times in a week: Sundays, Tuesdays and Thursdays) has become the vehicle to which the outside world discovers both human and natural resources of the State thereby aiding investment opportunities in Ondo State.

## DR. FALAIYE CELEBRATES 50 WITH 3 TITLES



Come Sunday November 3<sup>rd</sup> 2024, **Managing Director** of Afkar Printing & Publishing Company LTD – **Dr. (Mrs.) Adesola Falaiye** (lovingly called Dr. Flo) will be celebrating her 50<sup>th</sup> Birthday with public presentation of her 3 though-provoking, inspiring, and life-changing books; *"Fitness Manual for Working Women"*, *"Glass Slippers to Glass Ceiling – A Cinderella Story"*, and *"My Help Come from the Lord: Hilarious Chronicles of the Escapades of Domestic Helpers"*.



While a **Thanksgiving Service** will be held from **10am** at of **Chapel of Christ Our Light (Protestant) UNILAG, Akoka** – Yaba, Lagos, **Entertainment** is from **1pm** at the **Tolu Odugbemi (Staff School) Hall** of same UNILAG. Attendees are enjoined to dress elegantly African in white and gold.



# Print Impact Around the World

## SAVE THE DATE FOR NEXT DRUPA: 9 TO 17 MAY 2028



© picture copyright – drupa.com

As the printing and packaging industry is undergoing a dynamic transformation that requires industry events - like world number one convention for printing technology, **drupa** to evolve and demonstrate its importance and relevance as a leading global trade fair, the global show though staying true to its four-year cycle, will now be a nine-day event to be held in same host city - **Düsseldorf, Germany** from **9 to 17 May 2028**.

While the 2024 edition provided pioneering inspiration, the unique presentation of cutting-edge technology and machines in operation remains a unique selling proposition (USP) of drupa. The new duration will allow exhibitors to effectively present and stage wide-ranging product portfolios, machines and workflows as well as an impressive stage programme.



"drupa 2024 was more international than ever, and the positive atmosphere throughout the halls reflected our industry's determination to drive profound change in order to make the printing and packaging industry more sustainable through automation, artificial intelligence and strategic partnerships. And these are exactly the kind of important goals

that will continue to require a reliable platform such as drupa in future. What was also apparent, however, was that, as a B2B trade

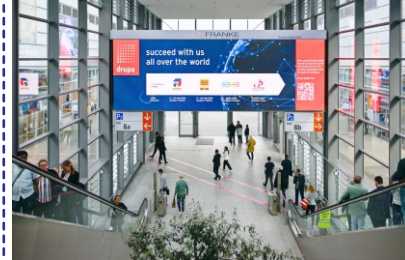
fair with a very high proportion of decision-makers from all over the world, the length of stays at drupa has become shorter. That's why we want to facilitate trade fair visits with maximum efficiency", Wolfram N. Diener, Chairman and CEO of Messe Düsseldorf, explains the decision.

At this year's drupa, 76 percent of visitors were part of top and middle management. "We believe that this adjustment is also confirmed by the experience we have gathered at our leading global trade fairs in the fields of machinery, plants and equipment, **interpack** and **K**, that address comparable customer profiles and do very well with a similar duration."

Dr Andreas Pleßke, Chairman of the drupa Committee and CEO of Koenig & Bauer AG, emphasises the trade fair's importance and as a supporter of the new duration: "For Koenig & Bauer, drupa offers an unbeatable marketing format, as this year's event has once again impressively demonstrated. We expressly welcome the new trade fair duration starting in 2028, as it will meet changing industry requirements without limiting the international scope of the trade fair. This is also demonstrated by the fact that visitors from 173 countries attended drupa, emphasizing the global appeal of the event. No other format generates such a high level of interest from the industry."

"We comprehensively and carefully analysed the recommendations of our drupa Committee, the results of exhibitor and visitor surveys and feedback from partners and associations", says Sabine Geldermann, Director of drupa. "Shortening the fair's duration is a direct response to the industry's desire for a more focused, efficient event that continues to provide international participants with a unique opportunity to discover groundbreaking innovations and technology."

While the conceptual direction, new key visual and future claim of **drupa 2028** will be presented to the industry in 2025, other important global drupa dates are **Pack Print Plus Philippines** in October 2024, **Printpack Alger** in February 2025



and the **PRINT & DIGITAL CONVENTION** in May 2025 in Düsseldorf.

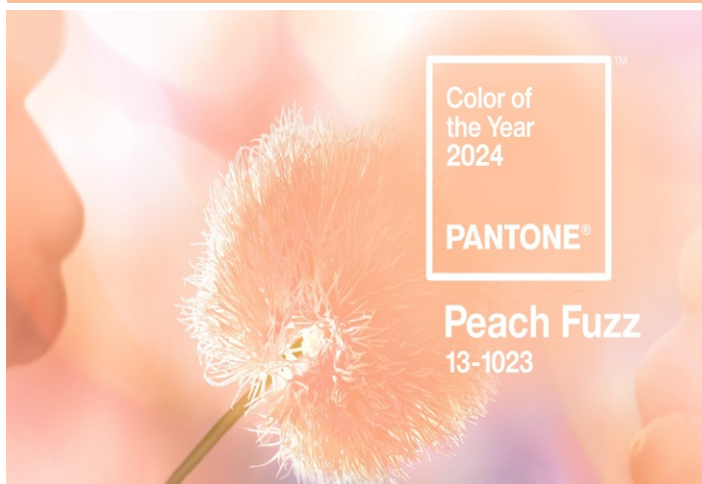
Selected results of the exhibitor and visitor surveys and key figures, data and facts for drupa 2024 are published in the Post Show Report and at [www.drupa.com](http://www.drupa.com)

**Continued on page 13 >>**

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# Print Impact Around the World

## DURST EXPANDS THE P5 FAMILY WITH THE P5 X – TRUE FLATBED WITH ROLL CAPABILITIES



Leading manufacturer of advanced digital printing and production technologies - **Durst Group** has announced the release of **P5 X**, the newest addition to the P5 family. According to Christoph Gamper, CEO and Co-Owner of Durst Group at a media launch: "The P5 X is a testament to our commitment to continuous growth in the large-format printing (LFP) sector. We continue to push boundaries with new technologies, expanding our capabilities to meet our customers' evolving needs. The P5 X, proudly 'Made in Durst', reflects our dedication to innovation, quality, and reliability, showcasing the best of what Durst stands for."

Designed for high-end applications such as bespoke visual communications, large-scale decoration, and specialty packaging, the P5 X is built to meet the highest standards while also being accessible to those wanting to enter the "Champions League" of digital printing. Fieldtested by Archimede near Padua in Italy – a leading provider of visual communication & display solutions for top-tier retail clients and luxury brands – the P5 X proved its versatility and quality.

Agreeing with Christopher Gamper is Andrea Riccardi, Head of Product Management who highlighted that; "the P5 X represents the perfect blend of advanced features and accessibility, opening new opportunities for those striving for excellence in digital printing." The P5 platform integrates high-end systems, hybrid solutions, and comprehensive software, service, and ink solutions. With the P5 X, Durst introduces a true flatbed printer with roll options, sharing the benefits of the entire P5 platform.



The P5 X excels with its high precision, quality, versatility, usability and advanced features:

**Precision and Accuracy:** Magnetic linear motors on the X and Y axes ensure precise, reliable movement across the entire workspace. This advanced system allows for faster and simpler positioning without compromising on accuracy, even at high speeds.

**Powerful Vacuum Table:** The P5 X is equipped with a vacuum table featuring 12 selectable zones. The four larger zones can be easily adjusted using individual sliders to adapt to the width of the print material, optimizing suction power. Additionally, the vacuum can be reversed for quick and efficient material removal.

**Versatile Colour Configuration:** The P5 X offers 10 color channels that can be configured to meet specific requirements. Channels include inks from the P5 series, combining CMYK, White, Fluo, Orange, Violet, Light-Cyan, Light-Magenta, Light-Black, Varnish, and Primer, providing ultimate customization for a variety of projects, applications and media types.

**Optimized Printing Usability**

- o Twin Printing Mode: Seamless dual-side printing for increased efficiency without waiting times.
- o Reverse Printing: Enables one-pass



white over and under printing using a single printhead.

- o Multitrack: Supports simultaneous printing on up to 12 channels (6 per side) with different images or board sizes.

**Visual Status Bar:** The status bar provides operators with key information about the print system at a glance. It shows system readiness, remaining print time, ink status, and more, allowing for efficient monitoring and swift reactions to any situation.

The P5 X is built with operator convenience in mind. Its ergonomic design minimizes outer edges, allowing boards to be loaded and unloaded comfortably in an upright position. Safety features include a light curtain on the print carriage that slows down the printing in case of interruption, ensuring maximum safety. The P5 X also includes user-friendly LED indicators that show the correct positioning for boards and identify which vacuum rows should be activated. Magnetic pins are easy to mount, streamlining the entire setup process.

## LINX LAUNCHES TWO NEW BLACK INKS TO MEET THE CHALLENGES OF PRINTING HIGH QUALITY, LEGIBLE CODES ON NEW GENERATION FLEXIBLE FILMS



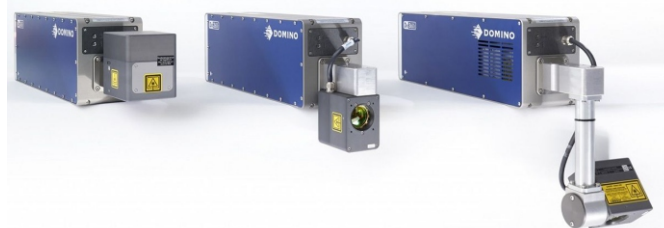
Linx has announced the launch of **Linx 1015** and **Linx 3415**, two black inks specifically designed for marking plastic packaging films for a variety of uses, including dry food, sauce pouches, confectionery and household products.

This is in response to market trends as the sector is increasingly moving towards more resistant laminated plastic films and more recyclable packaging, which is not without its challenges. "We are seeing the widespread use of thin, flexible plastic bags and packaging films (OPP, BOPP, HDPE and LDPE). However, these materials pose difficulties in terms of ink adhesion. Many general purpose inks do not adhere effectively to these low surface energy plastics. This means that codes can easily smudge, fade or be scratched off, which can lead to rework, rejection and even fines," says Simon Millett, Inks Product Manager at Linx Printing Technologies.

Thus the launch of Linx 1015 and Linx 3415 is a response to this very challenge; "The two new inks have been designed to offer excellent adhesion while maintaining the legibility and reliability of the printer. They are free from PFAS (per- and polyfluoroalkyl) as well as CMR (carcinogenic, mutagenic and reprotoxic) substances, and comply with standards such as the EuPIA (European Printing Inks Association) exclusion policy," the company explained while adding that extensive testing on packaging formats around the world has been carried out in Australia, China, France, the UK, India, the Philippines and Poland.

Around 100 formulations were tested during the development process, at the end of which Linx asserts that 'the new Linx 1015 and Linx 3415 tough black plastic film inks will help customers ensure full product traceability with high quality, highly legible codes on today's flexible plastic packaging.'

## DOMINO RELEASES GX 3T AS AN ALTERNATIVE TO TRADITIONAL THERMAL TRANSFER PRINTING



Prepress expert - **Domino** has announced the launch of a new thermal inkjet (TIJ) solution designed specifically for flexible packaging lines - **Gx 3T**.

'Domino's new Gx 3T solution has been developed as an efficient and cost-effective alternative to traditional thermal transfer printing (TTO) for flexible packaging lines requiring simple text codes printed on 1, 2 or 4 lines and small 2D codes up to 10<sup>mm2</sup>, explains Domino, which points out that the new solution has been extensively tested on test sites whose needs for simple text codes were met by existing TTO technologies.

To illustrate the effectiveness of its new solution, Domino quotes a customer from a major food brand: 'With the Gx 3T solution, we have gone from changing consumables twice per shift to once every four days – which has considerably reduced the number of line stoppages and helped increase overall productivity. A positive testimonial that Domino extends in an extended calculation: 'In one costing example, Domino's Gx 3T solution saved up to 95% waste and 70% consumables and downtime compared to standard TTO solutions for printing 1 and 2 line text codes, and 4 line text codes using two printheads. These impressive figures mean that manufacturers opting for Domino's solution, compared to an existing TTO solution, can expect a return on investment in just 12 months.'

Continued on page 18 &gt;&gt;



# PROPAK CONTINUES TO DRIVE INNOVATION AND CHANGE IN MANUFACTURING VALUE-CHAIN IN WEST AFRICA



The doors have closed on another hugely successful **PROPAK West Africa** event. From the 10<sup>th</sup> to 12<sup>th</sup> September 2024, the 11<sup>th</sup> edition brought together a record number of visitors, exhibitors and industry stakeholders across the three days in Lagos and provided the platform for the manufacturing sectors it serves to congregate. From the official post event statement, **WHERE To Print magazine** reports how the hugely successful industry number one annual trade show for the packaging, printing, processing, and plastics sectors in West Africa keeps driving innovation and positive change:

Right from **DAY 1**, the three-day event dedicated to driving innovation and positive change across West Africa manufacturing value-chain saw the power of networking in action as participants and exhibitors forged connections, built valuable business relationships and formed networks expected to continue to shape the future of the industry.

The exhibition albeit with insightful conference was opened with a tour and welcoming remarks from **H.E. Mrs. Folashade Ambrose-Medebem**, Honourable Commissioner for Commerce, Cooperatives, Trade and Investment (CCT&I), **Lagos State**, followed by **Segun Ajayi-Kadir**, Director General, **Manufacturers Association of Nigeria (MAN)**. The **Smart Packaging Conference** then followed with key industry stakeholders discussing the very pertinent topic of food security and how packaging can support it with speakers from UNIDO, NAFDAC and Crown Flour Mill among others giving their viewpoints.

**The biggest edition of PROPAK West Africa features the largest collection of cutting-edge**



**Mr. George Pearson**, Executive Director – Afrocot Montgomery UK welcoming everyone to the 11<sup>th</sup> edition of PROPAK West Africa 2024.



**H.E. Mrs. Folashade Ambrose-Medebem**, Honourable Commissioner for Commerce, Cooperatives, Trade and Investment (CCT&I), **Lagos State** giving her welcome remarks.



Continued on page 15 >>





**machinery live!** This year saw more than **5,000 attendees** visit the Landmark and witness over **250 brands** from **174 exhibiting companies**. For the first time, all four halls at the event centre were filled with the latest technologies available in the global market place for the packaging, printing, processing and plastics industries. Following the success of the event, more than **82%** of the exhibition centres four halls have already been booked for the 2025 event!

**“Following the success of the event, more than 82% of the exhibition centres four halls have already been booked for the 2025 event!”**

The exhibition saw companies including AMS Africa, Betaglass, Bobst, Galdi, Manuchar, Neofyton, Omina Technologies, Piovan, Sacvin, SBA Group, Sonnex, Papilon Plastics, Tricon and Vista showcasing equipment, materials and solutions from **27 countries** spanning four continents. With live demonstrations of injection mould, blow mould, sachet and biscuit packaging lines the exhibition floor across the four halls was bustling with motion and intrigue that culminated in serious bargaining and deal closures expected to shape the West African



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Continued on page 17 >>



## SPECIAL FEATURE ARTICLE – PROPAK WEST AFRICA 2024 POST SHOW REPORT

manufacturing landscape.


**DAY 2** welcomed the event's Strategic Partners, **KPMG** who delivered an exclusive conference focusing on 'Plastics for a Sustainable Future'. With speakers from companies such as Pernod Ricard, Talopram, Lagos State and Verod Capital providing insights and thoughts on this growth area for the industry to an invite only crowd made up of CEO's, Founders and Packaging Specialists.

Away from the 2024 conference programme saw the launch of the latest feature at the exhibition, **The Product Innovation Stage!** It was brought in to provide a more intimate platform for companies to showcase and talk through their latest products and was a resounding


success with packed crowds hearing from the likes of Tetrapak West Africa, SACMI, Ishida, Bobst, Epson, GEA West Africa and many more.

No doubt, the 2024 edition of PROPAK West Africa was indeed a huge Success as it keeps driving innovation and change! As the organisers – **Afrocent Montgomery UK** thanked their sponsors, partners and all stakeholders for ensuring the event remains the leading platform for the manufacturing sector in West Africa, they also promised to welcome everyone to a bigger and better show next year from the **9<sup>th</sup> to 11<sup>th</sup> September 2025**.

Visit [www.propakwestafrica.com](http://www.propakwestafrica.com) to find out more about PROPAK West Africa or to participate.



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# Print Impact Around the World

THE PRINT SHOW EVOLVES WITH **THE SIGN SHOW**  
CO-LOCATED EVENT FOR 2025 **THE PRINT SHOW**



With an impressive 2024 edition, **The Print Show** has been hailed successful with growing visitor numbers at the end of the three-day show hence simultaneously unveiled a new co-located show for 2025 to broaden its appeal.

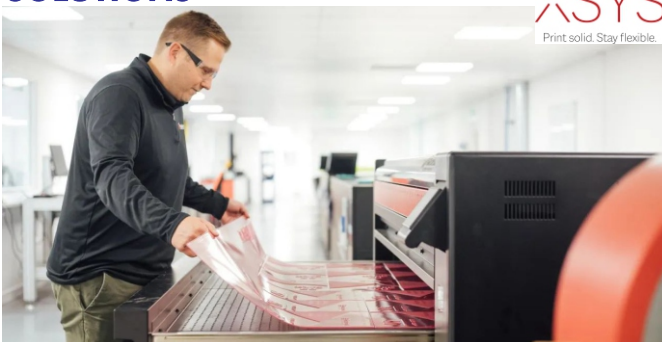
According to Event Director - Chris Davies; "The general consensus from exhibitors is that the quality of visitors has been fantastic, building on the success of last year. And building on high presence of wide-format exhibitors at this year's show which included the likes of Agfa, China Print Supplies, CMYUK, InkTec, Liyu UK, Mutoh, Resolute DTG and debutant Summa, there will be a new show to be co-located with The Print Show named; **The Sign Show**.

"Signage events have become heavily influenced by wide-format print, and while this is of course crucial for many signmakers, The Sign Show will offer a co-located event dedicated to traditional signage from signwriting and vinyl wrapping to sign fabrication and engraving" explained Davies while noting further that; "We felt now was the perfect time to offer an event for the UK market that covers both the print and signage industries in one place,".

The show organisers - Link Exhibitions are also expanding on the The Print Show's '**Knowledge Zone**' which featured standing room only sessions from the likes of Webmart Founder and Chairman - Simon Biltcliffe and Solopress Managing Director - Simon Cooper, culminating in The Sign Show to also focus on workshops and real-time product demonstrations.

Both **The Print Show 2025** and **The Sign Show 2025** will take place across **23 to 25 September** at the NEC, Birmingham UK.

## XSYS ACQUIRES MACDERMID GRAPHICS SOLUTIONS



**XSYS** has agreed a \$300m-plus deal to acquire rival MacDermid Graphics Solutions along with new CEO to oversee the enlarged business.

Germany-headquartered XSYS will replace CEO - Oliver Dohn with Dr. Alexander Unterschütz who is expected to further grow the flexo plates and platemaking equipment business to be the leader in liquid photopolymer platemaking consolidating on its flexo and letterpress plates and associated imaging equipment brands like Nyloflex and Nyloprint.

Commenting on his new role, Dr. Unterschütz said: "I am delighted to join XSYS as its new CEO and together with the whole XSYS team support its continued success. I am also excited about the combination of XSYS and MacDermid. Both businesses have highly complementary geographic footprints and product portfolios, which will enhance XSYS' product offering, service levels as well as drive innovations to serve our customers even better."

## FEDRIGONI SELF-ADHESIVE RI-JET C50 CAST VINYL WINS PRINTING UNITED 2024 PINNACLE AWARD



Fedrigoni Self-Adhesive Ri-Jet C50 Cast Vinyl has won **PRINTINGUnited 2024 Pinnacle Award** as a Revolutionary Technology.

The new product sets a new standard for easy and faster Vehicle Wrap installs at a great price and comes with 12-year manufacturers warrantee.

## LABELEXPO AMERICAS 2024 CLOSES ON HIGH NOTE



The 18<sup>th</sup> edition of **Labelexpo Americas** has closed on a high note, with a total of 450 exhibitors taking part in the show which took place in Rosemont, Illinois USA.

Spread across five halls and covering over 185,000sqft of floor space, this year's show themes focused on RFID technology, flexible packaging, sustainability and automation.

Labelexpo Americas 2024 showcased flexo, hybrid and digital press technology new to the US market, along with a wide range of finishing technology combining conventional and digital equipment and sustainable materials.

The show attracted a total of 12,215 attendees, who came from 73 countries, with a large number of attendees from North America, Mexico, Canada, Colombia and Brazil - overall international attendance increased by 33 percent from the last edition. Further increases were seen across the board, with more converters and almost double the number of brand owners and designers in attendance for this edition.

Highlights of Labelexpo Americas 2024 included a unique collaboration between ETI, Lundberg, Martin Automatic and Lemu Group demonstrating a complete label production line including robotic finished roll handling. Demonstrating the return of flexo, Mark Andy launched its new P-series S9 press, engineered for both flexible packaging and labels markets. Using sleeve technology, the press will be available in a 22in as well as 26in format. Nilpeter showed the mid-web FA-26 making its North American market debut following its launch at Labelexpo Europe last year. ABG presented a wide range of equipment including a new shrink sleeve converting system and Turret Seaming Rewinder (TSR750). Domino launched its K300 compact monochrome UV inkjet printer and presented a wide range of equipment, including N730i and N610i presses and K600i printbar.

Other new launches included Canon's prototype water-based inkjet press, the LabelStream SL2000 and Durst's Kjet hybrid press. In the FlexPack at Labelexpo zone, Gonderflex demonstrated its P-8009 GFXW single pass thermal laminator-

Continued on page 20 >>



## "OUR EXPERTISE IS YOUR SUCCESS."



L-R: Samantha Marion and Danny Jimenez

As part of the inaugural **Media Day** agenda, **WHERE To Print** in a 1:1 Meeting with **TVF** duo of **Danny Jimenez** and **Samantha Marion** discovered how attendees could source the best fabrics for their works. Read excerpt below to find out how in this **SPECIAL FEATURE INTERVIEW**:

### TELL US ABOUT TVF?

**Top Value Fabrics** rebranded as **TVF** is a leading international textile supplier with a wide selection of stock and custom fabrics with over 50 years heritage which is why our tagline "Fabric. Expertise. Delivered" represents our wide spectrum of products and exceptional customer outcomes.

### WHAT'S MAKES TVF DIFFERENT FROM OTHERS?

At TVF, we love to help our customers succeed. Our team members are deeply committed to continuous improvement and outstanding service. These qualities have been a differentiator for us, and have helped us grow into the market leader we are today.

### HOW CAN USERS CHOOSE THE RIGHT FLEECE FOR THEIR PROJECTS?

We understand that with so many fleece options, selecting the right fleece for their projects can be overwhelming. To help them narrow their focus, TVF will serve as a true project collaborator to keep your end use in mind. For anything from cool weather essentials like sweatshirts, hats, outerwear, and scarves to cozy accessories like blankets and linings to lighter weight needs for athleisurewear and children's toys, fleece fits more applications than ever before. TVF's assortment of fleece is substantial. We have different options (grouped by weight in ounce - oz) that can help you find the right fit such as:

1. 6.2 oz. **Montana Polyester Fleece** – flat jersey face, insulated but breathable, yields high-quality digital prints
2. 6.3 oz. **Double-Sided Polyester Micro Fleece** – anti-pill face that is soft and breathable for a multitude of outdoor uses
3. 6.6 oz. **Polyester Double Face Fleece** – brushed texture on front and back sides; midweight soft and cozy
4. 7.9 oz. **Polyester Pin Dot Sweatshirt Fleece** – a signature pin dot look, single-sided, dye sublimation paper transfer (dye-sub) printable
5. 8.1 oz. **Polyester Double-Sided Arctic Fleece**,

**Anti-Pill Face** – a winter outdoor warrior with an anti-pill face

6. 8.4 oz. **Polyester Microfiber Sweatshirt Fleece** – classic sweatshirt and hoodie material features an anti-pill surface
7. 9.6 oz. **Polyester Double-Sided Arctic Fleece** – its construction makes it durable; its double-sidedness makes it versatile
8. 10.2 oz. **2 Layer Polyester Fleece Soft Shell** – durable water-repellent finish (DWR), high-end feel for fashion-forward outerwear
9. 10.6 oz. **3 Layer Polyester Fleece Soft Shell** – DWR; layer one: water-resistant face, layer two: wind/water guard membrane, layer three: super soft shell

To find your fleece, get in touch with the TVF Sales Team.

### WITH OVER 50 YEARS IN THE INDUSTRY; HOW CAN ONE ENJOY YOUR WEALTH OF EXPERIENCE?

You can log on to our comprehensively-refreshed website: [www.TVFinc.com](http://www.TVFinc.com) to leverage from our FREE industry knowledge, expertise, insights, and showcase our full spectrum product offerings. There, you can also check out our **Resource Centre** for a wide range of topics from fleece to polyester; from finishes and coatings; from nylons to textile printing; from dye sublimation printing to sign and graphics printing, and many more. Our expertise is your success.

### HOW COMPETITIVE ARE YOUR PRICES AND WHICH MARKET DO YOU SERVE?

We have very competitive prices. We serve North and Central America and up to Ireland. For the African region, just place your order through us and we get you the best value.

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## MENTORSHIP PARTICIPANTS' BENEFITS

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

## MENTORS'/ INVESTORS' BENEFITS

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





# Print Impact Around the World

coater incorporating a JetFX digital embellishment system. Also featured was an RFID experience. Attendees were given the opportunity to learn more about the growth of RFID, see live demonstrations of how smart labels are produced as well as understand how data is stored, tracked and managed. Labelexpo Americas 2024 was notable for the number of leads generated and equipment sold off the show floor.

The labeling-inclined show will return in 2026 from 15 to 17 September.

## TAKTIFUL AND TUI TOTAL SOLUTIONS JOIN FORCES TO LAUNCH DIGITAL EMBELLISHMENT TRAINING



**TUI Total Solutions**, Florida's Premier Xerox Production Dealer, and **Taktiful**, a technology company providing software and professional services specializing in digital print embellishments, are excited to announce a groundbreaking partnership aimed at bringing cutting-edge digital embellishment training to TUI's customers who use Xerox Specialty toner technology.

This collaboration marks a significant step forward in the printing industry, combining TUI's expertise in Xerox technology with Taktiful's innovative approach to print embellishments trainings. The partnership will provide TUI's clients with comprehensive training on leveraging SDI special inks to create, market, sell and price stunning, high-value printed materials that stand out in today's competitive market.

Kevin Abergel, Founder and CEO of Taktiful, expressed his enthusiasm for the partnership: "We are thrilled to team up with TUI Total Solutions to bring our expertise in digital embellishments to their impressive client base. This collaboration aligns perfectly with our mission to empower printers with the knowledge and skills needed to excel in the rapidly evolving world of print embellishments. By combining our training programs with TUI's innovative technology, we're setting a new standard for print quality and creativity in the industry."

"At TUI, we've always been committed to providing our clients with the best possible solutions and support," said Don Sarvis, Vice President of Sales at TUI Total Solutions. "Partnering with Taktiful allows us to offer an unparalleled level of training and expertise in digital embellishments using SDI special inks. This collaboration will enable our customers to push the boundaries of what's possible with their Xerox equipment, ultimately helping them deliver higher value to their own clients and stand out in the market."

For more information about the digital embellishment training programme, please visit Taktiful at [www.taktiful.com/8](http://www.taktiful.com/8) or TUI Total Solutions at [www.tui.net](http://www.tui.net)

## ONE YEAR TO GO FOR WORLD'S NO. 1 EVENT FOR PLASTICS – K 2025



The preparations for **K 2025** in Düsseldorf are in full swing, the exhibition space is already fully booked. Numerous proven and new specials hone in on the motto: **"The Power of Plastics! Green – Smart – Responsible"**. The exhibitor database will go live in January 2025.

From 8 to 15 October 2025 the global plastics and rubber industry will come together for its internationally most relevant trade fair in Düsseldorf, Germany.

Like no other trade fair of this sector, **K 2025** will provide the complete overview of this industry's global ranges – once again guaranteed by the international origin of exhibitors. Enterprises from all continents have registered to offer trade visitors highest-level innovations. "Next year the Who's Who of the plastics and rubber industries will be back again in Düsseldorf. We are very pleased that even companies who had suspended their participation in 2022 as a consequence of the pandemic, are now back on board again," says Thomas Franken, Director K, Portfolio Plastics & Rubber. The conversations on stand space allocation are currently underway before the K 2025 exhibitor database goes live.

At K 2025 under the heading "The Power of Plastics! Green – Smart – Responsible" the focus will be just as much on trends and innovations related to the circular economy and digitalisation as on the responsibility for people and the planet. This is reflected by both proven and new specials: first and foremost, the official special show "Plastics shape the Future" organised by Plastics Europe Deutschland. Also presenting a comprehensive forum on the outdoor premises again will be the VDMA – this time entitled "The Power of Plastics".

The **Start-up Zone** successfully debuted at the last K will also continue in 2025 and expanded to provide a dedicated presentation area for as many newcomers as possible who are particularly committed to the development of innovative products and solutions in the fields of plastics and rubber. Start-ups still now have the opportunity to register for the Start-up Zone.

At the **Science Campus**, universities, colleges and institutes will share the latest results of their plastics research. A new concept of the Science Campus allows exhibitors to optionally also take part in the Science Campus Center in addition to participating with their own exhibition stands.

In addition, a new offering is currently being developed for young visitors and career starters with a view to familiarising them with the diversity and appeal of the sector. Beyond this, a networking event will be organised specifically for women in the plastics and rubber industry to promote mutual exchange, strengthen professional networks and give visibility to female leaders in the industry. Both formats will celebrate their premiere at K 2025.

### About K in Düsseldorf

In 1952 K was organised by Messe Düsseldorf for the first time and is now held every three years. The last K in 2022 registered 3,020 exhibitors from 63 countries on over 177,000 m² net exhibition space and 177,486 trade visitors, 71% of whom came from abroad.

For more information go to [www.k-online.com](http://www.k-online.com)

## PRINTING UNITED ALLIANCE ANNOUNCES 2024-25 BOARD OF DIRECTORS



**PRINTING United Alliance**, the most comprehensive member-based printing and graphic arts association in North America has announced its newly-appointed 2024-25 Board of Directors.

The official appointment which took place during the just conclude **PRINTING United Expo 2024** held in Las Vegas from September 10-12 has powerful women in industry leadership - **Brooke Hamilton**, President and CEO, **NPI**; and **Lane Hickey-Wiggins**, President and CEO, **Douglass Screen Printers Inc. dba DPRINT**, appointed Alliance Board Chair and First Vice Chair, respectively thus reflecting the association's ongoing commitment to innovation, growth, and the continued success of the print industry.

### Welcoming the 2024-25 Alliance Board Members

The 2024-25 board members bring a wealth of experience and expertise from various sectors of the printing and graphic arts industry. Their collective insights and leadership will be instrumental in guiding the Alliance's strategic initiatives and ensuring that the organization remains at the forefront of industry advancements.

The 2024-25 Alliance Board of Directors are:

- **Brooke Hamilton, Board Chair** - President and CEO, NPI
- **Lane Hickey-Wiggins, First Vice Chair** - President and CEO, Douglass Screen Printers Inc. dba DPRINT

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



## "MULLER MARTINI IS YOUR STRONG PARTNER."



Andrew Fetherman, President/ CEO - Muller Martini Corp.



### MULLER MARTINI IS WELL KNOWN IN THE INDUSTRY IN TERMS OF FINISHING; TELL US WHAT'S NEW TO SEE AT YOUR STAND?

Along with our well-known finishing brands to be exhibited live at our Booth C2561 demonstrating our concept of "The Smart Factory Solutions"; we're going to showcase the new Hunkeler Starbook Sheetfolder, a North American premiere in-line press with the Vareo PRO perfect binder. Visitors will also be able to experience the Hunkeler roll-fed Prinova Digital saddle stitcher and the InfiniTrim robot trimmer first-hand. Both technologies take production processes to a new level and offer print shops the flexibility and efficiency they need in a dynamic market environment. This is because both machines have eliminated the many manual steps required to produce a book in a cut sheet workflow. This is indeed a groundbreaking solution in terms of book finishing.

### WHAT DO YOU WANT TO TELL PRINTERS?

Muller Martini is your strong partner. It will interest you to know that 99% of books ordered from Amazon are done by us. That is why Muller Martini has the perfect solutions for both offset and complex digital finishing needs. Yes, we are known for real quality but our biggest differentiator now is automation; from file to finished product.

### TELL US ABOUT CONNEX?

Thanks to its end-to-end data handling and synchronized

As one of the largest exhibitors at **PRINTINGUnited Expo 2024, WHERE To Print** caught up **Andrew Fetherman**, President and CEO of **Muller Martini Corp.** in North America during **Media Day 1:1 Meeting** to ask amongst others - why Muller Martini should be Printers' strong partners and why they need **CONNEX**. Part of his response below forms the caption of this **SPECIAL FEATURE INTERVIEW**:

output management, our industry-leading **Connex Workflow System** (Connex for short) significantly increases efficiency and reduces operating costs by providing a complete file to finished product workflow solution. We have taken automation to the next level with 7 seconds change over; just send us your PDF and we will do the rest. This will also be demonstrated live at booth to show visitors how Connex can transform their business processes and increase their profitability.

### LAST WORDS...

Muller Martini is setting new standards in the North American market for Smart Factory solutions with our wide range of machines on display at our booth. Our latest developments combine decades of know-how with state-of-the-art technology to enable unprecedented efficiency and precision in print finishing. Technology at our booth shows that we are on the right track to drive digital transformation in the printing industry. See you at our Booth C2561!

### THANK YOU FOR YOUR TIME

Thank you too.



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**EXPERIENCE** is a

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**POINT.**

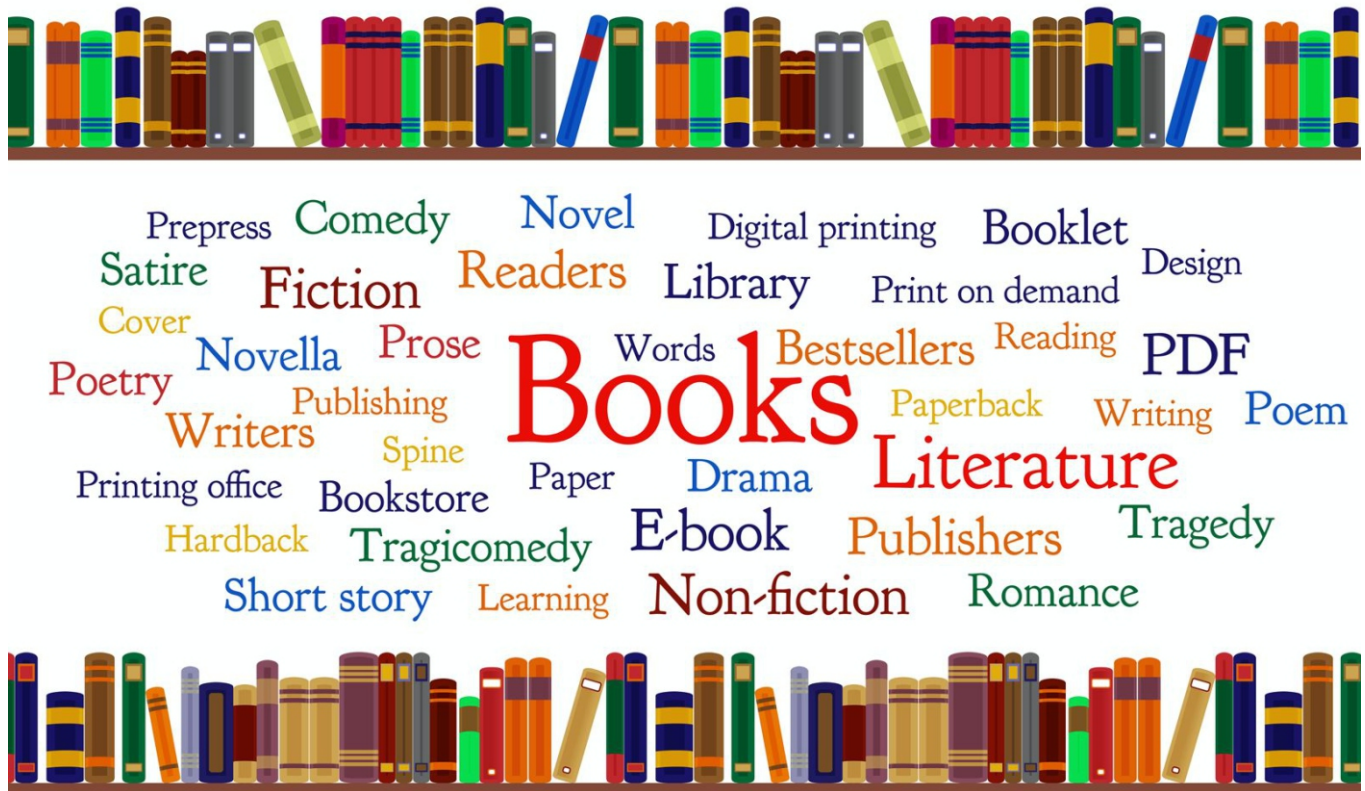
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# BOOKS PRINTING – ALL CHANGED – A CLOSER LOOK AT THE NEW OPERATING MODEL



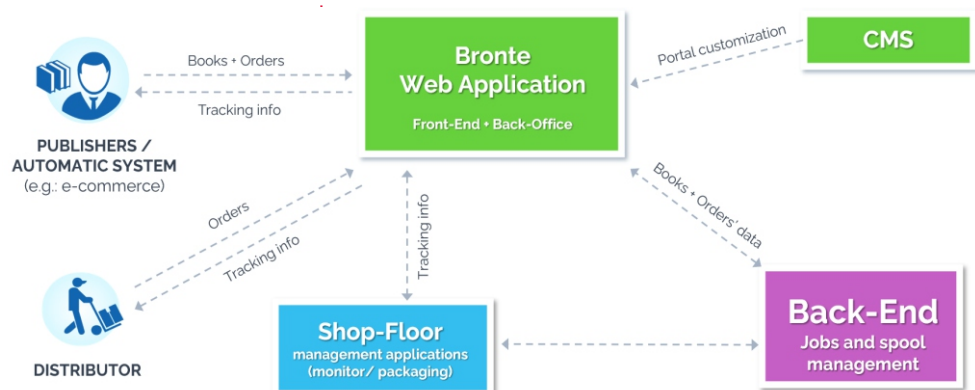
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To illustrate an industry in transformation, the book printing industry could be a prime example. This **COVER STORY** written by Business Consultant in digital printing, packaging and textile - **Francesco Crotti** for **drupa Essentials of Print** focuses on the book printing market, where printed books are still available, but the process of producing them has completely changed and will continue to evolve, primarily driven by a complete digital journey. Read on to know more about the transformation in book printing operations:

Right before drupa 2024, many people were questioning the reasons to attend the show after eight years. During this time, we managed to survive without drupa 2020. Vendors were able to showcase their technologies through web presentations during the COVID period, and several Open Houses later, printing service providers (PSPs) have continued to invest despite market challenges such as paper shortages and the energy crises. On the other hand, I believe that now more than ever, it is crucial to generate new ideas, build visions, share professional experiences, and establish connections. Market dynamics continue to evolve, and structural changes are transforming the graphic industry profoundly. That's why visiting drupa makes a lot of sense.

One of the significant changes we have witnessed in recent years is related to the **demand for books**. According to several statistics, sales volumes are

increasing both in Europe and the U.S. However, traditional bookstores and supermarkets are losing market share, as online and direct sales channels are increasingly preferred by customers, representing more than 45% of total revenue for publishers. The influence of "BookTok" trends has propelled certain books from relative obscurity to bestseller lists, leading publishers to reconsider their



marketing strategies, especially for niche books. To manage such demand effectively, accurate forecasting has become crucial. Publishers need to serve the market on time while avoiding excessive printing that surpasses demand.

Continued on page 23 &gt;&gt;





# BOOKS PRINTING – ALL CHANGED – A CLOSER LOOK AT THE NEW OPERATING MODEL



**Sustainability** in the publishing industry is becoming a top priority. **Technological innovation and the use of local printing facilities** help mitigate overproduction and overprinting, as well as address the issue of returns. These challenges can also be reduced by adjusting print runs based on pre-order data. However, smaller publishers might not have access to adequate technologies, risking stock shortages. Publishers are also exploring ways to reduce paper usage, such as moving book notes and bibliographies online (accessible via QR codes) or optimizing translation choices to reduce word counts. Format optimization is another option, where subtle format changes (e.g., slightly smaller pages) can significantly reduce paper consumption. Furthermore, improving distribution efficiency and optimizing transport are sustainability drivers, requiring strong system integration among retailers, publishers, distributors, and printers.

**“Book printing business management is about end-to-end automation.”**

Finally, the **acceptance of digital printing for books** has become definitive. Inkjet technology is highly productive and reliable, with a standard uptime of 90%. The crossover point between analog and digital lies at around 6,000 copies in black and white and 3,000 copies in colour. From a quality perspective, many inkjet solutions are capable of printing on both coated and uncoated media, producing results comparable to offset printing. However, some analog printing vendors, like Timpsons, have exited the market - with the last Timpson presses built in 2006, making **digital transformation** the better choice

for printing books in the near future.

As a result, a few book printers are seeking new value propositions and services, focusing on on-demand production of individual books, short Service Level Agreements (SLAs) from order to shipping, and digital integration with publishers and distributors. These companies are investing not only in digital equipment but also in software business platforms, firmly believing that robust automation is the key to competitiveness and profitability.

**But how can printers embark on their digital journey?**

The marketplace offers numerous solutions, ranging from affordable options to more expensive ones. While many of these solutions excel at managing specific processes (e.g., imposition, order management, archiving, or job tracking), they often require heavy investments in integration and customization. Digital vendors do provide some solutions to enhance their equipment, but finding proven workflows that enable end-to-end automation of the entire book printing process remains a challenge.

In reality, **automation** encompasses various functionalities, from sales to administration, from production to logistics, from data security to quality management. This implies that an all-in-one book printing business management software should provide the following:

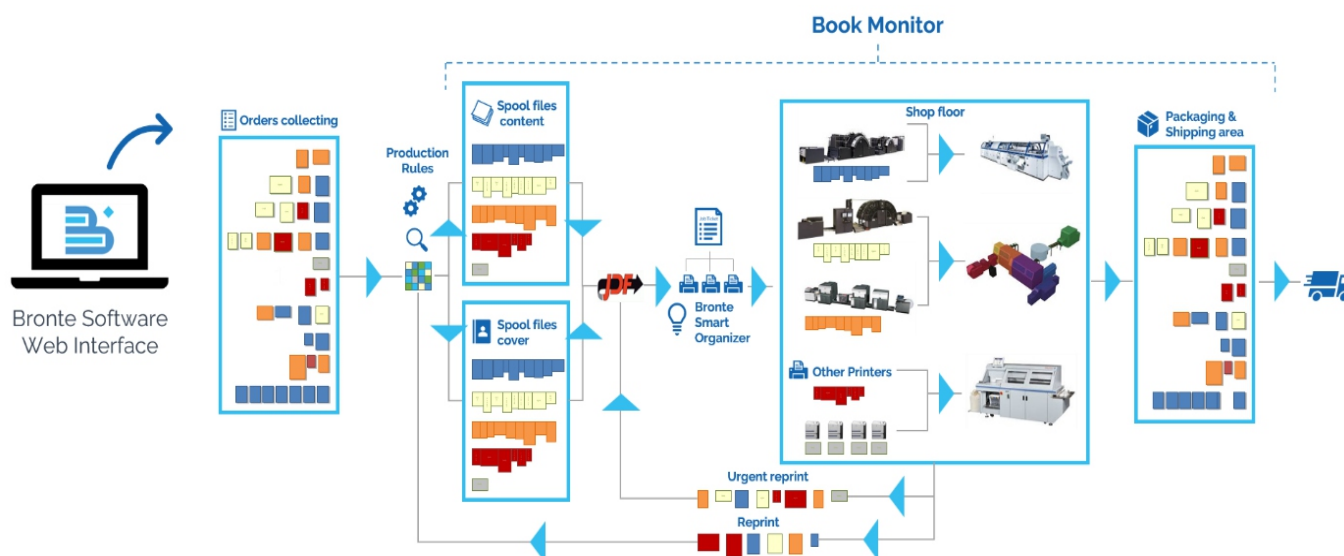
- **Automation in managing accounts and orders:** Instead of relying on emails and calls and arranging offers, sales teams can save time and expedite their services by receiving orders and generating quotes through a web portal.
- **Automation in receiving files,** ready to be archived and printed.

Continued on page 24 >>





# BOOKS PRINTING – ALL CHANGED – A CLOSER LOOK AT THE NEW OPERATING MODEL



- **Automation in prepress pre-flight:** If customers upload uncorrected files, the system should issue alerts, enabling customers to rectify issues on their own.
- **Automation in job management and monitoring, from individual book production to large print runs:** The software should collect orders and batch them according to paper type, printing quality, and finishing requirements. Simultaneously, printed rolls should be seamlessly moved through the production process via job lists, ensuring complete control and flexibility in production, from single books to larger runs.
- **Automation in tracking orders and shipments:** After production, batches should be easily traceable, enabling book printers to arrange shipping, while publishers can monitor all operations.

Finally, a robust software platform should be compatible with different presses and finishing equipment setups, remaining independent from them.

"Sustainability in the publishing industry is becoming a top priority."

However, investing in digital technologies requires in-depth IT knowledge at the company level and the establishment of a strong in-house IT department. Only a few printing companies possess such capabilities. Typically, these companies originated from the transactional printing business, but they often struggle to venture beyond their comfort zones despite declining revenues. Additionally, many book printers have transitioned to digital printing but with a narrow vision, focusing solely on cost reduction rather than adding value for their customers, essentially using digital technology as an analog substitute.

Other printers have embarked on their own initiatives. These innovation-driven companies, such as **Rotomail** (a young

and dynamic company that print, automate processes and offer personalized services and products in order to get to where others do not reach) in Italy have been able to introduce applied solutions to the market before others, leveraging what is essentially already available as an idea and they made it real with a homemade applied solution, **Bronte**. Bronte enables book printers and book publishers to utilize unexplored business opportunities. By optimising existing production for printers – all in a well-thought-out production platform, developed by one of Europe's leading book printing companies. These companies foster a friendly, open-minded, and curious environment because true innovation begins by engaging people both inside and outside the organization. For them, partnerships represent real opportunities.

For the book printing market, building relationships and partnerships will be strategic. Digitalization continues to accelerate, with automation playing a significant role through software developments that orchestrate components provided by various vendors.

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This **COVER STORY** is culled and adapted from **drupa Essentials of Print ([www.drupa.com](http://www.drupa.com))** to inspire and help designers, brand owners, printers, converters, journalists and influencers etc improve their print purchase decisions on latest technologies, innovations and trends in the graphics, print and packaging industry.



### About the Author - Francesco Crotti

**Francesco Crotti** works as business consultant and interim manager leading projects in digital printing, packaging and textile with focus in business innovation, sales strategies and change management. He spent his professional career in Graphics Arts Industry since 1997 driving international sales and marketing organizations in Xerox, Kodak and HP. You can reach Francesco under **LinkedIn**





## PRINT & ALLIED EXHIBITIONS FOR 2024

S/N	EXHIBITION	LOCATION	DATE	
1	<b>PSI 2024</b>	Messe Düsseldorf, Düsseldorf Germany	9 - 11 January 2024	
2	<b>GULF PRINT &amp; PACK 2024</b>	Dubai World Trade Centre, Dubai United Arab Emirates	9 - 11 January 2024	
3	<b>FESPA MIDDLE EAST 2024</b>	Dubai Exhibition Centre (Expo City), Dubai United Arab Emirates	29 - 31 January 2024	
4	<b>PAMEX INDIA 2024</b>	Bombay Exhibition Centre, Goregaon Mumbai, India	6 - 9 February 2024	
5	<b>SIGN &amp; DIGITAL UK 2024</b>	NEC Birmingham, United Kingdom	27 - 29 February 2024	
6	<b>PRINTING SOUTH CHINA 2024</b>	Area A, China Import and Export Fair Complex, Guangzhou, P.R. China	3 - 6 March, 2024	
7	<b>PROPAK EAST AFRICA 2024</b>	The Sarit Exhibition Center, Nairobi, Kenya	12 - 14 March, 2024	
8	<b>SIGN AFRICA DURBAN 2024</b>	Durban International Convention Center, Durban South Africa	13 - 14 March, 2024	
9	<b>FESPA GLOBAL PRINT EXPO 2024</b>	RAI Amsterdam, Amsterdam Netherlands	19 - 22 March 2024	
10	<b>ISA - INTERNATIONAL SIGN EXPO 2024</b>	Las Vegas Convention Center, Las Vegas Nevada United States of America	12 - 14 April, 2024	
11	<b>PAPER ONE SHOW 2024</b>	Expo Center, Sharjah United Arab Emirates	16 - 18 April, 2024	
12	<b>PROPAK GHANA 2024</b>	The Grand Arena, Accra International Convention Center, Accra Ghana	23 - 25 April, 2024	
13	<b>SIGN AFRICA CAPE TOWN 2024</b>	Cape Town International Convention Center, Cape Town South Africa	15 - 16 May 2024	
14	<b>PULP &amp; PAPER EXPO CHINA 2024</b>	Poly World Trade Expo Center, Guangzhou, China	28 - 30 May 2024	
15	<b>DRUPA 2024</b>	Messe Düsseldorf, Düsseldorf Germany	May 28 to June 7, 2024	
16	<b>GRAPHICS PRO EXPO (GPX) 2024</b>	Long Beach Convention & Entertainment Center with WRAPSCON, Long Beach, California United States of America	13 - 15 June, 2024 <b>Education Classes start: June 12</b>	
17	<b>GRAPHICS PRO EXPO (GPX) 2024</b>	Greater Philadelphia Expo Center, Greater Philadelphia (Oaks), Philadelphia United States of America	10 - 12 July, 2024 <b>Education Classes start: July 9</b>	
16	<b>SIGN AFRICA/ FESPA AFRICA 2024</b>	Gallagher Convention Center, Midrand Johannesburg South Africa	11 - 13 September 2024	
18	<b>PROPAK WEST AFRICA 2024</b>	Landmark Center, Lagos Nigeria	10 - 12 September 2024	
19	<b>PRINTING UNITED EXPO 2024</b>	Las Vegas Convention Center, Las Vegas Nevada, United States of America	10 - 12 September 2024	
20	<b>LABEL EXPO AMERICAS 2024</b>	Donald E. Stephens Convention Center, Chicago Illinois, United States of America	10 - 12 September 2024	
21	<b>SIGN AFRICA/ FESPA AFRICA 2024</b>	Gallagher Convention Center, Midrand Johannesburg South Africa	11 - 13 September 2024	
22	<b>PRINT SHOW UK 2024</b>	NEC, Birmingham, United Kingdom	17 - 19 September 2024	
23	<b>GRAPHICS PRO EXPO (GPX) 2024</b>	Indiana Convention Center, Indianapolis, United States of America	3 - 5 October, 2024 <b>Education Classes start: October 2</b>	
24	<b>PACK EXPO INTERNATIONAL 2024</b>	McCormick Place, Chicago Illinois, United States of America	3 - 6 November 2024	
25	<b>GRAPHICS PRO EXPO (GPX) 2024</b>	Charlotte Convention Center, Charlotte North Carolina, United States of America	7 - 9 November, 2024 <b>Education Classes start: November 6</b>	
26	<b>PAPERREX 2024</b>	Chennai Trade Centre, Nandambakkam, Chennai India	5-7 December, 2024	

### NOTE:

- Contact **NUMBERS CMYK LTD** (publishers of **WHERE To Print magazine** - Ghana & Nigeria editions, **PROPAK West Africa DAILY**, **PROPAK East Africa DAILY** and **PROPAK Ghana DAILY**) for advert placement in any of the publication and for a professionally packaged, value-driven experience to the aforementioned shows. Visit [www.wheretoprintmagazine.com](http://www.wheretoprintmagazine.com)
- Exhibition date and venue may change at Organiser's discretion.





# Print Impact

## Around the World

- **Brian Hite, Second Vice Chair** - Principal, Co-Founder, Image Options
- **Roger Chamberlain, Treasurer** - Assistant Vice President, Administrative Services and Facilities, The Cincinnati Insurance Company
- **Brian Adam, Secretary** - President, Olympus Group
- **Dean DeMarco, Immediate Past Chair** - Director of Operations, Middlestreet Graphics and Displays
- **Scott Schinlever, Associate Vice Chair** - COO, Global Inkjet Business, EFI
- **Ford Bowers, Ex Officio** - CEO, PRINTING United Alliance
- Mark Bailey, Director, Senior Manager, Channel Sales-Decorator and Digital Solutions, SanMar
- Jaime Herand, Director, Vice President of Graphic Operations, Orbus Exhibit and Display Group
- Eric Kahle, Director, Chief Revenue Officer, Visual Marking Systems Inc.
- Michael Magerl, Director, President, Trabon
- Timothy Saur, Director, Managing Director North America, Durst Image Technology US LLC (Durst North America)
- Elaine Scrima, Director, Vice President of Operations, GSP Companies
- Danny Sweem, Director, CEO, M&R Printing Equipment Inc.

"We are thrilled that these exceptional industry leaders have made the commitment to serve on the 2024-25 Alliance Board of Directors," said Ford Bowers, CEO, PRINTING United Alliance. "Each of their diverse perspectives and knowledge continue to be invaluable as we navigate the evolving landscape of print. The Alliance is dedicated to supporting our members and driving the future of print, and these board members will play a key role in helping those goals be achieved. We are particularly proud to have two very notable women executives in our industry, Brooke Hamilton and Lane Hickey-Wiggins, serve as Chair and First Vice Chair this coming year."

### Looking Ahead: The Role of the Board in Shaping the Future

As the Alliance continues to expand its reach and influence, the Board of Directors plays a critical role in shaping the organization's direction and ensuring it meets the needs of its diverse membership base and the needs of the printing industry as a whole. The 2024-25 board members will work alongside existing members to develop strategies that promote innovation, advocate for industry interests, and provide valuable resources and support to members and the industry.

## CANON LAUNCHES NEW IMAGEPROGRAF TZ & TX SERIES LARGE-FORMAT PRINTERS WITH ENHANCED PRINT QUALITY AND PRODUCTIVITY FEATURES




Adding to the successful imagePROGRAF TZ and TX series, Canon has announced the launch of **imagePROGRAF TZ-32000** and **imagePROGRAF TX-4200/TX-3200** 5-colour printers ideal for printing computer-aided design (CAD) and geographic information system (GIS) applications, as well as posters.

These new models will serve a number of markets, including architects, engineering, construction and manufacturing companies (AEC&M), print service providers (PSPs) and public sector bodies. All models offer enhanced productivity, deliver improved poster quality with vivid colours and are available with an optional scanner.

Printing large volumes of CAD drawings at high speed, the **imagePROGRAF TZ-32000** is ideal to meet the high-productivity needs of the AEC&M market. The 36" printer achieves a print speed of 4 A1 pages per minute, the highest printing speed in the imagePROGRAF series. Productivity is enhanced with a new and improved, easy paper loading process and a Top Delivery Tray (TDT) that stacks up to 100 CAD drawings of various sizes, or up to 10 posters, for continuous printing. The dual roll input allows users to reduce the frequency of media loading, making it possible to switch between two sizes of media automatically for different size printouts, ideal for complex CAD applications. Production time is maximised by faster paper loading and unique hot-swap ink tanks that can be replaced during operation for uninterrupted printing.

The **imagePROGRAF TX-4200/TX-3200** meet a wide range of printing needs, including CAD and GIS drawings, as well as posters, which are ideal for the distribution/retail industries. The imagePROGRAF TX-4200 has a width of 44" while the TX-3200 has a

width of 36" and both models have a higher printing speed than previous models printing up to 3.3 A1 pages per minute. High productivity is achieved through a range of productivity features such as a dual roll media input with a fast paper exchange and easy paper loading process.

### Enhanced print features for high-definition and brighter-coloured printing



All new models of the TZ and TX series are equipped with a number of improvements including sharpened line quality and colour calibration for bolder, consistent colours. The enhanced image quality features enable detailed CAD prints, from line drawings to maps, to be printed accurately – ideal for the AEC&M industries as well as public sector bodies. The newly designed image processing technology maximises the colour development performance of the ink to reproduce deep and bright colours and, by adopting Canon's latest magenta ink, prints are more vivid compared with previous models, enabling bolder and brighter-coloured prints even on plain paper. The pigment inks are robust and prevent smudging, making the print-outs ideal for use outdoors.

### Increased productivity and efficiency

The new imagePROGRAF printers incorporate several features to help increase productivity and efficiency. All models are equipped with the advanced easy paper loading process, which automatically detects paper width and type and estimates the remaining amount of paper. It speeds up the paper feed process and reduces roll paper set time[6] by roughly 30% compared with previous models. In addition, high image quality is maintained thanks to the ink sensing system, which automatically optimises the ink landing position by regularly monitoring the ink ejection, and also to the colour calibration function, which automatically corrects variations in output colour due to individual printhead differences and aging. As a result, both the labour time required for printing and device downtime are reduced, allowing users to produce large numbers of drawings and posters quickly and efficiently.



### Designed with environmental considerations

All new models across the TZ and TX printer series have been designed for lower power consumption compared with previous models<sup>5</sup>; the TZ-32000 consumes 29% less power while in use and the TX-4200/TX-3200 uses 25% less power. Environmental considerations have also been extended to the printers' packaging, with expanded polystyrene (EPS) eliminated. Both the TZ and TX series are registered as "EPEAT" gold products in the United States under the international EPEAT eco-label, established by Global Electronics Council (GEC), a non-profit organisation evaluating electronic products.

### Engineered for peace of mind

From encrypted communications and secure PIN code printing, through to the advanced authentication process and secure hard drive erasure, the imagePROGRAF TZ and TX series printers include an array of security features to safeguard sensitive information so only the right people can access the printer, take prints, and manage data storage.

## FESPA MIDDLE EAST ADVANCES THE REGIONAL PRINTING INDUSTRY THROUGH A GLOBAL EXPERTISE AND REINVESTMENT PROGRAMME



Following a successful launch in Dubai in 2024, **FESPA Middle East** is gearing up for its second edition from **20 to 22 January 2025** at the Dubai Exhibition Centre.

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# "WE'RE COMMITTED TO SUPPORT OUR COUNTERPARTS IN AFRICA WITH AFTER-SALES SERVICES"



Globally recognised for its award-winning products, **Konica Minolta** held a special press conference on **Wednesday, September 11** at the ongoing **PRINTINGUnited 2024** where the Team of **Toshitaka Uemura, Barbara Stainbrook, Jason Dizzine, and Frank Mallozzi** presented some of its latest portfolio including the next generation B2 Inkjet Press - **AccurioJet 60000** – all aimed at helping Printers see the potentials and expand their businesses in new ways like Konica Minolta did in conjunction with two of its revered customers - **PostcardMania** and **Kennickell Group** whose success stories were also shared during the press parley. **WHERE To Print** was there and reports:

Since **PRINTINGUnited 2024** began a day before, **Konica Minolta's** expertise and leadership in industrial and production printing has been on full display at its sizeable **Booth C3491** featuring its wide range of renowned and latest technologies such as **AccurioPress C14010s** (high-volume, toner-based production press, updated with a fifth station for white toner aside other new hardware and firmware upgrades including the new IQ-601 for one-touch colour management amongst others), and **AccurioWide 250** (a versatile printer with superior image quality and high productivity for both outdoor and indoor job applications equipped with UV LED lamps that allow users to print on a wider range of media, while simultaneously saving energy, time and cost).

Other exciting developments presented by Konica Minolta Team of **Toshitaka Uemura, Barbara Stainbrook, Jason Dizzine, and Frank Mallozzi** at the media parley include; **PKG-1300** (a full colour digital packaging printer designed for corrugated manufacturers, converters, printers and brand owners looking for an automatic industrial digital print solution); the easy-to-operate **AccurioLabel 230** (a digital toner press for those looking to bring label production in-house. With printing speeds of 77 ft/min, simple user interface and integrated software packages, AccurioLabel 230 is easy to operate with assurance that short-run label production is done quickly and on-time); and **AccurioShine 3600** with iFoil One option as the company's newest inkjet spot UV printer, powered by MGI's innovative varnish technology backed by Konica Minolta's reliability. The device enables in-house spot UV varnishing, from prototyping to full production, without the need for screens, plates or dies. Also, AccurioShine 3600 utilizes ground-breaking technology for adding 2D and 3D multiple coating and dimensional texture effects in a single pass.

Not only those, they also presented the next generation **AccurioJet 60000** – the high-speed UV Inkjet Ink by Dot Freeze Technology that produces high-quality printing with excellent gradation and print gloss. With its highly reliable device-management techniques, such as original colour management, image-quality inspection systems, and print-quality monitoring of inkjet heads, AccurioJet 60000 ensures (that) labour-saving and high stability print image are achievable throughout production process.



**WHERE To Print** also gathers that from its first entry into the label market in 2015 with its debut **C71** till today, with its newly launched **JETvarnish 3D Web 400** (a 100% web-fed digital embellishment solution that seamlessly integrates Spot UV Varnish, Hot Foil Stamping and Variable Data Printing in a single pass tailored for the evolving needs of the self-adhesive label and flexible packaging sectors), Konica Minolta is now world's number one market leader in terms of toner-based digital colour label units sold.

While analysing **Konica Minolta** successes in the B2 market as a result of constantly evolving and investments, **Frank Mallozzi, President, IPP** informed that; "Our industrial and production print portfolio is in peak condition, positioned for growth and meeting customer demands with devices based on our clients' real-world needs, allowing them to be more efficient and profitable in an ever-increasingly competitive marketplace." As a result, Konica Minolta now has 47% (of the) market share that has seen Konica Minolta customers installing 2<sup>nd</sup> to 4<sup>th</sup> presses after first installation.

**Konica Minolta Customer Success Stories**  
From **PostcardMania** in Clearwater, Florida to **Kennickell Group** in Savannah, Georgia, Konica Minolta systems have enabled their customers grow exponentially. For PostcardMania, Konica Minolta's amazing inkjet technology that ensures superior uptime, job flexibility, and customization options has resulted in 28%



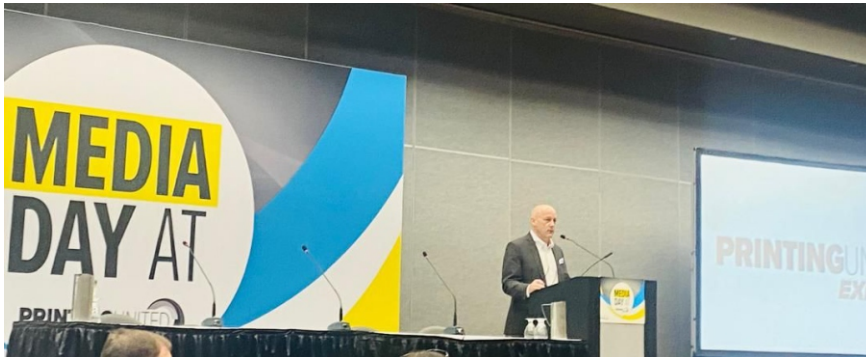
increase in its monthly digital printed sheets year-on-year with 15% revenue growth that tripled average annual growth since 2020. According to **Kacey Kennickell Ray** - Kennickell Group Vice President, her company's acquisition of Konica Minolta press was due to its low operating cost, high productivity with the ability to print, sort, bundle and mail easily with less waste and power consumption aside the incredible customer service. All these have manifested in Kennickell Group selling and producing more than ever before with reduced make-readies time thus provoking high return on investment.

While noting Konica Minolta's responsiveness to customer service, **WHERE To Print** asked if there was a way Konica Minolta America Team could support their counterparts in Africa with both after-sales support services especially in the supply of consumables and parts and the answer was a resounding yes; "We're committed to support our counterparts in Africa with after-sales services" enthused Frank Mallozzi confirming his Team's readiness to support Konica Minolta's customers worldwide.

With obvious alternatives and the multiplier effects on the continent, it will therefore be a novel idea for Konica Minolta representatives across Africa to connect with their counterparts in America (or vice versa) for collaborations on all issues that will strengthen and expand their foothold in the region thereby ensuring the sustainability of their customers businesses. The time to start is now!



# PRINTING UNITED EXPO INAUGURAL MEDIA DAY SHOWCASES 2024 INNOVATIONS



A day before the show doors opened, **PRINTINGUnited Alliance** held its first-ever **PRINTINGUnited Expo Media Day** on Monday September 9, 2024 designed as a way for media personnel to engage closely with exhibitors, offering opportunity to learn more about the innovations on display in a relaxed and engaging setting. **WHERE To Print** magazine was privileged to be among about 40 international trade media and reports:

For the first time, **PRINTING United Expo** sets the stage for what to come at the show floors as select group of exhibitors highlighted their 2024 show floor plans to international trade press in an immersive and engaging encounter at a special **Media Day** held throughout the day on **Monday, September 9**.

The Media Day got off to a great start as soon as the duo of

**PRINTING United Alliance - Ford Bowers** and **Mark J. Subers** welcomed participants to Las Vegas while highlighting the crucial roles the non-governmental body plays in promoting, advocating and supporting the industry.

**PRINTINGUnited Expo and the Industry - Mark J. Subers and Ford Bowers presentations**

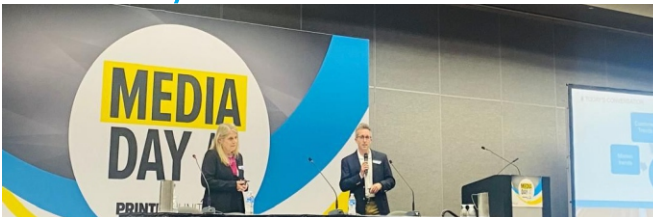
Canon



While welcoming close to 40 international media members, **Mark J. Subers** reiterated that this year's PRINTING United Expo was focused on bringing the print community together to experience latest printing technologies and applications all under one roof. He thereafter explained that every application, technology and trend would be on full display from commercial to digital, wide-format to apparel and everything in between confirming the incredibility of industry's most dynamic and comprehensive annual printing event.

Speaking on the relevance of PRINTINGUnited Alliance as the premier trade association for printing professionals looking to grow their businesses, **Ford Bowers** believed issues affecting the industry could easily be solved as a united front through collaboration, continuous learning, and sustainable practices. In all, he conclusively stated that; "Collectively, we have more weight and authority when we speak with one voice".

## State of the Industry



And just before the global exhibitors came on stage, **NAPCO Research Media Team** of **Nathan Safran** (Vice President, Research) and **Lisa Cross** (Principal Analyst) revealed the State of the Industry (as regards United States though relatively aligns with other industries) as they highlighted key business indicators, profitability trends and opportunities as well as product application outlook. The highlight of their joint presentation was five (5) top trends to note in the industry:

1. Convergence is reshaping print segments
2. Artificial Intelligence: the journey begins
3. Automation is the cornerstone of profitability
4. Analogue to digital transformation accelerating
5. Customers expect stellar service levels

According to the duo; "Sales are growing modestly, and profit margins are under pressure as cost-inflation outpaces price increases. None of that is likely to change for the better over the next 12 months", as they stressed further that; "Print providers are taking action to maximize productivity companywide because inefficiencies can't be passed on to clients, (and they do this by) successfully move into adjacent markets, automate processes, and meet customers expanding expectations" advising discerning print buyer and user to amongst others embrace AI adoption as the next big disruptor and tool for profitability and growth.

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



Under the theme: Customer First. Always, the trio of **Tanya Powers, Robert Barbera**, and **Brian Coombs** presented: A Look Ahead with Canon that showcased Canon's commitment to building future talents in the industry through PrintED – the only accreditation programme for high schools that teach Graphic Communications. According to Tanya Powers; "PrintED provides a talent pool (of) students that are consistently trained and ready to work to become the next generation of skilled labour in our industry". Not only that, the session also revealed that Canon was also committed to University Inkjet Program (UIP) where students participate in virtual demos, lectures, and a project designed to learn about and design for inkjet technology. Thereafter, the Canon Team showcased the firm's commitment to driving the commercial print market forward with an array of colour toner, monochrome toner and colour inkjet machines to be on display at the show. They also announced that there would be a print sample gallery at Canon **Stand C348** in Central Hall where visitors can experience quality and versatility of Canon's production inkjet portfolio such as ColorStream, ProStream, varioPRINT iX3200, varioPRINT iX1700, and LabelStream LS2000, with samples such as transactional documents, direct mail, marketing collaterals, books, magazines, photo specialties, and labels.

## Kornit-Digital



At its **Booths SL5029 & SL12221**, **Chris Govier** said visitors would discover how **Kornit-Digital** solutions would empower their access to diverse markets, increase revenue potentials and offer premium, customized products with higher margins through its wide range of tested and trusted brands such as Kornit Atlas MAX POLY (the only digital one-step solution for dark polyester, tapping into lucrative sportswear markets while reducing operational costs), Kornit Presto MAX (that enables user to print any design on any fabric while significantly reducing environmental impact and delivering unmatched quality) and lastly, the world's

Continued on page 36 >>



**"MY HOPE IS THAT FUTURE GENERATIONS WILL CONTINUE TO UPHOLD THE VALUES THAT HAVE DEFINED OUR COMPANY WHILE PUSHING THE BOUNDARIES OF WHAT WE CAN ACHIEVE IN THE PRINT AND SIGNAGE INDUSTRY."**



**CONGRATULATIONS ON BEING THE 4TH GENERATION OF THE KENNICHELL GROUP, HOW DO YOU FEEL?**

It's an incredible honour to be part of a legacy that spans over a century. I feel a deep sense of responsibility to uphold the values and standards that have been passed down through generations. At the same time, I'm excited about leading the company into the future with fresh ideas and continuous innovation.

**TAKE US THROUGH A BRIEF OF YOUR JOURNEY THROUGH THE RANKS BEFORE BECOMING THE VICE PRESIDENT OF THE KENNICHELL GROUP?**

I started in entry-level positions at a young age to learn every facet of the business, from production to customer relations. Understanding the technical and operational aspects was crucial to building a foundation. Over time, I took on more responsibilities, such as managing our direct mail operation and business development, before eventually moving into leadership roles. Each step taught me the importance of teamwork and staying connected with the core of our operations.

**“Embrace change rather than resist it, and always have a forward-thinking mindset.”**

**HOW DID YOU INTEGRATE THROUGH THE RANKS SO THAT STAFF DO NOT THINK YOU'RE BEING GIVEN UNFAIR ADVANTAGE?**

I worked my way through the business like anyone else, providing value through hard work and dedication. Earning the trust of our team was essential.

**AS A YOUNG WOMAN IN A MALE-DOMINATED INDUSTRY,**  
Where To Print | VOL. 16 | NO.92 | SEP/OCT 2024 | ISSN: 2006-7402

As a fourth-generation printing establishment, the **Kennickell Group Printing Company** founded in 1892 by **Milton Kennickell** in Savannah Georgia went from one of the smallest printers in town to the largest by 1950. This was helped by Kennickell being the first printer in the area to move from metal type-letterpress printing to "offset" which is the technology in use today and still growing 132 years later as one of the few printing and distribution companies in America to offer a full Content Distribution Management System with her own proprietary fulfillment programme that allows editing, modifying, and publishing content as well as tracking inventory levels and activity 24/7 from a central online interface. To motivate practitioners especially women in print, **WHERE To Print** caught up with the first woman to lead the **Kennickell Group**, Vice President – **Kacey Kennickell Ray** to share her story through the ranks, learning and taking responsibilities in managing sub-sections of the group's formation, and other acts of succession worthy of emulation. Below is excerpt of the **SPECIAL FEATURE INTERVIEW:**

**WHAT ARE SOME OF THE ISSUES YOU FACED GROWING UP IN THE MARKETPLACE AND HOW DID YOU OVERCOME THEM?**

I overcame challenges by focusing on results, letting my work speak for itself, and finding mentors who supported my growth. Building a strong network of both women and men in the industry has been invaluable.

**WHAT BUSINESS CHALLENGES DID YOU OVERCOME, ESPECIALLY IN TERMS OF GOVERNMENT POLICIES AND MARKET FORCES?**

Adapting to shifting market trends is an ongoing challenge and we've had to stay agile. We faced the supply chain disruption along with the evolving digital landscape, requiring us to innovate our offerings while staying true to our roots in traditional printing. Strategic investments in technology and continuous learning helped us overcome these hurdles.

**WHAT LESSONS DID YOU LEARN FROM THE CHALLENGES THAT OTHERS CAN ADOPT TO SUCCESSFULLY NAVIGATE TOUGH TIMES?**

Adaptability and resilience are key. Embrace change rather than resist it, and always have a forward-thinking mindset. It's important to make decisions that are data-driven yet intuitive. Lastly, trust your team – fostering a collaborative environment allows you to leverage collective strength during tough times.

**WHAT OLD BUSINESS STRATEGY(IES) DO YOU THINK PRINT & ALLIED PRACTITIONERS SHOULD DO DIFFERENTLY NOW TO TAKE THEIR BUSINESSES TO THE NEXT LEVEL?**

One thing the industry should reconsider is an over-reliance on traditional methods. While the fundamentals of quality and service are timeless, integrating advanced technology like automation, data-driven marketing, and eco-friendly practices can enhance efficiency and appeal to today's market. We must evolve to stay relevant.

**IN A DEMANDING INDUSTRY LIKE OURS, HOW DO**

Continued on page 31 >>

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© Al Kennickell...Kacey Kennickell Ray making presentation at one of IPN Global meetings

**“Building a strong network of both women and men in the industry has been invaluable.”**

**YOU MANAGE WORK-LIFE BALANCE ENSURING THAT NONE OF THESE VITAL AREAS IS NEGATIVELY AFFECTED?**

Work-life balance is a constant effort, especially in such a fast-paced industry. I've learnt that setting boundaries is essential, and delegation is crucial. I prioritize self-care and my family (my husband and twin 3-year-old daughters), which helps me stay grounded and energized.

**ON STAFF RELATIONS: HOW DO YOU THINK MANAGEMENT OUGHT TO DEAL WITH STAFF TO BRING OUT THE BEST IN THEM FOR OVERALL GROWTH AND SUSTAINABILITY OF THE BUSINESS?**

Creating an open and transparent communication culture is essential. People thrive when they feel valued and heard. Providing opportunities for professional development, recognizing achievements, and fostering teamwork helps to keep morale high. A motivated team is a company's greatest asset.

**HOW DO YOU THINK DIVERSE BACKGROUNDS OF STAFF CAN BE USED TO LEVERAGE BUSINESS ADVANTAGE, ESPECIALLY FOR PROFITABILITY AND BUSINESS SUSTAINABILITY IN THIS ECONOMY?**

Diversity brings different perspectives, which leads to more innovative solutions. When you harness the varied experiences and skills of a diverse team, you create a richer decision-making process, more creativity, and ultimately a competitive edge.

**WHAT EXCITES YOU ABOUT THIS YEAR AND WILL MOTIVATE YOU AND YOUR BUSINESS TO SUCCEED IN YEARS TO COME?**

I'm excited about the expansion of our digital printing capabilities. These initiatives are crucial to staying competitive in today's market. The ability to adapt to industry trends while preserving our core values will drive our success in the years to come.

**ON A PERSONAL LEVEL, WHAT NEW HABITS DID YOU START AND ARE WORKING WELL FOR YOU THAT OTHERS CAN LEARN FROM?**

I've started embracing mindfulness practices. Taking a few moments each day to reflect has improved my focus and decision-making. It's an habit that not only helps me in business but also in maintaining my overall well-being.

**WHAT ARE THE KEY CUSTOMER RELATIONSHIP TIPS THAT YOU KNOW WILL BE VITAL TO BUSINESS GROWTH AND SUSTAINABILITY?**

Listening to customers and anticipating their needs are crucial. Building strong, long-term relationships is about trust and communication. Additionally, being proactive in offering new solutions and services shows customers that you're invested in their success, not just your own.

**“We must evolve to stay relevant.”**

**ANY NEW PRODUCT OR SERVICE OFFERING THAT DISTINGUISHES YOU FROM THE COMPETITION?**

Our focus remains to expand our digital printing capabilities and wide-format offerings. As an example, we purchased the AccurioJet KM-1e in 2021 and it has been a game changer for our company. In short, it has provided better quality, faster deliveries, and reduced costs for our clients. It has been a revolutionary addition, and we don't plan to stop there!

**WHAT ADVICE WILL YOU GIVE TO WOMEN IN LEADERSHIP POSITIONS IN OUR INDUSTRY ON STAYING FOCUSED?**

Stay confident in your vision but remain open to collaboration and feedback. It's important to have a support system both inside and outside the business.

**WHAT ADVICE WILL YOU GIVE TO YOUNG GIRLS/WOMEN LOOKING AT A CAREER PATH IN THE INDUSTRY?**

Your unique perspective is valuable, and there's room for everyone. Find mentors, continue learning, and be confident in your abilities.

**WHAT ARE YOUR EXPECTATIONS FOR THE 2025 PRINTIGUNITED SHOW?**



Continued on page 32 >>





©...Kacey making Customer Success presentation during Konica Minolta Press Conference at PRINTINGUnited 2024 in Vegas



© **Al Kennickell...Father-Daughter Business Bonding:** Kacey with Dad – Al at the world's largest air show - **AirVenture**, held in Oshkosh Wisconsin to see clients and prospects in the aviation industry.



© **Al Kennickell...Celebrity Visit:** (L-R) Andrew Smith (VP of Sales), Kacey Kennickell Ray (Vice President), former University of Georgia great and Heisman Trophy winner, Herschel Walker, and Al Kennickell (President).

As always, the 2025 show should provide a valuable platform to immerse ourselves in the latest technologies, trends, and opportunities shaping our industry. I'm looking forward to catching up with peers and friends, making new connections, and gaining insights that will drive our business forward.

### FINALLY; WHAT KIND OF LEGACY DO YOU WANT TO LEAVE FOR THE NEXT GENERATION THAT WILL BE MANAGING THE KENNICHELL GROUP?

Innovation, sustainability, and inclusivity. My hope is that future generations will continue to uphold the values that have defined our company while pushing the boundaries of what we can achieve in the print and signage industry.

### HOW PROUD WILL MILTON KENNICHELL BE?



mailing services, but inventory management, distribution services, grand format POP, and data management. He would be surprised to see the company is now housed in two buildings with over 120,000 square feet. He may be a bit shocked to learn that the company operates a warehouse in China, is one of the country's leaders in worldwide distribution services, has strategic partnerships on every continent and has clients all over the world.

If he were here today, Milton Kennickell would really be proud! He would be proud that the small printing company he founded on York Street in downtown Savannah in 1892 would still be growing 132 years later. He would be proud of his twin sons, Alfred and Ralph who took the company in 1932 and built it into the largest printer in Savannah. He would be proud of his grandson Ralph Jr., who went to Washington to head the United States Government Printing Office in the Reagan administration.

He would be proud that his grandson Al built the company into one of the largest print and mailing facilities in the region. He would be surprised too, that the company not only provides print and

More importantly, Milton Kennickell would be proud that the fourth generation of the Kennickell family to lead the business is a woman - Kacey Kennickell Ray who has grown the company to become a leader in offset printing, digital printing, wide-format printing, signage, and direct mail services. No doubt, the Kennickell Group prides itself on combining its rich history with modern innovation, always striving to meet the evolving needs of its clients worldwide.



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# Print Impact

## Around the World

As a global federation of associations for the digital printing, textile and screen-printing community, FESPA is a non-profit organisation that has reinvested US\$9 million into the printing industry worldwide since 2015 through its **Profit for Purpose** programme. Profit for Purpose is an international reinvestment initiative designed to channel revenue from FESPA events into supporting the sustainable and profitable growth of the global speciality print community.

The programme fosters the development of print businesses by providing market insights and facilitating valuable networking opportunities. Some of the actions it undertakes to deliver this reinvestment initiative, include:

- The production of technical guides and sustainability guides which offer advice for business owners and are available to FESPA members;
- The **FESPA Print Census** report giving insights on trends and long-term growth; funding for association projects who deliver localised activities;
- Bespoke events to connect key stakeholders such as the **FESPA Leadership Exchange (FLEX)** which was hosted in Dubai in 2023 and at FESPA Middle East 2024 to share knowledge and discuss future trends.

"As a not-for-profit organisation, FESPA has a unique focus, driven by a mission to promote growth and knowledge-sharing in the printing sector and provide ongoing support to the industry worldwide. FESPA Middle East is an important addition to our global portfolio and highlights our commitment to promoting the region's thriving print sector, making us very different to other trade exhibition organisers," said Basil Cassim, Regional Manager (Middle East and Africa), FESPA.

With a global network of over 14,000 members worldwide, FESPA has created a range of exclusive benefits to support those within the industry, including preferential access to exhibitions, networking opportunities, and expert industry insights in multiple languages and a host of informational guides and white papers. Industry professionals within the MENA region can sign-up to FESPA Direct membership in order to access the curated materials and forum.

Visitors to FESPA Middle East 2025 will also have access to a wealth of content when the event returns to Dubai in January next year, with a dynamic showcase of live competitions, learning opportunities, and business-building sessions. On the exhibition floor, you will be free to attend **FLEX** (FESPA Leadership Exchange), a range of conferences featuring international speakers and experts from across the printing industry covering topics such as Business Building, Personalization, New Technology/Future Vision, Brand Perspective, Sustainability in print.

The event will also host the popular **World Wrap Masters – Middle East**, part of a global competition series in which wrap installers demonstrate their proficiency, expertise, and technique. In addition, FESPA Middle East will feature **Wrap Demos** in collaboration with official Learning Partner, The Wrap Institute, providing valuable techniques, tips, and guidance on maximising profits for professionals in the vinyl wrapping industry.

The **Sustainability Spotlight** stand feature is also set to return, allowing attendees to explore a unique showcase of 100+ sustainable print material samples with data sheets for sourcing, ideas on reducing waste and optimising resource use.

The sectors featured at FESPA Middle East include digital printing, textiles, signage (including digital signage) and screen printing. The inaugural edition featured over 150 brands and exhibitors, and over 3,000 visitors had the opportunity to explore thousands of products on display.

Registration for FESPA Middle East is now open at [www.fespamiddleeast.com](http://www.fespamiddleeast.com), and visitors can register for free entry using promo code **FMEM501**.

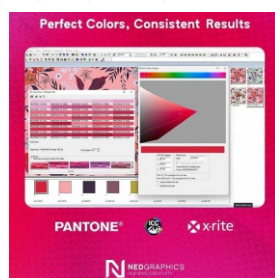
### Forthcoming FESPA Events Include:

- **FESPA Middle East 2025**, 20 – 22 January 2025, The Dubai Exhibition Centre, Dubai, UAE
- **FESPA Brasil 2025**, 17 – 20 March 2025, Expo Centre Norte, Sao Paulo
- **FESPA Global Print Expo 2025**, 06-09 May 2025, Messe Berlin, Berlin

## NEDGRAPHICS PARTNERS WITH PANTONE AND X-RITE TO OFFER A REVOLUTIONARY COLOUR CONSISTENCY SOLUTION FOR THE TEXTILE INDUSTRY

In response to the growing need for true colour accuracy amidst increasingly remote design processes and extended supply chains, **NedGraphics** has integrated **PANTONE** colour libraries and partnered with **X-Rite i1Pro 3** spectrophotometers into its applications. This integration ensures that every hue chosen by designers will be precisely replicated in the final product.

The inclusion of ICC Calibration as a standard feature across all NedGraphics applications



marks a significant leap forward in Colour Management Technology. Designers can now bring their visions to life with an unprecedented level of confidence, knowing that their designs will seamlessly translate from digital creation to physical production.

"At NedGraphics, we understand that colour accuracy is crucial in the design and textile industry. And by integrating advanced colour calibration tools, we are providing our clients with the reliability and precision they need to achieve their creative goals while maintaining consistency throughout the production process" explains NedGraphics whose **NedGraphics for Adobe®** offers a collection of professional textile and apparel design plug-ins for Adobe® Illustrator® & Photoshop®.

## COLOR-LOGIC ANNOUNCES SUPPORT FOR ADOBE CREATIVE CLOUD 2025 FOR BOTH WINDOWS AND MACINTOSH

**Color-Logic** has announced its full compatibility with Adobe Creative Cloud 2025 (CC 2025) for both Macintosh and Windows platforms. This update underscores the Color-Logic commitment to ensuring that innovative Color-Logic palettes and plugins continue to meet the highest standards of excellence in the design and print industries.



With this new update, Color-Logic users can now seamlessly integrate its comprehensive Design Suite of tools into the latest Adobe CC 2025 environment. Color-Logic software offers designers access to an extensive array of up to 924 metallic colours and effects for Photoshop, Illustrator, and InDesign. Key Features Include:

- **Metallic Colour Palettes:** A rich spectrum of up to 924 metallic colors, enhancing the visual impact of print projects.
- **Gradation-FX, Dimension-FX, Watermark-FX, Watermark-FX Plus:** all available for any of the 924 metallic colours.
- **Image-FX Plugin:** Effortlessly add metallic effects to images with just one click inside Photoshop, streamlining workflow and elevating designs.
- **Seven Pattern-FX Volumes:** More than 100 unique effects achievable with each volume; creating eye-catching designs in a matter of seconds.
- **Print Embellishment Expertise:** With white ink or toner on metallic stocks, or silver ink or toner on paper, Color-Logic leads the way in print embellishment and metallic colour systems for all printing processes.

## ANTALIS ACQUIRES XEROX'S PAPER BUSINESS IN EMEA

Antalis is set to acquire Xerox's paper business in European, Middle East Africa (EMEA) thus becoming the sole distributor of Xerox-branded papers in the region.



While this new deal encompasses 40 countries and spans Eastern Europe, the Balkans, Africa, India, and the Middle East, Antalis will gain exclusive marketing and distribution rights for Xerox digital printing media and office papers.

According to Antalis CEO Hervé Poncin; "While our strategy remains to develop in fast-growing countries and high-potential markets such as packaging, we have always affirmed the need to participate in the consolidation of the paper distribution business. It is essential for us to maintain strong positions in our markets and to improve the profitability of our office paper activities," he added.

## YPIP SETS TO INSPIRE THE NEXT GENERATION OF PRINT EMPLOYEES

The **Young People in Print (YPIP)** team, a group of volunteers set up to inspire the next generation of employees in the print industry, is supporting companies from across the UK to throw open their doors on **23 October** to welcome visits from local schools and colleges.



Coinciding with the **10<sup>th</sup> International Print Day**, an annual celebration that brings together printing professionals from around the world to celebrate the art, science, and innovation of print, the YPIP team is aiming to offer a nationwide experience.

The day will see printers and their supply chain companies – from OEMs to substrates, inks, adhesives and software businesses – run open houses, inviting local students to visit and see what the print industry is all about.





# BEE Printing Mechanical Company



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BINDING MACHINE



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POLAR 92



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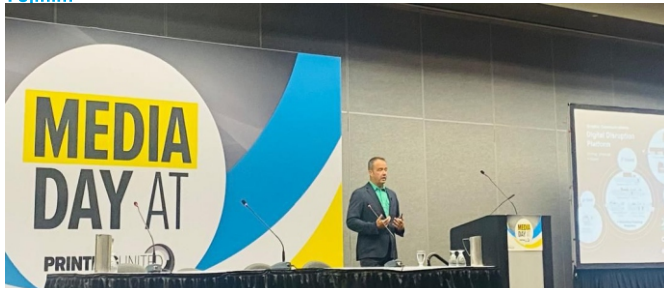
- \* Maintenance, Sales & Supply of Printing Machines.
- \* Sharpening of Guillotine Blade
- \* Sales of Heidelberg Machine Rollers
- \* Sales of Guillotine Blade
- \* Other Printing Equipment



debut of industry's mass production powerhouse - Kornit Apollo.

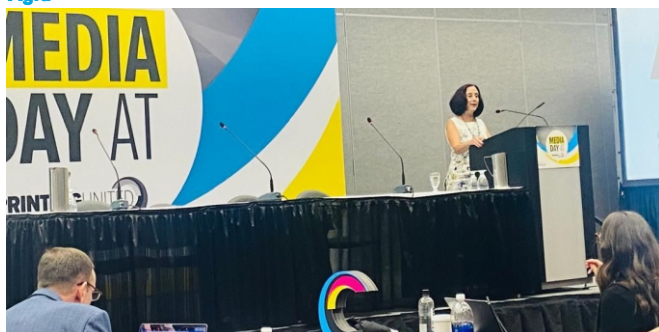
Lastly, in today's fast-paced retail environment, staying ahead means adopting just-in-time and on-demand production methods, that was why Kornit-Digital mission to transform the fashion and textiles industry to on demand sustainable production is now a reality as it births the first, all-inclusive Kornit MAX Technology Solution - transcending traditional screen quality while serving all apparel verticals and diverse markets - from mass production and sportswear to fashion and home décor.

#### FujiFilm



FujiFilm invited PRINTINGUnited Expo attendees to "Discover the Difference" at its **Booth C1141** as it raised common issues that create print process headwinds like over reliance on highly skilled but hard-to-find and affordable hands, traditional methods (with limited reach and relevance) and time-consuming and error prone manual processes. Accordingly, attendees were invited to see first-hand FujiFilm **Digital Disruption Platforms** from Wide Format, Commercial, Packaging and In Plant, including analog and digital solutions such as the high speed 6-colour, single pass production press - Revoria Press PC1120.

#### Agfa



**Deborah** Hutcheson amplified **Agfa Inkjet Solutions** credence that there's; "A Beast for Every Need" from its proven inkjet printers. She noted that whatever the environment, market or application users operate in, and whether seeking high productivity, quality or versatility, Agfa has the right beast from Ciervo to Grizzly to meet their needs. She then invited attendees to Agfa's **Booths C1761** to see each equipment with unique strengths built into its design.

These include but not limited to: Anapurna Ciervo and Jeti Bronco (both mid-market hybrid printers), Jeti Condor RTR5200 HS (a high-end roll-to-roll printer), Jeti Tauro H3300 (a high-end hybrid inkjet printer), and Onset Grizzly X3 HS (a high-end flatbed inkjet printer for display graphics & packaging). She concluded that these beasts would deliver impressive results without compromise, boosting investors' businesses.

#### Mimaki



With the theme: Ever Evolving, Mimaki's **Josh Hope** set the stage for what to expect at **Mimaki** stand: **C1737** with the introduction of four NEW machines. These include the roll-to-roll print and cut medium format printer (MFP) with eco-solvent ink - the CJV200 series; next is the JFX200-1213EX (a mid-sized flatbed UV inkjet printer); the third machine is a 3.2m-wide roll-to-roll inkjet printer that can output both direct sublimation printing and sublimation transfer printing for large format soft sign applications and home and textile markets - TxF300-1600; and the last of the new machines is TS330-3200DS DTF - a Direct-To-Film printer.

#### Stahl



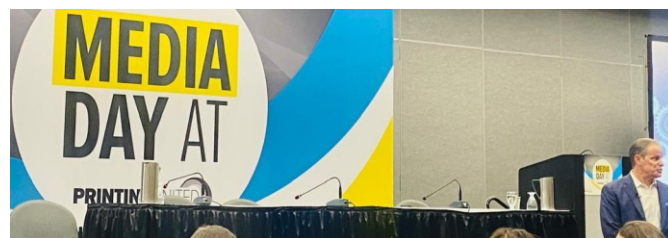
Aside announcing its partnership on a wide range of educational and certification programmes with **PRINTINGUnited Alliance iLEARNING+** platform, connoisseur of all things heat transfer printing - **Stahl** on the Media Day also introduced **Stahl Full Engine** for those who want to take control of their business growth. According to Stahl's **Josh Ellsworth** EVP, of Sales & Marketing, the Full Engine would enable them sell more with simplified online selling, eliminate data entry & sourcing, automated production with Scan-to-Print, and much more!

#### Ricoh



At **Booth C2161**, attendees were enjoined to Discover the Future of Textile Printing with **Ricoh** as the company focused on showcasing the latest DTF technologies such as but not limited to the innovative Ricoh Ri 4000 - a Game-Changer for Textile Printing with built-in Enhancer Technology. This machine eliminates the need for manual pretreatment or separate pretreatment machines, streamlining your workflow and enhancing print quality consistently. In addition, it prints flawlessly on 100% Polyester material. Designed for high productivity and ease of use, thus sets a new standard in textile printing. Its advanced features and user-friendly interface make it a must-have for any business looking to stay ahead in the competitive printing industry.

#### Muller Martini



Expectedly, finishing and book binding experts - **Muller Martini** set new standard for **Smart Factory** solutions with the machines on display in their **Booth C2561**. Aside presenting latest developments in the area of **Smart Factory** solutions such as North American premiere of the new Hunkeler Starbook sheetfolder and Vareo PRO perfect binder, visitors would also experience first-hand how the **Prinova Digital** saddle stitcher and the digital binding solutions, including the **InfiniTrim** trimming robot, could be seamlessly integrated into the groundbreaking **Connex Workflow System**, taking production processes to a whole new level. According to **Andy Fetherman**, President and CEO of **Muller Martini Corp** in North America; "Connex is the future of workflow optimization thanks to end-to-end data handling and synchronized output management, thereby significantly increasing efficiency at the same time reducing operating costs."

Summarily, a special kudos to **PRINTINGUnited Alliance** Vice President - PR, **Amanda Kliegl** who excellently coordinated the Media Day - making it an invaluable and memorable experience to all. See you next year in **Orlando, Florida** from **22 to 24 October!**





# PRINTINGUNITED EXPO 2024 DELIVERS UNMATCHED INDUSTRY EXPERIENCE



From cutting-edge product launches to groundbreaking education and networking opportunities, then right onto mass sales on the show floor, this year's **PRINTINGUnited Expo** that took place in the most populous city in the U.S. State of Nevada - Las Vegas delivered in a big way. **WHERE To Print** shares same sentiment in this apted official post-show report:

**PRINTINGUnited Expo**, produced annually by PRINTING United Alliance, the most comprehensive member-based printing and graphic arts association in North America; wrapped up to a successful conclusion in Las Vegas with continued reports of record sales on the show floor and unprecedented, qualified leads hence solidifying its status as the premier event for the global printing industry. This is because this year's show drew **24,969 registered attendees, 800 exhibitors**, and industry thought leaders from **115 countries**, offering a dynamic blend of product launches, live demonstrations, immersive education sessions, and high-powered networking opportunities.

## Reports from the Show Floor

The three-day Expo, held from **September 10 to 12** in Las Vegas, was reported to be a great success for exhibitors who utilized the Expo's all-compassing umbrella to showcase their newest technology. With more square feet of technology being shown than in 2023, encompassing 385,600 square feet, the Expo delivered for exhibitors and attendees alike. And, the 2025 edition in Orlando Florida is already at **267,700 square feet** (67% of the floor) sold.

"With the many concurrent events taking place, as well as 2024 being a 'drupa year,' we were really pleased with the crowds, but even more so, with the impressive volume of groundbreaking equipment running live on the show floor and, not surprisingly as a result, the sales being reported," says **Mark J. Subers**, President, Events and Exhibitions, PRINTINGUnited Alliance. "We had nearly five million pounds of equipment on the floor this year. Many attendees were able to see the newest technology for the first time ever in North America which was a huge highpoint for them."

Exhibitor sentiment was at an all-time high at this year's Expo. A preliminary sampling of sales reported at the show and feedback include:

Title sponsor **Canon U.S.A. Inc.** reported a very successful showing. "We were thrilled by the overwhelming response from attendees at PRINTINGUnited Expo 2024. The live demonstrations of the varioPRINT iX1700 inkjet press were a highlight, drawing over 250 attendees to fully-booked product presentations," said Shinichi "Sam" Yoshida, Executive Vice President and General Manager, Canon U.S.A., Inc. "Additionally, the success of our imagePROGRAF TZ and TX Series printer launches, along with the broad interest in our full array of production and wide format solutions and applications, truly showcased Canon as a leader in the print industry. This level of engagement reaffirms the demand for cutting-edge technology and reinforces our commitment to driving innovation for our customers."

Ilan Elad, President of **Kornit Americas**, said: "We're leaving Las Vegas energized and focused. Kornit's presence at PRINTINGUnited confirmed our leadership in the digital apparel and fashion print transformation. With the first-ever Apollo showcase in the Americas and strong endorsements of MAX quality from our customers, it's clear we're driving the industry towards a sustainable, on-demand future. The

momentum from last week - new leads, closed deals, and strengthened partnerships - positions us for even greater success in Q4 and beyond. Kornit is leading the way, and the impact is already visible."

**Konica Minolta** signed four sales deals on the show floor: two for the AccurioJet KM-1e LED UV inkjet press, and two for the AccurioLabel 230 digital label press. The team noted that PRINTINGUnited provided Konica Minolta with a steady flow of booth traffic that allowed the opportunity to engage with current and potential customers, learn about their challenges and explore how print is not just a function, but an evolving tool, offering unprecedented opportunities for creativity and business growth.

"Throughout our interactions with members of the press, current and potential customers, partners and other industry affiliates, we felt our message came through that we are fully invested in this business and continue to bring new ideas and new technology to drive our customers' productivity, efficiency and profitability," said Frank Mallozzi, President, Industrial and Production Print, Konica Minolta. "Our dedicated focus on growth areas such as labels and packaging, wide format, embellishment and inkjet demonstrate how we are strengthening and expanding the business of commercial and industrial printing."

**Xeikon** had lots of interest at this year's event with huge leads reported. "In a challenging year with circumstances regarding event timelines and agendas, we couldn't be happier to have focused our priorities around PRINTINGUnited Expo in 2024," said Mark Pomerantz, Sales and Marketing Director, Xeikon. "We more than doubled our target for leads, and the commercial return value will be



Continued on page 38 >>



significant. This was an ideal event for Xeikon to introduce our new TX500 TITON press with the most exciting and unique in-line, single pass digital metallization solution together with our partner, Kurz Digital Embellishments. Interest is through the roof! Thank you for providing us with this great opportunity."

In its post-show press release, **Kyocera's** José Estébanez, Vice President of Corporate Marketing, said: "In terms of marketing our growing inkjet portfolio, PRINTINGUnited has been a dream." Fred Jones, Technical Project Manager, **Muller Martini**, said: "From a technical/logistical standpoint, this was the best show I have participated with in the past 45 years of doing shows. The Alliance team was always present and ready to help...for me the bar has been set very high for Orlando." The company also highlights the sale of its Prinova saddle stitcher to Bloomington Offset Process Inc. (BOPI) at the show, as well as sold a used saddle stitcher at the event. The team reported many good leads for future sales coming out of excellent customer discussions.

**RISO** signed an impressive total of 84 deals on the show floor of its Cut-Sheet Inkjet presses and Digital Duplicators.

**EFI's** VP Worldwide Marketing Ken Hanulec said: "The EFI team was delighted to see the crowds at PRINTINGUnited in Las Vegas this year. The industry is clearly alive and thriving. So great to see so many innovators and thought leaders under one roof!" EFI highlights the sale of the company's Q5r, which was purchased by Taylor Visual Impressions to help position the company for expansion in the New York Metro area.

Roger Serrette, Senior Director, **Ricoh North America** GC Marketing & Campaign Strategy and Ricoh North America Customer Experience Centers, said: "Each year, PRINTINGUnited Expo provides an excellent opportunity to connect with new and existing customers to discuss their industry challenges and how Ricoh can co-innovate alongside them to impact their overall businesses from

a holistic hardware, software and solutions perspective. This year, the **RICOH** Auto Colour Adjuster was a star of the show, being a colour management connection point not just between digital press equipment, but also for the offset and digital conversations happening in the market today."

Official Expo Association partner - **IPMA** signed up numerous new members at the show, welcomed more than 70 industry professionals at their Happy Hour event, and had a full crowd at its annual IPMA breakfast event.

Show feedback continues to pour in on other aspects of the show, including the inaugural **Media Day** event, which took place the day before the Expo opened its doors as a new and innovative way of previewing news and announcements from exhibitors to global industry media.

"Media Day at PRINTING United Expo gave us the platform to explain how we view a thriving and healthy apparel segment, driven in part by STAHL'S Fulfill Engine," said Josh Ellsworth, Chief Revenue Officer, **STAHL'S**. "Print on Demand can become its best when we include everyone in the value chain - respecting and empowering the equipment manufacturers, diverse decoration methods, contract decorators, blank brands, suppliers, as well as the sellers. Convergence doesn't have to mean consolidation. We're setting out to connect the experts to make it possible. We appreciated the opportunity to share our point of view."

#### Save the Date for PRINTINGUnited Expo 2025

The success of PRINTINGUnited Expo 2024 sets the stage for an even more exciting year ahead! Mark your calendars for **PRINTING United Expo 2025** which will be held **October 22 to 24, 2025** in Orlando, Florida. Attendees can look forward to another year of innovation, education, and community building as the industry continues to evolve and grow.

Visit **PRINTINGUnited.com** to stay updated on next year's event as we invite you to check out the following news in images below:



Almost 25,000 print professionals attended PRINTINGUnited Expo in Las Vegas .... the three-day tradeshow hosted exhibitors from around the globe showcasing equipment, substrates, and supplies of the entire print industry, including DTF printing. Education sessions (even at the Knowledge Centre), networking opportunities, and after-hours events were also available for attendees to learn and connect.



The Women in Print Alliance hosted its annual luncheon for women in the country. Maureen Zappala led a keynote session on overcoming Imposter syndrome.



Kristyn Leary of Origin Appeal Screen Printing, Nikki Bowen of Cotton Street Apparel, and Deanna Smith of N the Zone Ink attended the Women in Print Alliance luncheon.



Kim Johnson of Paisley Jo Designs joins Lily Hunter from Epson to discuss DTF and DTG at the Equipment Zone booth in the Apparel Zone.



Spencer Chernoff, winner of the DTF Printing T-Shirt Contest, joined Adrienne Palmer of DTF Printing Podcast.



Megan Griffith received a Women in Screen Printing Award from Screen Printing magazine.



Jed Seifert of Stakes Manufacturing led a panel promoting his new book: "INKclusivity: Company Benefits of Disability Inclusion & How-to Implementation Guide for the Print Industry"



Christopher Godfrey of Forever GMBH bought the fun to the tradeshow floor with a lively podcast episode at the company booth. He and Adrienne Palmer talked about DTF printing, what was new on the tradeshow floor, and what to expect at DTF Expo 2025.



# PRINTINGUNITED 2024 BEAUTIFUL SOULS



Unarguably the biggest edition so far, **PRINTINGUNITED Expo 2024** came packed with pleasant surprises as the show not only revealed the very best the industry has to offer in terms of cutting-edge technology and solutions but the all-encompassing event also highlighted the impressive managerial acumen of the organisers - **PRINTING United Alliance** as seen from the unprecedented numbers of quality visitors leading to qualified leads, backed with impressive record sales LIVE on the show floors aside the seamless and invaluable exhibition experience to all. Not only that, **WHERE To Print** met with incredible souls worth mentioning to show the human angle of this year's exhibition:

With key statistics that truly confirm the show as the premier for the global printing industry now out (see pages 37 and 38 for the adapted post-show SPECIAL FEATURE ARTICLE), this is to congratulate Ford Bowers led **PRINTINGUnited Alliance Team** for a job well done! But it was not all about machines, processes et al but the incredible opportunities offered by the show for one-on-one connection with beautiful souls in the industry.

**WHERE To Print** magazine rep - **Adejoju Adekanbi** truly had an amazing time in Vegas meeting and/ or reconnecting with:



drugs Director - Print Technology, Sabine Geldermann and PRINTINGUnited Alliance Vice President, Amanda Kilegi



PrintWeek - Dominic Bernard



Audoma Communications - Mariano Arango



Ollys Prints - Abdulrahman Olayiwola



Kennickell Group - Kacey Kennickell Ray



Printing Connect Online® - Wayne Beckett



PRINTINGUnited Alliance President and CEO - Ford Bowers



PRINTINGUnited Alliance Vice President - Amanda Kilegi



Takidful Chief Experience Officer - Eric Vessels and Hunkeler Chief Marketing Officer - Hans Gut



Glantz Sign Supplies - Earnest Pullman and Ollys Prints - Abdulrahman Olayiwola



Rose Media - Raymond Nwagwu, Ollys Prints - Abdulrahman Olayiwola, and M&BB Security - Jamiu Ayantayo



SNU Enterprises - Vishal Telkar



Platinum Media - Muhwa Sowunmi



INK KITCHEN - Rick Roth



Rose Media - Raymond Nwagwu, Ollys Prints - Abdulrahman Olayiwola, and M&BB Security - Jamiu Ayantayo



'and Master' Printer/ One of America's Founding Fathers - Ben Franklin et al.



## "OUR EXPECTATION FOR 2025 IS TO ENSURE THAT OUR ATTENDEES ARE PROVIDED WITH A FULL ARRAY OF SOLUTIONS TO DISCOVER."



### CONGRATULATIONS ON STAGING THE BEST PRINTINGUNITED EXPO SO FAR, HOW DO YOU FEEL?

Thank you! We appreciate the support from all our global media and association partners like you who have contributed to the awareness of, and success, of this year's event. **The Alliance** is very pleased with the outcome of this year's Expo. We were facing significant headwinds with it being a **drupa** year and sharing the same exact dates as **SuperCorr** and **Label Expo**. However, despite those challenges, we had more floor space sold, just slightly less attendees (1700 onsite verified attendees less than 2023), and a very strong buying event across all segments of the industry.

### HAVING ATTENDED THE ATLANTA EDITION LAST YEAR AND THEN THIS LAS VEGAS, DEFINITELY THIS IS BIGGER AND BETTER ORGANISED; HOW YOU GUYS PULL IT OFF EVEN WITH TWO OF INDUSTRY BIGGEST PLAYERS – HEIDELBERG AND KBA NOT HERE?

**PRINTING United Expo** provides an "all under one-roof" approach to all printing and packaging technologies and therefore are not reliant on single organizations to support the overall success of the show. It is understandable to a certain degree that Heidelberg and Koenig & Bauer would put all their marketing dollars into **drupa** given they are both German-based organizations. However, that decision will have certainly impacted their U.S. sales in a negative way. The U.S. is the largest printing and packaging market in the world, given its consumer-based economy, and there are few U.S. attendees traveling to **drupa**.

We had 817 exhibitors demonstrating their latest technology across all segments – from commercial to apparel decoration. The Expo is unique in that strategy. We based our model on the application diversification trend of the print community and provide a full complement of solutions to satisfy any interest they may have. There is no other event like it in the Western hemisphere.

### WERE PRINTINGUNITED ALLIANCE EXPECTATIONS MET AT THIS YEAR'S SHOW AND WHAT ARE THEY?

The short answer is a resounding, "YES!" We work extremely hard to put on the most engaging Expo possible. We are constantly looking for ways to improve the experience for everyone involved and delivered on that in Las Vegas. We launched a new **Media Day** for our media partners, a re-envisioned **Apparel Zone** for hands on training, a new **PRINTING United After Dark** entertainment programme for all attendees, and much more. As a practical matter, we hit our exhibitor goals and attendee goals understanding the unfortunate headwinds we were facing (See our post-event press release for details).

**Mark J. Subers** presides over the management of all events produced by the joint entity of **PRINTINGUnited Alliance** whose flagship – **PRINTINGUnited Expo** was successfully held last month in Las Vegas, Nevada from 12 to 14 September. Undeniably the best edition so far with series of innovations such as **The Media Day** with added value, **WHERE To Print** caught up with Mark to review this year's show and plans for the 2025 edition coming up in Orlando Florida from 22 to 24 October. Part of his remarks sums up the caption of this **SPECIAL FEATURE INTERVIEW** in excerpt below:

### WHAT IS YOUR TAKE FROM THIS YEAR'S SHOW THAT YOU'LL BUILD ON FOR A MUCH BETTER NEXT YEAR'S SHOW?

First and foremost, **PRINTING United Expo** will be the only major printing and packaging trade show in the Western hemisphere. Therefore, we expect an increase in the number and variety of solutions on the floor and our highest number of attendees to date. That will provide an increase in value for all that attend. The Orange County Convention Center in Orlando has a significantly smaller footprint of floor space, so that will pose some challenges in terms of the experiences we are able to place on the floor. Our goal is continual improvement, so we will utilize all the space we have to ensure an enhanced experience. Our post-event surveys always rank "seeing new equipment" as the top response with approximately 90%. So, we will focus on the solutions across all segments as a top priority.

### WHAT ASSURANCE ARE YOU GIVING TO EXHIBITORS ON THE 2025 SHOW TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS AND EXPECTATIONS?

For the past four **PRINTING United Expos**, we have exceeded expectations and have built a show that few believed was possible. Moving forward, we will continue to enhance the show and provide value to the exhibitors. That starts with extending our audience development programmes to deliver a "packed house" in Orlando. That is our top priority and commitment to the exhibitor community.

### WHAT ARE YOUR EXPECTATIONS OF FROM 2025 SHOW AND BEYOND?

Our expectation for 2025 is to ensure that our attendees are provided with a full array of solutions to discover. This is their expectation and our promise to the market. We will live up to the "one-roof" approach and provide the most impactful, fun, and energetic show in the Western Hemisphere.

### ANY OTHER NEWS WORTHY INFORMATION YOU WILL LIKE TO SHARE?

Trade Show Executive (TSE) just revealed the winners of its prestigious 2024 Gold 100 Grand Awards at the Ritz-Carlton Bacara, California in September, marking the 15th anniversary of the event and recognizing the trade shows that were the largest and most ahead of the curve in innovative approaches in 2023. **PRINTING United Expo 2023** was named the "Show with the Most Commendable Green Initiatives in 2023" due to our partnership with Domtar in planting two trees for every registration for the 2023 event, as well as our recycling partnership with **Vycom**, and partnership with **Shepard Exposition Services**, a Sustainable Green Printing Partnership (SGP) certified event production company. **PRINTING United Expo** was additionally ranked as the #32 exposition in North America, by size, for last year's show.

### THANK YOU FOR YOUR TIME.





# Be part of



## (For the Printing, Packaging, Labelling, and Processing Industry Value Chain )

The programme offers the opportunity to hard working leaders and managers to enjoy some time out to relax at the same time as reflect. Participants are taken through global management development activities, company visits, recreational visits and networking activities. The programme is tailored to pressing needs in the print & allied industry with emphasis on:

- **Succession Planning - Family Business Management**
- **Innovation & Analysis of Business Problems for high ROI**
- **Supply Chain Management Strategy in Emerging Market**
- **Human Resources Management – Expected Human Behaviour in Organizations for sustainable organisation growth.**

On completion of the programme, participant will be issued with a Certificate in cross-cultural skills tagged **GLOBAL EXECUTIVE LEADERSHIP PROGRAMME.**

*Two Weeks In-Person Programme with In-Depth, Three-Day Facility/ Business Visits*

### **Duration?**

Two Weeks In-Depth In-Person Modules with additional Three-Day Facility/ Business Visits

### **Eligibility**

Owners and Top Managers of Print & Allied Establishments

### **When?**

3 x in a Year 2025\*:

- First edition – March 24 to April 13
- Second edition – June 22 to July 13
- Third edition – September 29 to October 19

*\*Organiser reserves the right to change timing to meet minimum requirements.*

### **Where?**

City Institute of Higher Learning, Moncton, New Brunswick, Canada

### **Fee?**

**\$7,600** cost include:

- Training fees
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- Bed & breakfast accommodation
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## "THE ALLIANCE IS COMMITTED TO SUPPORTING THE GLOBAL GROWTH OF THE PRINTING INDUSTRY."



### WHAT ARE PRINTINGUNITED ALLIANCE NEW OFFERINGS TO ITS MEMBERS ACROSS THE COUNTRY AND BEYOND?

The last few years have seen remarkable growth, not just in the size of our association but in the depth and breadth of our services, resources, and impact across the entire printing community. It's an exciting time to be part of this evolving industry, and we are committed to continuing our mission to support our members and the industry at every step.

A primary focus this year continues to be on learning and workforce development. We recognize that the future of our industry depends on a well-equipped workforce, and that's why our premier training platform, **iLEARNING+**, continues to grow and is always tailored to specifically meet the needs of today's printing industry professionals. From technical skills to leadership development to industry certifications like **G7+**, our comprehensive courses are designed to help you and your teams stay ahead of the curve.

**The more voices we bring together and aggregate... and the more members we have - the more power we have - the more influence we have.**

**iLEARNING+** now has over two dozen courses at beginner, intermediate, and advanced levels, covering all industry segments, from commercial printing to packaging to screen printing and more. We also offer 20 industry-recognized certifications in **iLEARNING+**. With over 5000 learners from all over the world using **iLEARNING+** (more than 35 countries!), the Alliance is adding 150-200 new learners each month.

The Alliance also continues to intensify our advocacy efforts in Washington D.C. and countrywide to ensure the voices of print professionals are heard on key regulatory and legislative issues. From sustainability initiatives to workforce development, we are working tirelessly to protect and advance the interests of our industry. The continued guidance we provide on Occupational Safety and Health Administration (OSHA) compliance, safety standards, and workplace best practices is part of our unwavering commitment to keeping members informed and prepared for the challenges ahead.

**We recognize that the future of our industry depends on a well-equipped workforce**

We have also greatly expanded our **Affinity Partnership Programmes**, which provides exclusive members-only discounts on popular products and services that help keep printing business running efficiently.

### HOW CAN PRINTINGUNITED ALLIANCE HELP DEVELOP THE INDUSTRY IN AFRICA IN TERMS OF COLLABORATIONS ON CAPACITY BUILDING, INDUSTRY ADVOCACY SUPPORT ETC AND HOW SOON CAN THIS START?

The Alliance is committed to supporting the global growth of the printing industry. We'll be able to share more concrete information in 2025 regarding some ideas that are being discussed, but (we will) support

With market volatility, structural inefficiencies, increased costs, unfair competition, economic uncertainty and the likes, the printing industry stands at a critical juncture. But with initiatives by bodies such as **PRINTINGUnited Alliance**, the industry is set for future successes and excellence that can only be achieved through collaboration, continuous learning, and sustainable practices according to **Ford Bowers**, President and CEO of **PRINTINGUnited Alliance**. Find out more about **PRINTINGUnited Alliance** plans for the global printing industry in this **SPECIAL FEATURE INTERVIEW**:

industry development in Africa and always advocate for programming which enhances skills, infrastructure, and knowledge-sharing across the continent.

In terms of capacity building, we offer a wide range of educational programmes and resources, including online platforms like **iLEARNING+**, that can be tailored to meet the specific needs of printing professionals in Africa. These programmes focus on enhancing technical skills, leadership development, and operational efficiencies and are accessible from anywhere with internet connectivity.

"We are committed to continuing our mission to support our members and the industry at every step."

### WHAT IS THE UPDATE ON PRINTINGUNITED ALLIANCE AND DRUPA PARTNERSHIP?

We have several areas of common effort that we believe would be beneficial for each of our audiences and continue to work through those aspects. We will continue to keep you informed as updates are available.



© drupa - Ford Bowers with Director drupa, Portfolio Print Technologies - Sabine Geldermann

### LAST WORDS:

The more voices we bring together and aggregate...and the more members we have - the more power we have - the more influence we have.

### THANK YOU FOR YOUR TIME.



#### About Ford Bowers

Ford Bowers is CEO of **PRINTING United Alliance**. Ford has been in the printing industry since 2004, having worked in the flexographic, screen, and offset segments in various capacities. He began as a flexo plate maker assembling colour keys and going on press checks. Just prior to becoming the CEO of the Specialty Graphic Imaging Association (SGIA) in January 2016, he worked as Vice

President and General Manager of the Graphic Center at Miller Zell in Atlanta, Georgia.

Since 2016, he has overseen the merger of SGIA with Printing Industries of America (PIA), Idealiance, and NAPCO Media to create the largest and most comprehensive member-based association in the graphics arts in North America. He continues to further the organization's initiatives for all printing communities served by the Alliance through its unparalleled training, education and certification programs, government and regulatory affairs, health and safety, research and economics, leading publications, and events, including the most exciting three days in print each year for the industry's number one trade show - the **PRINTINGUnited Expo**.

Under Bowers' leadership, the Alliance has committed to creating an industry that is not only better but also progressively adaptive thus the initiatives set a benchmark for industry excellence, guiding stakeholders towards a future that is not only promising but achievable through collaboration, continuous learning, and sustainable practices. As the landscape evolves, the Alliance remains steadfast in its mission to lead the industry into a future where progress is synonymous with advancement and responsibility.



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### RECORDS BROKEN IN 2024!

The doors have closed on another hugely successful Propak West Africa event. From the 10th - 12th September, the 11th edition brought together a record number of visitors, exhibitors and industry stakeholders across the three days in Lagos and provided the platform for the manufacturing sectors it serves to congregate at the leading annual event.

This year saw more than 5,000 attendees visit the Landmark Centre and witness over 250 brands from 174 exhibiting companies. For the first time all four halls at the event centre were filled with the latest technologies available in the global market place for the packaging, printing, processing and plastics industries. Following the success of the event more than 82% of the exhibition centres four halls have already been booked for the 2025 event!

### 2024 IN NUMBERS



**174**  
EXHIBITORS



**5,212**  
VISITORS

**82%**

EXHIBITION  
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ALREADY SOLD

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## CONTACT US TODAY

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