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To Readers

By Joju Adekanbi | publisher@wheretoprintmagazine.com | 0803 862 9114

IT'S TRULY A PRIVILEGE TO SERVE YOU!

After the just concluded and hugely successful world's most comprehensive printing event, **PRINTING United Expo 2025** in Orlando, Florida, last October, the industry was again reignited and future-proofed not just by the series of innovations on display, nor the inspiring free-to-attend educational programmes offered but also because of the incredible connections and record sales that reaffirm my declaration that the printing industry remains vibrant, evolving, and full of opportunity in line with **Ford Bowers**, CEO of **PRINTING United Alliance** assessment of the industry.

And this is one of the major focuses of this end-of-year bumper edition. But first, on behalf of **NUMBERS CMYK LTD** (publishers of **WHERE To Print magazines** and other industry-dedicated titles), I would like to first thank and express our profound gratitude to our followers, readers, advertisers, and supporters. Your uncompromising constructive criticism, support, and patronage always make the difference in what we do and how we do it. It's truly a privilege to serve you!

IN THIS LAST ISSUE...

...for the 2025 Business Year that heralds the new year, major breaking news and industry events that happened within the last two months are prominently featured in both **PRINT IMPACT AROUND NIGERIA** (from page 10) and **PRINT IMPACT AROUND THE WORLD** (from page 11). Characteristically, these are print and allied industries news around Nigeria and across the globe whose impact is expected to shape the industry now and in the years to come. Next are the **SPECIAL FEATURE INTERVIEWS**.

As one of the very few industry's top dedicated events that open the global print and signage business calendar at the beginning of each year, **WHERE To Print** caught up with **Bazil Cassim**, Regional Manager – **FESPA Middle East & Africa (MEA)**, to know FESPA Middle East's plans for the 2026 show coming up from **13 to 15**

January 2026 at **Dubai Exhibition Centre (DEC), Dubai, United Arab Emirates** as well as other sundry issues within the region. Armed with over 20 years' experience in organising trade shows across three continents, from the USA to Singapore, his response sums up the first **SPECIAL FEATURE INTERVIEW** in this rich year's end issue titled: **"WE EMPOWER BUSINESSES, INSPIRE INNOVATION, AND ULTIMATELY CREATE STRONGER DEMAND FOR PRINT"**. Check it out on pages 14, 15, and 24 to find out why printers, sign-makers, and allied professionals should seize the opportunity presented by the upcoming show to prepare their businesses for growth and profits in the coming year.

Talking about growth and profits. The next **SPECIAL FEATURE INTERVIEW** is with **Ayanfeoluwa Ogunbode Ibitoye**, Founder - **Printstreet LTD** and Regional Founder, **GirlsWhoPrint Africa**, the African arm of world-renowned and largest independent network of women in the print and graphic communications industry, **GirlsWhoPrint**, that has been supporting and elevating women in print and graphic communications through mentorship, education, and career-building opportunities for over 15 years. In the exclusive interview on pages 16, 17, and 24 captioned: **"WE WANT TO BUILD A FUTURE WHERE WOMEN ARE NOT JUST PARTICIPATING, BUT LEADING WITH CONFIDENCE"**, you will get to know how the continental extension aims to



empower African women not only for growth and profitability but also to lead with confidence in the print ecosystem.

While other **SPECIAL FEATURE INTERVIEWS** are documented from the **1:1 Speed Meeting** at the **second annual PRINTING United Expo Media Day**, which took place on **Tuesday, October 21, 2025**,

Continued on page 10 >>

FLEX

Frontlit (Glossy / Matt)
Backlit, Mesh, Reflective Flex

SAV

Self Adhesive Vinyl (sav)
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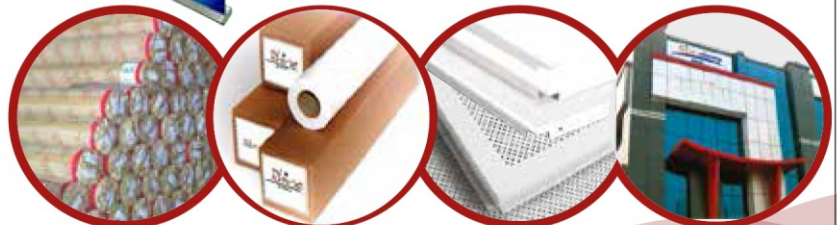
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From page 9 >>

at the Orange County Convention Center in Orlando – the day before the Expo officially opens its doors to the global printing industry, this edition's **SPECIAL FEATURE ARTICLES** begin with **10 CRITICAL SKILLS EVERY LEADER MUST MASTER IN 2026** written by internationally acclaimed Best-selling Author, Keynote Speaker, Futurist, Business, Tech & Strategy Advisor - **Bernard Marr**. Right on pages 26 and 27, you will discover the ten crucial skills essential for business leaders' success in 2026 and beyond.

Before the next **SPECIAL FEATURE ARTICLE** (on page 28), **Bernard Marr** also authors this edition's **COVER STORY**, aptly captioned: **5 BUSINESS TRENDS EVERY COMPANY MUST PREPARE FOR IN 2026**. As the global business landscape undergoes this period of profound transformation, staying ahead of the curve is no longer an option — it is a necessity for survival and growth. That is why this educative and motivational piece (on pages 30, 31, and 32) resonates with **WHERE To Print**, hence adapted to further help business leaders redefine competitive advantage in the upcoming 2026 Business Year. It's a must-read for any

discerning business leader to start the year on a well-planned and successful note.

Coincidentally, Sales guru, **Bill Gillespie**, also recommends we **START WITH A GOOD HIRE** in one of the last **SPECIAL FEATURE ARTICLES** for this edition. This is because, as businesses mostly use the end of the year for their recruitment exercise to identify and attract the right individuals whose skills, work ethic, and values align with the company's mission, it is therefore critical to hire right, as the effectiveness of the hiring process directly impacts not only the team's dynamics and productivity but also the overall long-term business success. The masterpiece to hire right on page 28 recommends time-tested tips to start the new year with a good hire.

Our last **SPECIAL FEATURE ARTICLE** is the **POST-SHOW REPORT** of the world's most comprehensive printing event, **PRINTING United Expo 2025**, which took place at the popular and award-winning East Coast destination in Orlando, Florida, from **Wednesday 22 to Friday 24 October**. The comprehensive article is **WHERE To Print's** recap of the highly effective show and its aptly captioned: **PRINTING UNITED ALLIANCE DELIVERS THE BEST PRINTING UNITED EXPO YET**. Turn

WHERE TO PRINT BY-LINE

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to page 36 to find out more as we enjoy you to mark your calendar for the 2026 dates (**September 23 – 25**) in Vegas! Please endeavour to also note the full list of carefully selected top industry exhibitions around the world for next year in the **PEP 2026** page 29 for your planning purposes.

Lastly, I urge you to take time out and relax in this yuletide season. Please, take care of yourself, and spend quality time with your loved ones as you rejuvenate and plan for 2026!

Have a Merry Christmas and a Happy New Year as you continue to do good!



Print impact around Nigeria Stories by Precious Ajuonuma & Joju Adekanbi

LCCI CALLS FOR POLICY REFORMS TO TACKLE CHALLENGES IN NIGERIA'S PRINTING INDUSTRY



The Lagos Chamber of Commerce and Industry (LCCI), through its **Printing, Publishing and Allied Group (PPA)**, has proposed solutions with a call on all stakeholders, particularly the Government to implement supportive policies, reduce import duties, strengthen intellectual property (IP) protection, and enforce local content (which is Nigerian First Economic Policy) to tackle burgeoning issues in Nigeria's Printing Industry like soaring costs, outdated technology, and reliance on foreign printing hence identify ways to reinforce and support local production to boost the entire printing value chain.

and academics, PPA Chairman, **Mr. Gabriel Okonkwo** (who doubles as the MD/CEO of Superflux International LTD) noted that the sector must be repositioned as a driver of national growth rather than being limited by high operational costs. Other surging issues, according to Mr. Okonkwo, include: rising costs for raw materials (especially paper), imported machinery, and freight, which leads to jobs being outsourced abroad, thus causing revenue and job loss locally. Other problems are aging equipment and the collapse of local paper mills, which hinder the industry's potential, and a lack of harmonized regulations and prohibitive import duties (20-30% on semi-finished paper), which disincentivize local investment.

He thereafter presented the body's proposal, which includes, among others, policy reforms in terms of implementation of supportive policies, reduction of import duties, enforcement of local content, and strengthening IP protection. Others are reviving the Paper Industry by supporting local production of raw materials (with the use of

In its **Call to Action** after a crucial seminar with the theme: **Nigeria's Printing Industry: Unlocking Opportunities, Overcoming Challenges** set, in part, to unite printers, policymakers, financiers,



Continued on page 11 >>



locally available kenaf, bamboo) and reviving dormant paper mills like NIXIN. Again, strengthening local capacity, driving innovation through the development of human capital, and

exploring new financing models to ensure the economic sustainability of stakeholders were also proposed.

Sponsored by Marvelous Mike Press, KAS Prints, Superflux International, and NIXIN Paper Mills,



the pivotal engagement which took place on **November 5, 2025**, at Henry Fajemirokun Hall, Commerce House, Victoria Island, Lagos was also an opportunity to connect with industry peers, exchange ideas, and contribute to the policies and practices that define the future of printing in Nigeria.

@ picture courtesy - Lagos Chamber of Commerce and Industry

GIRLSWHOPRINT AFRICA DRIVES WOMEN EMPOWERMENT IN AFRICA'S PRINT ECOSYSTEM



With the recent convocation of discerning women in the print ecosystem in Lagos - Nigeria, **GirlsWhoPrint Africa**, through its **PrintHerCon** mission, is again driving leadership development, technical knowledge, and collaboration as part of its continental agenda to spotlight female talent, build community, expand networks, and ignite the visibility women need to thrive in print and allied sectors.

The event, which took place on **November 13, 2025**, in Lagos, had successful entrepreneurs as **Keynote Speakers**, such as **Patricia Ojora** (CEO, PromoPrint Ventures LTD) and **Tonya Osato-Lawani** (Founder, SEAL Group) shared their experiences on the topic: **The Future of Print & The Women Leading it: How Women are Reshaping the Industry.**

Sharing their thoughts with a cross section of women in print across the print ecosystem in Lagos on what it means to lead with innovation, impact, and purpose across Africa's print, manufacturing, and business landscapes, the duo believed that when women lead with courage, creativity, and conviction, industries

shift and legacies are built. Their powerful insights also inspired participants to action and not just take up space, but to own it. Not only that, in a **Panel Discussion** on the theme: **Women Leadership, Capital, Funding & Scale: How to Fund, Run, and Grow Your Print Business**, strategic insights on growing and scaling up businesses from industry veterans made up of the following Panelists; **Adeyinka Opeanya** (Founder, PrintHeroes), **Kiki Okowale** (CEO, Fabrics Printing Global), **Dr. Femi Adekoya** (CEO, Print Haven), and **Zainab Babatunde** (Creative Director, Ziamak Prints & Gifts), gave time-tested tips on funding, running, and growing print business in a volatile environment like Nigeria.

According to the Convener, **Ayanfeoluwa Ibitoye** (Regional Founding Director, **Girls Who Print Africa (GWPA)**), the one-day yearly PrintHerCon would also be replicated across the print industry in Africa; "PrintHerCon is an annual, continuous experience. We have no intention of stopping. Our dream is to replicate this across East, West, North, Central, and Southern Africa. We are already nurturing relationships with country ambassadors, industry stakeholders, and print associations who will help us launch localized editions in other African nations".

Pictures highlight from **PrintHerCon'25**:

@ picture courtesy - Girls Who Print Africa (GWPA)



(L-R @ PrintHerCon'25) **Ayanfeoluwa Ibitoye**, Director, **GirlsWhoPrintAfrica**, **Mrs. Tonya Lawani**, CEO Seal Group, and **Omotayo Omodia**, Senior Country Manager, Sales & Marketing, Canon EMEA



(L-R @ PrintHerCon'25) **Patricia Ojora**, Founder, Promo Print Ventures, **Mrs. Adefemi Adekoye**, CEO, PrintHaven, **Tonya Lawani**, CEO, Seal Group, **Adeyinka Opeanya**, Founder, PrintHeroes, and **Zainab Babatunde**, CEO, Ziamak Print

ANKAN GRAPHICS CONNECTS WITH CUSTOMERS AT IPPPEX 2025

Leading supplier and distributor of printing, packaging, and corrugation machinery and equipment in Nigeria - **Ankan Graphics LTD** was among exhibitors at the recent B2B print show

in Nigeria, **IPPPEX (International Paper, Publishing, Packaging & Printing Expo)**, where the company's top executives connected with their customers and other professionals in the industry. At the show, **Ankan Graphics LTD**

showcased print and packaging solutions in its stable directly from its exclusive partners like **Autoprint Machinery**, **Shandong Bright Ink**, **Zhongshan Changjian Medicine**



Packaging Technology, Hontec Industries, and Wenzhou Youbond Machinery. Below are images from Ankan Graphics LTD's stand at IPPPEX 2025:

@ picture courtesy - Ankan Graphics LTD



Print Impact Around the World

PANTONE COLOUR OF THE YEAR 2026, PANTONE 11-4201 CLOUD DANCER

As a whisper of calm and peace in a noisy world, globally recognized colour experts at **Pantone Color Institute** have named **PANTONE 11-4201 Cloud Dancer** as **Pantone Colour of the Year 2026**.

A lofty white neutral whose aerated presence acts as a whisper of calm and peace in a noisy world, PANTONE 11-4201 Cloud Dancer symbolizes a calming influence in a



society rediscovering the value of quiet reflection. A billowy white imbued with serenity, it encourages true relaxation and focus, allowing the mind to wander and creativity to breathe, making room for innovation.

In motion and in pause, this unique colour drifts between light and ethereal, a living calm that invites renewal, vision in serenity, and creative release. With its expansive presence, PANTONE 11-4201 Cloud Dancer invites a space where function and feeling intertwine to build atmospheres of serenity and spaciousness, providing a refuge of visual cleanliness that inspires well-being and lightness.

The Pantone Colour of the Year 2026, PANTONE 11-4201 Cloud Dancer, is a key structural colour whose versatility provides scaffolding for the colour spectrum, allowing all colours to shine. In a world where colour has become synonymous with personal expression, this is a shade that can adapt, harmonize, and create contrast, bringing a feeling of airy lightness to all product applications and environments, whether making a standalone statement or combined with other hues. To discover more about Cloud Dancer, visit: www.pantone.com

SA LITHO PRESSES AHEAD WITH AFRICA'S FIRST NILPETER FA-26



South African label and packaging giant **SA Litho Label Printers** has once again raised the bar for the continent's printing sector, becoming the first company in Africa to invest in Nilpeter's cutting-edge **FA-26 flexo press**.

The FA-26, Nilpeter's flagship wide-web flexo press, is known globally for its ability to run multiple substrates with precision, speed, and efficiency. For SA Litho, this addition opens the door to a far broader range of creative possibilities, particularly in premium packaging applications where brand differentiation is critical. SA Litho's decision to invest in the FA-26 also reflects its long-standing trust in Nilpeter technology. Over the years, the company has successfully run several Nilpeter presses, including the well-known FA Asterix, cementing a partnership built on performance, reliability, and service.

Dawrian Salies, General Manager at SA Litho, explains that the decision was guided by both market forces and the company's philosophy of innovation. 'We see the FA-26 as an opportunity to stay ahead of the curve, offering solutions that exceed our customers' expectations,' says Dawrian. 'The demand for broader printing capabilities in South Africa is growing rapidly, and the FA-26 enables us to do things that even our customers haven't imagined yet. That's exactly where we want to be.'

For decades, SA Litho has established itself as a trailblazer in premium label and packaging solutions, trusted by brand owners across South Africa and beyond. Now, with the arrival of the FA-26, the company is ushering in a new era of print capabilities, designed to meet the growing demands of markets such as wine and spirits, food, and pharmaceuticals.

© <https://nilpeter.com>

DURST INTRODUCES THE GAME CHANGER IN LARGE FORMAT PRINTING, P5 SMP



Leading manufacturer of digital printing and production technologies, **Durst Group** celebrated the official launch of **P5 SMP**, the new Super Multi-Pass solution, together with customers from around the world at its site in Lienz, Austria, on November 6, 2025. With this system, Durst introduces a printing solution distinguished by exceptional versatility and performance.

The P5 SMP is a hybrid LED multi-pass inkjet system with a printing width of 3.5 meters, designed for both board and roll printing. Based on the proven P5 platform, it provides a powerful alternative to conventional single-pass systems.

In the Lienz Demo Centre, visitors experienced live how quickly a complete material change can be performed on the P5 SMP. The P5 SMP handles both roll and board materials up to 70 mm thick. Currently, two formats can be loaded simultaneously; in its final stage, up to four formats will be possible. The system targets the Sign & Display, POP/POS, corrugated packaging, and display, as well as the industrial décor printing markets.

Another highlight is the "DSA – Digital Substrate Alignment" system, providing precise digital image registration with an accuracy of ± 0.25 mm. This feature is particularly valuable for double-sided printing, ensuring perfect front-to-back alignment and accurate registration for guillotine and die-cut processes. Additionally, the "Automated Corrugated System" ensures high production safety, especially in corrugated printing. The material is continuously and automatically kept flat, preventing edge lifting and reliably avoiding material collisions.

Depending on the application, the P5 SMP can control up to ten colour channels – for example, to extend the colour gamut with process colours (orange and violet), use light colours for smoother gradients, or apply white as a base for overprinting. The inks are cured using LED technology, and print quality can be adjusted through resolution levels of 700×1200 dpi and 900×1200 dpi.



The maximum productivity of the P5 SMP is 1,940 m²/h or 340 boards per hour (format 3.2 x 1.6 meters). Even in the fully automated version, the required space is only about 160 m², a clear testament to its compact design. Furthermore, the P5 SMP is delivered with Durst Workflow and Durst Analytics software packages – tools that continuously enhance production efficiency.

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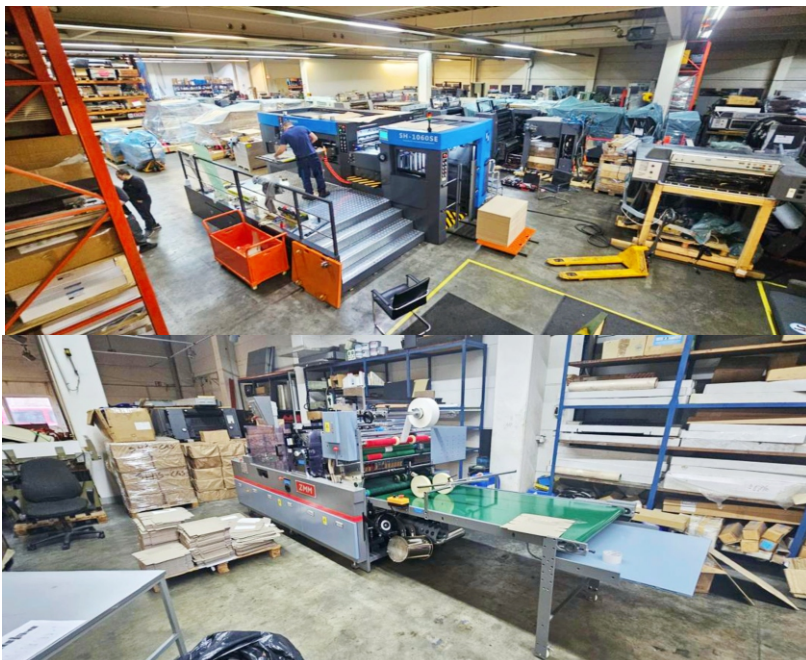
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Ref.-No.: 9293
 Model: SM 52-4 H+LX
 Manufacturer: Heidelberg
 Year of manufacture: 2000
 Serial No.: 204293
 Imps.(mio.) ca.: 92 Mio.
 Delivery: Installed in our warehouse
 Equipment: Alcolor with MGE cooling, CP2000, Autoplate, Preset, all washers, coating unit, extended delivery X1, IR dryer, Eltex antistatic, Grafix alphatronic 200 powder sprayer

Ref.-No.: 9498
 Model: 304 P HOB
 Manufacturer: Roland
 Year of manufacture: 2000
 Serial No.: 28764 B
 Imps.(mio.): 121 Mio
 Delivery: In stock
 Equipment: Rolandmatic dampening, CPL, RCI, Perfecting 4/0; 2/2, Multi CCI, WEKO T77, IR dryer Eltosch



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- 4-colour offset | 5-colour Offset | 6-colour Offset
- 8-colour Offset | 10-colour Offset
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“WE EMPOWER BUSINESSES, INSPIRE INNOVATION, AND ULTIMATELY CREATE STRONGER DEMAND FOR PRINT”.



Basil Cassim, Regional Manager – FESPA Middle East & Africa (MEA)

Thanks to the premier international exhibition designed to support, connect, and inspire the visual communications industry in the Middle East, Africa, and South Asia (MEASA) region, **FESPA Middle East**, the speciality print and signage sectors are experiencing phenomenal growth. As one of the very few industry's top dedicated events that open the global print and signage business calendar at the beginning of each year, **WHERE TO PRINT** caught up with **Basil Cassim**, Regional Manager – **FESPA Middle East & Africa (MEA)**, to know FESPA Middle East's plans for the 2026 show coming up from **13 to 15 January 2026 at Dubai Exhibition Centre (DEC), Dubai, United Arab Emirates** as well as other sundry issues within the region. Armed with over 20 years' experience in organising trade shows across three continents, from the USA to Singapore, his response sums up this **SPECIAL FEATURE INTERVIEW** that also highlights why printers, sign-makers, and allied professionals should seize the opportunity presented by the upcoming show to prepare their businesses for growth and profits, just as **FESPA** commits to the industry's growth. Read the excerpt below:

CONGRATULATIONS ON BRINGING THE GLOBAL PRINT AND SIGNAGE COMMUNITIES TO THE MIDDLE EAST. HOW DO YOU FEEL?

We are immensely proud of our efforts. We have consistently worked with stakeholders within the regional print industry, and from these valuable relationships, we have long recognised that the region lacked educational platforms and strong membership associations to support and empower print and signage businesses. **FESPA**, as a federation rooted in the visual communications sector, is positioned to bridge that gap. Our exhibitions are not just commercial gatherings, but a vehicle for industry progress, by providing educational and meaningful content on the show floor for printers and sign-makers to access. Beyond our trade events, we have been working to develop other activities and deliver informative resources within the MEASA region, so far through **FESPA Leadership Exchange (FLEX) events** and launching **FESPA Direct**. We are pleased individual professional can become part of the FESPA community, and direct membership provides access to an extensive library of educational resources like **Technical Guides**, the **FESPA Print Census**, **Planet Friendly Guides**, **Club FESPA Online**, podcasts, exclusive articles, as well as access to the **Club FESPA Lounge** at our exhibitions worldwide, creating opportunities to learn, network, and connect directly with global industry leaders.

LAST YEAR FESPA MIDDLE EAST WAS BIGGER AND BETTER ORGANISED THAN THE MAIDEN EDITION; HOW DID YOU GUYS PULL IT OFF?

It was a team effort, both in and outside FESPA. Our success truly belongs to the regional industry. We have been honoured to receive enthusiastic support from both the industry brands and suppliers, and the community overall, with print solution providers and sign-makers attending the show, and securing top-level experts to share insights within the expo conference. The **FESPA Global Print Expo** has been in the market for more than half a century. As a well-established, premium exhibition, it has been a benchmark for the industry, and we are pleased we are able to bring the same calibre event to this region. Unlike many other event organisers, FESPA operates on a reinvestment model, whereby profits from the exhibitions are reinvested back into the industry through our activities, focused on knowledge sharing and industry development. We have built trust within the community over decades, which has fostered strong collaboration and made the growth of **FESPA Middle East** possible.

AS THE THIRD EDITION IS SET TO RETURN TO THE MIDDLE EAST FROM 13 TO 15 JANUARY 2026 IN DUBAI, UAE, WHAT HAVE YOU LEARNT FROM THE LAST TWO EDITIONS TO MAKE THE NEXT EDITION VALUE-DRIVEN TO ALL PARTICIPANTS?

Understanding and listening to the industry is at the heart of what we

do. FESPA constantly engages with the community on a global scale – these include, amongst others, specialty printers, sign-makers, Original Equipment Manufacturers (OEMs), distributors – and this helps us to identify the challenges and the needs of the market. We are able to recognise market shifts, technology priorities, and investment trends, which enable us to curate an exhibition that truly connects buyers with the right solutions. Through our FESPA Leadership Exchange 'FLEX' events in Saudi Arabia, Jordan, and Egypt, we hold conversations at a local level, too. Each city teaches us something new about the challenges and ambitions of its print community. Combined with tools such as the FESPA Print Census and insights from our 37 national associations, we are able to build a show floor that delivers relevant value year after year.

WHAT MAJOR STAKES FROM LAST YEAR'S SHOW ARE YOU BUILDING ON FOR NEXT YEAR, AND WHAT NEW IDEAS ARE YOU INCORPORATING IN NEXT YEAR'S SHOW?

The show is still in its infancy, but every year brings powerful learning. For 2026, we are placing stronger emphasis on soft signage and textile printing - areas where sustainable practices are becoming essential. Dubai is gearing up to align with the United Nations Sustainable Development Goals (UN SDGs) by 2029, and this is reshaping the ecosystem. The conference at FESPA Middle East will focus heavily on sustainability, personalisation, and technology, especially automation and AI – these are key topics that will define the next decade of visual communications.

GIVE US A BRIEF OF WHAT TO EXPECT AT NEXT YEAR'S SHOW IN TERMS OF FOOT SIZE, LOCAL AND INTERNATIONAL EXHIBITORS?

We are continuing to grow the regional community, and this includes



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SPECIAL FEATURE INTERVIEW - FESPA MIDDLE EAST 2026

travelling to Saudi Arabia, Jordan, and Egypt to identify and invite key decision-makers to the expo. For 2026, we expect over 3,000 visitors, with the majority being senior decision-makers seeking to source equipment, form partnerships, and shape industry development. On the exhibitor side, regional distributors will stand alongside leading global brands. More than 200 brands from across the world - from the USA to China - will be represented on the show floor.

FOR INTERNATIONAL VISITORS, WHAT ARRANGEMENTS ARE IN PLACE TO ENSURE SMOOTH TRAVEL, STRESS-FREE ACCOMMODATION, AND TRANSFERS TO AND FROM THE VENUE - DUBAI EXHIBITION CENTRE (DEC), EXPO CITY, DUBAI?

The DEC is set to become the largest indoor exhibition venue in the MEASA region by 2030. Its infrastructure already speaks for itself - more than 22 million people visited during the Dubai World Expo, proving its logistical efficiency. DEC is directly connected to the Dubai Metro, making it the most convenient and affordable mode of transport. Buses, taxis, and ride-hailing services are easily accessible. There are several hotels within walking distance of the halls, and dozens more along the metro line - with options to suit all budgets - ensuring visitors enjoy a comfortable, stress-free experience.

SPECIFICALLY, WHAT'S YOUR PLAN FOR VISITORS FROM AFRICA?

Africa holds a special place within the MEASA region, and we recognise the travel challenges African print professionals face when attending events in Europe or further abroad. This is why bringing the global FESPA model to Dubai, together with leading industry suppliers, is so important. It brings world-class education and technology much closer to African businesses. We encourage the continent's printers, sign-makers, and brand owners to use this platform, engage with the knowledge offered, and tell us how we can support your growth. With our teams in Dubai and Johannesburg, we stand committed to empowering Africa's vibrant and fast-evolving visual communications industry.

APART FROM GOVERNMENT SUPPORT (IF ANY), WHAT OTHER INDUSTRY SUPPORT DO YOU HAVE FOR NEXT YEAR'S SHOW?

As a federation of associations, FESPA is supported globally by 37 national print associations representing more than 14,400 printers, so we are able to draw upon these in understanding and reaching the global industry sector. In addition to this, we have long-established relationships with leading brands, and we have staff and offices spanning Latin America to China, and strong support from regional chambers of commerce and industry across the Gulf Cooperation Council (GCC) and wider Middle East.

FESPA IS KNOWN FOR ITS HIGH-QUALITY CONTENT AND SPEAKERS. WHAT SHOULD VISITORS EXPECT AT FESPA MIDDLE EAST 2026 IN TERMS OF CONTENT AND THOUGHT-LEADERS THAT WILL BE SPEAKING OR MAKING PRESENTATIONS AT THE SHOW?

It is a forward-looking programme for 2026 which highlights how technology, sustainability, and global market shifts are redefining the print and signage industry. Across three days, leading experts explore the sector's rapid evolution - from **George Simonian's** reflections on a decade of transformative innovation to **Jon Bailey's** insights on scaling print businesses for international growth. We also address new technology within the agenda, with AI featuring prominently; **Carlo Pepe** will be leading sessions on practical AI adoption and the integration of tools like ChatGPT into everyday workflows. We have already discussed how sustainability is a strategic priority for the region, and we look forward to hosting a panel on embedding sustainable workplace culture and leveraging environmental commitments for competitive advantage. With additional expertise from leaders such as **Debbie McKeegan, Amit Radia,** and **Mark Boyd,** the conference blends visionary thinking with practical guidance, offering attendees a clear view of the technologies and values shaping the future of print.

Alongside the conference, the show floor offers a dynamic mix of features designed to inspire and engage. The **World Wrap Masters Middle East Competition** brings high-energy excitement as skilled installers battle for the regional title, giving visitors a front-row seat to the creativity and precision of professional wrapping. The expert judges from the competition will also host **Live Wrap Demos,** offering practical, hands-on guidance for anyone looking to refine their vinyl and film installation techniques. Adding to this, the **Sustainability Spotlight** provides attendees with accessible insights, tools, and real-world resources to help them advance their own sustainability initiatives, making it a valuable hub for forward-thinking print professionals.

WHAT ASSURANCE ARE YOU GIVING TO ALL PARTICIPANTS, ESPECIALLY THE EXHIBITORS AT NEXT YEAR'S SHOW, TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS AND EXPECTATIONS?

We use Explori - the world's leading independent exhibition survey company, which evaluates more than 7,000 events annually. Feedback from the last two editions of FESPA Middle East placed the exhibition among the **top 3% of global events,** a recognition based entirely on visitor and exhibitor data. This result is not ours alone - it is a reflection of the regional industry's dedication and the standards it expects. We remain fully committed to listening, improving, and delivering excellence each year.



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



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“WE WANT TO BUILD A FUTURE WHERE WOMEN ARE NOT JUST PARTICIPATING, BUT LEADING WITH CONFIDENCE”.



Ayanfeoluwa Ogunbode Ibitoye, Founder - Printstreet LTD and Regional Founder, GirlsWhoPrint Africa

As the world's largest independent network of women in the print and graphic communications industry, **GirlsWhoPrint** has been supporting and elevating women in print and graphic communications through mentorship, education, and career-building opportunities for over 15 years. Its African extension, **GirlsWhoPrint Africa**, whose base of operations is in Lagos, Nigeria, recently held one of its impactful programmes - **PrintHerCon'25** that connected female talent within the print ecosystem. **WHERE To Print** caught up with the **Regional Founder** of GirlsWhoPrint Africa (equally the Founder of **Printstreet LTD**), **Ayanfeoluwa O. Ibitoye**, to find out, amongst others, how the continental extension of the world's largest professional network for women in print aims to empower African women. The summary of her response is excerpted below in this exclusive **SPECIAL FEATURE INTERVIEW**:

CONGRATULATIONS ON SUCCESSFULLY STAGING PRINTERCON'25. HOW DO YOU FEEL?

Thank you very much. I feel deeply fulfilled and humbled.

PrintHerCon'25 was more than an event; it was a historic moment for women in Africa's print ecosystem. Seeing women connect, learn, share boldly, and step into leadership reminded me why this mission is so important. It affirmed that when women are given platforms, they create impact far beyond the room.

WHAT'S THE PURPOSE OF PRINTERCON IN THE GIRLSWHOPRINT AFRICA OVERALL PROGRAMME?

PrintHerCon is a strategic empowerment engine within our larger **GirlsWhoPrint Africa** mission. It is where industry conversations, leadership development, technical knowledge, and collaboration converge. As part of our continental agenda, PrintHerCon helps us spotlight female talent, build community, expand networks, and ignite the visibility women need to thrive in print and allied sectors.

WILL IT BE A ONE-OFF EVENT OR CONTINUOUS, AND HOW WILL THIS BE REPLICATED ACROSS AFRICA?

PrintHerCon is an annual, continuous experience. We have no intention of stopping. Our dream is to replicate this across East, West, North, Central, and Southern Africa. We are already nurturing relationships with country ambassadors, industry stakeholders, and print associations who will help us launch localized editions in other African nations.

MOST STAKEHOLDERS THINK GIRLSWHOPRINT IS GENDER BIASED. WHAT CAN YOU SAY ABOUT THIS, AND HOW ARE YOU CHANGING THE NARRATIVE?

GirlsWhoPrint is not anti-male – we are pro-inclusion. The goal is not to exclude men but to make room for women where they have historically been underrepresented. Our programmes involve men as allies, trainers, mentors, collaborators, and thought partners. Inclusion is the only way to build a balanced ecosystem. When women rise, the entire industry becomes stronger, more innovative, and more competitive.

WHAT ARE THE GUIDING VALUES AND MISSION OF GIRLSWHOPRINT AFRICA?

Our mission is to promote inclusion, leadership, and economic

advancement for women in print and allied industries. Our guiding values are:

- Empowerment.
- Innovation.
- Collaboration.
- Visibility & Representation.
- Community Building.

We want to build a future where women are not just participating, but leading with confidence.

WHAT ARE SOME OF THE CHALLENGES THE FEMALE FOLKS FACE IN THE MARKET, AND HOW ARE YOU HELPING TO ADDRESS THEM?

Women face challenges such as limited visibility, biases against technical competence, restricted access to growth opportunities, insufficient mentorship, and work-life balance barriers. GirlsWhoPrint Africa addresses these by offering capacity-building programmes, business support, mentorship networks, leadership development, plus platforms that amplify women's voices and achievements.

SPECIFICALLY, HOW IS GIRLSWHOPRINT AFRICA GOING TO EMPOWER AND UPLIFT THE FEMALE FOLKS IN AFRICA?

We empower women through:

- Leadership and business development programmes.
- Mentorship and skill-building.
- Access to networks and industry opportunities.
- Technical training and innovation workshops.
- Regional collaborations and visibility platforms.
- School outreach and youth initiatives.

Our blueprint ensures that women are not only participating but leading with confidence.

SO, HOW DO YOU HELP GIRLS/WOMEN ACROSS AFRICA NOT JUST TO LAUNCH AND GROW THEIR BUSINESSES, BUT ALSO TO LEAD?

We support women at three levels:

Launch – foundational training, mentorship, and business guidance.

Grow – access to networks, markets, and industry collaborations.

Lead – platforms for leadership, policy involvement, continental

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(L-R @ PrintHerCon'25) Patricia Ojora, Founder, Promo Print Ventures, Mrs. Adefemi Adekoye, CEO, Printhaven, Tonya Lawani, CEO, Seal Group, Adeyinka Opasanya, Founder, Printheros, and Zainab Babatunde, CEO, Ziamak Print

visibility, and thought leadership. We want women to take centre stage – not from the sidelines, but from a position of authority and excellence.

IS THE BODY FULLY REGISTERED TO OPERATE AS AN NGO, OR HOW CAN ONE COLLABORATE AND SUPPORT GIRLSWHOPRINT AFRICA?

GirlsWhoPrint is an established NGO in the United States, and GirlsWhoPrint Africa operates as a recognized regional arm. However, our entry point on the continent is community building, not charity. We are intentional about avoiding dependency structures. Our focus is empowerment, capacity development, and ecosystem strengthening. Individuals, institutions, and organizations can collaborate through:

- Sponsorships & CSR partnerships.
- Mentorship and training collaborations.
- Scholarships for female creatives.
- Event and programme partnerships.
- School outreach and internship programmes.
- Technical support and industry alliances.

Our commitment is to build a sustainable, skilled, and empowered female-driven community in Africa's print and allied sectors.

THE PRINTING PROFESSION HAS A DIFFERENT CONNOTATION TO THE YOUNGER GENERATION. HOW IS GIRLSWHOPRINT INSPIRING NEW TALENT?

We are reshaping the narrative by showing that print is no longer "old school" – it is innovative, creative, tech-driven, and full of opportunity. Through school outreach, internship pipelines, talent development programmes, print innovation challenges, and storytelling that highlights young professionals, we are making the industry attractive to the next generation.

WHAT MENTORSHIP OPPORTUNITY DOES GIRLSWHOPRINT AFRICA OFFER?

GirlsWhoPrint Africa runs a structured mentorship framework where women are paired with experienced leaders across continents. We offer:

- One-on-one mentorship.

- Group coaching.
- Industry masterclasses.
- Technical training.
- Leadership mentorship.
- Fireside conversations with global experts.

We are building a pipeline of confident, skilled, future-facing female leaders.

HOW ARE YOU STEPPING UP THE MEMBERSHIP DRIVE IN AFRICA?

We are expanding membership through regional chapters, country ambassadors, robust member benefits, leadership programmes, community events, and digital engagement platforms. Our goal is to create the strongest, most influential female-led print network in Africa.

HOW ARE YOU WORKING WITH SCHOOLS ON STUDENT INTERNSHIP AND MENTORSHIPS?

We are looking to collaborate with universities, design schools, and technical institutions to:

- Place students in internships
- Facilitate industrial visits
- Run print innovation labs
- Offer mentorship and peer support
- Introduce them early to print technologies

We are building the next generation of African print innovators.

THE PRINT INDUSTRY HAS MORE MEN THAN WOMEN GLOBALLY. HOW CAN THE GENDER GAP BE BRIDGED?

By providing access, visibility, training, and leadership opportunities to women. Representation matters. When young girls see women thriving in print, they find the courage to enter the industry. Our role is to create a welcoming, supportive, and empowering environment that encourages their growth.

WHAT ARE YOUR NEXT PROGRAMMES/ EVENTS, AND FOR WHICH AFRICAN COUNTRIES?

Our next phase is focused on expansion, accessibility, and deeper community engagement across the continent. The upcoming programmes include:

- PrintHerCon Regional Tours – taking the conversations, training, and



Do You need an holistic GUIDE through your GRAPHIC CAREER?



flip to the Next Page

Print Impact Around the World

UPM AND SAPPI TO COMBINE PAPER BUSINESSES



UPM-Kymmene Corporation ("UPM") and Sappi Limited ("Sappi") have signed a non-binding letter of intent to form a graphic paper joint venture ("the Joint Venture") set to be a major consolidation in the paper segment.

The Joint Venture would include the entire UPM Communication Papers business and Sappi's graphic paper business in Europe. The Joint Venture would be owned 50/50 by UPM and Sappi. It would operate as an independent company, managing its own operations, resources, and decisions within agreed shareholder boundaries.

According to the statement after the signing agreement, the transaction would create a more efficient, adaptable, and sustainable graphic paper business. It would create a structurally competitive cost base and supply security for the European and global customers. By strategic reallocation of production volumes to the most efficient paper machines, the Joint Venture would achieve more sustainable capacity utilization and stronger operational performance, while continuing to serve customers with a broad portfolio of graphic paper products.

Overall, the Joint Venture would rationalize supply in an industry burdened by declining demand, structural overcapacity, and high energy costs. It would contribute to a more balanced and resilient European market and make the industry better positioned to withstand market challenges and increasing imports to Europe. Not only that, the Joint Venture is expected to create annual synergies estimated at €100 million through asset optimization, product portfolio rationalization, logistics optimization, sourcing efficiency improvements, and operational efficiencies. The planned perimeter of the Joint Venture would include:

- The entire UPM Communication Papers business, including eight UPM Communication Papers' paper mills at Kymi, Rauma (including UPM RaumaCell) and Jämsänkoski (paper line 6) in Finland; Nordland (paper lines 1 and 4), Augsburg, Schongau in Germany; UPM Caledonian paper mill in the UK and Blandin paper mill in the USA; and
- Sappi's European graphic paper business, including the following four graphic paper mills: Kirkniemi in Finland, Echingen in Germany, Gratkorn in Austria and Maastricht in the Netherlands.

FESPA REVEALS TWO ADDITIONAL EVENTS FOR 2026 SHOW



FESPA will host its flagship event, **FESPA Global Print Expo**, and co-located events, **European Sign Expo** and **Personalisation Experience**, from **19 – 22 May 2026**, at the **Fira de Barcelona**, Spain incorporating two new additions to the FESPA event portfolio – **Corrugated** and **Textile**, respectively offering focused exhibits and content for packaging and display manufacturers, as well as textile and garment producers.

Together, the five co-located events offer a concentrated opportunity for visitors to meet with a broad range of experts from across the speciality print and signage industries, discover an array of products and solutions, and develop their understanding of market trends and new potential revenue streams.

Comprehensive feature programme

Within a significant exhibition space showcasing innovations in materials and accessories for vehicle wrapping and surface decoration, FESPA Global Print Expo will

host the return of the high-energy **World Wrap Masters Competition** in 2026. Over the first two days of the event, World Wrap Masters will witness regional competitions during which vehicle wrappers from across Europe will go head-to-head to wrap a variety of special objects and vehicles. On days three and four of the event, regional champions will battle it out to be crowned **World Wrap Masters 2026 Champion**. Visitors can also attend a series of live wrapping demonstrations with industry experts.

FESPA 2026 will also incorporate two free-to-attend Conference Programmes – one covering textile and personalisation; the other covering corrugated – offering visitors access to a choice of informative sessions on print, signage, textile, personalisation, and corrugated. Attendees will hear from expert speakers on the latest trends and opportunities, as well as what the future has in store for businesses in these fields.

The dedicated website for FESPA Global Print Expo, European Sign Expo and Personalisation is now live at <https://www.fespaglobalprintexpo.com/>. For more information on Corrugated, visit: <https://europe.fespa.com/corrugated>, and to learn more about Textile, visit: <https://europe.fespa.com/textile>. Registration for all five events will open in **January 2026**, and visitors can purchase super early bird tickets to all five events for **€25**.

SCODIX OPENS EUROPEAN EXPERIENCE CENTRE



Scodix has launched its new Experience Centre in Düsseldorf that will serve as a permanent European demonstration and innovation facility for customers and partners.

The new creative hub in Germany will give visitors a closer look at the company's flagship digital enhancement presses in action. Technology on display at the Experience Centre includes the Scodix Ultra 6500 SHD digital enhancement press and the company's Smart High-Definition (SHD) technology, which allows brands and printers to embellish virtually any design and specialises in fine lines, intricate details, patterns, tiny text, and large surface flat foiling.

Also being demonstrated is Scodix Multi-Layer Embellishment, which enables printers to add multiple, highly tactile layers to their designs to deliver unmatched depth and texture in a single pass.

EFKA, DURST, AND TTS JOINTLY HOST LIVE WEBINAR ON OUTDOOR ADVERTISING

Live Webinar
Tuesday, 27 January 2026

OUTDOOR ADVERTISING

Textile frames and (SEG) fabrics for outdoor use

durst **EFKA** **TTS**

In a bid to discover sustainable textile frames and (SEG) fabrics for outdoor use, **EFKA**, **Durst**, and **Texo Trade Services (TTS)** are joining forces for an inspiring live webinar with the topic: **OUTDOOR ADVERTISING – Textile Frames and (SEG) Fabrics for Outdoor Use**, taking place on **Tuesday, 27 January 2026**.

In just 45 minutes, participants will discover how the right combination of textile frames, fabrics, and print technologies can create powerful and sustainable outdoor impact.

Outdoor advertising requires a different approach than indoor use: weather resistance, image quality, sustainability, and the right printing technique are essential for achieving a perfect result. During this webinar, experts from EFKA, Durst, and TTS will share practical insights and tips that participants can immediately put into practice.

Continued on page 19 >>

Print Impact Around the World

What participants will learn?

During the webinar, experts from EFKA, Durst, and TTS will answer the most frequently asked questions about outdoor textile frames and fabrics, including:

- What is the maximum size for outdoor frames, and what should you consider?
- Which fabrics and printing techniques are most suitable for outdoor applications?
- What are the advantages and disadvantages of different types of outdoor fabrics?
- How do sublimation, UV, and latex printing technologies perform in outdoor environments?
- What sustainable and environmentally friendly solutions are available?
- Practical examples and test results of outdoor fabrics

By the end of the webinar, participants will know exactly how to create sustainable, future-proof outdoor projects and how to convince their customers with high-quality results. The webinar will also conclude with an interactive Q&A session, where participants can ask their questions directly to the experts. Professionals in outdoor advertising, print and sign specialists, and anyone seeking sustainable outdoor solutions can register via: <https://www.efkaframes.com/webinar-outdoor-advertising>

BOBST ANNOUNCES FLEXIBLE PACKAGING OPEN HOUSE AT ATLANTA COMPETENCE CENTRE

BOBST



BOBST is set to host a special one-time open house event for the flexible packaging supply chain at its Competence Centre in Atlanta, USA, in the New Year.

With the theme: **The Future of Flexible Packaging: Workforce, Automation, and Innovation**, the Open House will take place on **February 24, 2026**, and will bring together flexible packaging professionals for demonstrations, discussions, and insights into workforce development and automation-driven production. It will also address key challenges facing the sector, including changing workforce dynamics, evolving skill requirements, and the increasing role of automation in maintaining productivity and consistency. Attendees will have the opportunity to see live demonstrations of BOBST machines in action, including the VISION CI Flexo press, the NOVALAM S 550 laminator, and the MASTER M6.

In addition, BOBST experts will share insights into how converters can strengthen training efforts, improve operational agility, and prepare their teams for the next era of flexible packaging production. The event will be held at the BOBST Atlanta Competence Center, located at 2715 Ronald Reagan Blvd, Suite 300, Cumming, GA. Attendance is open to flexible packaging professionals, production leaders, and technical teams. For more information or to register, visit: <https://go.bobst.com/TheFutureofFlexiblePackaging>

KOMORI BEGINS FULL-SCALE SOLAR POWER GENERATION SYSTEM



Komori Corporation has begun full-scale operation of a solar

power generation system at its production base in Nantong, China.

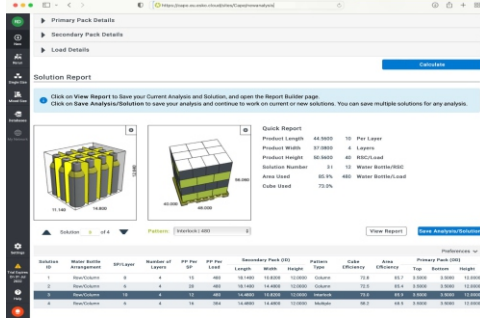
This initiative, aimed at reducing carbon dioxide (CO2) emissions and lowering environmental impact through the use of renewable energy, aligns with Komori's long-term environmental vision – the **Komori Eco Vision**, which outlines the company's direction for contributing to a sustainable society built on three key pillars: preventing global warming, supporting a recycling society, and preserving biodiversity.

With an installed capacity of 880 kW and an estimated annual power generation of 900,000 kWh, the project is estimated to reduce CO2 emissions by 530 tons with a renewable energy ratio in total plant electricity consumption of approximately 70 percent.

Together with the Tsukuba Plant (Ibaraki, Japan) and Komori Machinery Co., LTD. (Yamagata, Japan), the new project forms part of Komori's three-plant production structure, enabling advanced product supply capabilities and flexible delivery schedules.

Komori Machinery (Nantong) is the Komori Group's production base in China, manufacturing offset printing presses and related components, primarily for the Greater China market.

ESKO LAUNCHES NEW CAPE PACK PRIME TO HELP CUSTOMERS DRIVE DOWN COSTS



Esko has launched **Cape Pack Prime**, a new packaging-driven sustainability solution that helps packaging converters successfully reach their own sustainability targets.

An extension to the popular Cape Pack software for packaging and logistics optimization, Cape Pack Prime is an easy-to-use, cloud-based platform that uses real-world product models to accurately calculate optimized packaging and palletization solutions that drive down costs and help customers meet their sustainability key performance index (KPIs).

Cape Pack Prime features a new integrated carbon emission calculation capability, developed in partnership with CarbonQuota®, which enables brands and packaging converters to accurately measure and reduce their environmental impact through automated carbon footprint calculations, helping them meet sustainability goals and comply with evolving regulatory requirements.

New Cape Pack Prime enables packaging and label converters to:

- Create and evaluate palletizing solutions in seconds, for maximum efficiency and minimum waste
- Create CAD assets using dimensional pack data from an actual product by importing 3D models as the primary pack to reduce the empty space in your packaging
- Evaluate case and pallet solutions for compression strength and economic factors to identify lightweighting opportunities for the best fitting solution
- Automatically generate right-sized CAD files, dielines, 3D models, and reports for the chosen solution, increasing project speed and decreasing costs
- Reduce shipping costs by an average of 10% while protecting products from damage
- Instantly calculate pallet loads and shipping quantities for knocked-down flat products and shipping containers, enabling box converters to obtain efficient and accurate transportation estimates
- Optional integration with Life Cycle Analysis systems for carbon footprint calculations

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MENTORSHIP PARTICIPANTS' BENEFITS

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

MENTORS' / INVESTORS' BENEFITS

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



"PRINTING UNITED EXPO 2025 IS TOTALLY DEDICATED TO OUR CUSTOMERS".

Global leader in sustainable, on-demand digital fashion and textile production - **Kornit Digital** is doing something different at this year's **PRINTING United Expo**. The company is not only celebrating, but it's also pioneering industry innovation. And it's doing this with its customers. **WHERE TO Print magazine** caught up with Vice President of Sales, **Chris Carson**, during the **1:1 Speed Meeting** at **PRINTING United Media Day**, to find out more about Kornit's plans for **PRINTING United Expo 2025** and more in the excerpt below:

CONGRATULATIONS ON YOUR 20TH ANNIVERSARY; WHAT ARE YOUR PLANS FOR PRINTINGUNITED EXPO 2025?

Thank you, **PRINTING United Expo 2025** is totally dedicated to our customers because they have been part of our success stories. Over 150million impressions on Kornit Digital presses, and this grows 20 to 25% year-on-year. That's why over 40 customers and partners will be joining us at our Booth 5270 for the 3-day event - packed with live sessions, networking, and innovative technology; where we will be celebrating 20 years of innovation and showing how the Kornit ecosystem can take your print-on-demand (POD) business to the next level.

TODAY, SUSTAINABILITY IS ONE OF THE BIGGEST ISSUES DRIVING INVESTMENT. HOW ARE KORNIT DIGITAL MACHINES DRIVING SUSTAINABILITY QUESTIONS IN TERMS OF CARBON EMISSIONS, WASTE REDUCTION, ENERGY COST, AND WORK EFFICIENCY, AMONG OTHERS?

Kornit Digital machines address sustainability through on-demand printing, which eliminates overproduction and waste. From entry-level direct to fabric to industrial printers, our machines use eco-friendly, NeoPigment™ inks, thus requiring significantly less water and energy compared to traditional screen-printing methods, thereby minimizing waste by eliminating steps like pre-treatment, steaming, and washing. All these not only address sustainability issues but also ensure a high return on investment to our customers, as they also save on operational costs.

ARE THERE SPECIALS, PROMOS, OR DISCOUNTS THAT YOU'RE OFFERING TO YOUR CLIENTS AT PRINTINGUNITED EXPO 2025?

Yes, we're ready to work with our customers on any press or system of their choice. We also encourage our customers to take advantage of the end-of-year capital gain tax write-off by investing in any of our machines now.

WHAT IS YOUR BEST ADVICE ON MACHINE HANDLING AND MAINTENANCE?

To maintain a Kornit Digital printer, perform daily cleaning of the platen, print heads, and maintenance station; conduct regular nozzle checks and run the machine every three days to keep ink flowing; and perform deeper weekly and monthly cleanings of the interior, ink pads, and lubrication



points. Keeping the machine clean of lint and dust is critical for quality prints and longevity.

ANY NEWS OR INFORMATION YOU WOULD LIKE TO ADD?

We use this opportunity to invite everyone to the free-to-attend virtual apparel summit focused on growth - **EVOLVE SUMMIT** on 29 and 30 October 2025. You can register at evolve.kornitconnections.com. It's all about sharing ideas on technology and connecting with people.

And don't forget, throughout **PRINTING United Expo 2025**, Kornit will lead engaging discussions on customer successes and explore how the company is empowering its user community to grow, adapt, and redefine the future of on-demand production.

THANK YOU FOR YOUR TIME.

SFA - TVF INC. @ PRINTING UNITED EXPO 2025



DISCOVER ENDLESS POSSIBILITIES OF FABRICS

TVF Inc. is an international textile supplier with over 50 years of undiluted reputation in the industry. In this **SPECIAL FEATURE INTERVIEW** with Sales Consultant – **Sarah Munoz** during the **1:1 Speed Meeting** at **PRINTING United Media Day**, discover why **TVF** is your sure plug for anything textile:

YOU'VE BEEN A REGULAR EXHIBITOR AND SPONSOR OF PRINTINGUNITED EXPO. TELL US WHY TVF CHOSE PRINTINGUNITED EXPO AS A PARTNER IN THIS MARKET?

TVF is the leading supplier of fabrics to manufacturers across a wide range of industries, including Industrial, Apparel, Print Media, and Home Furnishings. We believe **PRINTINGUnited Expo** is the perfect avenue to showcase ALL of our print-based divisions. Our print media, apparel, and home décor lines are all geared towards various print capabilities.

AS AN INTERNATIONAL EXPERT ON TEXTILES, WHAT IS YOUR BEST ADVICE ON TEXTILE USE, HANDLING, AND MAINTENANCE?

I will advise users to log on to our website - <https://www.tvfinc.com> not only to find the perfect fabric for their applications but also to connect with our exceptional sales team, who will use their years of experience to determine what fabric solutions are right for their needs. You can also join our podcast and discover endless possibilities of fabrics. All these are free of charge.

WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS THIS 2025 AND BEYOND TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANY DAY?

We are 100% Employee-Owned through ESOP (Employee Stock Ownership Plan), and we have been in this industry for 50+ years. With our unmatched expertise, we help manufacturers by serving as an extension of their business, providing them with quality textiles and extraordinary service.

FROM BREAKTHROUGH TECHNOLOGIES TO EVOLVING CUSTOMERS' DEMANDS, CAN YOU TELL US, AS AN EXPERT IN THIS INDUSTRY, WHERE THE INDUSTRY IS HEADED?

I see a big push for domestic goods and, of course, some sort of sustainability, whether it's organic or recycled goods. Products made from our fabrics can be found in everyday items as well as specialized applications such as extreme sports gear, and all these are made with sustainability in mind.

FINALLY, WHAT ARE YOUR EXPECTATIONS FROM PRINTINGUNITED EXPO 2025?

Quality exposure for our print

media, apparel, and home décor divisions. And most importantly, visitors to our Booth 1258 should expect a wide selection of printable media, apparel, and home décor fabrics, along with industry expertise.

THANK YOU FOR YOUR TIME.



Caveat: This **SPECIAL FEATURE INTERVIEW** was conducted during the **1:1 Speed Meeting** at the second annual **PRINTING United Expo Media Day**, which took **Tuesday, October 21, 2025**, at the **Orange County Convention Center** in Orlando – the day before the Expo officially opens its doors to the global printing industry! **Media Day** was designed for **Industry Media** to provide direct access to leading exhibitors and their newest technologies, in an intimate, relaxed setting, allowing them (the Media) to hear first-hand about major product launches, industry insights, and exhibitor news, while leaving them free to spend the next three full days on the show floor capturing live demonstrations, booth tours, and press events.



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"WITH CANON, YOU CAN COUNT ON OUR COST-SAVING TECHNOLOGIES AND COST-EFFECTIVE MANAGEMENT SOLUTIONS THAT REDUCE WASTE AND BOOST PRODUCTIVITY".

Canon U.S.A., Inc., has been one of PRINTING United Expo's biggest supporters, making significant contributions in extensive space use, industry collaboration, and consistent high-level sponsorship as 'Title Sponsor', which represents the highest level of sponsorship. In this **SPECIAL FEATURE INTERVIEW** conducted at the **1:1 Speed Meeting** during **PRINTING United Media Day** with the Canon duo - **Lucy Perez-Sierra** and **Bob Barbera**, find out what inspires Canon's commitment to PRINTING United Alliance as a body, its product offerings at **PRINTING United Expo 2025**, and much more in the excerpt below:

YOU'VE BEEN A REGULAR EXHIBITOR AND SPONSOR OF PRINTING UNITED EXPO. TELL US WHY CANON CHOSE PRINTING UNITED EXPO AS A PARTNER IN THIS MARKET?

Yes, Canon U.S.A., Inc. has been a major supporter of the PRINTING United Expo since 2019, when it was rebranded as a result of the merger between Specialty Graphic Imaging Association (SGIA) and Printing Industries of America (PIA). The convergence under one roof comes with lots of excitement with tremendous impact in the industry. Over the years, PRINTING United Alliance has done a tremendous job of bringing the industry together with great attendance and value to all participants. All these align with Canon's corporate philosophy, which is why we've been a consistent partner.

AS A LEADER IN DIGITAL IMAGING SOLUTIONS, WHAT WILL BE YOUR STAR PRODUCT(S) AT PRINTING UNITED EXPO 2025 AND WHY?

At our Booth 2642, we'll be showcasing the global debut of the Colorado XL series. Powered by our innovative UVgel Technology, the 3.4m/11ft Colorado XL is set to expand the graphics market frontiers with modular design, advanced automation, and expanded application capabilities. The Colorado XL-series comprises two easy-to-operate models: the Colorado XL7R roll-to-roll printer and the Colorado XL7H hybrid printer. Like the Colorado M-series, the Colorado XL-series designed to provide a future-proof investment: customers can start with the configuration that meets today's business needs and, as requirements grow, add

capabilities through field upgrades and key applications, such as white ink, which enables striking prints on transparent and coloured media delivering great versatility and outstanding productivity for both flexible and rigid media applications.

We will also be exhibiting our wide range of production and large format solutions, including various Arizona and imagePROGRAF printers, along with PRISMA production, and other large format software solutions. Among numerous others, there's also the top-sellers, the varioPRINT iX1700 sheetfed inkjet press and the imagePRESS V1350 digital press, aside AI-powered tool called HeightIQ for creating 2.5D textures.

TODAY, SUSTAINABILITY IS ONE OF THE BIGGEST ISSUES DRIVING INVESTMENT. HOW ARE CANON MACHINES DRIVING SUSTAINABILITY QUESTIONS IN TERMS OF CARBON EMISSIONS, WASTE REDUCTION, ENERGY COST, AND WORK EFFICIENCY, AMONG OTHERS?

Canon machines drive sustainability by reducing carbon emissions through energy-efficient design, minimizing waste via remanufacturing and recycling programmes. For instance, we use water-based UVgel inks for a better environment. What we emit into the air is steam to improve air quality. Again, we're mindful of the media/consumables we use. For instance, our toner cartridges are made of recyclable elements. We also have refillable plastic



ink bags to reduce waste and for a better environment.

WHAT IS YOUR BEST ADVICE ON MACHINE HANDLING AND MAINTENANCE?

Practice preventive maintenance and send operators to our facility to get trained and certified. Do more diagnoses, and for a remote solution, you can count on our 24/7 online service support.

HOW CAN PRINT SERVICE PROVIDERS INNOVATE IN TODAY'S PRINT LANDSCAPE?

The key thing to stress here is that there are lots of automations to help streamline and make production processes efficient and cost-effective. Reach out to your vendors to understand how to elevate quality, reduce waste, and more. With Canon, you can count on our cost-saving technologies and cost-effective management solutions that reduce waste and boost productivity.

FINALLY, WHAT ARE YOUR EXPECTATIONS FROM PRINTING UNITED EXPO 2025?

To sell a lot! We want to answer our customers' questions. We want to promote all our offerings, and we want to help our customers with long-term planning to take their businesses to the next level.

THANK YOU FOR YOUR TIME.



"FOCUS ON WHAT YOU'RE GOOD AT, BUT SELL EVERYTHING ELSE".

PRINTING United Alliance is the premier trade association for printing professionals looking to grow their businesses. For over 70 years, the body has been the voice of the industry - standing up for printers, suppliers, installers, educators, students, and everyone in between. In this **SPECIAL FEATURE INTERVIEW** conducted at the **1:1 Speed Meeting** during **PRINTING United Media Day** with Senior Vice President, Association - **Joshua Carruth**, the body aims to make sure print has a strong and sustainable future — from shaping policy on Capitol Hill to driving workforce development and business innovation, ultimately helping to protect, promote, and propel the future of print. Find out other things you don't know about PRINTING United Alliance and Joshua's advice for practitioners in the excerpt below:

TELL US ABOUT PRINTING UNITED ALLIANCE THAT OTHERS DON'T KNOW OF?

We actually have full-time experts on subject matters like sustainability, colour management, human resources, AI, environment, health and safety (EHS) to help grow the industry, apart from our regular accredited courses and certifications. **TELL US ABOUT MEMBERSHIP TYPES AND HOW NON-US RESIDENTS/ COMPANIES/ ASSOCIATIONS CAN JOIN?** Non-US residents and organisations can join directly through <https://www.printing.org/membership>. While our advocacy is seemingly focused on the US, we are also protecting international companies' abilities to sell into the US or do business with their US counterparts.

HOW DOES PRINTING UNITED ALLIANCE HELP MEMBERS GROW THEIR BUSINESSES?

As a member of PRINTING United Alliance, you'll enjoy access to networking events, directory listings, expert assistance, advocacy support, business services programmes, professional development through iEARNING+, and valuable insights to help you stay competitive, innovative, and informed. Of course, all members get usual discounts, but being a member means more

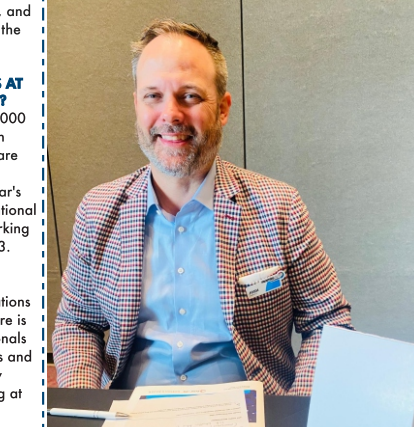
than accessing exclusive tools, training, and connections - it means standing behind the organization that stands up for you!

WHAT DO YOU HAVE FOR MEMBERS AT THIS YEAR'S PRINTING UNITED EXPO?

Trainings! We typically have about 25,000 registered for this year's show, of which 20% are Alliance members. So, there are series of community, member-only, and networking activities lined up at this year's PRINTING United Expo, such as educational sessions, hands-on training, and networking opportunities at Booths 3956 and 3963. There is also the "Connecting the Dots" Session that focuses on future-proofing workflows for personalized communications within the enterprise print industry. There is also "Student Day" for young professionals with a string of hands-on training zones and an AI Pavilion for all you need to know about Artificial Intelligence and printing at Booth 4255.

AS AN EXPERIENCED STAKEHOLDER, WHAT DO YOU THINK ARE THE KEY TRENDS/ CHANGES IN THE INDUSTRY?

Convergence! More printers are diversifying what they sell, whether they produce in-house or not, so partnership is key.



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

Focus on what you're good at, but sell everything else. As advised earlier, engage in strategic partnerships, network, and leverage resellers.

THANK YOU FOR YOUR TIME.

Caveat: This SPECIAL FEATURE INTERVIEW was conducted during the 1:1 Speed Meeting at the second annual PRINTING United Expo Media Day, which took Tuesday, October 21, 2025, at the Orange County Convention Center in Orlando - the day before the Expo officially opens its doors to the global printing industry! Media Day was designed for Industry Media to provide direct access to leading exhibitors and their newest technologies, in an intimate, relaxed setting, allowing them (the Media) to hear first-hand about major product launches, industry insights, and exhibitor news, while leaving them free to spend the next three full days on the show floor capturing live demonstrations, booth tours, and press events.



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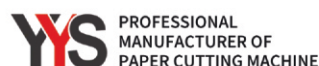
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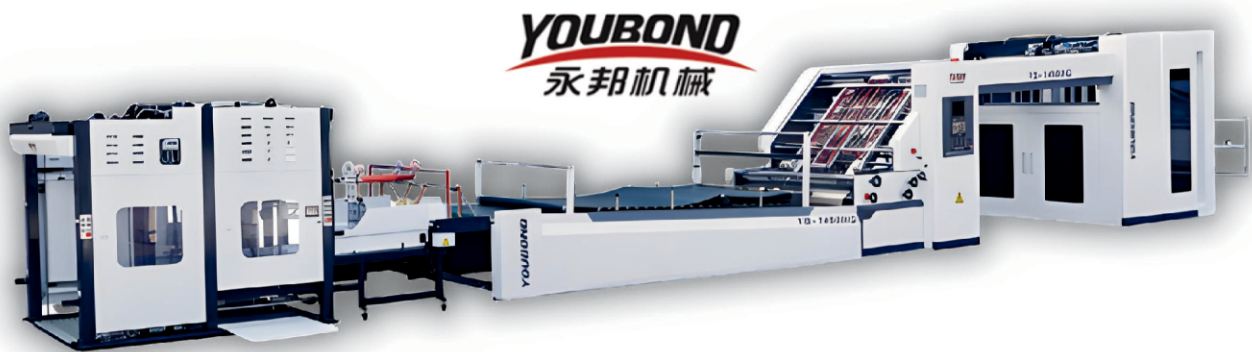
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1. AUTO PRESSURE ADJUSTMENT, AUTO GLUE ADJUSTMENT
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3. CASTING FRAME 40MM, LARGE DIAMETER ROLLER TRANSMISSION: 165MM
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SPECIAL FEATURE INTERVIEW - FESPA MIDDLE EAST 2026



Shakoor Saban, Regional Sales Manager – FESPA Middle East & Africa (MEA)

exhibitor data. This result is not ours alone - it is a reflection of the regional industry's dedication and the standards it expects. We remain fully committed to listening, improving, and delivering excellence each year.

WHAT ARE YOUR EXPECTATIONS FOR FESPA MIDDLE EAST 2026?

Our vision is to create a single, powerful platform that connects visual communications professionals across the entire MEASA region - suppliers, printers, and service providers alike. Beyond business, we want the show to be the region's most accessible source of industry education, offered at no cost to visitors.

AS A FAST-EVOLVING INDUSTRY, WHAT DO YOU THINK IS NEEDED TO DRIVE THE INDUSTRY FORWARD?

Education is the foundation. The region has lacked a strong association dedicated to sharing global trends and best practices, and this has limited growth for many years. FESPA Middle East is filling that gap. By connecting suppliers with regional buyers and by bringing global print expertise directly



to the MEASA community, we empower businesses, inspire innovation, and ultimately create stronger demand for print.

HOW DO YOU HELP DEVELOP THE INDUSTRY IN THE MIDDLE EAST & AFRICA IN TERMS OF COLLABORATIONS ON CAPACITY BUILDING, ASSOCIATION SUPPORT, INDUSTRY ADVOCACY, ETC?

Although FESPA Middle East is relatively new, our focus is firmly on education and capacity-building. Through the FLEX (FESPA Leadership Exchange) series, we deliver curated programmes for C-suite leaders - covering topics such as the FESPA Print Census, sustainability in print, and evolving customer expectations. We also use frameworks such as PESTLE and SWOT to analyse each city's market dynamics when we conduct events in the region. Past conference sessions from FESPA Middle East are available in video format on our website, enabling printers to learn from global experts on topics from AI to sustainability all year round. In addition, our "Innovation in the Gulf" LinkedIn articles - featuring podcasts, interviews, and conference highlights - are another way we share knowledge to uplift the region.

LASTLY...

For the past 15 years, I have worked closely with the Middle East print sector across large format, signage, labelling, and packaging. I work alongside my long-time colleague, **Shakoor Saban**, who brings extensive experience in advertising, media, and exhibitions. Together, we have witnessed the evolution of digital printing since the early 2000s, and we remain passionate about the industry's growth. FESPA has always inspired us - not only through its global network but through its commitment to education. Our goal is to share that knowledge and uplift the wider region, helping build strong, sustainable demand for print. Find out more and register for FESPA Middle East 2026 at <https://www.fespamiddleeast.com>

THANK YOU FOR YOUR TIME.

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SPECIAL FEATURE INTERVIEW - (GIRLSWHOPRINT AFRICA)



(L-R @ PrintHerCon'25) Ayanfeoluwa Ibitoye, Director, GirlsWhoPrintAfrica, Mrs. Tonya Lawani, CEO Seal Group, and Omotayo Omodia, Senior Country Manager, Sales & Marketing, Canon EMEA



Ghana, Rwanda, South Africa, Uganda, and Côte d'Ivoire, with more countries joining as the movement continues to grow.

HandzON:- Skill acquisition program for young women who are just starting out in the print industry

These programmes reflect our commitment to creating visibility, opportunity, and leadership pathways for women across Africa's print and creative industries.

ANY NEWS OR INFORMATION YOU WOULD LIKE TO ADD?

Yes – GirlsWhoPrint Africa is entering its next phase of growth. We are calling on print houses, equipment manufacturers, creatives, and educational institutions to collaborate with us. The future of Africa's print industry must be diverse, innovative,

collaborations to more African cities to reach women where they are.

- BoldConvo Physical/ Online Meetups – intimate, high-impact gatherings designed to spark real conversations, build confidence, and create authentic industry connections among women.
- School Outreach Programme (Project ReacHER) – our growing educational initiative designed to engage students early, introduce them to the world of print and creativity, and build a strong talent pipeline for the future.
- Country Chapter Launches – beginning with Kenya,

and inclusive.

FINALLY, WHAT ARE YOUR EXPECTATIONS FOR GIRLSWHOPRINT AFRICA?

I expect GirlsWhoPrint Africa to become the most influential, impactful, and innovative network for women in print on the continent. I envision a thriving ecosystem where thousands of women are leading, creating jobs, shaping policies, and driving transformation across Africa.

THANK YOU FOR YOUR TIME.



Redefining the business of Paper, Packaging, Non Woven & Hygiene Tissue Industry

23 - 25 June 2026

Landmark Centre
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Co-located with



Country Facts:

2nd

Largest Economy in the Continent of Africa

237M

Growing population

\$1B

Paper & Packaging Industry

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Paper | Paperboard | Packaging | Corrugation | Label & Package Printing | Non Woven | Hygiene Tissue | Converting Industry

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10 CRITICAL SKILLS EVERY LEADER MUST MASTER IN 2026



© Berbard Marr

The world of work is evolving faster than ever due to rapid advancements in Artificial Intelligence, automation, and remote work, making it essential to upskill and future-proof your career by mastering a blend of human-centric and digital skills for 2026 and beyond. In this **SPECIAL FEATURE ARTICLE** written by internationally acclaimed Best-selling Author, Keynote Speaker, Futurist, Business, Tech & Strategy Advisor - **Bernard Marr**, discover ten crucial skills essential for business leaders' success in 2026 and beyond:

The world of business is changing fast, and so is the skillset needed to be a successful leader. In 2026, the best leaders will have the skills, experience, and ability to manage the convergence of intelligent machines with human workforces, corporate cultures, and customer expectations. Of course, no two businesses are the same, so we can't rely on developing a "cookie-cutter" skillset. Levels of Artificial Intelligence (AI) literacy and cultural readiness vary across industries, geographical borders, and even between departments.

Assessing this and applying whatever is necessary to deliver effective, scalable, and safe digital transformation will be the key to success. With that in mind, here are the skills I believe every leader should have in their toolbox in 2026:

1. Agentic Workflow Management

In 2026, teams of intelligent algorithms will manage enterprise workflows end-to-end. Evolving beyond the purely generative abilities of tools such as Large Language Model (LLM) chatbots (eg, ChatGPT, Co-Pilot), these AI agents will take action by working towards completing long-term goals and interacting with external services. Overseeing and managing these autonomous workforces as well as fostering cultures that encourage effective human and machine co-working will quickly become an indispensable leadership skill.

2. AI Innovation And Entrepreneurship

Leaders capable of finding new ways to solve problems and create growth with AI will be the fundamental building blocks of business success in 2026. This doesn't require deep technical knowledge, just an understanding of the capabilities and limitations of AI, and a deep understanding of their organization's specific challenges. This means identifying real-world use cases, initiating quick wins and pilots, and scaling to operational deployment, all while maintaining laser focus on hitting strategic business objectives.

3. Data Stewardship

Data is the fuel of the AI revolution, and in 2026, every leader needs to



© iStockPhoto

understand their role in ensuring their organization's data is both accessible and safe. While it must be readily available and in a format that machines can derive insights from, it must also be secure, clean, and free of bias that erodes trust and causes harm. Data stewardship means maintaining the integrity of the information that powers algorithmic decision-making; in 2026, this isn't simply a technical task, it's a fundamental leadership responsibility.

4. AI Ethics

AI has the potential to deliver enormous benefits, but also to cause significant harm. To mitigate the risks, it's essential that it's deployed in a way that's transparent, fair, secure, accountable, and explainable. During previous transformational technological revolutions – such as the advent of personal computers, or the internet – managing the risks

was usually left to Information Technology (IT) departments, tasked with installing firewalls and anti-virus tools. With AI, the potential harms are far more severe, encompassing customer privacy, human job stability, and numerous other dangers we can't yet predict. This means making sure AI is always used safely and ethically is down to everyone with any degree of responsibility.

5. Data Communication

Communicating the insights
Continued on page 27 >>



© TechRadar



and actionable strategies derived from data analytics will be critical to leadership in 2026. Importantly, leaders must not just be able to communicate what data says, but why it says it. Explaining why AI makes decisions will be crucial to winning organizational buy-in, from above and below, and fostering

corporate cultures where humans and machines can cooperate effectively. Won't AI do this for us? Well, yes, to an extent. But we're not yet ready to trust machines to truly understand the way insights will affect people, so this responsibility still falls on humans in 2026.

6. Cybersecurity Strategy

With technology becoming the driving force of business growth, responsibility for its strategy and stewardship spreads far beyond IT departments. Nowhere is this more true than within the domain of cybersecurity. Cyber attacks are increasing in scale and frequency, and the more reliant companies are on technology, the more vulnerable they become. Here, the role of leaders and managers is to foster security-first cultures, making sure awareness of the threats is second-nature to everyone. As well as raising awareness of social engineering attacks and deepfake phishing scams, this means assessing the security implications of every decision we make, to ensure we're not leaving doors open to those with bad intentions.

7. Workforce Planning

With intelligent, agentic co-workers entering the workforce, understanding which tasks can be automated and which are still best left to humans will be a critical leadership skill in 2026. However, effective workforce planning goes beyond efficiency; it's about preparing humans to work with machines, rather than be replaced by them, by providing the skills and training they need. Careful consideration has to be given to the skills that organizations must have in-house if they want to benefit from the opportunities on the table. At the same time, leaders must understand where the human touch is still essential, and where passing work to machines is likely to harm productivity, customer experience, and morale.

8. Learning Agility

Learning Agility means learning how and when to learn. In 2026,



© Harley Reed

leaders must subscribe to the philosophy of lifelong learning, constantly assessing and updating their own skillset. This means developing the ability to spot gaps in their own knowledge and training, and acquiring new learning on the fly. With research suggesting that the average useful lifespan of skills is dropping rapidly due to rapid technological change, leaders in 2026 simply can't afford to let their skills stagnate. Some skills, like critical thinking, teamwork, and problem-

solving, are more durable than others, such as specializations in specific technologies. These should be considered a priority.

9. ESG Specialists

Environmental and social governance is another field that was previously the responsibility of specialists. Today, it's so firmly embedded in business strategy that all leaders must understand it. In 2026, sustainability goals and ethical practices are closely aligned with the need to build resilient operations and supply chains, and hit business targets. This means the ability to interpret ESG data and guide progress towards sustainability and social responsibility goals is increasingly a core leadership competency.

10. Emotional Intelligence And Human Empathy

As automation and AI take on more and more work, people with skills and competencies that machines still can't emulate become increasingly valuable. This includes being able to understand and appropriately react to people's emotions, fears, concerns, and feelings. The ability to listen, communicate authentically, and respond compassionately lets businesses respond to the human concerns of their customers and employees in ways that machines won't be able to do for some time, if ever. Professionals and leaders with this skill deliver value by fostering teamwork, collaboration, and creativity across their organizations.

The skillset required for effective leadership in 2026 represents a fundamental shift from the competencies that defined success in previous decades. While technical expertise remains valuable, the ability to navigate the human dimensions of digital transformation, from ethics to empathy, has become equally critical. Leaders who embrace this broader skill set and commit to continuous learning will position themselves and their organizations to thrive in an era in which humans and intelligent machines collaborate to drive innovation, growth, and sustainable success. The question facing every leader today is simple: which of these skills will you prioritize developing first?



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About Bernard MARR

Bernard Marr is a world-renowned futurist, influencer, and thought leader in business and technology. He is a **best-selling author of over 20 books**, writes a regular column for Forbes, and advises and coaches many of the world's best-known organisations. He has a combined following of over 5 million people across his social media channels and newsletters and was ranked by LinkedIn as one of the top 5 business influencers in the world. Bernard's latest books are

'**Generative AI in Practice**' and '**AI Strategy**'. Visit bernardmarr.com to find information about his books, articles, and services.





START WITH A GOOD HIRE.



Hiring is arguably the most critical function in business. It's not just about filling a seat; it's about identifying and attracting individuals whose skills, work ethic, and values align with your company's mission. The effectiveness of your hiring process directly impacts your team's dynamics, productivity, and long-term success. And as we gear towards a new year with new possibilities, this **SPECIAL FEATURE ARTICLE** written by Sales guru, **Bill Gillespie**, illustrates what business leaders go through in their recruitment process, whilst recommending time-tested tips to start the new year with a good hire.

When it comes to sales, managers and owners will hire anybody. For some reason, we go deaf, dumb, and blind when we interview reps. Revenue excitement leads us to set caution aside. I've been guilty. A while back, I shared the story of a lady who earned an interview without sharing her name. She claimed to have lots of business with a Fortune 100 company. Turned out she had never been on their premises. We wasted time and money finding out.

One of my best stories...and most embarrassing failures involved hiring a lady from an advertising agency. She was confident that she understood the ad world better than us and could turn what she knew into revenue. During her interview, she said, "I see the characters that call on me. If they can earn a living, I'll do great."

A few days into her employment, she learned that I was headed down to see a specific agency. She cautioned me. "They're a bunch of swingers. The lady who buys the printing is married to the Creative Director. Both of them have live-in lovers and rendezvous homes. They make no secret of it either. The whole staff knows." Now I'll confess that I don't know what a swinger looks like. Still, I had an expectation. I conjured up all sorts of images on my drive to their office.

I was really disappointed. The Print Production Manager was a middle-aged, matronly woman. She was prim, proper, and conservative. She didn't fit the image I had in mind. Neither did her "husband." Turned out they are brother and sister. I figured it out after a month or so of doing business. When I eventually shared the story, they howled. The agency gal who was going to kill it, never sold a job.

Another time, we hired a guy who claimed to have lots of business. He came to us looking for work. He was and had been out of work. I told our owner, "If he had customers, he would have a job. He wouldn't be unemployed." He never sold a single order.

We've got to hire better. Nothing improves numbers faster than hiring the right person. Nothing throws more dollars into the trash than adding the wrong rep. Here are some tips on hiring a good rep based

on my experience.

- If there are no account conflicts, they don't have any accounts.
- If they need a big guarantee, they have no confidence in themselves. **Run.**
- If their interview is full of complaints rather than opportunities, be careful.
- Lots of job changes = Red Flag
- Ask for client references. Solid reps include their customers in moves.
- If you don't like how they make you feel in the interview, clients won't like them.

I know this seems obvious, but I have to say it: during my long career, I've seen managers take risks in sales that they would never take in production. That's backwards. Reps make or break your reputation. Reps tell the market what you value. Hire only those who make you look your best. This is the most important hire you make because it helps or harms every employee.



About **Bill Gillespie**

Bill Gillespie has been in the printing business for 49 years and has been in sales and marketing since 1978. He was formerly the COO of National Color Graphics, an internationally recognized commercial printer, and EVP of Brown Industries, an

international Point of Purchase (POP) company. He assumed the role of VP Sales at Bennett Graphics in July of 2013. Bill has enjoyed business relationships with flagship brands, including, but not limited to, Apple, Microsoft, Coca-Cola, American Express, Nike, MGM, Home Depot, and Berkshire Hathaway. He is an expert in printing sales, having written more than \$100,000,000 in personal business during his career. As a Senior Manager, Bill has had oversight of ¾ of a billion in sales. He has also served as an adjunct professor at Clemson University, providing a class on sales and identifying client objectives. Today, Bill trains salespeople and consults for printing companies, equipment manufacturers, and software firms, assisting them with elegant business solutions. He can be reached via: <https://www.bill-gillespie.com> (a boutique consulting firm that provides services and coaching to some of the most innovative creatives and sales professionals around the world) or directly by email: bill@bill-gillespie.com



PRINT & ALLIED EXHIBITIONS FOR 2026

S/N	EXHIBITION	LOCATION	DATE	SHOW LOGO
1	PSI 202 6 https://www.psi-messe.com	Messe Düsseldorf, Düsseldorf- Germany	7 – 9 January 2026	
2	FESPA MIDDLE EAST 2026 https://www.fespamiddleeast.com	Dubai Exhibition Centre (Expo City), Dubai - United Arab Emirates	13 – 15 January 2026	
3	PACK EXPO EAST 2026 https://www.packexpoeast.com	Pennsylvania Convention Centre, Philadelphia- Pennsylvania, United States of America	17 – 19 February 2026	
4	SIGN & DIGITAL UK 2026 https://signuk.com	NEC, Birmingham- United Kingdom	22 – 24 February 2026	
5	SIGN & LED CHINA SHENZHEN 2026 https://www.ledchina.com	Shenzhen Convention Centre Shenzhen P.R. China	1 – 3 March 2026	
6	PROPAK EAST AFRICA 2026 https://www.propakeastafrica.com	Sarit Expo Centre, Nairobi– Kenya	3 – 5 March 2026	
7	GULF PRINT & PACK 2026 https://www.gulfprintpack.com	Dubai World Trade Centre, Dubai- United Arab Emirates	31 March – 2 April 2026	
8	NIGERIA PLAST PRINTPACK 2026 https://www.agrofood-nigeria.com	Landmark Centre, Lagos– Nigeria	24 – 26 March 2026	
9	ISA SIGN EXPO 2026 https://signexpo.org	Orange County Convention Centre, Orlando – Florida, United States of America	8 – 10 April 2026	
10	PROPAK GHANA 2026 https://www.propakghana.com	The Grand Arena, Accra International Conference Centre, Accra– Ghana	21 – 23 April 2026	
11	GLOBAL PRINTING & PACKAGING EXPO AND LABEL & CARTON BOX EXPO 2026 https://globalprintpackexpo.com	Nusantara International Convention Centre (NICE), PIK2, Indonesia	6 – 9 May 2026	
12	INTERPACK 2026 https://www.interpack.com	Dusseldorf Messe, Dusseldorf- Germany	7 – 13 May 2026	
13	FESPA 2026 https://europe.fespa.com/global-print-expo	Fira Barcelona Gran Via, Barcelona- Spain	19 – 22 May 2026	
14	PROPAPER NIGERIA 2026 https://propapernigeria.com	Landmark Centre, Lagos– Nigeria	23 – 25 June 2026	
15	PROPAK WEST AFRICA 2026 https://www.propakwestafrica.com	Landmark Centre, Lagos– Nigeria	8 – 10 September 2026	
16	FESPA/ AFRICA PRINT 2026 https://www.fespafrica.com	Gallagher Convention Centre, Johannesburg- South Africa	8 – 10 September 2026	
17	SPE – SURABAYA PRINTING EXPO 2026 https://surabayaprintingexpo.com	Grand City, Surabaya- Indonesia	8 – 11 July 2026	
18	LOUPE AMERICAS 2026 https://www.label-expo-americas.com	Donald E. Stephens Convention Centre, Chicago- United States of America	15 – 17 September 2026	
19	LED CHINA SHANGHAI 2026 https://www.ledchina.com	Shanghai New International Expo Centre, Shanghai P.R. China	15 – 17 September 2026	
20	THE PRINT/ SIGN SHOW UK 2026 https://www.theprintshow.co.uk	NEC, Birmingham- United Kingdom	September 29 – October 1 2026	
21	ALLPRINT EXPO 2026 https://allprint.co.id	JIEXPO, Kemayoran, Jakarta– Indonesia	7 – 10 October 2026	
22	PACK EXPO INTERNATIONAL 2026 https://www.packexpointernational.com	McCormick Place, Chicago, Illinois - United States of America	18 – 21 October 2026	
23	PROPAPER DUBAI 2026 https://www.propaperdubai.com	Festival Arena, Dubai Festival City Dubai - United Arab Emirates	20 – 22 October 2026	
24	PROPAK CAPE 2026 https://www.propakcape.co.za	Cape Town International Convention Centre, Cape Town– South Africa	27 – 29 October 2026	
25	PRINTINGUNITED 2026 https://www.printingunited.com	Las Vegas International Centre, Vegas, Nevada - United States of America	23 – 25 October 2026	
26	PAPEREX SOUTH INDIA 2026 https://southindia.paperex.in	Chennai Trade Centre, Nandambakkam Chennai, India	3 – 5 December 2026	

NOTE:

- The above enumerated **EVENTS** are carefully and strategically selected, hence meet ALL these stringent criteria: regional acknowledgement/ recognition, exhibitors' numbers (not less than 100 exhibitors), visitors' numbers (not less than 2,500 attendees), and total numbers of country participation (not less than 10 nations).
- Contact **NUMBERS CMYK LTD**, publishers of **WHERE To Print magazines** (Ghana & Nigeria editions), including **PROPAK East Africa DAILY**, **PROPAK Ghana DAILY**, **PROPAK West Africa DAILY**, and **PROPAK Cape DAILY**, for advert/ editorial slots in any of the publications responsibly published and distributed free-of-charge to visitors (including free online download from WHERE To Print magazine website - www.wheretoprintmagazine.com) at each of the highlighted shows to improve overall exhibition experience. Visit www.wheretoprintmagazine.com for details on how to get in touch. Also, contact **FLOURISH COLOUR VENTURES** (www.flourishcolour.com) to join the professionally packaged and value-driven **PEP Delegation** to any of the international shows.
- Exhibition date and venue may change at the Organiser's discretion.



5 BUSINESS TRENDS EVERY COMPANY MUST PREPARE FOR IN 2026



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Driven by innovations and rapid technological advancements amid shifting consumer habits, the pace of change in today's business world is quite exponential. And as the global business landscape undergoes this period of profound transformation, staying ahead of the curve is no longer an option — it is a necessity for survival and growth. That is why, as we strategise in redefining competitive advantage in the upcoming 2026 Business Year, this inspiring piece, which forms the last **COVER STORY** for 2025 written by internationally acclaimed Best-selling Author, Keynote Speaker, and Futurist - **Bernard Marr** uncovers five key areas of immense potential for entrepreneurs ready to innovate and scale their businesses in 2026. While highlighting that the future belongs to the adaptable, especially those who recognise that Artificial Intelligence, sustainability, and the digital experience economy are emerging core pillars of success in 2026, another aim of writing this thought-provoking article by the Business, Tech & Strategy Advisor is to further motivate business leaders in reshaping industries. Read on:

In 2026, Businesses will face major shifts driven by Artificial Intelligence (AI) agents, AI-enabled products, cybersecurity pressure, ESG realignment, and a growing focus on AI skills. I like to look ahead each year and predict what I think will be the important trends affecting every business over the next 12 months.

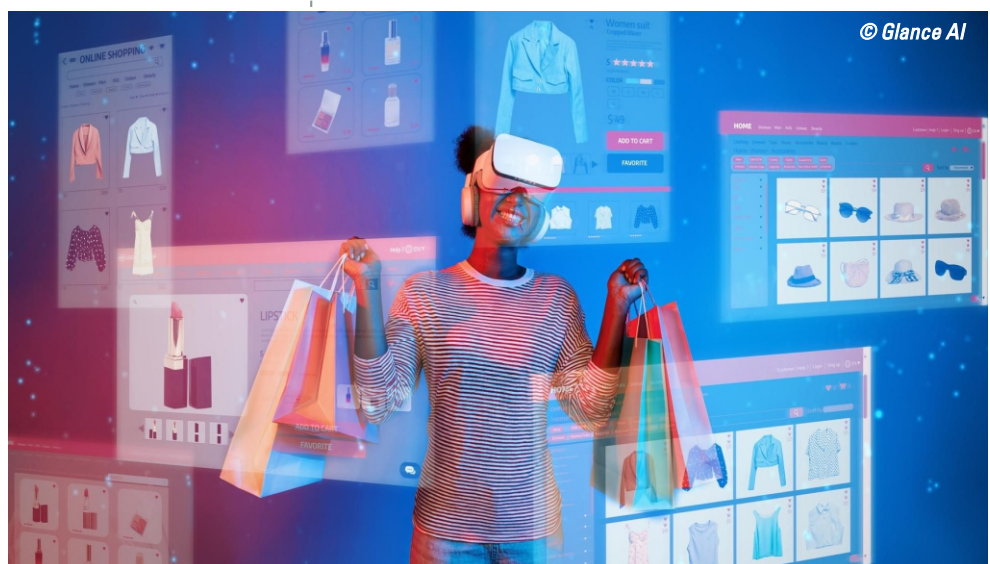
As was the case last year, I still believe AI will be the biggest single catalyst of change in 2026. Leveraging the potential of automation, equipping workforces with the skills to succeed, and navigating disruption caused by the arrival of intelligent machines will be the biggest challenge facing many organizations.

Beyond that, businesses will find challenges as well as opportunities in the changing economic and political tides and evolving customer behaviors that will define the second half of the decade. So, here are what I believe will be the trends that will have the biggest impact on the way businesses work, solve customer problems, and deliver value in the coming

year.

AI Agents For Automated Business Processes

In 2026, agents, autonomous AIs that carry out complex multi-step tasks and communicate with third-party services with minimal human intervention, will begin to manage many business processes end-to-end. In finance, for example, this could mean managing invoices, reconciling transactions, and chasing up overdue payments, while in Human Resources it



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Continued on page 31 >>



5 BUSINESS TRENDS EVERY COMPANY MUST PREPARE FOR IN 2026

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could involve onboarding new hires, scheduling training, and monitoring employees as they progress through personalized learning programmes. Companies that build these agentic workflows will scale more effectively, become more agile, and free up human workers to focus on creative, strategic, and customer-facing tasks.

AI-Enabled Products And Services

Beyond simply driving efficiency, the most forward-thinking businesses will begin to create AI-powered products and services, solving customer problems in entirely new ways. While the previous wave of AI transformation saw companies like Amazon and Netflix use AI to create new customer experiences, in 2026, it's about putting AI into customers' hands. Think AI business co-pilots, generative design tools, and language models embedded into TVs and home appliances. Businesses leading the way in 2026 won't just be those that use AI better; they will help their customers use it better, too.

Cybersecurity As A Survival Strategy

Cyber attacks are increasingly in scale and frequency at an unprecedented rate, with the cost to businesses estimated at **\$10.9 trillion** in 2025. Building robust defenses and a security-aware culture from the boardroom to the shop floor is no longer an option; it's an essential strategy. From deepfake-based phishing to agentic DDoS (distributed denial-of-service) attacks, the threat landscape

is evolving fast, and defense alone is no longer an adequate response. In addition, businesses must look to build resilience, giving them the capability to maintain business continuity even after an attack hits home. Technology clearly has a part to play, but every employee must also become part of the firewall, understanding the part they have to play in keeping the business, its information, and its customers safe.

The Changing Face Of ESG

In 2026, the ESG landscape is undeniably politically charged and polarized. In the US, anti-ESG rhetoric is gaining ground at a federal level while individual states with more progressive outlooks are pushing ahead with climate and diversity regulations. Rather than backing away, however, forward-thinking organizations will look to separate environmental and social justice concerns from



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5 BUSINESS TRENDS EVERY COMPANY MUST PREPARE FOR IN 2026

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AI IS REDEFINING LEADERSHIP

politics and approach them as business opportunities and challenges. Those that show they can drive business growth and also hit ESG goals – for example, lowering transport costs and cutting emissions by switching to Electric Vehicle (EV) fleets – will hone their competitive edge while sidestepping agenda politics and culture war.

The AI Skills Dividend

The skills gap has been a hot topic in business technology for some time. In 2026, the narrative is shifting to highlight the benefits being achieved by organizations that have closed it. For example, retail giant Ikea claims to have **generated \$1.4 billion** in new revenue by reskilling employees as AI-augmented interior designers, SoftBank says it **cut \$24 million** of annual costs by developing AI talent in Latin America, while a Google pilot project in the UK found workers can **save 122 hours of work a year** by adopting AI for administrative tasks. Businesses demonstrating the value of upskilling and reskilling their people will be a key theme in the next year and beyond.

Resilient Business Models

Geopolitical uncertainty, trade disruption, tariffs, and technology-driven disruption. None of these are new challenges, but this year could see them coming together to create a perfect storm to scupper any business plans. This is why smart business heads aren't just planning for success in 2026. Planning for failure and having contingencies in place to press on in the face of defeat is just as important. From building digital twins to simulate worst-case scenarios to implementing back-up supply chains and building redundancy into partner ecosystems, developing resilience will be high on the agenda for every business.

Redefining Leadership In The Age Of Augmented Working

In 2026, leaders aren't just overseeing people and projects; they're managing augmented teams where humans and intelligent machines work side by side. This means knowing the strengths and limitations of both; fostering both human "soft skills" like creativity, emotional intelligence, and teamworking, as well as possessing the digital fluency needed to work effectively with AI. It will be up to human leaders to develop the culture of lifelong learning and organization-wide understanding of ethical AI use that will be needed to thrive. This trend is about ensuring that human workers remain the heart of the business, fully empowered to create the people-centric experiences customers want.

2026 is going to be a year shaped by rapid technological change, shifting customer expectations, and new pressures on resilience. The organizations that stay curious, invest in skills, and embrace AI-enabled innovation will be the ones that build a strong competitive edge for the future.

About Bernard MARR

Bernard Marr is a world-renowned futurist, influencer, and thought leader in business and technology. He is a **best-selling author of over 20 books**, writes a regular column for Forbes, and advises and coaches many of the world's best-known organisations. He has a combined following of over 5 million people across his social media channels and newsletters and was ranked by LinkedIn as one of the top 5 business influencers in the world. Bernard's latest books are '**Generative AI in Practice**' and '**AI Strategy**'. Visit bernardmarr.com, where you can find information on his books, articles, and services.



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“WE CREATE HIGHLY AUTOMATED, EFFICIENT, AND ADAPTABLE PRINT-ON-DEMAND SYSTEMS”.

Long-time **PRINTINGUnited Expo** sponsor **Müller Martini**, after its historical merger with Switzerland-based **Hunkeler**, had a combined **Booth 3234** as one of the largest exhibitors at **PRINTINGUnited Expo 2025** to demonstrate the North American debut of two groundbreaking technologies, one each from the alliance company: **Antaro Digital perfect binder** from Müller Martini and **GEN8 EVO** from Hunkeler. **WHERE To Print** caught up with the Regional Sales Manager of **Muller Martini Corp.**, in North America, **Greg Wood**, during the **Media Day 1:1 Speed Meeting** to know what the newly launched presses offer print service providers, why printers should subscribe to **CONNEX**, and other sundry issues. Part of his response below forms the caption of this **SPECIAL FEATURE INTERVIEW**:

TELL US ABOUT MÜLLER MARTINI AND HUNKELER NORTH AMERICAN DEBUTS?

At our Booth 3234 during PRINTING United Expo 2025 here in Orlando, Florida, Müller Martini and Hunkeler will be presenting live demonstrations of the North American debuts of Müller Martini Antaro Digital perfect binder and Hunkeler GEN8 EVO roll-to-stack solution. These innovative machines are set to redefine digital print finishing and underscore Müller Martini's commitment to delivering future-ready, market-driven solutions. Antaro Digital Perfect Binder showcases advanced automation and operational flexibility for digital, conventional, and hybrid book manufacturing. Its versatility stems from the fact that its new integrated endsheet tipper allows for seamless transitions between softcover and hardcover book production within the same machine. GEN8 EVO Roll-to-Stack Solution is Hunkeler's new solution that sets high benchmarks for efficiency and production quality in commercial and direct mail applications. Designed for maximum output, the system features increased speeds, a robust design, and waste-reducing components to lower operating costs. Not only that, its re-imagined user interface and innovative lighting system for real-time visual feedback make finishing operations intuitive, thereby improving productivity.

THE CONNEX WORKFLOW SYSTEM HAS BEEN ON THE MARKET FOR SOME TIME. HOW HAS IT

FARED WITH USERS?

Very well. This is because Connex Workflow System (Connex for short) significantly increases efficiency and reduces operating costs by providing a complete file-to-finished product workflow solution. It's an end-to-end "smart factory" workflow integration that ensures seamless, error-free production from the initial print data to the finished product, demonstrating how individual systems can work together intelligently with minimal manual intervention. Users have continued to confirm how Connex transforms their business processes and increases their profitability.

WHAT ARE YOUR EXPECTATIONS AT THIS YEAR'S PRINTING UNITED EXPO?

With the combined strength of Müller Martini's finishing expertise and Hunkeler's paper processing solutions, we create highly automated, efficient, and adaptable print-on-demand systems, I expect our customers to come to our stand 3234 and see several live demonstrations of our finishing products, including the Connex Workflow Systems, to enable them to get the best out of their production processes, from pre-press to production of the end product.

THANK YOU FOR YOUR TIME

Thank you too.



Greg Wood, Regional Sales Manager of **Muller Martini Corp.**, in North America.

“UNLEASH YOUR PRINT POTENTIAL AND 'MAKE MORE' WITH FUJIFILM'S INNOVATIVE TECHNOLOGIES AND SUPPORT SERVICES”.

Wanting to know more about **FUJIFILM North America Corporation's 'M.O.R.E. Methodology'** campaign that enables print service providers 'make more', **WHERE To Print** caught up with **Paul Albano** of Fujifilm Business Innovation Division during **PRINTING United Media Day** to explain the concept and its benefits to print service providers. His response in the excerpt below sums up this **SPECIAL FEATURE INTERVIEW** conducted at the **1:1 Speed Meeting**:

WHAT'S IN FOR PRINT SERVICE PROVIDERS IN YOUR 'M.O.R.E. METHODOLOGY' CAMPAIGN?

We understand that today's print market is increasingly competitive and faces immense pressures — from a smaller skilled labour force and rising costs to the need for faster turnaround times and constantly evolving standards. That is how our “Make More” under the **'M.O.R.E. Methodology'** theme comes in. It offers Multi-platform production, Optimized performance, Revenue growth, and Expanded experiences for print service providers. As Fujifilm continues to deliver an intuitive, inventive, and beneficially disruptive suite of innovations for the market, our new “Make More” campaign showcases the company's dedication to going beyond the product portfolio and supporting customers to print smarter, adapt to demand in real-time, and turn operational challenges into strategic growth-driving advantages. That is why this is more than just a campaign or a tagline — it's a promise to our customers — to help them Make More - and we're proud to offer the innovation, automation, support, and partnership to do that. More impressions, more profit, more free time, more beauty, and more satisfied customers — that's what matters, and we're excited to showcase this at PRINTING United this year.

WHAT WILL YOU BE SHOWING AT YOUR BOOTH?

At Booth 3021, we invite our customers and would-be ones to come and see how they can Make More together with Fujifilm. There, they will see Fujifilm's gamut-spanning portfolio of products and software, in addition to live experiences up and running at our booth. These include **ACUITY TR** powered by breakthrough **AQUAFUZE® Ink Technology**, **REVORIA PRESS™ EC2100S** and **SC2855** with expanded Specialty Toners, **REVORIA PRESS™ PC1120**, and the **REVORIA XMF PressReady Lite** software, among

several other entry-level large format solutions.

TELL US MORE ABOUT THESE NEW MACHINES?

Fujifilm's new **ACUITY TR** is a revolutionary 64-inch (1.6-meter) roll-fed printer that brings the latest Fujifilm technology to wide-format roll printing. Equipped with Fujifilm's groundbreaking **AQUAFUZE** water-based UV ink technology, **ACUITY TR** delivers exceptional print quality, versatility, and sustainability, offering users a flexible, eco-conscious printing solution that powers vibrant creative expression across a wide range of applications. The **REVORIA PRESS™ EC2100S** and **SC2855** are with expanded specialty toners (Silver & White) that join the existing Pink, Clear, and Textured Clear options. Silver toner delivers metallic effects for high-end business cards, brochures, and promotional materials. White toner enables vibrant images on dark or transparent substrates, ideal for premium marketing applications. Both allow five-colour printing in a single pass. First in a long line of digital toner presses, the **REVORIA PRESS PC1120** is set to deliver peak quality and performance. This system features a standout print engine, printing in full colour with 10 colour options, including gold, silver, white, pink, and clear, easily configurable in six stations with resolutions up to 2400 x 2400 dpi. It prints at 120 pages per minute and is compatible with a wide array of paper stocks and sizes, providing the freedom to bring your imagination to life. Our range of digital multifunction printers (MFPs) from our **APEOS** line will also be on display and available for demonstrations. The **A3** line-up, designed for businesses of all sizes, integrates with cloud services to support digital transformation and offers features including enhanced security, high-speed scanning, intuitive mobile interfaces, and energy-efficient technology. For small- to medium-sized businesses, our **A4** line-up of compact, space-saving printers produce high-quality outputs at speed to boost

productivity, while also delivering the latest in technology, including direct mobile printing, WiFi, enhanced security, and user-friendly interfaces.

WHAT DO YOU WANT TO TELL THE PRINT SERVICE PROVIDERS?

Fujifilm's innovation will continue to support print service providers to confidently navigate industry challenges, grow their businesses, and create more dynamic experiences with print. Unleash your Print Potential and 'Make More' with Fujifilm's innovative technologies and support services at **PRINTING United Expo 2025**.

THANK YOU FOR YOUR TIME

You're welcome.



Paul Albano, Fujifilm Business Innovation Division.

Caveat: This **SPECIAL FEATURE INTERVIEW** was conducted during the **1:1 Speed Meeting** at the second annual **PRINTING United Expo Media Day**, which took **Tuesday, October 21, 2025**, at the **Orange County Convention Center in Orlando** — the day before the Expo officially opens its doors to the global printing industry! **Media Day** was designed for **Industry Media** to provide direct access to leading exhibitors and their newest technologies, in an intimate, relaxed setting, allowing them (the Media) to hear first-hand about major product launches, industry insights, and exhibitor news, while leaving them free to spend the next three full days on the show floor capturing live demonstrations, booth tours, and press events.



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HEIDELBERG SM102 -4



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PRINTING UNITED ALLIANCE DELIVERS THE BEST PRINTING UNITED EXPO YET



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Beyond the impressive technology line-up at this year's **PRINTING United Expo** that took place at the popular and award-winning **Orange County Convention Centre** in Orlando, Florida USA, from **Wednesday 22 to Friday 24 October**, global attendees experienced hands-on innovation, new activations, and community-driven education that addressed today's most pressing challenges and emerging opportunities. In this **SPECIAL FEATURE ARTICLE** with reference from the Official Postshow Press Release, check out why stakeholders across the globe congratulated the **PRINTING United Alliance** Team for putting up the best **PRINTING United Expo** yet, as you save the dates (September 23 – 25) for the 2026 edition in Vegas:

In the wake of a three-day unforgettable experience, **PRINTING United Expo 2025**, produced annually by **PRINTING United Alliance**, the most comprehensive member-based printing and graphic arts association in North America, concluded its annual gathering of the global printing community on Friday, 24 October at the Orange County Convention Center in Orlando, Florida with global accolades to excellent organisation after it also delivered a record-breaking number of attendees and exhibitors whose extraordinary energy and engagement across every segment of print, from commercial and packaging to apparel, functional, industrial, in-plant, and wide-format graphics reignite the passion for print.

Sponsored by industry bigwigs such as Canon USA, Fujifilm, Standard Finishing Systems, Brittani, TVF, and Müller Martini, **PRINTING United Expo 2025** was unofficially opened a day earlier (Tuesday, October 21) to 50 top global media at the award-winning **PRINTING United Expo Media Day**, where the Media had a one-on-one interaction with leading exhibitors who presented their newest technologies in an intimate and relaxed environment. The setting was opened by **PRINTING United Alliance** President/ CEO **Ford Bowers**, who gave the welcome address as he noted the significant contributions of the Media not only in covering the show but also to the growth and development of the entire industry through quality reporting. Then, the **NAPCO Media** (now **Alliance Insights**) duo of **Nathan Safran** and **Lisa Cross** presented a top-notch State-of-the-Industry Report, covering AI adoption, top business concerns, and opportunities for 2026, among other topics. Watch out for an exclusively comprehensive report in the forthcoming edition of **WHERE To Print** magazine.

Thereafter, top exhibitors presented their newest technologies, product debuts, armed with industry insights. **PRINTING United Expo** Title Sponsor **Canon USA**, represented by **Robert Barbera** and **Rich Reamer**, spoke on the world debut of the all-new **Colorado XL**-series large-format printers, the **varioPRINT iX1700** inkjet press, and the **imagePRESS V1350** digital press. Canon's leadership in the global print industry was also reaffirmed with **LabelStream LS2000**, a five-



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colour (CMYK plus white) inkjet label press, and the new **corrPRESS iB17** industrial inkjet press designed for high-quality, high-speed digital printing on corrugated packaging. Under its **'M.O.R.E. Methodology'** theme to enable print service providers (PSPs) to make more through its Multi-platform production, Optimized performance, Revenue growth, and Expanded experiences, **Fujifilm Andrew Gunn** presented **ACUITY TR™** powered by breakthrough **AQUAFUZE®** Ink Technology, **REVORIA PRESS™ EC2100S** and **SC285S** with expanded **Specialty Toners**, **REVORIA PRESS™ PC1120**, and **REVORIA XMF PressReady Lite** software, among several other entry-level large format solutions.

While **Durst's Becky McConnell** (with its sister company, **Vanguard Digital**) highlighted their latest showcase, such as the new **P5 500 TEX iSUB**, **P5 X** flatbed printers, alongside the **P5 350 HS** hybrid solution and **Tau 340 RSC E** label printers, **Radnor** hybrid printer, **Harpeth** print-to-stack, and **Natchez** flatbed printers for difficult substrates, **Kornit Digital Americas Ilan Elad** announced that the company's 20 years of innovation would be celebrated with their customers at **PRINTING United Expo 2025** by highlighting the customers' successes in using Kornit's on-demand digital textile products. Along with live sessions of customers' success that showcased how Kornit's technology helped grow their businesses, the celebration, among others, also included a happy hour and networking event.

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Agfa's Deborah Hutcheson revealed the global debut of its Jeti Bronco H3300 HS, alongside Onset Panthera FB3216, Jeti Tauro H3300 XUHS – Agfa's fastest and most advanced multi-pass printer – and the compact Anapurna Ciervo H2500. It should be noted that the Anapurna Ciervo H2500 celebrated its 20 years as one of Agfa's long-time trusted presses that offers speeds up to 59 m²/h in production mode in a 2.5-meter format with proven versatility for PSPs from banners and vinyl to textiles and corrugated substrates. 10 limited editions of the customised Anapurna range offered to interested PSPs at the show were sold out.

the Hunkeler GEN8 EVO roll-to-stack solution, set to redefine digital print finishing and underscore Müller Martini's commitment to delivering future-ready, market-driven solutions. While **STAHL'S** 's **Josh Ellsworth** demonstrated its heat printing technology, tools, materials, and software, like the Fulfill Engine, aside from the numerous free-to-attend educational lineups that provided insights on heat printing for both new and experienced decorators, **Mimaki's Josh Hope** rounded off the Media Day with the announcement of the brand-new UJF-7151 plusII e UV-LED flatbed printer. He also announced the availability of brand new TS200-1600 dye-sublimation printer, TxF300-75 Direct-to-Film printer, and several under \$10,000USD dye-sublimation 200 series printers that combine advanced imaging performance with ease of use.

With the merger and combined logo of **Müller Martini** and **Hunkeler**, **Andy Fetherman** announced the North American debut of two groundbreaking technologies: the Antaro Digital perfect binder and

PRINTING United Expo 2025 Media Day Picture News



PRINTING United Alliance President/ CEO Ford Bowers



Alliance Insights duo of Nathan Safran and Lisa Cross



Fujifilm Andrew Gunn



PRINTING United Expo Title Sponsor Canon USA represented by Robert Barbera and Rich Reamer



Durst and Vanguard Digital Becky McConnell



Komit Digital Americas Ilan Elad



Agfa Deborah Hutcheson



Müller Martini and Hunkeler Andy Fetherman

STAHL'S Josh Ellsworth

Mimaki Josh Hope

PRINTING United Expo 2025: Vibrant, Evolving, and Full of Opportunity

The 2025 edition of **PRINTING United Expo** came alive to a non-stop showcase of innovation, inspiration, and exciting networking with the

official ribbon-cutting by **PRINTING United Alliance** leadership after an electric opening ceremony performance by **Freedom High School's Pride of the Patriots Marching Band and Colour Guard**.



with **PRINTING United Alliance** Team



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Alliance Membership Booth



Expo 2025 Show Floor



PRINTING United Alliance Membership



Connecting at Expo 2025

Beyond the impressive technology line-up, new features that gave this year's **PRINTING United Expo** another edge to be conferred the BEST show so far were the numerous educational programmes that addressed today's most pressing challenges and emerging opportunities. Without doubt, these stand-out features also

reconfirmed the show's strong focus on community and collaboration. They included the ever-popular **Apparel Zone** that offered targeted insights for the specialised textile sectors (even as select PRINTING United Alliance All-Stars had a go live on heat transfer process creating a buzz around the show floor), industry's star educational

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Moving-Print-Forward



Growing relationships at Expo 2025



Women-in-Print 2025 Luncheon Keynote



Women-in-Print 2025 Luncheon Lisbeth



All-Star Printing Activation



Students with PRINTING United Alliance Team during Students Day 2025

platform **iLEARNING+**, along with the inaugural Alliance's latest industry certification programme - **G7®/G7+™ Exchange**, and other expanded educational features with expert-led sessions that focused on business growth, technology trends, workforce development, AI, sustainability et al, were offered to attendees free-of-charge.

Planned networking events like **PRINTING United AFTER Dark**, **Student Day**, and **Women in Print Alliance** also concurrently provided invaluable connections for peers with invaluable experiences to future industry leaders, and potential business partners. The Women in Print Alliance luncheon and networking events further supported, celebrated, and empowered women shaping the future of print.

Record-Breaking Number of Attendees and Exhibitors in Orlando

No doubt, there was so much to see, learn, and experience at PRINTING United Expo 2025, just as the energy across the show floor of the purpose-built Orange County Convention Centre was truly exhilarating from DAY 1 as everyone connected as if the show was only meant for a day. Excellent stats that came out of the show in terms of exceptional and hitch-free organisation, and outstanding numbers of registered quality attendance, which birthed a record number of successful deals closed on the show floor. A further confirmation of the show's success, accolades, and reconfirmation that the industry is thriving. In all, this year's show welcomed **over 30,000 registered attendees** from **104 countries**, featuring **838 exhibitors** showcasing the latest advancements in printing technology, materials, and workflow solutions. The event spanned **a million square feet of exhibit space**, sold – buzzing with innovation and excitement from start to finish.

"PRINTING United Expo continues to prove that the printing industry is

vibrant, evolving, and full of opportunity," said Ford Bowers while noting further that; "Each year, we see stronger engagement, deeper collaboration, and an even greater spirit of innovation and scale from every corner of print."

By the Numbers — 2025 Expo Highlights

As the 2025 event came to an end on Friday, 24 October, early reports suggested astounding show floor sales, activations, attendance, and engagement. Some of the preliminary reports are as follows:

- Over **30,000** registered attendees
- **838** exhibiting companies across all industry market segments
- **4.7 million** pounds of equipment on the show floor
- **104** countries represented at the 2025 Expo
- Hundreds of new product launches, including global debuts
- More than **100** educational sessions and presentations
- Nearly **60** participating media outlets and association partners from around the world
- **50** top global media outlets attended the exclusive pre-show Media Day event on October 21
- Over **60** students from local and national schools and universities attended the annual Student Day, held in partnership with Print & Graphics Scholarship Foundation (PGSF)
- More than **300** attendees convened at the Women in Print Alliance luncheon

To **Chris Curran**, Group President, Media and Events, who assumed leadership of the annual event this year; "The Expo embodied the **Continued on page 40 >>**

convergence of every market under one roof – and the innovation our industry thrives on. From AI to automation and sustainability, every corner of the show floor was power-packed with solutions driving print forward. We're already looking ahead to 2026, where the show floor is already 65% sold to date."

Looking Ahead to PRINTING United Expo 2026

The momentum continues as **PRINTING United Expo 2026** heads to **Las Vegas, Nevada**, from **23rd to 25th September 2026**, promising even greater opportunities for discovery, connection, and growth. While exhibitor and sponsorship bookings are already open for the 2026 edition, log on to www.printingunited.com for more details about PRINTING United Expo.

PRINTING UNITED EXPO 2025 PICTURE HIGHLIGHTS

The show ended on a successful note with memories that linger on...



Excited to see the incredible **Amanda Kilegl**, PRINTING United Alliance VP of Public Relations, who put together the award-winning PRINTING United Expo Media Day. With **Steve Katz** of Label & Narrow Web.



With **Steve Katz** of Label & Narrow Web.



David Osgar (of Print Monthly), **Joju Adekanbi** (of WHERE To Print), and **Jonathan Pert** (of SignLink).



With **Andrew Fetherman** of Müller Martini.



Yours truly with the PRINTING United Alliance duo of **Mark J. Subers** and **Chris Curran**.



Yours truly with **Amy Hahn** and the WhatTheyThink crew.



Muliwa Sowunmi (Platinum Media), **Uzo Ituwe** (Jacksonville Aviation Authority), **Joju Adekanbi** (WHERE To Print), and **Olumide Ayinla** (PrintHouse).



With **Anne Greleau** and **Martin Charbonneau** (Yul Technologies).



Yours truly with **Christopher Godfrey** (Forever Transfer).



With **Hye-Jeong Ahn** of Alliance Southeast & Graphics World, with colleagues **Andrew Bullock** and **Takeo Dairaku**.



With Spinter **Manesh Shetty** and **Atul Garg**.



With TwoSides North America, **Jules van Saint**.



Joju Adekanbi with the amiable Brother International **Taro Mural** and **Alex Kobayashi**.



With Phoenix **Olivia Liu**.

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PRINTING UNITED EXPO 2025 PICTURE HIGHLIGHTS

The show ended on a successful note with memories that linger on...



The TVF Inc., ladies.



With Guangzhou Chun Yu Qiu Feng (Spring) Digital Color Printing Equipment Co., LTD Jinyi LI and James Scheid.



From the USA comes the automatic DTF processing solutions - Stomper Press (with a revolutionary patent-pending Flipper) from the stable of Brown Manufacturing Group, Inc.



The AI Talk by Significans Automation - Marc Read, PRINTING United Alliance - Mark Subers, and Digital Ink - Chris Minn.



Nate Long of Direct Color Systems.



CoreBridge Business Management Software Isaac Matta.



With Taktiful print embellishment specialists - Kevin Abergel and Eric Vessels.



It was nice speaking with Ricoh USA Bryan Ballew on alternative digital presses, consumable supplies, and after-sales services.



Future collaborations with Mike Loyd, In-Plant Printing and Mailing Association (IPMA).



Yours truly with Henrik Kem Lassen, and Morten Bech Reltoft of Inkish TV.



With Jesse Mansfield of Shoppe Talk Podcast, and Colin Sinclair McDermott, The Online Print Coach.



Special thanks to Carly O'Neill for always ensuring I got everything needed to function effectively in the Media Room.

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4x
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3,196
Visitors



39
Visiting Countries



50
Conference Speakers

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