



# Printing Industries Association of the Philippines, Inc.

Suite 212 Dela Rosa Condominium, 7648 Dela Rosa Street, Makati City

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December 1, 2018

## OFFICERS 2018

President  
ROBERT TAN CO  
Proviso Commercial Press, Inc.  
243-1865

1st Vice-President  
LARRY L. SY  
Sunspring Printing Corporation  
735-4193 \* 735-4194

2nd Vice-President  
CARLITO H. ALCODIA  
Asian Graphics Printing Enterprises, Inc.  
417-1023 \* 998-4516

3rd Vice-President  
EMILIO A. KITANE  
CGK Formaprint, Inc.  
831-9668 \* 831-3974 \* 831-0429 \* 831-7549

Secretary  
JOHN L. CHOA, P.E.  
Stanley Printing Co.  
371-6042 \* 371-6054 \* 410-0120

Treasurer  
CELSO S. VIRAY, P.P.  
Metrocolor Corporation  
(02) 932-2528 \* 456-3624 \* 975-8875

Auditor  
SOLEDAD C. ALDAVE  
Gemini Philippines Graphic Arts Corp.  
734-5314 \* 733-9850 \* 400-0236

P.R.O.  
WILLIAM SIA  
Industrial Offset Press, Inc.  
941-2094 \* 941-5099 \* 941-9148

## DIRECTORS

JOSE ROLLY A. DELIDELI  
JRD Manufacturing Corporation  
935-9395 \* 935-7957

FELISA M. LAJARA  
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(02) 584-42-62

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Control Printing Corporation  
831-4159

NORMA B. VALERIO  
Joer Enterprises  
371-4965

JOSEPH L. YAM, P.E.  
Printwell, Inc.  
533-2388

AGUSTIN A. YBUD, P.P.  
M Plus Printgraphics  
872-1298 \* 875-0819

CARRYLL YU, I.P.P  
Kou Fu Packaging Corporation  
(046) 972-1111 \* 430-1576 \* (02) 584-4929

## Circular No. 69, Series of 2018

Subject: **Testimonials of Print Philippines 2018**

To: **All PIAP Members**

Dear Fellow Printers & Members,

It is with great pride and pleasure that we are providing you with the three (3) fantastic testimonial speeches of our leading exhibitors, all of whom expressed their full satisfaction and accord in participating at our **Print Philippines 2018**

Their speeches were eloquent reflections of the success of Print Philippines 2018, the only printing show that is 100% dedicated to the printing industry unlike others which are small and a mixture of 8 different industries.

PIAP would like to **thank our Faithful and Loyal Exhibitors for their Commitment, Support and Patronage** which enabled us to achieve great success for Print Philippines 2018 and the biggest attendance of visitors so far.

**We commit that Print Philippines 2019 would even be bigger with an innovative campaign and more creative ideas to attract many quality Printers and Buyers,**

MEMBER: Graphic Arts Technical Foundation (GATF)  
National Association of Printers & Lithographers (NAPL)  
Philippine Chamber of Commerce & Industry (PCCI)  
Employers Confederation of the Philippines (ECOP)  
Printing Industry Board Foundation, Inc. (PIBFI)





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The Printing Industries Association of the Philippines continues to invite suppliers of Local and International Dealers and Manufacturers of Printing Equipment in showcasing their innovative products and services to update our Printers on the latest developments in the Printing Industry.

Very truly yours,

**JOHN L. CHOA**  
Secretary General  
President Emeritus

Noted By:

**ROBERT T. CO**  
President

MEMBER: Graphic Arts Technical Foundation (GATF)  
National Association of Printers & Lithographers (NAPL)  
Philippine Chamber of Commerce & Industry (PCCI)  
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**EXHIBITORS TESTIMONIALS during Thanksgiving and Appreciation Night November 15, 2018 (Thursday) at Greenhills UNO Seafood Restaurant, Annapolis Street, Greenhills San Juan City.**

**Ms. Irene Santos**

**Sales and Marketing Division Manager**

**Ricoh Philippines, Inc.**

On behalf of Ricoh Philippines, Inc, our President, our Product Marketing Head and the rest of the Marketing and Sales Group of Ricoh, I would like to thank PIAP for always supporting Ricoh Philippines, Inc.

When I started working with Ricoh Philippines, Inc. in 2011, my predecessor was the one dealing with Mr. John L. Choa. *Sabi ko, paano ba uumpisahan ang production printing sa Ricoh? Eh wala ako kilala.* Then I did marketing plans with the support of the President and PIAP with Mr. Choa. Sir John helped us, and *gumanda ang investment ng products namin na nailalabas namin sa Print Philippines.* All these years we had good ROI (Return on Investment). We always put the SOLD sign during all our events, so that's why we continue to support PIAP.

This year, we were able to sell 18 units. In terms of ROI, how many times *yun* in terms of our expenses *tapos yung exposure maganda rin.* *Of course bukod sa good ang products, we make sure na in line ang booth namin lagi sa new technology.*

PIAP gave us the chance to show you and all our colleagues and printers what Ricoh has to offer. With that, I want to thank all the Directors and Officers of PIAP, and all of you, for giving Ricoh a chance in this industry.

**Mr. Mark Yap**

**VP Sales and Marketing**

**U-Bix Corporation**

On behalf of the U-Bix Corporation family, we would like to extend our gratitude and congratulate PIAP for a very successful event.

As what Mr. Choa mentioned, putting the extra effort will ensure the success of the event. To validate that, I would like to confidently and proudly say, and to share with everyone, that for the past 13 years U-bix was part of Print Philippines. This year we had the biggest sales revenue as a result of the successful Print Philippines.

We are really affirmative in all the efforts of PIAP. I can say that 2018 is a breakthrough year for U-Bix Corporation and we look forward to be part of its future events.

**Ms. Luningning Regala**

**President**

**Ideal Marketing and Manufacturing Corporation**

I can see happy faces here and it seems everyone enjoyed the dinner tonight. I would like to thank my two *kumpares*, two directors of PIAP, Mr. John L. Choa and Mr. Dong Ybud.

Print Philippines is always a successful show for us. In 2018 we were fortunate to forge a new partnership with Katsura Rubber Corporation, a company with 125 years operations in Japan.

Our five guests from Katsura Rubber Corporation did not expect that we have the Print Philippines show. They had the opportunity to meet all the segments of our printing industry - from flexo printing, offset printing, gravure printing and were surprised that they saw all these in the show. They were also able to meet the big packaging people which was another big surprise for them.

Thank you PIAP for sponsoring this kind of show. I really want to commend the Printing Industry Association of the Philippines because of the appreciation and good comments that we got from our foreign principals. Thank you and keep up the good work - *sa totoo lang* all of you are good.