

# Sign Update

MAY/JUNE 2008 ISSUE 108 £2.50

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### 4 System 4



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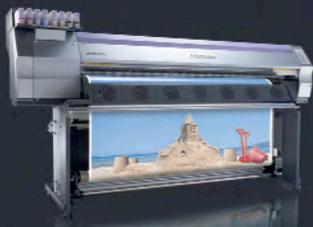
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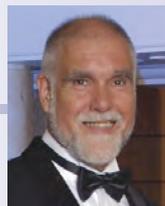
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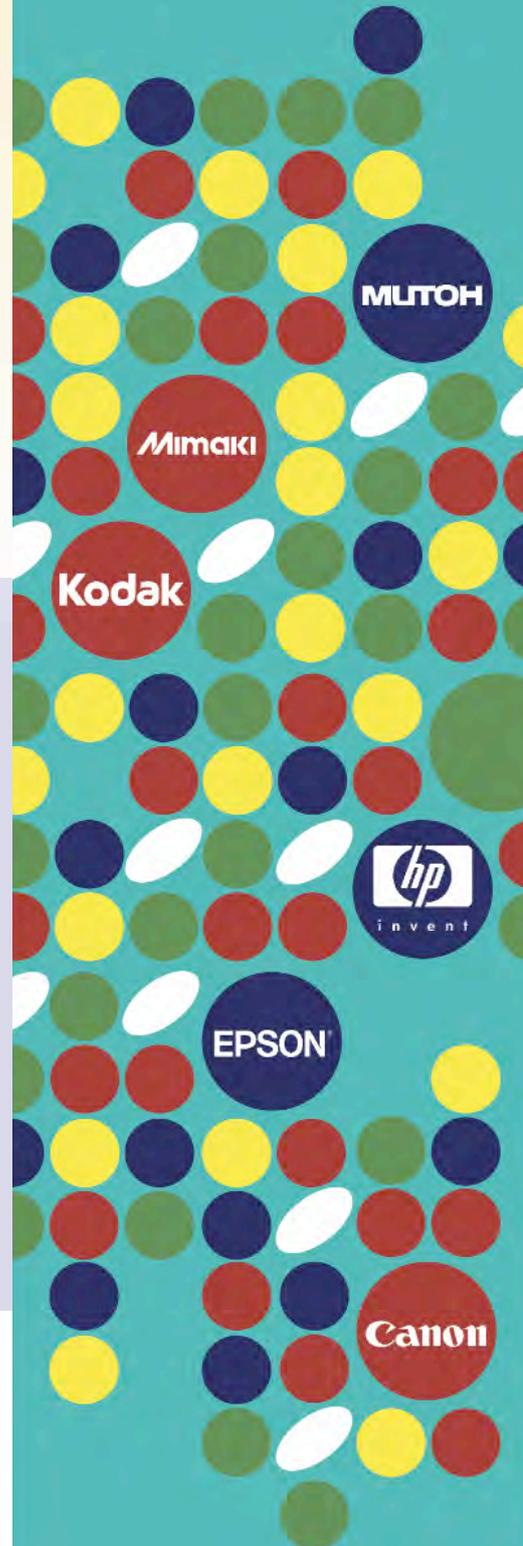
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## Here today and gone tomorrow

I have noticed a slightly worrying trend over the last few years, how many 'new' small 'sign companies' seem to pop up every year and how many seem to gradually disappear.

Personally, I would not want to be starting a sign business from scratch at this time. Loan rates are high and wages are on the up, not to mention rising fuel and material costs, yet this does not seem to deter people.

Don't get me wrong, on one hand I think this new competition is a very good thing, because it keeps existing sign businesses on their toes as well as giving customers more choice. As far as I am concerned, it does not bother me at all because I know that at Simply



Stripes we can compete on all levels with these new companies. However, the worrying thing is how many of these sign companies seem to lack some basic skills, especially on material knowledge and the design side.

It's all very well being able to go out and afford to buy a small plotter or printer, a van and a few rolls of cheap vinyl, think up a quirky name and then call yourself a sign company. We have found some of these folks are good at selling their wares, and a number are good at installing signs or applying graphics, but I believe it's the whole package that customers want these days, and this type of service could be potentially damaging to the sign industry in the long term.

We frequently get customers who call into our workshop, comparing prices and we find ourselves up against two other companies which are quoting on a shop sign that might be 16 foot long and they intend making it out of 3mm foamed PVC, with poorly designed cheap vinyl graphics and maybe they plan to screw it to the shop front; sometimes the intention is to put a digitally printed image that maybe isn't laminated or even printed on the correct media on a vehicle. It makes me cringe because often customers don't realise how many corners are being cut and that the sign or livery may well end up looking shoddy within a short period of time, they look just at the price.

We have found we lose some jobs because we've been a few pounds out on price. But when you see the product that the customer ends up getting it's often substandard compared to what we would have produced for the same kind on money. That can sound just like sour grapes to the customer if you've lost the job to a competitor, but I believe substandard products have a negative effect on companies like Simply Stripes, who do know what we are talking about.

This all sounds like a bit of a rant I know, and it's only my humble opinion, but I am passionate about our products and the service we offer, and what we turn out of our own workshop. I want our customers to be happy always with what we have produced for them, and for them to recommend us to new customers when they say "wow, who did that sign for you?"

I always prefer to do any job for a customer, rather than no job at all, even if it does mean cutting a few corners ourselves. But I always try to give the customer all the options in terms of the pros and cons of materials and a design, so they can make an informed decision, but this is becoming harder and harder as the sign market becomes more crowded by people playing at sign making.

Andrew Hancock  
Simply Stripes the Signmakers Limited  
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# The sun is here – and so are the big wasps

Welcome to the May/June issue of Sign Update. We have all waited for the month of May to come round. I think it's the most enjoyable month of the year. Everywhere is a mass of blossom, especially this year, and the weather has turned gloriously warm with the Oxfordshire area getting the warmest temperatures, or so the television news has just announced.

Wasps seem a little bigger this year, or is it that my eyes have improved with age? No, my eyes have not improved, the larger wasps are queen wasps looking for nesting sites and as we all know but have probably forgotten, the queen wasp is a little larger than the ordinary wasp. What else do I know about wasps? Only that they sting. The reason I mention wasps is because one tried to settle into the crevice of the seat at the back of my desk chair. Luckily for me I was looking as to where I was about to put my rear and spotted the little blighter. We are now one wasp less in Chipping Warden.

I have completed my visit to the County of Durham and its sign makers, see pages 70 to 75. Having now visited two counties, I've noticed there are fewer people working from home. This is because of the amount of material and equipment now needed to produce a sign. Most one-man bands used to start from the bedroom and then move to the garage; soon they'd have outgrown that space and be looking for larger workspace.

Working from the bedroom is not ideal, yet there are a few that still struggle to run the business that way. Often they find they cannot turn the work round quick enough and are limited to what jobs they can take on.

I had one sign maker that asked me to call round to see him. When I got there he was working from home, which was just a small terraced house. My first instinct was to carry on to my next appointment, but being the softy that I am, thought, I've come this far, I may as well see it through. I ring the bell and a call came back to hang on a minute. I could have had my lunch while waiting but after some puffing and panting from behind the door it finally opened.

"Sorry, but I had to move the plotter away from the door to open it," he explained.

The reason he has his plotter by the door is because the plug socket is there. I work my way up the hallway while he rolls the plotter back up against the door. Now that should have been my cue to leave, but it was a job to get out and I had been promised a cup of tea.

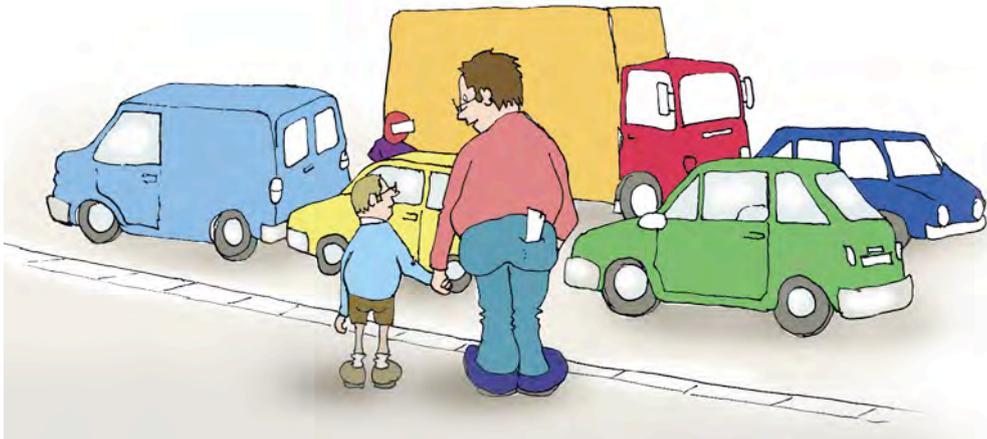
We went into the computer room (this was the sitting room) where the settee was being used to store rolls of vinyl and the dining table was taken up with the computer, a small printer and a variety of teacups. The back of the house was the kitchen. Apparently he'd cleaned it up because I was coming, which made me feel like royalty. The kitchen also doubled as his stationery store. The back yard was where he kept his sheet material, under tarpaulin. This left just two bedrooms upstairs and the toilet. Again, both bedrooms were used for storing vinyl.

What really intrigued me was that he thought most sign companies work like that and was very pleased with himself that he knew where everything was. And to give him credit, he did, although we had a little trouble finding the phone when it rang. I stayed about three hours and saw his work. He had done some really clever designs, which impressed me. He had been a signwriter for years and like so many, forced to turn to the computer.

Before leaving I thanked him for the tea and helped him move the plotter along the hall so he could let me out. So keen is he that he has a part-time job to subsidise the sign making. But then he has to leave his phone switched to answer machine. Unfortunately, too often people don't leave messages; they want an answer there and then.

My next area to visit is Birmingham, to let the Brummies have their shout on how wonderful they are at making signage. So if you're a sign maker in Birmingham, email me at [roger@sign-update-magazine.co.uk](mailto:roger@sign-update-magazine.co.uk) to say you are interested in going in that feature. I'll arrange to call round and the rest as they say, is history.

The visiting side is quite enjoyable as I don't have to sell anything, but as a travelling salesman would tell you, driving is very expensive. Everywhere you park is around a pound an hour, and a £60 fine for staying over your time. Then the dreaded traffic jams and the speeding tickets. So far I'm free from the speeding tickets. And don't start me on the price of petrol, it seems every time I go to fill up, the price has gone up!



*That's right son, look right, look left, look right again and if the road's not clear, then we will try again tomorrow*

## PRINT SYSTEM UPGRADES



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## Mutoh starts shipping SC-PRO 1650 cutting plotter to eager customers

Belgium-based wide-format inkjet printer and cutting plotter manufacturer Mutoh Europe nv announces that it has started shipping its latest cutting plotter model, called SC-PRO 1650. Engineered and developed at Mutoh's Research & Development Centre in Belgium, the new SC-PRO 1650 is Mutoh's first 64" (1650 mm) wide vinyl cutter for sign professionals, intended for wide-format signage, vehicle decoration, window graphics, sticker production, and more.

The new SC-PRO 1650 friction-feed cutting plotter accommodates roll and sheet media up to a width of 1850 mm (72.83"). Maximum cutting width is 1635 mm (64.37"). The machine is equipped with four repositionable pressure rollers, allowing the use of different media widths. Off-cuts down to 200 mm (7.87") can be accommodated. Long-length tracking is guaranteed thanks to matched grid roller sets per individual machine.

Equipped with a drag knife cutting head enabling cutting/plotting and automatic sheet off, the SC-PRO can cut a broad range of sign making materials ranging from self-adhesive PVC to sandblast, up to a maximum thickness of 1 mm. The automatic sheet-off feature is particularly useful when performing multiple copies of signs.

Cutting force is stepwise adjustable from 20 – 450g in order to guarantee optimum cutting results with various materials. Cutting speed is adjustable to 1000 mm/s (39.37 ips), at a maximum acceleration of 2.75 G.

The standard SC-PRO 1650 cutter is equipped with a USB and an RS-232 serial interface. It is also equipped with an Ethernet network connection. The machine's keyboard is detachable for maximum user convenience.

Built for maximum productivity, the SC-PRO 1650 is ready to produce volume cutting of repetitive jobs, corporate sign making and in-house sign making for shop chains or large grocery stores.

As standard, SC-PRO 1650 comes with a robust stand including caster wheels, a roll support system, a media basket and an EasySIGN™ Power Pack Mutoh Edition cutting software.

Apart from being a regular vinyl cutting plotter, SC-PRO also integrates Mutoh's EPOSTM technology for effortless contour cutting. As such, the SC-PRO 1650 can team up with any wide-format printer up to 64" capable of printing on self-adhesive PVC for full colour sticker production.

The new SC-PRO 1650 is being manufactured at Mutoh Europe's production site in Oostende, Belgium. The machine is distributed by Mutoh Europe all over Europe, the Middle-East and Africa through a network of dedicated authorized resellers.

For further information on Mutoh Europe and its products visit [www.mutoh.be](http://www.mutoh.be) or [www.mutoh.eu](http://www.mutoh.eu)



*The new SC-PRO 1650 Cutting Plotter.*

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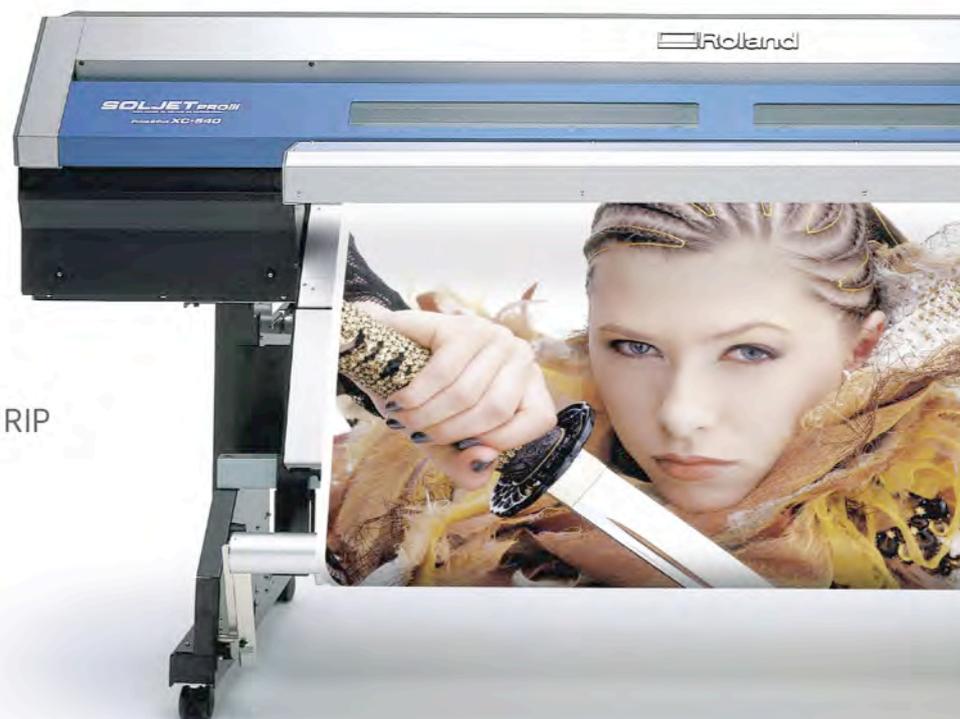
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## Stik magnetic wallpaper wins leach colour prestigious award



*Stik magnetic replaceable wallpaper.*

**Leach Colour is reshaping the interior graphics industry with Stik, the easily changeable magnetic wallpaper, enabling customers to easily update graphics to change the environment or create a variable marketing strategy.**

As a leader in the field of large format digital graphics, Leach Colour offers Stik, a magnetic wall paper system that makes removal and replacement of graphics a simple operation that can be performed by non-specialist staff and requires no tools or adhesive.

Stik presents minimal disruption and has been installed in a wide variety of organisations including the MyTravel Group head quarters. Replacement graphics can be updated to reflect a current theme or campaign, for example, a Mediterranean picture in the summer and an extreme skiing image in the winter.

The interior graphics can also be used to change an environment throughout the day, for example, day to night, a café during the day can be transformed into a restaurant during the evenings, ensuring that businesses can cater for all target markets.

"Stik gives businesses the ability to change graphics frequently and easily within their workplace," said Helen Johnson, Leach Colour Client Relations Manager. "The graphics deliver a fantastic impact and can really lift the atmosphere within the workplace for both staff and visitors."

Leach Colour has already been praised for this innovative product. The Platinum FESPA award was given to Leach for their Stik magnetic wallpaper.

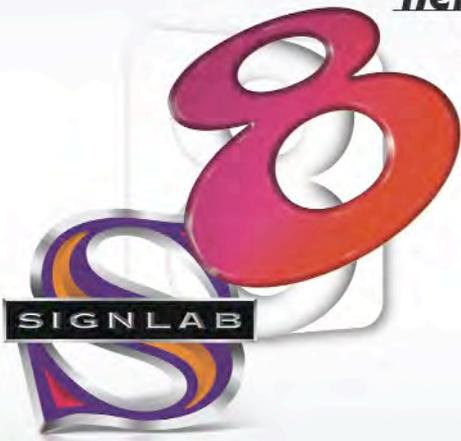
Leach Colour is an innovative and forward thinking organisation in the field of large format digital graphics. With both northern and southerly based offices, the company serves customers throughout the UK and the rest of Europe.

Clients can select from a conveyor belt of new products and solutions tailored specifically to their needs. Everything, from initial site surveys to distribution and installation services, are handled in-house by a project management team, ensuring total control at every stage.

In addition to this, a £2 million pound investment in cutting edge technology means Leach Colour is capable of handling just about any project imaginable, either now or in the future.

For further information visit [www.interiorgraphicsolutions.com](http://www.interiorgraphicsolutions.com)

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## ArtCAM software helps signmakers turn sculptural signage into successful style

With the advancements in Computer-aided Design and Manufacturing (CAD/CAM) technology and the reduction in price of CNC routers, sign-making companies can now branch out from laser printed signage and enjoy creating quick and affordable sculptural signage to give them that competitive edge.



Whether creating signage for directional, informative, commercial or brand implementation purposes Delcam's range of ArtCAM software ([www.artcam.com](http://www.artcam.com)) can create modular, custom-made, bulk or traditional signage with ease.

Currently used worldwide by award winners of the Signs of the Time, UK sign Industry, and programmes such as the Best Commercial Sign and the Best Retail Sign, ArtCAM customers are enjoying the 2D and 3D design and machining features available with ArtCAM.

To meet the diverse budgetary and design needs of each individual company, Delcam offers a range of products with a clear upgrade path for up and coming companies.

ArtCAM Express, the entry level product provides an ideal introduction to computer-based manufacturing with basic 2D drawing, and 2D and 3D machining functions.

ArtCAM's mid-range product, ArtCAM Insignia includes vector-based design, extensive 2D machining as well as basic 3D machining functionality. It can give that hand crafted look to signs, create inlays or machine a variety of textures.

ArtCAM Pro the advanced package includes all the features available within Insignia but with greater design and machining capabilities. For more complex projects, such as the featured Seagraves sign by Classic Signs, components can be designed and saved separately and then assembled into a 3D model of the complete piece.

With all products in the ArtCAM range, simulations can be run to show how the product will look prior to machining, a fantastic tool when seeking client approval.

For further information on the ArtCAM range call Delcam on 0121 683 1030 or visit [www.artcam.com](http://www.artcam.com)

## Hexis awarded prize for best wide format outdoor media for solvent inkjet printers

Hexis S.A., manufacturer of self-adhesive vinyl with headquarters in France, has won the prize Best Wide Format Outdoor Media of the Year 2008 for their V3000/V3100 vinyl film for solvent inkjet printers. The prize is based on the product's "highly competitive price, compatibility and wide range of applications" says EDP (European Digital press Association) who each year select the winners of the prestigious award.

The EDP Association represents the publishers of leading European digital printing magazines and cover 15 countries, seven different languages and a readership exceeding 240,000 graphic arts professionals.

The V3000/V3100 range consists of a 100µm (3.9mil) white intermediate vinyl with a solvent-based acrylic adhesive on a 135g/m<sup>2</sup> stabilised Kraft liner. The product is available with either a grey permanent adhesive (V3000) or a black removable adhesive (V3100). Both versions come in gloss or matt finish in rolls up to 2m (80in) wide.

The two media are compatible with Mimaki, Mutoh, NUR, Roland, Scitex, Seiko and Vutek solvent and eco-solvent printers. The products are ideal for outdoor estate agent boards, building site hoardings, poster sites and other short-term promotional signage and markings.

Hexis manufactures a full line of graphic vinyl and digital printing media used for sign making and vehicle markings. The company owns two manufacturing sites and exports 40% of its turnover to over 40 countries, while enjoying sales of EUR 34 million in 2007.



The company is based in Frontignan, near Montpellier, France and has subsidiaries in Germany and in California, USA with affiliate Hexis companies in Italy, the Netherlands and the UK.

For further information visit [www.hexisgroup.com](http://www.hexisgroup.com)



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Design • Manufacture • Installation

## New technology offers widest colour gamut for indoor and outdoor applications

Epson used the recent Sign and Digital UK event to showcase new technology that promises higher levels of quality in the digital signage market and adds value to POS (point of sale) advertising, marketing and photo/fine art production.

The Epson Stylus Pro GS6000, a 64" large format printer with an 8-colour ink set offers the widest colour gamut to date in a printer designed for both indoor and outdoor applications. The new ink set allows production of high-impact, high-quality, durable prints enabling printers, copy-shops and sign shops to extend their business into higher quality demanding applications such as airport and exhibition graphics, as well as fine-art reproduction. Furthermore, the Epson Stylus Pro GS6000 enables operators to switch easily between a range of different coated and non-coated substrates such as vinyl, making it an ideal, flexible production solution for multiple commercial applications.

Colourgen is distributing the Epson Stylus Pro GS6000 in the UK. The company has 20 years experience of delivering printing solutions to the sign market and its unrivalled experience of working with solvent based printers will assist signmakers in maximising their investment in technology and this new printer.

Jeff Biggs, Managing Director of Colourgen, comments, "For signmakers, the key benefits of the GS6000 are its reliability and ease of use. The inks are odourless so they will not need to worry about air purification. The printer itself does not require daily cleaning or maintenance, an issue that has historically put signmakers off solvent printers. In addition, the print head is included in the warranty, adding greater overall confidence for signmakers that their investment is very well protected."

Integral to the quality and durability of print output is the new Epson UltraChrome™ GS, an 8-colour eco-solvent type ink set (cyan, magenta, yellow, black, light cyan, light magenta, plus orange and green) available in efficient 950 ml cartridges. It has an exceptionally wide colour gamut which provides enhanced support for commonly used spot colours, making the Stylus Pro GS6000 ideal for branded applications. Importantly for the environment and operators, Epson UltraChrome GS ink doesn't spread harmful VOCs (volatile organic compounds) and is the first major eco-solvent type ink set to be launched without the need for a hazard symbol.

This makes the Stylus Pro GS6000 both environmentally- and user-friendly. As additional ventilation isn't required, it can be situated in the most convenient location for the business. Furthermore, Epson has focused on significantly reducing the need for time-consuming daily operator maintenance, thus increasing available production time.

The Epson Stylus Pro GS6000 has a resolution up to 1440x1440 dpi and a smallest ink droplet size of 3.7 picolitres. Production speeds of up to 25sq.m. per hour using Epson's Variable-sized Ink Droplet and MicroWeave half-toning technologies deliver fast-drying, scratch-resistant prints that are water and UV resistant for up to 1.5 years without lamination but can be laminated for applications exposed to intensive mechanical stress or abrasion. Support for heavy rolls up to 30kg and an auto-take-up-reel enable versatile media management and standard Giga-Ethernet and USB2.0 allow high-speed connectivity. The Stylus Pro GS6000 will be supported by all major RIP vendors.

Find out more at [www.epson.co.uk](http://www.epson.co.uk) or tel. 08712 226702.



The award winning Epson Stylus Pro 11880.

### 'Best Photographic Printer of the Year'

For the second consecutive year, Epson has won the prestigious EDP award 2008 for the 'Best Photographic Printer of the Year', with the Epson Stylus Pro 11880. The award comes as Epson celebrates 40 years at the forefront of electronic printer development. EDP is the first association of digital graphic press publishers to acknowledge the value of the industry's innovation for the professional graphic arts market.

The EDP Association is made up of the publishers of leading European magazines devoted to digital printing and associated products. These publications cover more than 15 European countries with a combined circulation of approximately 120,000 and a readership exceeding 240,000 graphic arts professionals. The EDP awards identify and reward products that represent quality and innovation to enable the graphic arts community to identify the best products in the industry.

"The decision to award Epson the 'Best Photographic Printer of the Year' accolade is based on Epson's new wide format standard, its new formulation of magenta pigments, its colour stability immediately after printing, its capability of handling nine separate ink channels and superior connectivity," commented the EDP panel.



The Epson Stylus Pro GS6000 – with new technology to provide the widest colour gamut and exceptional quality.

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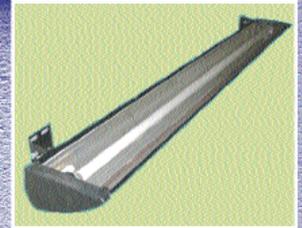
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## Solid foundations for sign installations

One of the highlights of Sign & Digital UK was the launch of a remarkable new method for installing signs. Called GroundPlug, it is a patented steel foundation and anchor system based on a proven Scandinavian design and seems destined to become a more reliable and cost-effective alternative to conventional concrete-based sign foundations. The system is particularly suitable for the installation of tall totem signs, flagpoles, lighting columns, advertising hoardings and street furniture.

With this new solution, there are no labour-intensive and disruptive earthmoving and digging activities, no concrete, no backfill or spoil management and only minimal or frequently zero re-surfacing requirements. It is necessary only to scan the ground, make a pilot hole, drive in the GroundPlug to the required depth, activate the anchor blades by simply tightening the securing bolt and install the sign. At the end of use, it is easy to recover the anchor with much less environmental impact. In trials using a typical five metre-high pylon sign, the use of GroundPlug resulted in a 50 per cent saving on installation time and overall cost savings in excess of one third by comparison with the traditional concrete cage method.

There are four GroundPlug models to accommodate different stabilising and securing requirements, with the SK 30TV being the most appropriate for sign installation. In a recent project at Canary Wharf in London involving the installation of

a 13.5 metres high sign weighing 10 metric tonnes, use of the GroundPlug anchor system enabled the sign installation team to go 1.7 metres deeper than would have been possible using conventional concrete-based methods, with no spoil management and full compliance with all technical, life cycle and safety requirements.

Further information can be found at [www.groundplug.co.uk](http://www.groundplug.co.uk)



*GroundPlug being driven into the ground prior to fixing of the sign assembly.*



*Sign erected using GroundPlug foundations.*

# Megaink launches new bio ink products

**Leading ink developer innovates large-format printing industry with renewable resource based BioMGInks**

Megaink recently announced that it has developed a renewable resources-based ink for large-format commercial printing use.

Made from renewable sources rather than traditional chemical solvents, BioMG Inks bring a new element of environmentalism to the ink industry. In addition to being environmentally friendly, under stringent testing, BioMGInk has proved to be notable for UV resistance, to be scratch and alcohol resistant, and to have a less abrasive odour than traditional solvent-based inks.

Commenting on the success of the new product, Megaink's Director of Business Development, Avi Bukai said "We are extremely excited to be successfully bringing a bio ink product to the market. This is a truly unique product, which is unlike others that have been tried before and we are confident that as soon as users have a chance to try the product they will be convinced, not only that this is a positive direction for the industry but that BioMGInks are superior to others in their category."

Fully compatible BioMG Inks are now available for Mimaki and Roland printers.

For further information visit [www.megaink.biz](http://www.megaink.biz)



# Roland SolJet Pro series profiles for KPMF digital print films

**Users of the new Roland SolJet Pro III series wide format inkjet printers can now download free profiles for five of Kay Premium Marking Films' most popular self-adhesive digital media products.**

The profiles, for the SolJet Pro XC-540, XJ-640 and XJ-740, are available via the Roland Japan website: [www.rolanddg.com](http://www.rolanddg.com) by going to the download section and selecting "Media Profiles".

The KPMF products profiled by Roland include both of the UK manufacturer's ground-breaking vehicle wrapping films: the 100-micron hybrid K88011 – better known as VWS 1 – and the 50-micron matt cast vinyl K75211, which is the printable component of VWS 2.

Also profiled are three multi-purpose 75-micron white calendered vinyls: the three-year life K42011 monomeric glossy film and the five-year K52011 and K53011 gloss and matt polymeric.

For further information on KPMF digital media products, please call UK distributor, KPMF Direct Ltd on 0870 1211 285 or visit [www.kpmf.com](http://www.kpmf.com)

For information on the Roland SOLJET PRO III XJ and XC wide format printers, please contact Customer Services at Roland DG UK on 01275 335540 or visit [www.rolanddg.com](http://www.rolanddg.com)



## Durst launches new Rho 700 UV flatbed printers

The new Rho 700 UV flatbed printers are the latest addition to the Durst Rho family and represent a new generation of modular, upgradeable flatbed printers which offer higher productivity and even finer image quality.

The outstanding performance and reliability is the result of the precision of key components developed and produced by Durst. Key to the finest quality of print combined with the highest output speed is Durst's own advanced and perfected Quadro Array inkjet technology. There is also a new concept for the print carriage which includes a linear drive system and workflow is more efficient due to the new Durst proprietary user software.

The modular build concept is unique in its class, and Durst claim that no other UV flatbed printers can be adapted to individual needs or be upgraded later in the field to the same extent.

There is a choice of ink variety which includes white and special effect varnish, also light colours for finer image quality. There are specific inks for rigid, flexible or absorbing media, ensuring the most cost efficient ink choice.

Productivity is maximised by the use of mechanical front stops which enable parallel printing of boards side by side. Printing onto corrugated boards can also be automated. Furthermore, overall speed can be increased by doubling the number of Quadro Arrays from four to eight.

The wide choice of printing applications for the Rho 700 is further increased by its ability to print both roll and rigid media. There is a heavy roll option which will enable unattended printing and there are also special features for printing heavy and/or thick boards plus a further option for printing onto corrugated boards.

Designed for high quality, industrial performance and able to be tailored to specific business requirements, the Rho 700 provides the perfect solution for screen printers, photo laboratories and digital printers.

The Rho 700 joins Durst's two other highly advanced and successful UV flatbeds, the Rho 600 Pictor, an award winning industrial standard entry level printer, and the Rho 800, the ultra high performance inkjet with a continuous board printing feature.

For further information call 0043 485 271777 or visit [www.durst-online.com](http://www.durst-online.com)



*The Rho 700 UV Flatbed Printer.*

## New Avery Quick Mount solvent inkjet film - just the job for short-life graphics

Avery Dennison Graphics and Reflective Products has added a new and versatile gloss white multi-purpose solvent inkjet film to its Avery Graphics portfolio – with a prime focus on making graphics application (and removal) quick, clean, and easy. Avery MPI 3601 Quick Mount is a prime candidate for short-life graphics where time is of the essence at the application point – for example, for bus, tram, and other public transport advertising where vehicles are only available for a very limited 'window' of time.

A benefit of Avery MPI 3601 Quick Mount's extra-thick 150-micron caliper is its 99% opacity – which makes successful overposting of existing graphics possible. The high caliper of the monomeric calendered film also makes it very easy to handle, and gives a smooth finished result on all flat surfaces.

This special facefilm is partnered with a high-specification removable adhesive, which enjoys clean removability characteristics for up to a year after application. Taken together, these benefits make the product a useful stock item for exhibition and event graphics, indoor and outdoor advertising, vehicle decoration, and whenever overposting is desirable. Developed for printing by super-wide format solvent inkjet and airbrushing, Avery MPI 3601 Quick Mount offers quality print results in addition to its physical properties. It is also compatible with Avery DOL digital overlaminating films for added durability (up to two years) and surface protection.

Avery MPI 3601 Quick Mount is available from Avery Graphics distributors throughout Europe. Got to [www.europe.averygraphics.com](http://www.europe.averygraphics.com) for details

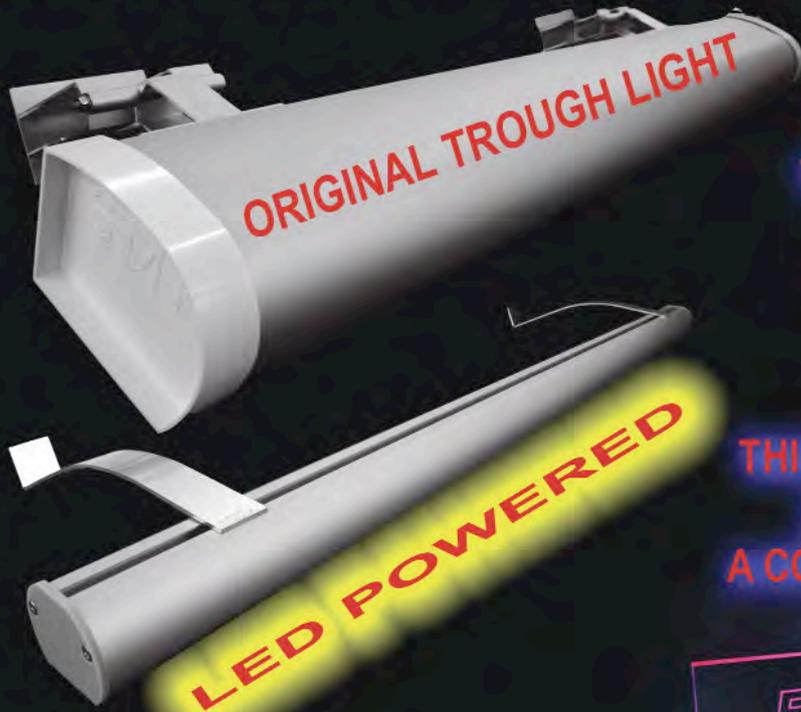


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## New Mutoh wide-format UV printer previewed at Fespa Digital Europe

At the Fespa Digital Europe show, held in Geneva, wide-format inkjet printer manufacturer Mutoh Europe nv previewed its new wide-format UV inkjet printer, called ZEPHYR. The printer has been completely engineered and developed by Mutoh's Belgian R&D centre.

Mutoh Europe's Zephyr is a CMYK 64" (165 cm) professional UV inkjet printer for roll-to-roll printing (vinyl, flex, mesh, PVC, soft sign, etc.). The printer will also handle rigid boards up to a thickness of 20 mm. For roll printing, the machine incorporates a motorised unwinder/winder system with dancer bars for media rolls up to 100 kg. For rigid printing, media transport tables can be placed at the back and in front of the machine. Switching between rigid and roll printing is done in a trice.

The new Mutoh Zephyr printer incorporates 4 Xaar® 760 high end variable drop greyscale heads, offering high image quality combined with high productivity. The heads produce droplets as small as 8 picoliter. Small drops (8 pl) are used to deliver pin sharp text and line art, whilst larger drops (16, 24, 32 & 40 pl) ensure excellent image saturation.

Enabling six levels of greyscale, which is equivalent to six densities of CMYK, the print heads eliminate the need for extra process colours.

The printer utilises Mutoh proprietary flexible UV inks, specifically tuned for roll-to-roll printing. Still, the Zephyr UV inks were formulated to also allow printing onto a wide range of rigid substrates, such as foam board, cardboard and polyprop. Stable and reliable printing is ensured by an integrated ink conditioning and degassing system. The Zephyr's integrated bulk ink system offers a capacity of three litres of ink per colour and enables refilling whilst printing. The UV curing lamps are pre-mounted into a cassette, which can be effortlessly replaced by the printer operator.

The Zephyr UV printer produces top quality prints for close viewing distances between 10 and 20 m<sup>2</sup>/h. Prints for medium viewing distances can be produced at speeds between 20 and 30 m<sup>2</sup>/h.

For further information on Mutoh Europe and its products visit [www.mutoh.be](http://www.mutoh.be) or [www.mutoh.eu](http://www.mutoh.eu)



Previewed at Fespa, the Zephyr wide-format UV inkjet printer.

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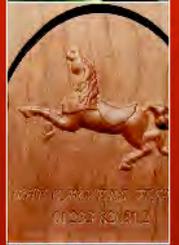
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## Three new printers in the Océ CS9000 series meet different customer needs

Three new members of Océ's CS9000 series of high quality display graphics printers, all specifically designed to suit customers' varying requirements, were unveiled at Sign and Digital UK.

Building on the success of its predecessor, the 64-inch wide Océ CS9160 printer provides reliability, superior print quality and increased productivity. The ability to use 440ml cartridges increases ink capacity and productivity by halving ink change-outs and can increase print speed by 15 per cent. The environmentally safe and easy-to-use CS9160 also offers the ability to produce both indoor and outdoor durable prints. Therefore it is ideal for those just starting in the digital printing industry, and for print providers using aqueous technology that want to start offering high quality outdoor prints.



Océ CS9265.

The Océ CS9265 printer is ideal for companies that want to expand their production capacity for both indoor and outdoor jobs. It offers superior productivity at print speeds of up to 40 sq.m. per hour in production print mode, with top print speeds of up to 80 sq.m. per hour. The CS9265 also uses VariaDot imaging technology with variable ink droplet sizes to deliver superior productivity, high print quality, and excellent ink economy.

The Océ CS9050 is intended for commercial shops wanting to start offering outdoor printing, and for corporate customers who want to bring graphics production in-house. The CS9050 also uses VariaDot imaging technology, WAVE Stitching print modes and is designed for light production environments where high quality output and outdoor durability are required.

Derek Joys, Programme Manager, Display Graphics Systems, Océ UK, said: "These customers need an affordable, high quality, environmentally safe and easy-to-use system that offers indoor and outdoor versatility. All these printers in the CS9000 series suit these needs and each is specifically suited to each customer's needs."

For further information, go to [www.oce.com](http://www.oce.com)



Océ CS9050.



Océ CS9160.

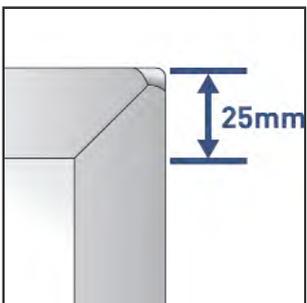
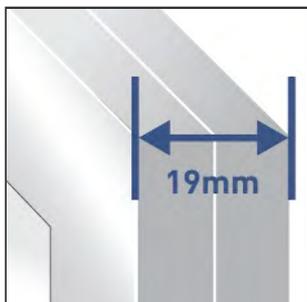
# Off the shelf LED display cases

Applelec Sign Components is pleased to announce that it is now holding stock of its popular LED Display Case range "ThinLite".

"ThinLite" is an ultra thin silver anodised snap frame mechanism, perfectly mitred, with elegant rounded chrome corners. With all the benefits of LED lighting embedded within an engraved acrylic light guide plate, a bright even light is reflected across the surface of the panel illuminating the graphic. Low power consumption allows for a range of power sources including mains, battery, as well as solar technologies.

Offered in the following sizes, Din A4, A3, A2, A1 and A0, as well as the popular European sizes of 500mm x 700mm, and 1000mm x 700mm.

Applelec's "ThinLite" is now available for immediate sampling and production orders. [www.applelecsign.co.uk](http://www.applelecsign.co.uk)



The "ThinLite" silver anodised snap frame.

## Introducing new ITL wide format solvent inks

ITL are pleased to announce the launch of two new inkjet ink solutions for wide-format solvent-based digital printers. Both inks are produced in the UK at ITL's ISO9001 certified production facility; this certification ensures that ITL inks are produced with a consistency of colour, high fade-resistance and total reliability. ITL inks are an established and competitive alternative to OEM products and continue to provide cost-savings whilst enhancing critical aspects of digital print production.

ITL's EvoSol eco-solvent inks have been skilfully engineered as a low odour and non-flammable product that will improve scratch, abrasion and alcohol resistance on supported printer models when compared to the OEM supplied inks. Owners of Mimaki, Mutoh and Roland printers can convert from OEM inks to EvoSol inks without flushing out the printer, and as the inks are a true colour match users will not be required to write new ICC profiles or to adjust their existing ones. EvoSol Inks are designed to run in high-speed and high-quality printing modes and are formulated to produce a wide colour gamut, matched to the OEM inks, along with exceptional durability, fast-drying properties and outstanding reliability.

Also being launched in 2008 are ITL's JS2 inks which are designed for use with all Mimaki JV3 and JV5 printers regardless of the printer's age or firmware version. These full solvent inks are capable of printing photo-realistic images on coated and uncoated substrates giving you a wider choice of both high quality and lower cost materials to print onto. Again, JS2 inks will significantly improve alcohol, scratch and abrasion resistance when compared to the OEM ink products, improving the durability of printed output. A strong individual colour density and a simple changeover from the OEM inks, with no need for flushing, means you can immediately achieve improvements in your print production whilst also benefiting from cost savings of around 30% when compared to the OEM inks.

Both new ITL inks can be purchased in pre-filled 220ml and 440ml chipped cartridges and in bulk 500ml, 1 litre, 5 litre and 25 litre containers; ideal for use with refillable cartridge systems which ITL also supply.

For further information call 0161 495 3900 or go to [www.itlgb.com](http://www.itlgb.com)

## Reviving past glories at Universal

Following a period of restructuring, forward planning and inward investment (significantly its acquisition by the Cyprus-based aluminium production powerhouse Muskita), Universal Aluminium Systems of Bristol has been experiencing a kind of renaissance in the architectural, glazing and sign manufacturing industries. Under the guidance of the new General Manager Michael Jobson, ably assisted by Technical Director Carl Richards and Business Manager (Signs) Ceri Hughes, the company has now taken a giant stride forward by making significant new investment in plant, technology and human resources to reflect its true market-leading status within these industries.

A key element of the new plant installed at the 65,000 square feet facility in Bristol is what is considered to be the first 'robotic' warehouse. This incredible mobile production tool automatically monitors aluminium stock levels and delivers extrusions to the exact specifications for every customer requirement with the minimum of manual intervention and with absolute precision and faster than normal speed. There has also been additional significant investment in other plant and the progressive recruitment of a highly skilled team of additional management and production professionals, details of which will form the basis for further news releases.

At Sign & Digital UK, Universal Aluminium Systems made its first tangible step towards raising its profile in the sign industry. A comprehensive range of both new and established sign systems were on display, demonstrating the company's design innovation and the quality, durability and aesthetic appeal of its products.

Included in the products shown were Universal's Flexcase, Bannerflex and the new Wedgeflex flexible-face sign solutions. Designed for either single- or double-sided flexible-face signs, Flexcase has been developed in close collaboration with sign makers, lighting specialists and substrate manufacturers. It is available in four different formats: Standard (for single-sided signs in any shape or size), Light Duty (for smaller single-sided canopy and fascia signs up to 3,000mm in height), Double-Sided (for pole-mounted or suspended signs) and Retro-flex (for converting existing sign boxes to accept a flexible-face material or for manufacturing slim-profile wall- or fascia- mounted non-illuminated flexible-face signs).



*Flexible-face solution provided by Universal.*

A non-illuminated flexible-face system, Bannerflex requires only two profiles and is ideal for situations where a stronger and more durable banner assembly is required. Wedgeflex is Universal's latest incarnation for flexible-face signage applications. It is a tensioned system featuring a novel skin-retaining facility and hinged access to facilitate easier and faster replacement of the skin. It will fully complement existing flexible-face options in the Universal range.

With a depth of only 90mm, Tranicase is an illuminated system that is ideal for any situation where a narrow-profile solution is required. It has been developed from Universal's original flexible-face system and features a clip-frame facility to allow easier access when changing the graphics, posters or transparencies.

Other products from Universal include: Dualcase (for single- or double-sided illuminated signs), Panatrim (for non-illuminated panel signs), Unicase (a hinged sign case system offering for fast and easier access), the Unilight trough lighting system, the Locate Post & Panel system and the Direx reversible information and directional sign system.

For further information, visit [www.universal-aluminium.co.uk](http://www.universal-aluminium.co.uk)



*The robotic warehouse is a key element of the production facilities at Universal.*



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## New biodegradable foamboards offer greener option for UK signmakers

**In the midst of the green revolution both large and small companies have been looking at ways of revamping everything, from packaging and P.O.S to the way we live on a daily basis.**

For many years foam centred boards have been a P.O.S. favourite, large stores in particular have relied heavily on it to produce their lightweight printed signage. However, the combination of paper liners and expanded polystyrene centre has produced problems of monumental proportions when it comes to disposal. The United States, and to a lesser extent Europe, have built waste-to-heat units to burn rubbish, which generates electricity, which is then fed into the grid system. In this respect waste foam board is of value but unfortunately it seems that the UK government's ideas of "going green" has largely centred on raising taxes to reduce demand and hence the carbon footprint. Consequently, waste foamboard invariably ends up in a landfill site where it can take up to 450 years to degrade.

Now for the first time two new types of foam centred boards that go a long way to meeting the demands of the green lobby are being offered for sale in the UK. Both are biodegradable and one can also be granulated and recycled.

Insite Biodegradable is a paper faced foamboard with a biodegradable foam centre and Sustainable Forest Initiative (SFI) certified paper liners. The foam centre contains 15 per cent recycled content and is formulated with bio resins. These transform the structure of the polystyrene, which attracts micro organisms that metabolise and neutralise the plastic. It is these resins that help the discarded foamboard to degrade in a landfill or commercial composter where the foam is exposed to a bacteria-rich environment.

Only an environmentally harmless biomass compost remains after decomposition, which takes from one to five years for 100 per cent breakdown. This compares with 80 to 450 years for standard foam centred boards.

These new biodegradable foam boards contain all the characteristics of the non-biodegradable type. Faced with bright white liners formulated from wood products certified by the Sustainable Forest Initiative, it is highly warp resistant and retains its thickness during mounting, laminating, printing and die-cutting. There is no trade-off between the positive environmental attributes of Insite Biodegradable and its physical performance, and it will not begin to degrade until discarded in a landfill or similar environment.

Duraplast is a plastic biodegradable foam centred board with the same foam centre as Insite, but with smooth white or black polystyrene liners. The plastic liners offer additional dimensional stability and Duraplast is recommended for large digital printing, mounting, sign and exhibition displays. The plastic liners allow the sheet to be bent without the use of a heat bender, making it ideal for lightweight displays. It can be die-cut without loss of memory, the surface is suitable for all types of printing process and it will not start to degrade until discarded in a landfill. Duraplast can also be recycled by grinding it into pellets and then reused in the manufacture of new polystyrene sheet.

Further information and samples can be obtained from General Print Materials, telephone 01162 403216.

## New range of textiles from Seal Graphics

**In order that marketers can extend the gamut of applications possible from today's photo-quality dye-sublimation printers, a new range of textiles suitable for both indoor and outdoor use is now available from SEAL Graphics.**

Comprising of no less than five different fabrics that have been specifically designed for use with both transfer and direct dye-sub print technologies, they are suitable for printing with solvent-, water- and oil-based dye sub inks in applications such as banners, exhibition graphics and POP displays.

One textile - which SEAL Graphics calls its 'Mirror Flag' - is particularly useful for transparent applications such as indoor and outdoor flags and room or stand dividers. It is a 100 per cent knitted, 110g/m<sup>2</sup> polyester fabric with excellent bleed-through qualities.

Another - the 'Poplin Banner' is also 100 per cent polyester and offers excellent durability and crease-resistant qualities; whilst the '3D Banner' textile has been designed for 3-dimensional advertising and therefore offers great stretchability properties.

The remaining two textiles are the 'Double Print' and 'Light Banner' fabrics. The former is a 280g/m<sup>2</sup> polyester with two different finishes: satin on one side and matt on the other. Both sides are equally printable and this material offers good long-term outdoor durability. The latter fabric also offers good long-term outdoor durability but is lighter - at 200g/m<sup>2</sup> - and has a greater degree of stretch for better use in display systems.

All fabrics have the B1 and NFPA 701 fire rating.

When used with dye-sublimation printers, these textiles are ready to handle immediately they exit the printer and deliver outstanding UV- and scratch-resistance.

For further information visit the website [www.sealgraphics.com](http://www.sealgraphics.com)



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Siser have been manufacturing thermo transfer materials for textiles since 1970 and have always been known for their high quality products, manufactured to the highest standards and conforming to the latest industry requirements. Grafityp UK Ltd have been successfully selling Sisers products for over 20 years, so you could say Grafityp now knows a bit about it.

The Siser range offered by Grafityp is comprehensive and includes materials for a whole host of various applications.

Standard Grafiflex is a thicker material and often described as the original flex product, Siser call this product VideoFlex. Grafiflex PU (VideoFlex PU) is a PVC free material for plotter cutting; it features a very thin layer whilst guaranteeing opacity and high covering ability. Grafiflex PU is the ideal material for multi-layering applications.

Grafiflex PS (VideoFlex PS) is very similar to the PU film but also benefits from an adhesive backing to give a little stability and less movement of graphics during application. Custom colours can also be ordered in this product subject to the minimum quantity requirement. Grafiflex Extra is a cad cut range specially developed for application onto nylon and other so called "difficult" materials, an ideal choice for sportswear items. Grafiflex fashion is a range of plotter cut materials specially developed for the fashion industry and leisure; they include glitters and special effects and the popular Electric series – ideal for speciality designs with a difference.

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This range is perfect for people who use machines such as the excellent Roland VersaCMM™ and SolJet™ series or Mimaki or Mutoh print and cut systems as well as thermal print machines like the Gerber edge or Fargo and Summa.

All of the C-Print ranges are available in a choice of widths and thicknesses and offer excellent value for money.

Cad Cut and Cad Print and Cut materials are only part of what Grafityp offer for textile. There are also a whole host of other products and accessories like Flock, Teflon sheets, weeding tools, heat tape, heat presses both manual and automatic, cutting plotters in a variety of widths and transfer papers for inkjet and laser printers.

Grafityp also offer an extensive amount of other Siser garment products that are all available to special order. These include flex and flock material for screen printing, products designed especially for die cutting, Jet flock and Sublistop for use when sublimation printing, VideoFlex Perfor, which is PU flex but with either small circles or stars cut out all over the material.

People who visited the Printwear show would have also seen Grafityps latest innovative product: Evolution Cut and Evolution Print, these new products will be available imminently and there is no doubt at all that they will change the buying habits of many users of thermo textile films and vinyl's. A quick call or e-mail is all it takes to find out how your company could benefit from joining R Evolution.

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## Award-Winning AstSigns, opts for Roland DG technology and quality service

Cumbria's award-winning vehicle graphics, sign and print specialist, AstSigns, has invested in Roland DG wide format technology due to its proven ability to deliver high quality products and premium levels of service. The 30-employee company is an industry leader in the vehicle graphics arena and holds the contracts for a number of national hauliers, including the UK's most famous logistics company, Eddie Stobart.

AstSigns, which has ISO 9001 quality accreditation, recently installed a 74-inch wide Roland DG AdvancedJet AJ-740 printer that is capable of producing 80m<sup>2</sup> per hour. However, the Penrith-based company has since bolstered its Roland DG firepower with the installation of two additional 64-inch wide SolJet Pro III XJ-640s, which can print at a resolution of up to 1,440dpi. The machines have replaced others from a rival wide format manufacturer. AstSigns owner and managing director, Mark Aston, said that the reason behind the investment in Roland DG equipment was not simply down to the high quality of the wide format technology, but also the guaranteed level of service and support that Roland DG is able to offer.

Mark Aston said: "The printers use Eco-Sol Max inks and produce fantastic graphics on a variety of substrates, but the real clincher for us was the fact that Roland DG would guarantee next day service levels. As a businessman I need to know that the technology I invest in is backed with real support.

So far, we have installed three Roland DG wide format printers, which we use for all the Eddie Stobart work, and I expect that in the near future there will be more."

Roland DG (UK) managing director, Jerry Davies, said: "Today's customers expect far more than high quality technology, which is something of a given. They need to know that the manufacturer they choose to partner with has the right levels of service to support their business. Roland DG has invested heavily to ensure that it has the requisite infrastructure in place to guarantee this support. This in-the-field support is coupled with initiatives like Value Up, which allows customers to download software upgrades without charge, and means that Roland DG (UK) is the partner of choice for the business-savvy sign-maker and printer."

AstSigns has been trading for six years, since it was established by Mark Aston, who has 15 years' experience in the sign-making industry. The company wraps and produces signage for around 2,000 vehicles a year. Alongside this core business, AstSigns supplies all types of external signage, internal banners and pop-ups, as well as professional print services. Last year Mark Aston was named as businessman of the year at the Cumbria Business Awards.

For further information on Roland products visit [www.rolanddg.com](http://www.rolanddg.com) or to find out more about AstSigns visit [www.astsigns.co.uk](http://www.astsigns.co.uk)



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## Stylo responds to client needs in a big way

How do graphics companies cope with shortening deadlines without reducing quality? Stylo has the answer, the new, state-of-the-art (and rare) Durst Rho 800 UV inkjet printer. A machine so big Stylo had to take apart the top floor of their premises and use a crane to install it! But the effort was worthwhile as the new machine complements Stylo's existing, extensive range of printing equipment whilst simultaneously meeting client demands of quick turnaround and high quality print at faster speeds, without compromising on quality.

"When your clients include big high street names like Vodafone and Coffee Republic, you can't afford to stand still," says Stylo's Managing Director, Simon Olley.

Olly goes on to say "As a market leader within the graphics industry, producing and supplying display and point of sale graphics, and offering the latest technology and creative solutions across sectors such as retail, exhibition and museums, a business such as ours needs to stay ahead of the game. If we are going to continue to push boundaries and further improve results then we need the most advanced equipment. This machine allows us to print on a wider variety of fabrics, acrylics and other materials with a quick turnaround, and economically.

"Stylo is all about translating interior design themes into award winning, flexible store concepts that have an impact on customers as soon as they walk through the door. The new equipment is state-of-the-art and allows Stylo to offer photographic quality printing, direct to any media, at higher speeds thus allowing more cost effective production for clients."

The German-made Durst Rho 800 is a rare breed and this is only the third of its type in existence in the UK, and the eleventh in the world.

"We knew it would be a complicated exercise to get it installed but the all round results make it well worth the effort, not just for us but also our clients", says Olley.

Helping maintain a high profile brand presence for successful companies such as Caffè Nero and Next often means that Stylo has to turn around complex projects in a short space of time, and so equipment has to reflect this requirement in terms of ease of use and reliability. The Durst 800's additional benefits include printing white and spot varnish, and the production of cardboard engineered FSDUs in conjunction with Stylo's 3m x 2m Zund digital cut and crease machine.

Furthermore, the Durst 800 is a more eco-friendly machine when compared to older inkjet printers allowing printing onto environmentally friendly substrates. It never pays to be complacent, and Stylo's continual investment in the latest machinery and the best staff has meant successful, high quality delivery to their clients.

For further information visit [www.stylographics.co.uk](http://www.stylographics.co.uk)

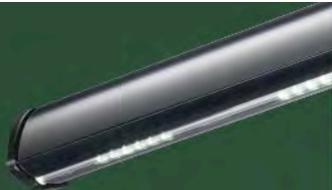


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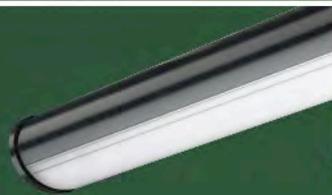
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## Productivity up by 50% for TJ's Visual Solutions

Brighton-based large format graphics and sign company, TJ's Visual Solutions, has installed an Océ Arizona 250GT helping the company increase turnover, improve efficiency and increase productivity by 50%.

TJ's Visual Solutions, a specialist in creating bespoke visual branding solutions, is already reaping the benefits since the recent installation. Productivity has increased by 50% compared to the previous solution. The printer's higher print speed allows the company to produce more output within an eight-hour period, and requires less operator input. Its significant display graphics capabilities have also opened up further business opportunities to design, advertising and marketing agencies.

Tony Jenner, Managing Director, TJ's Visual Solutions, said "We have been an Océ customer for many years now and have always found its products perfect for our visual branding needs. We initially chose the Océ Arizona 250 GT based on its ability to print high-quality images direct to substrates, however, to our delight, the printer is also exceeding our expectations in other areas. It has substantially increased our printing capacity and productivity, and our square meterage print price has been reduced considerably.

"The capability to print direct to substrate at a lower cost per metre and the photo-quality output have enabled us to compete for business more effectively, targeting customers and markets we could not previously compete in. As a result of the investment, we expect to see a sizeable increase in our turnover. The printer really is in a league of its own!"

The Océ Arizona 250 GT produces a wide variety of display graphics such as point-of-purchase displays, limited-term signage, banners, event graphics, backlit and reflective rigid displays, transit advertising, and directional signage. It uses UV curable inks and the next evolution of piezo inkjet technology that enables a print head to produce dots of variable size, delivering near-photographic image quality.

Duncan Smith, Océ UK's Wide Format Printing Systems director, said: "We are pleased that the benefits of the investment in the Océ Arizona 250 GT are already becoming apparent to both TJ's Visual Solutions and its growing client base. It enables the company to deliver an even greater range of high-quality solutions across a wide range of markets, standing out above its competitors. We are very much looking forward to continuing our long and fruitful partnership with TJ's Visual Solutions."

For further information visit [www.oce.com](http://www.oce.com)



TJ's Visual Solutions chose the Océ Arizona 250GT.

## Safety marking tape keeps Amey's highway maintenance vehicles clearly seen

William Smith has been helping leading infrastructure support services provider Amey to ensure that all its vehicles are clearly visible by day or night.

Amey is using 3M™ High Visibility Vehicle Safety Marking Tape in red and fluorescent yellow/green for both rear and side markings on all of its highway maintenance and construction vehicles throughout the UK, to ensure compliance with UN/ECE Regulation 104 Chapter 8. This regulation sets out requirements for the implementation of high visibility markings on long and heavy vehicles.

3M™ High Visibility Vehicle Safety Marking Tape is a highly reflective material offering up to nine times greater reflectivity than standard reflective film. It is visible up to 1000 metres and reflects to nearly 90 degrees. When placed in stripes on the rear,

sides and front edges of vehicles it provides enhanced visibility of vehicles at night and in poor driving conditions and increased safety for vehicle operators, other road users and pedestrians. Local Authorities and other users of this product have reported that the resulting reduction in accidents and downtime makes the application of vehicle safety marking tape a highly cost effective option.

High Visibility Vehicle Safety Marking Tape is offered as full or part rolls and same day despatch is provided on orders received up to 5.30pm. In addition, William Smith can provide bespoke designs in kit form and assist in the implementation of vehicle marking programmes.

For further information contact William Smith on 01833 694707 or visit [www.amey.co.uk](http://www.amey.co.uk)

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|--------|-------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|
| 3mm    | £0.39 | £0.50 | £0.77 | £0.96 | £1.07 | £1.29 | £1.47 | £1.98 | £2.26  | £2.54  | £2.83  | £3.73  | £4.53  | £5.38  | £7.36  | £16.98 |
| 5mm    | £0.45 | £0.68 | £1.02 | £1.36 | £1.87 | £2.15 | £2.49 | £2.94 | £3.40  | £4.08  | £4.81  | £5.66  | £6.41  | £7.47  | £10.30 | £28.09 |
| 10mm   | £0.79 | £1.24 | £1.59 | £2.38 | £3.28 | £4.08 | £4.64 | £5.66 | £6.79  | £7.76  | £8.72  | £10.75 | £12.46 | £15.85 | £20.15 | £53.15 |
| 19mm   | £1.70 | £2.38 | £3.40 | £3.96 | £4.53 | £6.22 | £7.93 | £8.78 | £10.19 | £11.59 | £13.87 | £15.85 | £18.68 | £21.51 | £26.04 | £72.12 |

## acrylic (including gold and silver - 10mm available in black, white and clear only)

no minimum order

| height | 50mm  | 75mm  | 100mm | 125mm | 150mm | 175mm | 200mm | 225mm | 250mm  | 275mm  | 300mm  | 375mm  | 425mm  | 500mm  | 600mm  | 1200mm  |
|--------|-------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|---------|
| 3mm    | £0.56 | £0.74 | £0.90 | £1.13 | £1.36 | £1.70 | £2.26 | £2.83 | £3.06  | £3.51  | £4.30  | £6.40  | £7.81  | £9.62  | £11.66 | £45.28  |
| 5mm    | £0.85 | £1.08 | £1.36 | £1.70 | £2.15 | £2.61 | £3.29 | £4.18 | £5.38  | £5.89  | £7.36  | £9.06  | £10.19 | £13.01 | £15.85 | £62.26  |
| 10mm   | £1.71 | £2.17 | £2.71 | £3.40 | £4.30 | £5.20 | £6.79 | £8.38 | £10.76 | £11.77 | £14.72 | £18.11 | £20.37 | £26.04 | £31.69 | £124.51 |

## 3mm aluminium composite (Dibond, Alupanel, Reynobond)

no minimum order

| height           | 50mm  | 75mm  | 100mm | 125mm | 150mm | 175mm | 200mm | 225mm | 250mm  | 275mm  | 300mm  | 375mm  | 425mm  | 500mm  | 600mm  | 1200mm |
|------------------|-------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|
| standard colours | £1.02 | £1.42 | £1.86 | £2.38 | £2.71 | £3.17 | £4.53 | £5.32 | £6.22  | £6.79  | £7.69  | £9.06  | £10.53 | £14.72 | £18.11 | £54.33 |
| chrome finish    | £1.87 | £2.38 | £2.71 | £4.00 | £5.43 | £6.55 | £7.64 | £8.83 | £10.53 | £12.87 | £14.48 | £16.39 | £19.53 | £24.04 | £30.51 | £91.70 |
| brushed finish   | £1.24 | £1.59 | £2.16 | £2.67 | £3.63 | £4.36 | £5.10 | £5.89 | £7.02  | £8.60  | £9.62  | £10.92 | £13.01 | £16.02 | £20.37 | £61.12 |

## exterior mdf (Medite Exterior comes in a raw form ready for painting/finishing)

no minimum order

| height | 50mm  | 75mm  | 100mm | 125mm | 150mm | 175mm | 200mm | 225mm | 250mm  | 275mm  | 300mm  | 375mm  | 425mm  | 500mm  | 600mm  | 1200mm |
|--------|-------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|
| 6mm    | £0.34 | £0.79 | £1.14 | £1.52 | £2.26 | £2.43 | £2.83 | £3.56 | £4.08  | £4.87  | £6.22  | £8.82  | £10.19 | £11.54 | £13.58 | £40.75 |
| 12mm   | £0.85 | £1.47 | £1.81 | £2.66 | £3.63 | £4.35 | £5.10 | £5.89 | £7.02  | £8.60  | £9.62  | £10.92 | £13.01 | £16.01 | £18.11 | £54.33 |
| 18mm   | £1.47 | £2.26 | £2.76 | £3.79 | £4.69 | £5.77 | £7.13 | £8.04 | £10.19 | £11.59 | £13.93 | £15.96 | £18.68 | £21.51 | £26.04 | £73.58 |

## 2mm stainless steel

£85 minimum order

| height   | 50mm  | 75mm  | 100mm | 125mm | 150mm | 175mm  | 200mm  | 225mm  | 250mm  | 275mm  | 300mm  | 375mm  | 425mm  | 500mm  | 600mm  |
|----------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| brushed  | £4.28 | £4.61 | £5.60 | £6.42 | £6.92 | £9.72  | £12.31 | £14.48 | £15.56 | £17.20 | £19.75 | £28.15 | £31.48 | £39.50 | £47.73 |
| polished | £4.60 | £4.94 | £6.75 | £7.24 | £8.06 | £11.03 | £14.16 | £15.48 | £16.63 | £19.75 | £21.65 | £30.37 | £36.38 | £42.96 | £54.31 |

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## ASI invests in digital print for trade buyers

Arrow Storm Ink opened its doors in February 2008. The owner, Alan Gunter, has 17 years experience in the sign and digital print industry and having built up an extensive knowledge base over this time now feels that his fledgling company, Arrow Storm Ink (ASI) and specifically ASI Trade Print, has the hardware, software and expertise to help anyone who is in the market for digital print.

Through experience in the industry, ASI has noticed that there is a huge demand for high quality, affordable prints for trade customers that can be delivered quickly and without hassle. It is for this reason they have purchased a 1604 Value Jet alongside a Pharos plotter with OposX print to cut software.

The 1.6 m wide Value Jet 1604 combines the environmental advantages of eco-friendly inks with the durability of full solvents.

The Value Jet uses a combination of the latest Epson "wide" print head technology and I2 Intelligent Interweave fast-drying, low-odour and economic Eco Ultra inks. This results in sparkling colours, high detail and the ability to print directly onto a wide range of low-cost, uncoated and coated materials. The Value Jet is easy to operate and maintain, weaving together affordability, quality & speed.

The company's overall aim is to supply digital trade print on any number of roll substrates to trade buyers. As an office based operation, they have no means to produce signage and indeed have no interest in doing so.

ASI Canvas Print also offers a trade canvas print service, taking the images supplied by customers and printing them on to 100% cotton canvas, then mounting them on to wooden stretcher frames, professionally finished with paper tape and hanging wire.

All of their services and products are specifically aimed at the trade buyer, which means keeping the costs down and the quality high. They also offer a 24 hr turn around service.

ASI trade print also have a T-Jet direct to garment printer, with which they can print any digital image direct to clothing. The T-jet has the capability of printing white as a base/prime layer first, allowing them to print white onto black.

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## Dye sublimation 'goes large' at RA Smart

RA Smart (CAD & Machinery) have installed the first Mimaki JV5 320cm super wide printer in the UK at Image Fabrication in Crayford, Kent and only the second in Europe. The printer will be used for the production of high quality printed textiles for a range of applications including theatrical backdrops.

Peter Baker of Image Fabrication explains: "This investment will offer a new dimension to our production facility allowing us to create extremely high quality prints up to 320cm wide onto a

wide variety of textile without the need for stitching panels together." Magnus Mighall from RA Smart continues: "Having sold several JV5 160cm machines for both dye sublimation and direct to textile applications throughout the UK, it is really exciting to see the latest generation of Mimaki super wide machines capable of printing at remarkable quality up to 320cm wide."

Further details from websites [www.rasmart.co.uk](http://www.rasmart.co.uk) and [www.imagefabrication.co.uk](http://www.imagefabrication.co.uk)



Peter Barker and Magnus Mighall with their new Mimaki JV5.



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## William Smith helps CBS train attention on South Shields market

Scotchprint train graphics supplied by William Smith were part of a successful campaign devised by CBS Outdoor for South Tyneside Council in order to boost visitor numbers to South Shields market.

Explains CBS Outdoor's Account Executive, Andy Futcher, "This six month campaign was designed to encourage residents across Tyne & Wear to visit South Shields Market. As part of the total package, the train graphics were used together with other outdoor formats, including bus advertising and posters. Shops surrounding the market were also invited to place advertising inside the train."

The train was partly wrapped with a montage (27m long x 1.69m wide) showing the different types of items available at the market. It was printed using 3M™ Scotchprint™ graphics providing a five year outdoor warranted performance life against UV light fade, peeling, shrinking and cracking.

The lower half of the train featured logos and opening times, supplied as cut graphics. These were produced using 3M Scotchcal 100 Series film, giving a 10 year outdoor warranty.

"The overall campaign was targeted to all age groups, with the concept designed to highlight the variety of product offerings available at the market and to emphasise the size and scale too," concludes Andy Futcher.

"William Smith, who was specified for this work by our client, made the entire process easy from receipt of artwork to delivery of the graphics," adds CBS Outdoor Project Manager, Louise Hall. "Although I have only worked with the company on a couple of occasions, I have always found their service to be quick and efficient."

For further information contact William Smith on 01833 694707 or visit [www.williamsmith.co.uk](http://www.williamsmith.co.uk)



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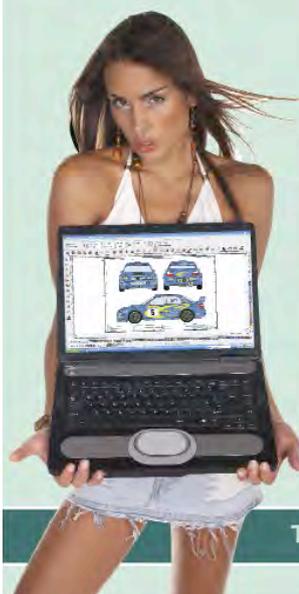
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## Sign 2000 goes Nationwide

**Following months of planning, Portman Building Society merged with the Nationwide Building Society in August 2007. Over that Bank Holiday weekend, there was the task of re-branding the Portman name and corporate identity to that of the Nationwide.**

Nationwide had as its project managers Mace – one of the world's most diverse management and construction companies with specialist project managers in the retail sector, particularly in high street banking.

Amongst many other things, Mace was tasked with appointing the architectural sign manufacturing and installation companies that would carry out the physical re-branding.

Gareth Curtis, Mace Project Manager, explains the criteria that they were seeking to match.

"The capability to do the job. Yes, price was important but no more important than other factors such as being capable of providing a quality product; of not being overstretched by what would be a demanding task; of being able to work in partnership with other contracting specialists; and being able to deliver on time."

The selection process involved interested parties making a presentation that set how they would approach the project and providing references to other similarly logistically challenging projects.

Sign 2000, of Paddock Wood, Kent, successfully met these criteria and was awarded the contract for the South East of England area involving 32 locations.

Working closely with Mace, Sign 2000 surveyed each of the sites and produced drawings utilising CAD equipment that superimposed suggested designs on digital images of the existing properties. They confirmed quotations and provided assessments of any supporting works required. Following approval, manufacturing was commenced.

Those sites that were to be re-branded had to be completed prior to the launch date. Over a period of ten weeks Sign 2000 designed, manufactured and installed the new Nationwide identity at these Portman locations, but overlaid the new signage with temporary banners featuring the Portman name. In this way, the unveiling of the new Nationwide branding could be achieved simultaneously over the Bank Holiday weekend.

As these sites were unveiled, all internal branding was changed to reflect the change to Nationwide. In addition, all sites that had been closed, had all external signage removed and shop fronts neutralised.

The Nationwide signage was constructed from an internally illuminated fabricated aluminium fascia and projecting sign-boxes with coloured acrylic panels being laser cut and inlaid flush with a highly polished stainless steel perimeter frame.

Illuminated and non-illuminated individual letters were fabricated from satin stainless steel. Externally illuminated double sided traditional projecting signs were installed.

Although working to a tight schedule Sign 2000 achieved the objectives of delivering on time, to budget and providing the Nationwide with a quality result.

For further information call Sign 2000 on 01892 834383 or visit [www.sign2000.co.uk](http://www.sign2000.co.uk)



One of 32 locations re-branded by Sign 2000.

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TRADE DISPLAYS

## Speedy vehicle graphics from Fastsigns

Staff at FASTSIGNS® Kingston have been busy celebrating the speedy completion of a full set of colour vehicle graphics for American road rally and Gumball Rally hero Alexander Roy.



The team at Fastsigns, which is based on Ewell Road in Kingston, were called upon by Alex and his master driver and co-pilot Michael Ross, to rebrand a hired rally car at the last minute, as their own vehicle was trapped on a freighter heading for Rotterdam.

World-famous rally driver Alex has won an Xtreme Rallysport trophy seven times and Gumball 3000 trophies three years in a row. He needed the rebranded car urgently for the launch of his new book 'The Driver', in Park Lane, Mayfair which covers his life as a rally driver and his dangerous pursuit of speed.

Alex said "We were in a real fix because we needed my car for the book launch, but instead of being in London it was on its way to the Netherlands! This was a very important occasion for me and had been arranged for months. I was really worried but Fastsigns were great. We needed a really fast turnaround and they delivered a fantastic looking car right on time. Even I wouldn't have known the difference!"

Fastsigns specialises in signage and graphics products including banners, vehicle graphics and safety and identification signs. This project involved creating and wrapping the graphics on the BMW M5 series car in just 24 hours to fit in with the timescale of the book launch.

"We were really pleased that Alex and Michael asked us to help with this unusual task," said Mark Phelps, owner of Fastsigns Kingston. "We have an excellent team of experts who are able to react to any job and will do their very best to meet any deadline. This was a fun project which caused quite a stir in the local community and attracted a lot of attention from passing traffic, both by foot and car."

Fastsigns Kingston can be contacted on 0208 390 8855, or [kingston@fastsigns.co.uk](mailto:kingston@fastsigns.co.uk)



FASTSIGNS pulled out all the stops to complete the BMW graphics within 24 hours.

## LAMPSHADE PVC IS ILLUMINATING MEDIA FOR PRINTERS

Essex based Martin Dannel & Co Ltd, have introduced their rigid print media to the market after successful & extensive trialling. Originally designed for use in the decorative lighting industry for its ability to light well, its application as print media has proved an immediate success.

Available at 150cm wide & in two thicknesses 280 & 390 micron, this economical substrate shows many advantages. MD media has been specially engineered to give a solid vibrant print. It is strong, UV stable, flame retardant, anti-static & ideally suited for exhibition, outdoor use & numerous point of sales applications where rigid & stable substrates are required. The PVC surface has been specially calendared to give very even profile, ideally suited to print.

One groundbreaking feature is that Martin Dannel can laminate textile or decorative papers to the PVC to give an interesting, stylish & attractive look to the back of the printed product. It makes the product amazingly tactile & is an in-house process that is unique to this family run company. This level of innovation & quality is combined with the friendly & reliable service for which Martin Dannel are well known. Their print media has been on test with several companies for over a year now & has met with excellent results as illustrated in the testimonial below:

"The Dannel 300gsm and 400gsm plastic material has been an extremely useful product for us we have a Vutek Q52000 UV Flatbed printer which prints and adheres beautifully onto this particular product - we use



it extensively for outdoor posters removing the need for expensive encapsulation with the additional benefit of not wrinkling or cockling suffered by paper prints.

Martin Dannel have provided an exceptional service particularly in emergencies and consistently supply on time with a pleasant and helpful sales team."

Kim Konstantinovic, Kamset Digital

For more info: [enquiries@martin-dannel.co.uk](mailto:enquiries@martin-dannel.co.uk) or Call David or Jamie: 01992 700311

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# Summer breeze!

Time for your clients to venture outdoors with their marketing message using the Voyager II or TopSail banner displays.

Indoors or outdoors, the TopSail stands tall and delivers the marketing message over a large graphic area (3x1m). Portable and lightweight (15.1kg net weight), it packs into two carry bags for storage or transport to another event. TopSail is easy to erect as the telescopic pole rises in stages to a maximum height of 5.4m.

The 2m tall Voyager II is another great way to promote your client's company outdoors.

Voyager II has a unique graphic connector rail to the base unit. This gives the banner graphic movement akin to a sail, thereby reducing the risk of being blown over in windy conditions. Base units on both system can be water-filled for extra stability.



1000mm

700mm

2000mm

Promotional price  
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per system including carry bags (excludes graphic)

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## Creative partnership completes 40 site, nationwide contract for US company



**A strategic partnership between two South Yorkshire companies has completed a four-month nationwide contract for US based Kaplan Financial Professional that involved the design and installation of over 3,000 different signs at 40 different sites.**

Barnsley based North Star Signs and Sheffield's creative marketing house Blue Strawberry Elephant joined forces to tender for the contract in August 2006. They started work on the project in mid October with the final sign being installed in the early part of 2008.

Kaplan Financial Professional is a leading provider of professional qualifications and business training in the UK and Asia Pacific. Kaplan Financial Professional is part of Kaplan, Inc., a leading international provider of educational and career services that is subsidiary of The Washington Post Company.

MD of North Star Signs, Gary Chester is delighted with the way his team responded to the brief.

"We needed to produce straight signs and sign trays, post and wall fixed external signs with additional requirements such as etch effect window panels. We also had to create additional vinyl lettering to refurbish existing signs. The next stage was to devise an installation roll-out plan for over 3,000 signs in 40 locations from Glasgow to Southampton, Norwich to Manchester, the Welsh valleys and six locations in London, which needed a thousand signs between them.

To print and install all the signs inside four months was a big ask but our team responded superbly and the customer is really happy with the results," said Gary Chester.

Blue Strawberry Elephant Partner, Dave Atkin, says winning the contract was a major achievement for the partnership, even though they had done work for Kaplan Professional in the past.

"We had to re-produce the American parent company's new branding in a way that was sympathetic to the British locations. We worked with the client at Head Office and on location to collate information on the varying requirements. We produced artwork for over 300 different sizes and 800 different wordings of directional, identification, general notices and legally required signs. The logistics included arranging installation dates and individual site requirements for each location. It was a big contract for both partners to take on and we are really chuffed it has gone so well," said Dave Atkin.

Once Kaplan Professional had approved the designs, North Star Signs manufactured every sign to exacting standards using a range of materials including Stainless Steel, Perspex and Dibond.

Every year Kaplan provides training and development course to over 30,000 thousand professionals looking to develop their careers including ACCA, AAT and CIMA qualifications.

For further information contact North Star Signs on 01226 288 228 or visit [www.northstarsigns.co.uk](http://www.northstarsigns.co.uk) or Blue Strawberry Elephant on 0114 278 7000 or visit [www.bluestrawberrylephant.co.uk](http://www.bluestrawberrylephant.co.uk)

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With typical Graphtec robustness and reliability the FC7000Mk2 cuts vinyl, window tint and screen printing films, sandblasting rubbers and other tough media with effortless ease and consistent accuracy.

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

## Dream start for Astley Signs (Southern)

Astley Sign's most recent development, aimed at strengthening their geographical coverage, is a Sales and Project Office situated in Milton Keynes. Their initial hard work is starting to pay off after securing a prestigious contract with John Lewis Plc to supply and install two sets of five metre high 3D letters for their new £45 million, 650,000 sq ft (60,386 sq m) flagship automated distribution centre at Magna Park, Milton Keynes.

Jeff Watts, General Manager for Astley Signs (Southern Office), is delighted to have won this project as one of its first major contracts "To have this opportunity to work with The John Lewis Partnership and Simons Construction Limited on this important development was a dream start for our newly opened Sales & Project Office."

With such a positive beginning, Jeff is confident that Astley Signs can continue its steady expansion with a view to enhancing the team with further recruitment in the near future.

Over the past 80 years Astley Signs have become one of the most established names in the sign industry, renowned for their cutting edge design and innovative ideas. With headquarters in Gateshead, Astley Signs also have additional facilities in Glasgow and Leeds. Working together with their key strategic partners across Europe, Astley Signs are continually expanding and becoming a highly reputable international brand. Throughout its history, the company has earned the respect of some of the world's largest blue chip organisations including Hilton,

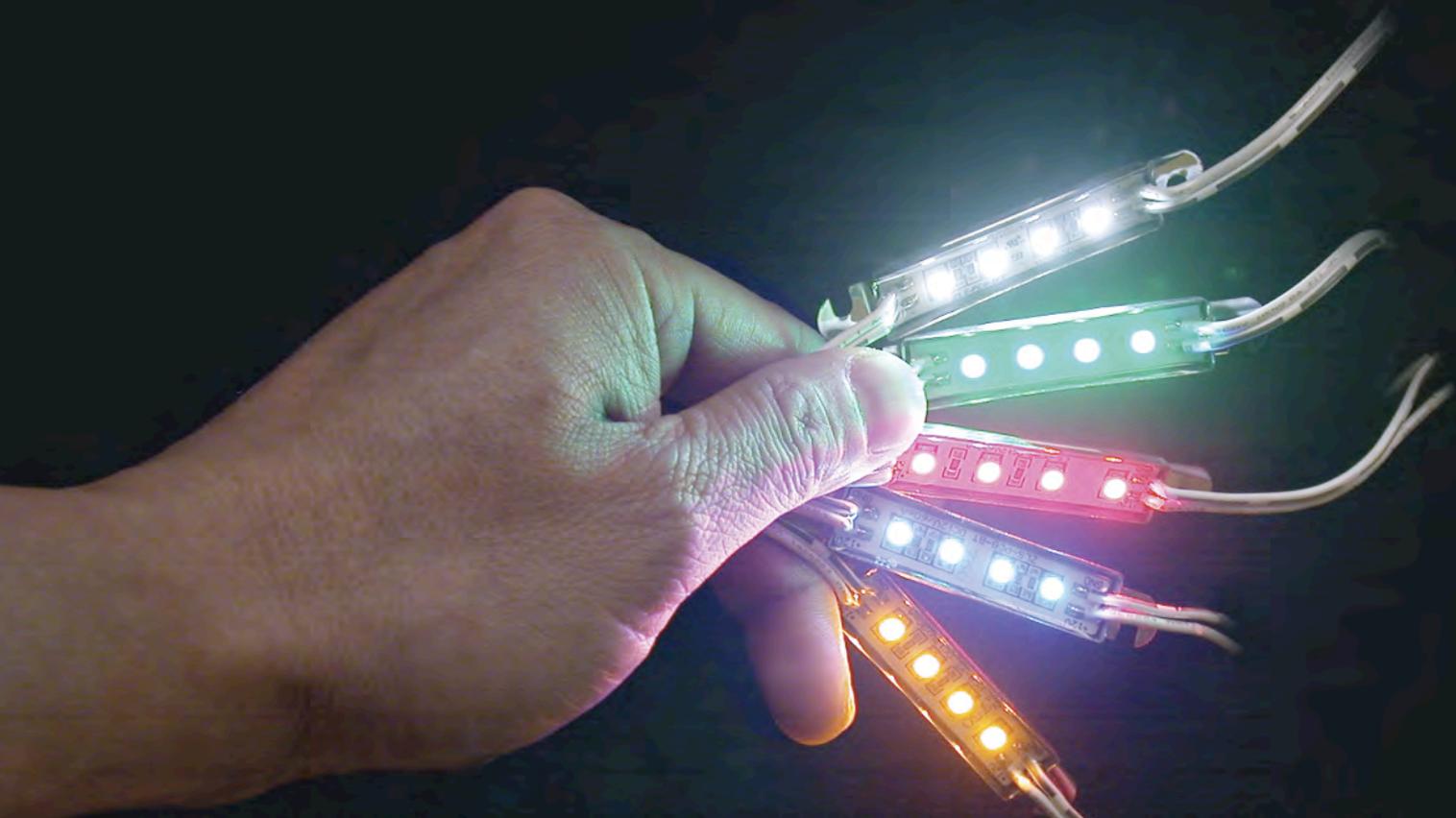
Sainsbury's, BP, Woolworths and Bentley, to name but a few.

What attributes to Astley's success is the time and great care they take in understanding their clients' needs and objectives together with the continued commitment in providing the highest levels of service and quality products. The Milton Keynes team embrace this Astley philosophy with its own experience and reputation.

For further information telephone 01908 547826 or visit [www.astleysigns.com](http://www.astleysigns.com)



*The new John Lewis automated distribution centre at Milton Keynes.*



More sign makers than ever are changing to **Abacus LED** and it's easy to see why. **Abacus LED** doesn't just light brilliantly and smoothly, even for built up letters with returns as shallow as 5cm.

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## Adbell wraps up South Yorkshire

Adbell Sign Systems has started work on a prestigious contract re-branding scores of vehicles for the South Yorkshire Passenger Transport Executive (SYPTE).

The project involves a complete re-brand, including livery design, production and installation, on buses, coaches, mini-coaches, trains and trams, for the individual transport companies that make up SYPTE.

Adbell has successfully completed many major re-branding projects and it was this experience that won the Harrogate based company the work, believes Jonathan Robson from adbell.

"We're a leader in designing and installing vehicle livery and have successfully wrapped a huge quantity of different vehicles for many clients. We're known for our quality and are extremely pleased to have been awarded this high profile contract and to be working in partnership with the SYPTE."

The brief from SYPTE was to create and develop an innovative livery design with a fresh and modern look that would work on all the vehicles involved. Each vehicle needed to be made more appealing to the general public and easily recognisable as a part of a brand. The re-branding is just one element in an ongoing strategy to improve bus services across South Yorkshire and to make bus travel more attractive to both existing and new bus users.

The first couple of design ideas adbell's creative team produced were well received; adbell won the contract and with just a few tweaks, the new look livery was given the go-ahead by SYPTE.

Simon Bell who heads up the design at adbell's explains: "We kept to the brief and using our experience and design flair we ensured that the final graphics would look good on all the differently shaped vehicles and remain looking good while they travel around all day, every day."

Avery 900 Series vinyl was chosen for the project because of its excellent conformity. The colour required was a special blue so it is delivered direct from Avery's headquarters in The Netherlands.

Vehicles are being re-branded in batches of a dozen or so at a time at adbell's Harrogate site. Currently, graphics for transport executives in Doncaster, Rotherham, Sheffield and Barnsley are being produced.

During the project, adbell has wrapped several coaches being used as community and school buses; one of which was recently featured at the Lifewise film set promoting school bus travel.



*New design livery means all SYPTE vehicles are easily recognisable as one brand.*

"The SYPTE contract is working out very well indeed. The customer is happy with what we've done and working on a set number of vehicles at a time means we can carry on providing our usual high standard of service to existing clients and also take on new work," says Jonathan.

On the back of the success of the SYPTE contract and to show off its talents, adbell wrapped a bus used on public service routes in and around Harrogate in its own colours and logo.

In addition to vehicle livery, adbell provides a comprehensive design, manufacture and installation service on a wide range of other sign work to customers throughout the UK.

Jonathan adds: "In an industry with such diversity it is imperative for us to be on top of our game in every aspect of the business. The market place is very competitive and we constantly strive to offer new ideas and give our clients that something extra. It is one thing to win business with great sales pitches and eye-catching designs but we always remember that it is just as important to back it up with the quality of products and service our clients receive."

For further details about adbell sign systems, go to [www.adbellsigns.com](http://www.adbellsigns.com) or tel. 01423 885045.



*This bus promotes adbell on its travels throughout the Harrogate region on public service routes.*



*adbell's contract involves wrapping a range of different vehicles, including mini-buses.*

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# Introducing

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Insight / Alumiflex Inc. Europe Patent # 0548691

Not just a pretty face, but a very sophisticated tensioning mechanism, Spectra Speed Flex is produced to the tightest tolerance possible to ensure our systems provide you, the customer, with a perfect job every time.

Speed Flex is part of the Alumiflex/Signcomp USA family, a worldwide network of trade suppliers all with matching systems protected by patents in all major countries, benefitting customers involved in pan-European contracts, while providing peace of mind that the system they are using has undergone certified wind-load testing. Very important, especially during the very windy weather, and bearing in mind insurers may not cover wind damage for systems which are not test compliant.

### Bend It, Shape It, Any Way You Want It

An increasing number of flex face cases supplied by Insight are now customised by notching the extrusion as shown below, giving the outside shape of the case freedom from the standard rectangular format. This can take the form of simple radius corners, as shown above-middle, to large arcs (bottom-left), oval boxes, complicated large letter shapes, or even curved-back cases (bottom-right) to fit on to curved fascias.

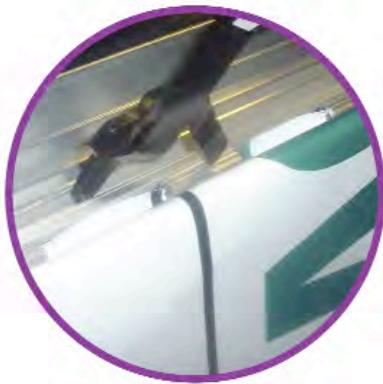


#### Third Generation Flex Holders

Now secures a wide range of materials from 380 to 750 g. No preparation is required to the sign face, so no welded seams, no rods, no holes. Simply clip direct to the edge of the material with custom designed pliers.

#### Increased Tensioning

With its redesign, the tensioning channel of Speed Flex Integral now has the capability for even further tensioning of the face.



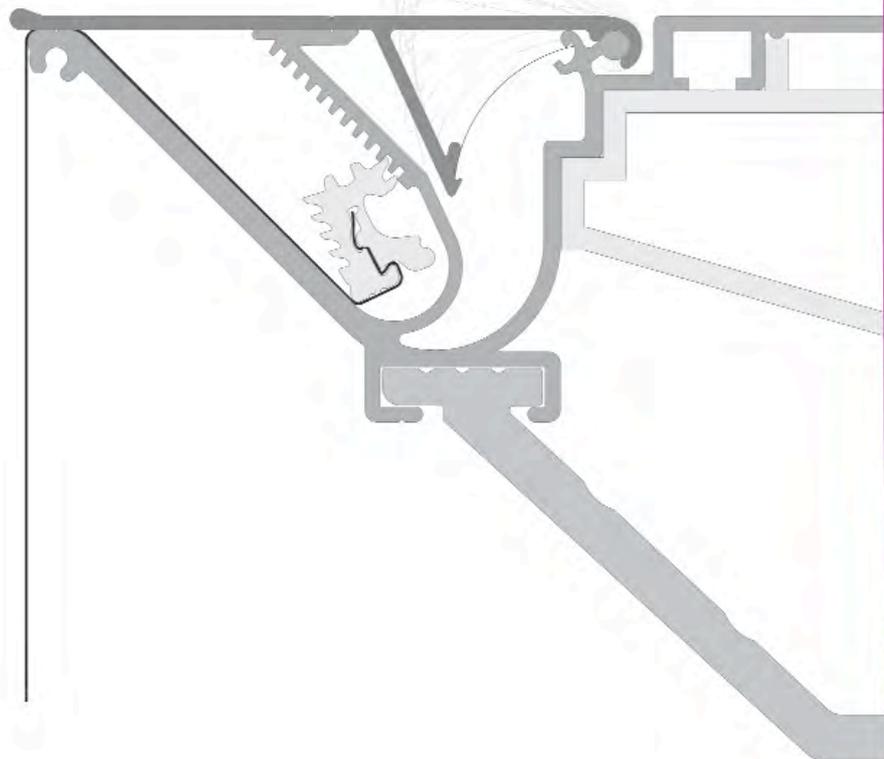
#### Fast, Silent Tensioning

Thanks to the new modifications, Speed Flex now accommodates the Alumiflex tensioning tool, for a more refined tensioning experience.

Available from the end of April 2008, Speed Flex Integral MkII is the first of the new MkII system, with all other variations to be upgraded during 2008.

#### New Spring-Loaded Cover Plate

Spring assists with opening and closing, allowing very quick and simple access, and holds lid steady when open eliminating the safety risk of having a 'loose' cover plate during maintenance.



Insight Sign Systems provides a nationwide made to measure service, with cases made up to standard or bespoke shapes, powder coated to most RAL colours, supplied complete with high quality digital printed faces. The Speed Flex range has many variations, including hinged, retro-fit, and the unique Frontloader.

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\* - Please note new lower price for T5 Budget in white. Units at 4' long and under are now £15 per foot for white and £18 per foot for black.

- High quality extruded aluminium profile, powder coated finish.
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- Fully made up, complete with all parts, including lamps, and fixing brackets (no hidden extras).
- Free delivery for mainland U.K. for orders over £200.00.
- Very fast installation, thanks to adjustable clip-on fit fixing brackets.

**now also available in satin black, with reflectors, at £12.00 per foot!\***

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To obtain costs for in-between sizes, simply price to next foot up. For example, 16' 3" long Budget T5 would be priced at 17' 0", costing £187.00 + VAT.

Budget T5 is only available in white or black finish.

Delivery in two working days is only available for orders faxed in writing from account-holding clients by 9:30am. If you do not have an account, you can pay by credit card.

Delivery on orders under £200.00 will be charged at £15.00 + VAT.

No existing discounts or rebates will apply for this product. Discounts for orders over £2,000.00 may be available.

Budget T5 can illuminate sign depths up to 1,800mm. to any continuous length. Bracket size will vary.

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Not all fixing surfaces are even, our brackets offer telescopic adjustment to compensate for this, unlike other 'fixed' brackets which would either require packing out, or cause stress on the fixings.

## **CAREFULLY DESIGNED PROFILE ELIMINATES NEED TO ANGLE LIGHT**



The above photo shows Highlight in normal position (not angled). Illumination is even, and the unit blends into the background. Angling of the light is only required on sloping fascias.



The above photo shows Highlight angled inward, resulting in glare at the top, and dullness at the bottom. The profile also becomes highly noticeable.

## TheMagicTouch has the WoW factor

At this year's Printwear & Promotions Excellence Awards Ceremony held in Birmingham TheMagicTouch were awarded "Technical Innovation 2008" with the introduction of the new WoW transfer paper. The company continues to develop, manufacture and distribute a range of coated papers compatible with most toner based colour copiers and printers.

WoW enables full colour images/designs/logos to be printed onto almost any garment or fabric regardless of colour or composition. The advantages of no cutting or weeding of designs, superb soft feel and fantastic washing durability confirms the recognition. WoW can be applied to Cotton, Polyester, Nylon, Denim, Leather and much more.

The new WoW was also recognised earlier this year having been awarded first prize for both "Best Transfer" and "Best Combination Print" categories in the Images Textile Awards, together with "Best Product 2007" by Corel Draw Pro Magazine.

TheMagicTouch confirm WoW transfer paper as the most significant development since the inception of garment digital transfer technology, confirming the long-term future of the image transfer business. The intellectual property of the process is protected by the European Patent No. EP 1 040936B1 and in the United States Patent No. US 6 425 324 B1.

TheMagicTouch image transfer process has become an integral part of the sign and garment decoration industry worldwide, assisting companies to add value to existing clients and helping to develop and create new ones. TheMagicTouch process is quick, clean and inexpensive.

This year has seen the introduction of new A4/A3 toner based printers with enhanced firmware and drivers for full compatibility with all TMT papers. The printers also perform on normal plain paper, at 20 colour copies per minute and are available for just a few hundred pounds.

Sign companies need to adopt TheMagicTouch as "The New Salesperson" enabling personalised product samples to be given to customers for evaluation. Consider the response from existing and new customers when receiving a "free" quality garment/product with their logo/artwork emblazoned upon it! This cost effective marketing is very rewarding and assists improving customer relations and increasing the potential business conducted.

TheMagicTouch offer sales and marketing support with a comprehensive range of image transfer solutions including all aspects of toner transfer, sublimation, consumables, heat press equipment, plotters/cutters with the relevant stocks of printable items.

For further information visit [www.themagictouch.co.uk](http://www.themagictouch.co.uk)



## Fastsigns present Mark with top award

Not content with simply doubling his business interests, Kingston upon Thames businessman Mark Phelps, owner of the town's Fastsigns signage and graphics franchise, has also scooped a top award for impressive sales results in 2007.

Mark, who recently acquired a second Fastsigns operation at nearby Staines, accepted his prestigious Sales Improvement Award at the company's 11th annual franchisee meeting, which was attended by senior management both from the UK and its corporate headquarters in Dallas, Texas, USA.

"I was thrilled that winning the award came so soon after taking over the business in Staines," he explained. "It's certainly been a very busy and very challenging year, but recognition like this is a real compliment to everyone who has worked so hard."

Buying the FASTSIGNS centre in Staines represented an important step in Mark's business development plan – and also helped him achieve a personal ambition.



"I always wanted to operate a second location, so when I got the chance to purchase the Staines franchise, I felt I had to seize the opportunity with both hands!" explained Mark.

"Although both locations operate independently on a day-to-day basis, a major benefit of owning two centres is that one is able to support the other if required, for example in terms of production or sales support for a big or urgent job."

Since taking over the Kingston operation in 2005, and more recently the Staines business, Mark is delighted that business has increased significantly. Both Fastsigns Kingston and Fastsigns Staines are specialists in signage and graphics products including exhibition displays and corporate and retail signage. Leading clients include Legoland at Windsor, the Chessington and Thorpe Park theme parks, and the new Heart Shopping Centre development in Walton on Thames.

Fastsigns Kingston can be contacted on 0208 390 8855, or [kingston@fastsigns.co.uk](mailto:kingston@fastsigns.co.uk). The contact number for Fastsigns Staines is 01784 455888, or by email on [staines@fastsigns.co.uk](mailto:staines@fastsigns.co.uk)

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# sign&digital UK

## Sign & Digital UK leads the way

Visitors and exhibitors at Sign & Digital UK, Screenprint and Digital Signage Showcase, the annual exhibition for the UK's sign, graphics and visual communication industry, reported a major success as the show returned to the NEC, Birmingham on 22 – 24th April 2008.

With a third of the 2009 show already booked onsite at this year's event, and many exhibitors increasing the size of their stands, Sign & Digital UK 2009 promises to be a big hit.

Newly re-branded as Sign & Digital UK, the 2008 show highlighted the equal importance of all the sign and digital technologies, modern and traditional. The re-branding enhances the position of the show as a unique, all encompassing event that once again attracted thousands of visitors.

Rudi Blackett, event director, comments: "The feedback from suppliers and visitors across the industry has been extremely positive from this year's Sign & Digital UK. Exhibitors reported the biggest number of quality enquiries ever generated, and as the show celebrated its 21st birthday this year, the vital role Sign & Digital UK plays within the industry continues to grow ever more apparent."

This year's show attracted many big name visitors from companies such as Augustus Martin, BBC, Bezier, British Airways, C3 Imaging, Debenhams, Gardners, Hawes Signs, Merson Signs, Monster Digital, Pontins, Service Graphics, Sign A Rama, Signs Express and Tesco, to name but a few.

Adrian White, manager, Chelmsford Safety Supplies: "As a first time visitor to the show, I must say that I am thoroughly impressed. A second visit next year is guaranteed!"

Dave Rowland, manager, The Sign Shop: "I have been visiting the show for about four years now, and am always pleased with the range of suppliers exhibiting. My specific interest is in Digital UV Flatbed printing, which the show has been good for.



We have some great leads and I hope to source some good suppliers following the show."

Meanwhile, some of the industry's biggest suppliers to the market reported robust trading on the show floor.

Brett Newman from Roland DG comments: "Each year the show continues to be a success for Roland, attracting exactly the type of audience we need to be speaking with. Within the first twenty minutes of the first day we had made a significant sale. This clearly demonstrates why the show is such an important event for Roland, and is the reason that we come back year on year."

Robert Horne Group's Terry Cattle says: "We've definitely seen more people on the stand this year and taken more leads compared to previous years, in fact, the amount of sales leads have doubled. We've also had good hardware sales, having sold around 20 machines from the stand."

As well as a host of exhibitors, visitors to Sign & Digital UK also had access to a wealth of free information through the Corel Workshop, Adobe Theatre, Walsall College Theatre and the newly launched Sign & Digital UK Theatre. The seminar programmes offered visitors the chance to hear a variety of industry experts discussing some of the most relevant issues facing the sector.

Sign & Digital UK, Screenprint and Digital Signage Showcase will return to the NEC, Birmingham on 28th - 30th April 2009.

Planning for the 2009 show is well underway to ensure the show continues to grow year on year, and remain the most innovative and informative show within the industry.

For further information visit [www.signanddigitaluk.com](http://www.signanddigitaluk.com). Or contact Alan Caddick, Faversham House Group, Tel: 020 8651 7074, [alan.caddick@fav-house.com](mailto:alan.caddick@fav-house.com) or visit [www.signanddigitaluk.com](http://www.signanddigitaluk.com)





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## Signing up to LED technology

With 25 years experience, Polycomp Electronic Display Systems are leaders in the manufacturing and installation of LED (Light Emitting Diode) technology.

Polycomp boasts a wealth of LED knowledge coupled with a vastly experienced team based in Hampshire. They have succeeded in innovative and cutting edge design on projects all over the world.

With a client base that are becoming increasingly more interested in cost effective signage which is ethical and environmentally friendly, LED is leading the way. Put simply, signage that requires a changeable message is an extremely effective tool for advertisers and LED is the answer. It is more energy efficient, uses less power but is also capable of being twice as bright whilst offering an amazing palette of colours.

Managing Director of Polycomp, Jeremy Harwood explains "No project is too big,

too small or too technical. We can produce a solution for all kinds of signage and have installed some intricate and difficult designs often with challenging timescales."

Some of Polycomp's projects include work undertaken for the BBC Wood Lane – the 18m display which is used for ground breaking news and high profile events,



Tom's Place – the internal signage in chef Tom Aiken's new eco-friendly Chelsea restaurant, the Countdown Clock at The Docklands to mark the start of the 2012 London Olympics and the Countdown Clock at St Pancras Station to mark the start of the Eurostar service. Other projects are the display on Reuters building overlooking the Millennium Dome, scoreboards signs at Fulham, Aston Villa Football Clubs and Murrayfield amongst many major sporting arenas. Bloomberg offices throughout Europe have installed displays showing up-to-the-minute prices and across India and Polycomp has also installed displays in rail stations as well as recent installations for London Underground.

For further information tel: 01264 400800 or visit [www.polycomp.co.uk](http://www.polycomp.co.uk)



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## Pacer upgrades to increase productivity

Since the mid-1980s, Pacer Systems has been supplying British designed and built CNC routing and engraving systems to the sign industry. With more than 1,000 machines now installed worldwide, the company continues to extend the boundaries of technological possibilities.

Systems manufactured by Pacer Systems cover all routing and engraving requirements, from the entry-level Cadet series with a bed size of 600 x 700mm through to the large-format heavy-duty machines with a bed size of three x two metres. In addition to these standard machines, the company can supply customised solutions to meet special requirements.

One of this company's most popular CNC routing and engraving systems is the K series that has recently been upgraded with a number of important new design features. Apart from adding strength and increased rigidity to these machines, Pacer has introduced a raft of additional features as standard. A zoned vacuum bed enhances the hold-down capabilities of material during routing or engraving, while the fully enclosed ball screw drives have increased cutting accuracy and repeatability. New features that will help reduce production time include an automatic tool set sensor. Further options such as automatic tool change, a spray mister system for use when cutting metal and a higher-rated RPM spindle are also available.

Pacer has also introduced a Rapid Electronic Support facility for all of its machines. This will provide technical assistance, on-board diagnostics and one-to-one training at any remote location in the world. Another important machine upgrade is the new 3D Laser Scanner Option that allows reverse engineering of complex 3D shapes.



*The new K series from Pacer comes with many additional features as standard.*

The latest Version 3 of Pacer's XMC-E machine control software builds on the functionality and ease of use of the previous offering but now includes a new material processing feature to reduce wastage and a new cost estimating tool to take the 'educated guesswork' element out of job pricing.

For further information, visit [www.pacersys.co.uk](http://www.pacersys.co.uk)

## New PanelMaster router designed specifically for nested-based manufacturing

Techno is proud to introduce the PanelMaster Pro Series CNC Router. Designed specifically to meet the demands of nested-based manufacturing, the PanelMaster Pro is constructed of large heavy tubing that is welded and stress-relieved, the perfect foundation for the company's precision drive system.

Comprised of precision ball screw drives on all three axes, THK rails and bearings, high-speed closed-loop servomotor and drives, the PanelMaster Pro's precision drive system ensures minimal maintenance, machine longevity and superior machine performance.

A unique new feature of the PanelMaster Pro Series is the double beam assembly, which includes four linear rails, 12 linear bearings, double ball nut, joined together with a welded reinforced cross beam assembly. This engineered assembly optimises the machines performance resulting in overall superior cut quality.

All models come equipped with a 10HP Automatic Tool Change Spindle with seven position tool station, six zone vacuum table, and 10HP Rotary Vane Vacuum Pump.

Additionally, this machine package includes a new computer system that has Techno's Windows PC-based CNC Interface installed and configured before the machine is shipped.



*PanelMaster's new Pro Series, designed specifically for nest-based manufacturing.*

The new PanelMaster Pro series follows Techno's traditional easy-to-use and operate philosophy so that customers can be up and running as quickly as possible, getting a return of their investment.

For further information tel. +1 800 819 3366 or [www.technocnc.com](http://www.technocnc.com)

# Bespoke routing solutions for super wide-format production

Leading manufacturer of advanced CNC routing solutions, XYZ Automation (UK) has taken the lead in the development of bespoke routing solutions for larger-format production requirements.

For most large-format applications, XYZ can provide a wide range of standard routers. These are recognised as being among the most technically advanced and competitively priced machines currently available. However, there are now an increasing number of applications where there is the need to process much larger and/or multiple sheets of material and this is invariably beyond the capabilities of other standard large-format routers.

To address this situation, XYZ has taken the lead in the development and installation of routing solutions that are achieving benchmark status wherever there is a requirement for super large-format production.

Such a requirement frequently exists in the fabrication of wider sign fascias and large display panels, billboards and outdoor advertising promotions involving the use of substrates like DIBOND aluminium composite material (ACM), acrylic, stainless steel, aluminium and medium-density fibreboard (MDF). These robust and totally reliable customised routing solutions incorporate all of the unique design features and components found on standard XYZ machines but in addition provide an enhanced capability for individual machine configuration to meet specific wider-format production requirements.

Key optional design features include the versatile Automatic Tool Change (ATC) facility and the latest Intelligent Cutting System (ICS) cut-to-print facility. The ICS function, in particular, adds a powerful new dimension to XYZ routers by enabling optimum levels of accuracy when processing both digitally-printed media and thicker sign-making materials like aluminium, aluminium composite material, PVC, acrylic, plywood and fibreboard.



Bespoke routing solutions for larger-format production from XYZ.

To further increase the speed and versatility of its routers, XYZ has recently added ArtCAM Insignia design and production software to accommodate more complex routing and engraving applications. This powerful and multi-faceted tool will help to further reduce production costs, improve quality and provide a higher and faster return on investment in CNC routing and engraving technology.

For further information, visit [www.xyz.co.uk](http://www.xyz.co.uk)

## New Braille sign making system from Gravograph

Gravograph, already a major supplier of Braille and Tactile sign making equipment, further extends its range with the launch of a fully automatic Braille system.

The new AutoBraille kit can create perfect Braille in plastic or metal signage, including stainless steel. This patented system makes Braille signmaking easier than ever before, in three simple steps.

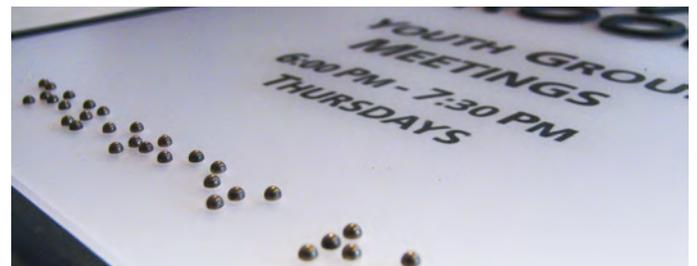
**Step 1:** create raised letters or symbols that visually impaired persons not knowing Braille will be able to "read". Braille Tactile signs are created using the two layer special material GravoTac. The core layer is called substrate whilst the top layer is called profile. The top layer must feature a special self-adhesive backing that will enable the mask to be removed easily but will later permanently bond the profile letters or symbols to the substrate.

**Step 2:** drill the holes that will receive the beads. Gravograph's GS5 software features an advanced Braille Wizard that makes this operation as simple as two clicks, without the need to know anything about Braille signage legislation.

**Step 3:** a few more clicks and the new Gravograph AutoBraille kit will automatically insert the beads into the drilled holes. The complete Braille sign is now ready.

The AutoBraille kit fits on to most Gravograph engraving machines and can be left on the machine during normal engraving, eliminating any time consuming set-up operation. A spare hand-held bead insertion gun comes with the kit as well as full instruction on Braille signmaking. Beads are supplied in a variety of materials, including coloured acrylics, brass and stainless steel.

For more information contact Gravograph visit [www.gravograph.co.uk](http://www.gravograph.co.uk) or tel. 01926 884433.



Gravograph's new AutoBraille kit can create perfect Braille into plastic or metal signage, including stainless steel.

## The Techno Book of CAD

The Techno Book of CAD, CAM, CNC from Techno Inc., includes an introduction to CNC technology and useful pointers on choosing the right system for your needs.

Techno Inc, based in the United States, has supplied thousands of CNC routers in its 20+ years and through a network of dealers, offers a wide range of machines for diverse applications.

To request a copy of The Techno Book of CAD, CAM, CNC or to view pages online, go to [www.technocnc.com](http://www.technocnc.com)



## Traditional skills and Innovative materials

Clover Signs is one of the UK's leading makers of hand carved signs. From pub and hotel signs to ordinary house signs, the combination of old-fashioned craftsmanship with modern material technology has made them an outstanding success.

In 2006, Clover Signs manager Bernard Hibbs and his wife Rachel travelled to the United States to learn from sign makers there. Among other things, they were introduced to a new material – High Density Urethane (HDU). Although this synthetic wood was already being used extensively in the USA as well as in Canada and Australia, it had not yet made its appearance on the UK scene.

Less than two years later, Clover Signs has sold more than 1,500 HDU signs and no longer uses any other material. It's not difficult to work out why; as Floor Manager Dylan Warren puts it: "There's just no other material like it. HDU carves easier, takes paint better, and lasts far longer than wood."



Hand crafted signs from Clover Signs make this teashop stand out while retaining the character of the Grade II Listed building.



HDU has become increasingly popular over the last 30 years due largely to its phenomenal weather resistance. Wood warps and rots, and paintwork quickly cracks and peels as the grain swells and shrinks with changes in temperature or moisture. Even with the best care, a wooden sign may only last a few years. HDU, on the other hand has been proven to last up to 20 years, even in the extreme temperatures of the Australian Outback. The HDU used at Clover Signs is imported from Italy.

Clover Signs makes only premium quality handcrafted products.

"There is already an abundance of cheap signage on the market", explains Sam Hochstetler, who is responsible for sales, "we could see that many people are willing to pay that little extra for a sign that is truly a piece of art. Each process has been researched fully to ensure maximum durability and quality."

*Continued on page 66*

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Fluorescent Vinyl from £6.67 p/m  
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p/r: per roll p/m: per metre All Roll widths 610mm



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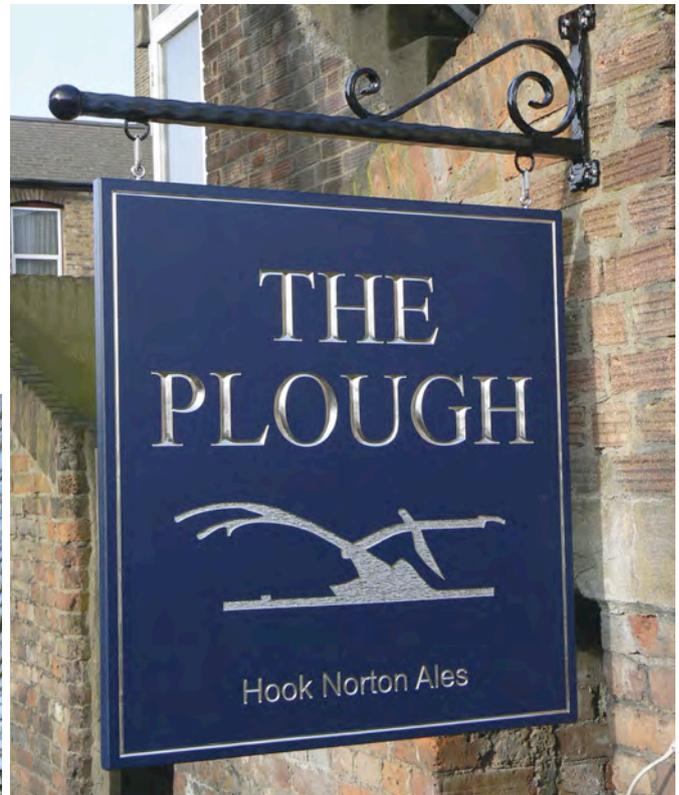
## Traditional skills and Innovative materials

*Continued from page 64*

Clover Signs decided that they would only sell hand crafted signs, so you will see no router when you enter their sign shop. All carving is done by hand with knives and chisels using conventional techniques; this makes for a noticeably sharper appearance than can be achieved using a router. Skill and experience is required to ensure that each stroke is carved to just the right depth and angle.

A large percentage of the signs feature gilded letters. By using real gold, Clover Signs ensures that the magical gleam of the lettering and designs will last for many years.

Bernard Hibbs says: "Too many companies these days use gold paint or vinyl. True it looks OK by itself, but it can't really compare with real gold leaf."



The freephone number routes callers directly through to a designer who can consult and work on their signage. Most signs are designed four hours after they are first requested.

Bernard said, "People these days don't want to wait a week for someone to get back to them. We quote over the phone if people want, and will always make a design for someone, even if we think they won't buy."

Production times have also been brought up to date. Where a traditional sign maker would take weeks or even months to make a sign, Clover Signs often makes the signs within seven working days.

Though mainly dealing directly with customers, Clover Signs also supplies the trade with signs and brackets, especially when a sign maker has been asked for a sign they can't produce. Contact Clover Signs to discuss any projects you might have.

Further information can be found at [www.cloversigns.co.uk](http://www.cloversigns.co.uk) or by telephoning freephone 0800 534 5715.

Hand painted artwork is also a key element at Clover Signs. Three artists work full time in the sign shop, helping with design and production. Even complex logos are painted by hand.

Recently, Clover Signs produced a set of 14 signs for a teashop on the Isle of Wight. As picturesque as this traditional thatched cottage already looked, new owner Patricia Whybrow soon realised that it just didn't stand out. Something needed to be done to set this cottage apart from the rest, to make it special. Its Grade II listing made changes to the building impossible, so Patricia approached Clover Signs to discuss what might be done through signage.

The free design service offered by Clover Signs allowed Patricia to investigate the various options before making any payment. Using photographs of the property, the designers were able to create realistic images of the finished project. These were then sent back for comment with no limit to the number of free revisions.

Several adjustments were made before the final design could be approved (see photo on page 64), but in the words of Rachel Hibbs, a designer at Clover Signs, "Working with a customer who is inspired is easy. By combining our expertise with Patricia's ideas and objectives we were able to create something truly remarkable. This has certainly been one of our most successful projects."

Recently added to Clover Signs products are hanging signs. After a futile search to find someone to custom make sign brackets for a reasonable price, they started welding and painted the brackets themselves. Since then, hanging signs are selling everyday, and are very popular with pubs, bed and breakfasts, and larger country homes.

Even though most of Clover Signs' work comes via the internet, this doesn't stop the company providing great customer service.





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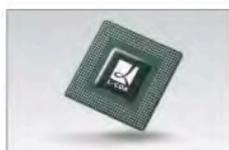
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## A business with no sign is a sign of no business

Direct Signs (northern) Ltd is a family business, founded by husband and wife team Keith and Catherine Stamp, in Sandown on the Isle of Wight in 1988.

That was in the days before computers, when general vinyl text was created and produced on a "miracle of science machine", namely a Spandex Graphic 4B Vinyl Plotter. For all other shapes and designs Direct Signs (northern) had to photocopy hand drawn images onto a clear acetate and with the use of an overhead projector, redraw the images to size and then cut out by hand.

At that point Direct Signs (northern) was introduced to a Canadian company, Thermazone Engineering and became, to the best of its knowledge, the first sign making company in the UK to run a vinyl plotter directly from a computer via what was known as a fastboard inserted into the body of the 4B. The company had the Security Dongle number 001.

Thermazone later amalgamated with Electric Studio, a company then supplying the scanning module. From this CadLink was born, now known throughout the trade for its SignLab software. Unbeknown to Direct Signs (northern), at that time, located on the same Enterprise Park as Thermazone, another new company by the name Coreldraw was being born.



Keith and Catherine's two sons, Craig and Stuart, joined the family business in 1989. A year later, the family moved to Darlington because that location offered more work opportunities, enough to keep all the family busy. Direct Signs (northern) Ltd was opened, and began trading from its current premises, a traditional walk in workshop situated on a main road where customers can interact with design and production staff.

Over the years the aim for Direct Signs (northern) has not been to get bigger but to be better than the competition. The company has kept up with new technology and state-of-the-art equipment to ensure customers have consistently good service and high quality products. Priding itself as a One Stop Sign Shop, the company slogan is "A Business with No Sign is a Sign of No Business".

In-house services at Direct Signs (northern) include routed and engraved products and full colour digital images on to most substrates. A diverse client base includes large industrial companies, the NHS, colleges, universities, MOD, local authorities and travel organisations, not forgetting sole traders, who are its "bread and butter" customers.

For further information about Direct Signs (northern), tel. 01325 351092 or go to [www.direct-signs.com](http://www.direct-signs.com)



# Popular digital printing service – and more

Screentech, based on Nestfield Industrial Estate in Darlington, was established in 1985 in a small upstairs room in the centre of Darlington, specialising in screenprinted point of sale, t-shirts and workwear.

Within two years the need for more workspace was apparent so the business relocated to an industrial unit not far from the town centre. It was then that the company made its first move into the signage market with the purchase of a vinyl plotter. This move proved

highly successful and more employees were taken on to handle the increased workload.

Despite a couple of slow years, things picked up again and within four years the company again needed to move to larger and more modern premises.

Following this move, the company purchased its first digital printer to complement its sign and point of sale service. This enabled Screentech to offer full colour images as part of the sign package without the need to screenprint four colour process.

As time passed and digital printing technology improved the company decided to upgrade to a Roland Versacamm. Its first machine was the SP300 model but that has since been upgraded also, to the new VP540. This again increased the scope of service Screentech provides to clients, whether that is large full colour point of sale, banners or the increasingly popular vehicle wrapping.

Although Screentech has invested a lot of money in the sign side of the business, its screenprinted t-shirt and workwear service has also been enhanced with the addition of a six-head embroidery machine. This means the company can supply virtually any need when it comes to a company's image or branding requirements.

*Continued on page 72*



## Popular digital printing service – and more

*Continued from page 71*

The main core of Screentech's business is with local authorities, trade suppliers of workwear and site safety signage nationally, in addition to supplying major newspaper groups with signage and point of sale displays. Screentech can print on to all kinds of substrates and even unusual items such as toilet door locks.

Screentech is regularly approached by other signmakers for its screenprinting and large format digital printing services. This is an invaluable aid to fellow signmakers who are able to increase their profits without the need to buy equipment themselves. All work is done confidentially without any contact between Screentech and the end user.

For further information regarding any Screentech service, please telephone 01325 483094 or go to [www.screentech-ne.co.uk](http://www.screentech-ne.co.uk)



## Focus is design, safety and strength



*Harrisons supplies trade customers throughout Europe, the Middle East and North America.*

Almost 40 years ago an enquiry from a local vicar identified a gap in the market and Harrisons launched itself into the flag and flagpole market. Traditionally a very conservative industry where flagpoles were hard to come by and manufactured from Canadian pine, Harrisons searched for an alternative and imported Scandinavian technology using fibreglass which overall provided a much lighter, longer lasting maintenance free option.

Today, Harrisons manufactures thousands of fibreglass flagpoles a year in two facilities and supplies trade customers throughout Europe, the Middle East and North America. As the years have gone on the company has increased its range to include architectural grade aluminium and, most recently, stainless steel flagpoles up to 25 metres tall.

As customer requirements have changed Harrisons have expanded into a wider range of products and work closely with the trade on flags as well as custom and bespoke external displays including wall mounted banner brackets, steel banner poles and lamp column banners.

Demand from the trade for short-term promotional flags and poles has encouraged Harrisons to create a range of lower cost short-term products for events, the auto trade and related markets. Blade banners and Teardrop banners have really taken off along with street banners. Despite increased competition and lower quality product being imported from overseas, Harrisons have continued to focus on design, safety and strength in all its products.

Over the years Harrisons has developed a reputation for finding a solution to the most challenging of jobs. Installing a 40m tall steel flagpole on the top of a five storey hotel in Wales, designing and installing a fully rigged flagpole into the harbour bed where at high tide the bottom three metres of the pole are below sea level, are all part of the regular challenging projects the company undertakes successfully.

Every year boundaries are being pushed, clients expect something new, something eye-catching and Harrison loves the challenge of making a concept reality. The success of its business is the ability to meet those challenges by an incredibly experienced and knowledgeable team at Harrisons.

For further information, tel. 01325 355433 or go to [www.flagpoles.co.uk](http://www.flagpoles.co.uk)



*Harrisons work closely with the trade on flags and bespoke external displays.*



*Photo courtesy of IS Group.*

## Striking design and top customer care

**Simply Stripes the Signmakers Ltd have been in business for nearly 20 years now, and have built up a very respectable regular customer base, which includes high profile blue-chip companies, as well as small and medium sized businesses and trade customers.**

Simply Stripes started out by putting self-adhesive vinyl custom 'go faster' stripes and graphics onto cars and vans, and progressed quickly into signs and liveries. Andrew Hancock, Managing Director, had worked for a local sign company for a few years

*Continued on page 74*



*Vehicle wrapping that gets the message across.*

## Striking design and top customer care

*Continued from page 73*

prior to starting the business, so establishing his own signmaking concern came as a natural progression. Then the 'Signmakers' bit was added to the company name when Simply Stripes became a limited company 15 years ago, so customer knew what the company did.

The business has expanded steadily since, investing in solvent ink digital printer (before anyone else in their area had), engraving equipment and large plotters, as well as training Simply Stripes' staff to a very high standard. Nine people are now employed at Simply Stripes, 10 if you include Andrew's 12 year old son who wants to be a trainee sign maker. Andrew says he has tried to talk his son out of it but he is adamant, and he supposes it's better than a paper round.

Andrew believes the success and growth of Simply Stripes is due to their hard work and good customer care that provides a competitive and versatile service, coupled with a high quality end product with a strong striking design, and all competitively priced.

Simply Stripes doesn't employ a dedicated salesperson, yet has work booked in for three or four weeks ahead in the production diary. Andrew believes this is down to the company's good reputation and the amount of customer recommendations and referrals it earns.



Eye-catching livery from Simply Stripes.

The company occasionally receives thank you letters from both new and existing customers, which go on to decorate its reception walls. Andrew says it is heart-warming that customers take the time to thank Simply Stripes for its enthusiasm and service, because in this day and age, customers can often be quick to complain and focus solely on the negative.

Tel. 01388 420460 or go to [www.simplystripes.com](http://www.simplystripes.com) for further information about Simply Stripes the Signmakers Ltd.



Simply Stripes provides a complete design, production and installation service.



# Design, print and display under one roof

Spot On Displays is a company founded and based in the North-east of England within easy reach of Newcastle, County Durham and Teesside. Based in freehold premises in Stanley for more than 10 years, the company believes it is almost unique in providing all our design, print and display facilities under a single roof.

Company directors Neil and Samantha Callon have more than 50 years' experience in print, design, production and finishing between them. Creative Director Peter Redden has been designing for over 22 years and has worked for some of the top agencies in the region.

The company's display and exhibition expertise, supported by a dedicated professional staff, is based on long-term relationships with high-profile clients such as Gentoo Group, Northumbrian Water, Durham Constabulary, Arup, Cravens, Pearson Advertising, Procter & Gamble and many local and regional government agencies. A trade service is also provided to local and non local companies at competitive rates.

Spot On Displays constantly upgrades its facilities and equipment to reflect the changing needs and increasingly sophisticated demands of its clients. Materials and display equipment are sourced from the most reputable suppliers.

In-house services include:

- creative design and artwork;
- premium large format digital inkjet printing;
- premium large format solvent printing, including printed vinyl, PVC banners, canvases etc;
- cut vinyl graphics;
- full finishing department;
- exhibition and display hardware supply, hire, storage and repair;
- project management;
- account handling;
- full fitting service (H & S compliant).



*Production close-up at Spot On Displays.*



*Facilities and equipment is regularly updated to meet client expectations.*



*Part of Spot on Displays' design, print and display facilities.*

At Spot On Displays in-house design, production and fitting facilities ensure quality control, elimination of risk and a minimum of possible delays, enabling a quick response to a client's changing needs. Spot On Displays is proudly able to say that it has never missed a critical deadline.

Spot On Displays is also a 'Tree Appeal Partner' and will plant broadleaf trees on behalf of its clients, the bigger the project – the more trees will be planted. There are also special offers, which include additional tree planting on selected products each month.

The company appreciates that the exhibition and display industry can be hugely environmentally unfriendly, with printed graphics often only used for a few days or even hours. Being a Tree Appeal Partner helps Spot On Displays and its clients by working towards restoring the balance and putting something back.

Tel. 01207 236909 or visit [www.spotondisplays.com](http://www.spotondisplays.com) to find out more.

## Fairfield - a long term supplier with proven all-round solutions for customer demands

Customers can be extremely demanding and there never seems to be enough time to find a quick and easy solution to the demands. Sourcing new suppliers can be a lengthy and complex operation especially when so many new companies are appearing on almost a daily basis.

Searching for a product on the internet is often a quick solution or visiting a trade exhibition but that is just the start of the process. What is really important is to find a company that you can trust and work with over many years who will always come up with new and innovative ideas.

Fairfield Displays and Lighting has been in business for over 28 years and has built up a wealth of knowledge in the sign and display industry. They have served hundreds of small and large busy companies and truly understand the daily demands of sign makers/graphic companies.

To help clients, Fairfield has a team of highly trained consultants, many of whom have been with the company for a number of years. Customers often phone up and say, "I have a sign to create, to fit into an office complex - can you help?" The consultant will then take them through each step, advising on the best type of fixing and what material would give the best results at the most competitive price.

In today's very competitive market place, the advice on how to put the ideas together can often result in a unique design that is within budget. Many clients ring up for one particular fitting and only after a discussion, it is found that what they requested was not the ideal solution.

Once a solution is agreed upon, the client may require help in making a presentation to their customer. This is where Fairfield really starts to differentiate itself from many of its competitors. 2D and 3D drawings can be provided together with supporting photos, to make the presentation our clients need for their customers. It is one thing to present a quotation and another to close the sale but at the end of the day what really counts is the amount of business you bring in through the door. Fairfield does not stop there; they will even carry out the installation for you anywhere in the UK, under your umbrella so that your client thinks it is you who have carried out the work. All installations are covered by a full 12 month guarantee thus giving you peace of mind and saving you time to find more business.

The product range is constantly growing to meet the ever changing requirements of the market.

### Cable/Rod systems from the people who live and breathe them

Fairfield has one of the largest ranges of suspended cable and rod systems in the world, available on a fast turn around even for large quantities. All fittings are made from solid brass and manufactured in a variety of finishes. Satin chrome is the most popular and should not be confused with cheaper aluminium finishes. It really makes a difference to work with a quality material. Brass does not cross thread and it is extremely hard wearing. Many clients are now becoming more creative and working with different thickness of cables and rods, options range from 1.5 & 3 mm cable or 3, 6, and 10 mm rods.

### Producing large format graphics?

Forget the pop up system, add a touch of style to your graphic and suspend it from the ceiling or wall mount it with a cable/rod system. The range of fixing methods is endless from silicone acrylic, which looks like glass panels to a range of banner rails.



27 inch digital screen suspended on rods as part of an estate agency window display.



The complete cable system to meet all your requirements.

The Fairfield range can literally enhance the appearance of large and small graphics produced by printers.

Today's signs and graphics market is far more dynamic than just static graphics. Fairfield has developed illuminated ultra bright light boxes that are eco friendly with a lamp life of up to 10,000 hours. Just print on a back lit material and you can open up totally new markets with the help of the Fairfield light box range.

Go one step further – add movement - turn your designs into digital signs. Go Digital save your work into a jpeg or mpeg2 format and just drop it onto one of the unique Fairfield floating screens. To help signmakers get started in the digital market, Fairfield run regular seminars. To find out more information go to [www.fairfielddisplays.co.uk](http://www.fairfielddisplays.co.uk) and register for forthcoming events.



Fairfield cable system fixed between wall mounted channel with track lighting. The cables can easily be repositioned to take different size graphics.



Become a Signedge reseller and start making your own designer signs.

#### A new flexible corporate signage system – Signedge?

Signedge is one of the latest success stories for the sign trade. It gives the signmaker lots of flexibility to create signs of different sizes from a simple door sign, directory systems, to free-standing information points all using the same profile.

Signedge is an excellent product to hold in stock and it is easy to customise. It enables the signmaker to have immediate flexibility thus enabling a professional sign to be produced at highly competitive prices. The appearance of the sign can be totally transformed depending on the material used, ranging from acrylic, metal or even wood. Graphics produced from standard and large format printers can be inserted between 1 mm thick clear thermoplastic sheets.

#### So what makes Signedge unique

Fairfield has developed a range of standard end caps that can be used with a cleverly designed profile that can be used to make curved or flat signs. As the signs do not need a back profile it is easy to cut the profile to the required length thus making a sign to the required size. The sign can then be flat mounted directly to the wall or can be combined with the Fairfield range of components to fix at right angles or suspend from the ceiling. The profile can be screwed together to make double sided signs thus adding the flexibility of the system. The full product range can be found at [www.fairfielddisplays.co.uk](http://www.fairfielddisplays.co.uk)

To help the signmaker and graphic company present the new range to their clients, a showroom display is available at a greatly reduced price. Full details are available by contacting [sales@fairfielddisplays.co.uk](mailto:sales@fairfielddisplays.co.uk) or by calling 0845 166 5204.

## Specialist division is a new force in the flag and flagpole supply market

**One Stop Promotions has launched a specialist division to concentrate on development of the Flags & Flagpoles side of their business.**

With over 20 years experience in the promotional marketplace, their experience in providing solutions to the printed promotional market is unrivalled. What started out as supply of one or two bespoke flags to private companies, has grown into the supply of thousands of flags and flagpoles of varying descriptions to football & rugby clubs, house builders, sign companies, car dealerships, local authority and private and public companies.

They carry thousands of flagpoles in stock in their warehouse based in Leicestershire and receive regular shipments of the popular items throughout the year. They also carry hundreds of national flags in stock, and can make both national and corporate flags to order.

The most popular flagpoles that are kept as stock items are aimed at the showhome market, a 6 metre, 2 section white aluminium pole, supplied with rotating top arm, available in both 50mm and 60mm pole diameters. This versatile pole is also suitable for the residential and commercial market place.

The other development is the one piece fibreglass flagpole, available in 6m, 8m and 10m lengths with both internal and external halyard mechanisms.

An area that has also increased substantially for Flags and Flagpoles, is the supply of large volumes of supporters' handwaving flags, for football and rugby clubs around the UK. These flags are printed and finished in the Far East, and can be either flown or

shipped to the UK depending upon the urgency of the event. The record delivery time has been 13 days from placing the order to receiving the flags! They are proud to announce that they have never missed a deadline.

The other areas that Flags and Flagpoles specialises in is the supply of temporary and portable flagpoles, for various uses including car dealerships, outdoor events and use on exhibition stands for maximum impact.

For sales enquiries please contact the Sales Team on 01509 815155 or visit [www.flagsandflagpoles.biz](http://www.flagsandflagpoles.biz)



## Expansion a good sign for Sign 2000

**Following the addition of several more blue-chip names to its client roster over the past 18 months or so, Kent based architectural sign manufacturer and installer Sign 2000, has invested in building additional production facilities to meet the growing demand for its services.**

In addition to their existing 8,000 square foot manufacturing base in Paddock Wood, Kent, they have established a 5,000 square foot dedicated project management facility close by, designed initially to deal with the huge logistical requirements involved in their recently won Morrisons account. Additional storage and office accommodation is included on the new site.

All sign assembly and distribution will take place in the new facility, which is being staffed by eight new employees, with another six being taken on at the Head Office factory.

Sign 2000 has also invested in its equipment with an upgraded router and additional digital printer being part of an initial £120,000 investment in the business.

The Morrisons win comes at the end of a period which has seen Sign 2000 add many new blue chip names to its client list including: Nationwide, Abbey, Woolworths, Superdrug, O2, TK Maxx and Marks & Spencer amongst others. This is in addition to an already impressive existing client list that includes Brewers Fayre, Beefeater/Premier Inns and Bookers (Premier).

Murray Crompton, Sign 2000 Managing Director, believes the company is right on schedule in its plans for the future.

"We see this opportunity as a significant step in our long term strategy of ensuring that Sign 2000 becomes one of the leading players in the specialist sign making market. Our continued growth is a result of clients having faith in our ability to provide a quality product and excellent customer service."

For further information call Sign 2000 on 01892 834383 or visit [www.sign2000.co.uk](http://www.sign2000.co.uk)



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## prism launches at Sign and Digital UK 2008

Re-launched as “prism” the UK’s leading specialist imaging association (previously known as the DSPA), has announced exciting new member benefits and initiatives. These new initiatives are designed to support market changes and address the needs of businesses across the supply chain, ultimately, enabling prism members to increase business competitiveness, productivity, profitability and performance.

First and foremost, prism has extended its membership to include all suppliers within the digital, screen and pad printing markets throughout England, Wales, Scotland and Ireland.

### Other key 2008 landmark activity includes:

- Sign & Digital UK Seminars - ‘Unveiling current wide format inkjet technology’; ‘Unleash your creative power and fuel more profit’
- Events & Exhibitions - ‘Garment & Product Decorating’; ‘Exhibiting Show’
- prism Summit - ‘Price is not the only differentiator - Value Added Solutions’
- prism Forum - ‘Take the green advantage’
- Corporate Services - Discounted energy package for every size of business

John Keith, prism business manager, comments: “While our industry is among one of the most exciting and innovative in the world, UK business challenges such as overcapacity and response to environmental concerns are seriously impacting their profitability and future success. To address this, prism is unveiling its new membership package, delivering the tools and knowledge to meet these challenges head-on and enable sustained competitiveness and growth.”

Further acknowledging the key role that prism plays within the industry, HP has committed to becoming the association’s sole Digital Technology Partner. HP is supporting prism’s presence at the show, as well as its new initiatives such as the forthcoming prism Summit and Forum.

Association member, Graphique Media Solutions, is looking forward to benefiting from the new initiatives. Allan Hall, Business Development Manager, Graphique Media Solutions, comments, “The services offered by the DSPA, as it was previously known, have been of great assistance to our business. With the launch of prism, we expect to see the additional member benefits positively impact our bottom-line.”

The Cornwall-based large-format digital printing company is renowned for its high-quality products and followed the success of winning “gold” at the FESPA Digital Print Awards 2007, which were supported by HP, with a commendation at this year’s event.



*In-house design and expertise ensures Graphique Media Solutions’ customers maximise all creative, brand and sales opportunities.*

As well as representing the UK market at FESPA Digital Printing Europe, being a part of FESPA, enables the UK association to provide prism member access to a host of global resources. These include events, market reports, project funding, best practice, knowledge and training. In addition, prism has also devised a host of other member activity and support, designed to further tackle industry issues.

As the voice of the industry, prism is well placed to promote the breadth of opportunities available to print buyers and end users. It aims to do this through highlighting the creativity and unique opportunities provided by specialist imaging technology and services, which produce a host of end user applications including, POS, graphics, industrial, garment and textiles.

John Keith concludes: “Having researched, planned and developed our offering over a number of months, we are now really excited to officially launch prism and roll-out the new member benefits and initiatives. In addition to helping existing members improve their business performance, we also expect significant interest from non members, and look forward to increasing the prism community.”

For further information contact John Keith, email [john.keith@dspa.co.uk](mailto:john.keith@dspa.co.uk) or tel: 01737 240792.



*Business Manager at prism (previously known as DSPA), John Keith, is using his wealth of blue chip commercial experience to benefit members.*



*Peter Kiddell, prism President, is addressing the needs of a rapidly changing market by developing a new range of services to be delivered by prism.*

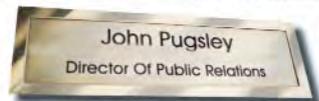
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## Sign and display materials – now no need to waste these valuable materials

In this age of ever increasing environmental focus, Robert Horne Sign & Display has launched an innovative waste recovery and recycling service for its sign and display customers.

Known as the R3 process (Recover – Recycle – Reuse), the new service is based on the simple principle of the company delivering new sign and display products and taking away a customer's waste sign and display products for recycling. The collection of the waste products is undertaken by the company's licensed and UK approved waste partners, who then recycle the products at a UK facility back into a variety of recycled plastic products.

Steve Lister, Robert Horne Sign & Display's Divisional Business Development Manager, explains the reasoning behind the service: "This is a first of its kind for the sign and display market and we know from talking to customers and through the trials we have already successfully completed that it is a service of true added value. Environmental scrutiny is affecting every business and this service is a tangible and effective way to help our customers reduce their environmental impact by diverting waste away from landfill as well as demonstrating environmental responsibility."

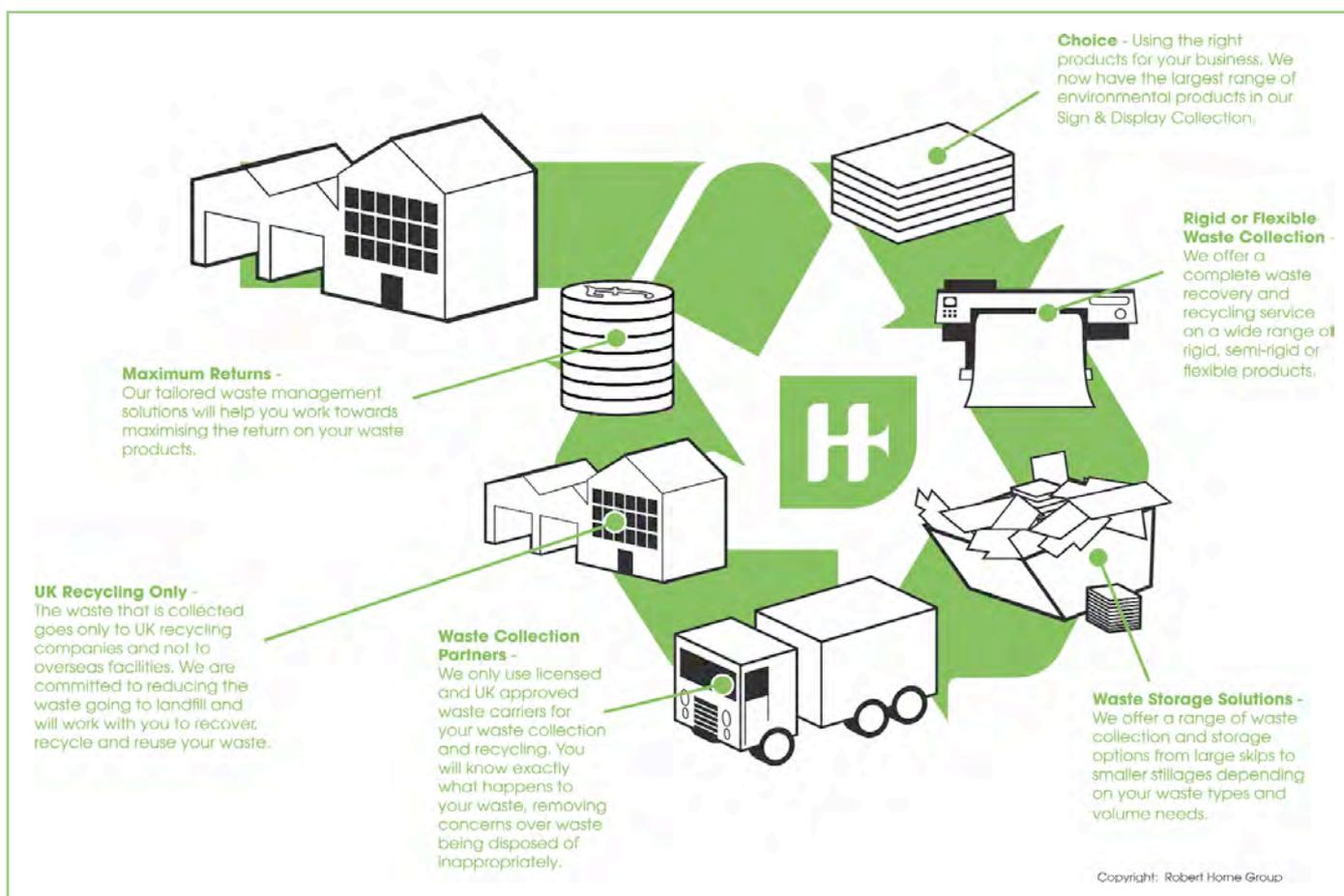


Prior to the official launch of the service, a number of Robert Horne Sign & Display customers trialed the scheme and to date, more than 1000 tonnes of waste have already been diverted away from landfill and recycled. One of the nine companies taking part in the trials is GT Marketing Service, which has been wholly impressed by the service offered by Robert Horne and the innovative approach to recycle is easy and begins with an initial waste audit by Robert Horne to understand the starting point, in terms of volumes of materials and what a customer already recycles. A tailored solution is then offered to the customer, including the specification of materials to be collected and volumes anticipated. The next stage is to implement a Waste Pilot Solution and test the approach agreed to ensure that the customer gains maximum return from the service. The final stage is to refine the service based on feedback and implement as agreed.

Steve Lister continues: "The idea for R3 is simple and we are very proud of offering this to customers. Customer feedback has been excellent so far and we anticipate the service growing further and potentially evolving into a closed loop recycling service. Currently waste products collected are granulated, shredded and fed back into the UK polymer market to make a wide variety of recycled plastic products. Our aim for the future is to be able to offer recycled sign and display products manufactured using the waste collected via our scheme."

As well as offering a waste recovery and recycling scheme, Robert Horne Sign & Display is also able to advise customers on the appropriate sign & display products for their needs, which include the latest environmentally responsible substrates.

To find out more, go to [www.roberthorne.co.uk](http://www.roberthorne.co.uk)





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## Five UK printers Highly Commended in Fespa Digital Print Awards 2008

UK printers picked up a total of five commendations in the FESPA Digital Print Awards 2008, across four of the eight competition categories.

Essex-based Look Digital ([www.look-digital.co.uk](http://www.look-digital.co.uk)) was singled out in the Textile category for its project FA Community Shield. This was the company's largest single printed project to date, when they were commissioned to manufacture giant photographic images for pitch display at the FA Community Shield at Wembley Stadium in August 2007. The client required two 27m x 20m pitch banners depicting images of Manchester United and Chelsea players, a 15m x 3m sponsor banner, and 36 sponsor flags. The panels were produced on EFI VUTEK FabriVu printers before stitching and finishing.



Look Digital - FA Community Shield Easibind.



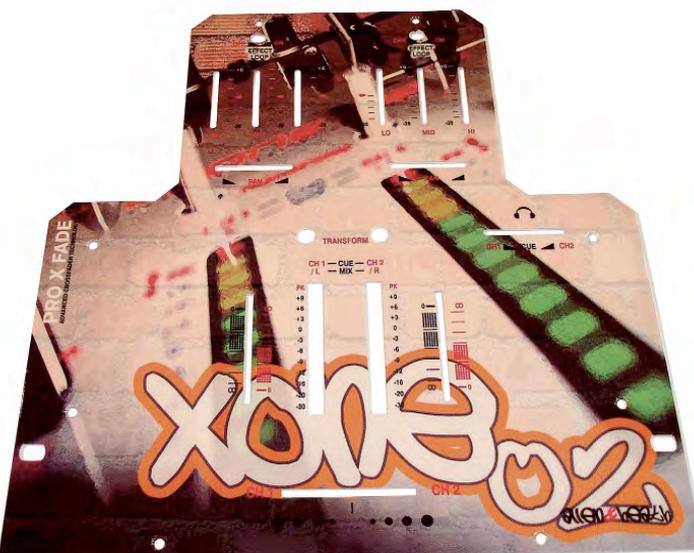
Launch of L.A.M.B fragrance Mtadigital London.

Interacts ([www.interface.rehabstudio.co.uk](http://www.interface.rehabstudio.co.uk)) of Northern Ireland was among three commendations in the Décor category. The entry, for client Girli Concrete, involved printing a lace design onto concrete panels. The lace was printed on the panel in one colour (using Mimaki UJF with eight print passes), the panel rotated, the image printed in another colour and the process was repeated six times.

Mtadigital London ([www.mtadigital.co.uk](http://www.mtadigital.co.uk)), also printing on VUTEK equipment, was praised by the Awards jury for its entry entitled Barcardi in the hard-fought Decor category. The interior decor project for client Meadow Creative Limited involved production of a series

of mirror effect prints, printed directly to 10mm acrylic, backed with gold polish film and over-laminated to produce a hazy effect, all mounted on split batons.

In the Packaging category, a single commendation was awarded to print, packaging and prototyping specialists Easibind International of Heanor, Derbyshire ([www.easibind.com](http://www.easibind.com)), for their entry, Two-frame Lenticular Promotion.



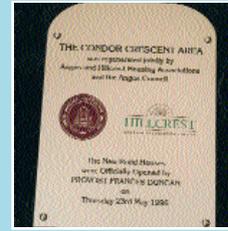
Mixing Desk Fascia Panels.

John Keith of FESPA's UK national association DSPA comments: "It's gratifying to find so many UK printers among the commendations, and to see the creativity and innovation in their entries."

He adds: "I hope that the success of these five companies in this year's competition will inspire them and other UK printers to enter work for the FESPA Digital Print Awards 2009, and that we will see many UK entries among next year's prize winners."



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## Roland DG (UK) recognises next generation of graphic arts professionals with Roland Academy inter-school challenge

Illustrating its commitment to education and developing the next generation of graphic arts professionals, Roland DG (UK) has recognised the winners of the inaugural Roland Academy Inter-School Challenge, a design competition for schools in the Walsall area. Pupils were asked to design eye-catching graphics inspired by the theme "the regeneration of Walsall." A design submitted by a team of two schoolchildren aged 13 and 14 from Barr Beacon Language College was judged to be the best in its use of colour, image and clarity of message.

The winners, Kirsty Ryan and Stacey Taylor, from Barr Beacon Language College were presented with digital cameras and a framed copy of their design by Roland DG (UK) Product Manager 3D and Engraving, Peter Kettle, at a ceremony held on the company's stand at the Sign and Digital UK exhibition. The winning design will now be produced in large format and adorn banners on the perimeter of the construction site of the New Walsall College that's currently being built. The winning entry will also be reproduced and framed for display at Barr Beacon Language College.

In total, more than 60 pupils from six schools in the Walsall area, including Palfrey Girls School and Joseph Leckie Community Technology College, submitted entries. The entries were judged by a panel comprised of representatives from the organisations supporting the initiative: Walsall College, The Roland Academy, Walsall Education Business Partnership, and Roland DG (UK). The teams prepared their designs at school before attending a half-day practical session at the Roland Academy, where they amended their entries using professional software, prepared them for printing in the VersaWorks RIP, and outputted them on a Roland DG large format printer. Pupils and their teachers were also given

a tour of the Roland Academy, giving them the opportunity to learn more about wide format technologies and applications.

Barr Beacon Language College, Senior Teacher, Claire Emery, said: "I am extremely proud of our students' professional attitude throughout this competition, and have to say that this demonstrates the positive and enthusiastic way they approach a challenge."

Roland DG (UK) Managing Director, Jerry Davies, said: "We were pleasantly surprised by the overall quality of the entries. Many were produced using the latest software packages and wouldn't look out of place in a professional design agency. Roland DG is committed to supporting education and encouraging talent into the industry. I hope that the Roland Academy Inter-School Challenge has also given schoolchildren a chance to experience what a career in graphic arts can offer."

Walsall College Signwork Academy manager, Andrew Evans, said: "Picking a winner was very difficult, but Barr Beacon Language College's entry is stunning in terms of image composition, use of text, space and message. I look forward to seeing it on the site of the new college. The competition has been extremely valuable for Walsall College in that it has given more than 60 pupils approaching school leaving age first-hand experience of what a vocational course can offer them."

The Roland Academy is the largest, industry-accredited sign, engraving and large format education facility in Europe and operates from Walsall College. It runs a range of courses, which have been developed by independent industry professionals. These include programmes on digital printing, engraving, RIPs and Adobe software packages.

For further information visit [www.rolanddg.com](http://www.rolanddg.com)



Winning students Kirsty Ryan (left) and Stacey Taylor with Peter Kettle from Roland DG (UK).



**Size:**  
750 x 500mm\*  
(\*Image area)

### Folding Swing Sign

This folding swing sign is easy to transport and store. Folds flat for easy storage. Manufactured from 25mm square tubing with 1.2mm zinc coated steel panel.

**Available in 3 heights**  
1 metre high • 1.5 metre high  
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A useful sign for marking meeting points or giving direction. Suitable for indoor and outdoor use. Available with lightweight or located base (as shown).



**Available in 2 sizes in any combination**  
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530 x 450mm\*  
(\*Image area)



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This lightweight and easy to move 'A' board is manufactured in 1.2mm zinc coated steel.

- Powder coated in white as standard
- Integral carry handle

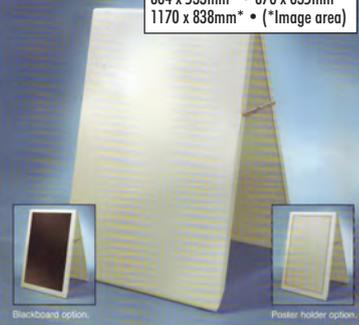
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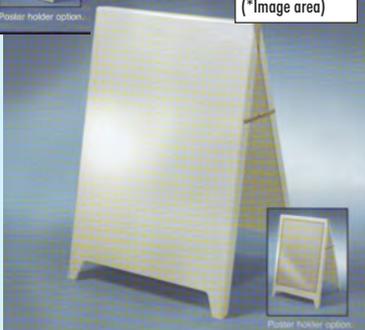
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864 x 533mm\* • 876 x 635mm\*  
1170 x 838mm\* • (\*Image area)



### Pavement Sign

1.2mm zinc coated steel. White powder coated. Available in 3 sizes and 4 styles. i.e. Standard, poster, blackboard and poster blackboard.

**Size:**  
915 x 610mm\*  
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## Drytac acquires Advanced Imaging Solutions

Drytac is pleased to announce the acquisition of Advanced Finishing Solutions (AFS), an OEM provider and distributor of aqueous/UV-curable coating machines and liquid coatings. This strategic move will position Drytac to leverage the growing demand for liquid laminating among users of flatbed inkjet printers, digital print-on-demand presses and photo printers, as well as operators of gicleé and fine art studios.

Advanced Finishing Solutions offers an extensive line of aqueous and UV coating equipment, with formats ranging from 3.2 M (10.5 ft) down to models the size of a copy machine. The company markets its products under such trade names as VERSA-Coater, PhotoMate, PressMate and DocuMate UV, Cyclone UV, AFC Liquid Coaters, ENDURACoat and INSTACure liquid coatings

As a world manufacturer of dry mounting tissues and Heatset® overlaminating films, Drytac is well positioned to further increase the visibility of the AFS brand in Europe, North America and Asia.

"The liquid coater line enhances our position as a one stop post print finishing resource for the graphics and display markets," says Marc Oosterhuis, President of the Drytac Group. "It will also allow us to expand into markets such as screen printing and on-demand printing."

Jim Tatum, founder and former owner of AFS and graphics industry veteran, will continue to head up the liquid products division for Drytac. "Drytac and AFS share a similar long term vision," says Tatum. "This move allows us to maintain our current level of customer service as Drytac's global infrastructure extends our geographic reach." According to Tatum, existing AFS customers can expect continued seamless service, plus an expanded product offering.

For further information call Drytac on 0845 070 0660 or visit [www.drytac.co.uk](http://www.drytac.co.uk)



*Jim Tatum founder of Advance Finishing Solutions (AFS) and Richard Kelley founder and owner of Drytac Corporation.*

## Antalis and Printall merge businesses

In April, Antalis Visual Communications and McNaughton Printall merged businesses, following the acquisition of MAP Merchants by Antalis Group in November 2007. This exciting new partnership will bring many service improvements by combining the strengths of both companies to provide:

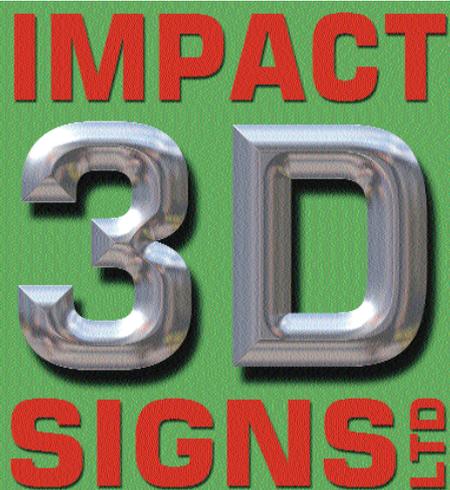
- Central Conversion Facility - Same day/Next day conversion facilities using the very latest equipment from the centrally based operation in Leicestershire.
- Vast Product Range - Over 1000 screen, signage and digital products in stock for a variety of applications, including leading brand names; MACTac, Lucprint, and Kapa – many with environmental credentials.
- Dedicated Sales Team Personal and focused customer service - Internal and field sales teams with over 200 years combined industry experience.



- Local Sales Offices - UK coverage with sales desks in the North, South and Midlands.

Tony Marshall, previously sales director at McNaughton Printall has been appointed as the Divisional Director at Antalis Printall, with Colin Palazzo, previously of Antalis Visual Communications in the role of Sales Director.

For further information contact Antalis on 0870 607 3150 (midlands), 01925 837773 (North), or 0208 786 2300 (South).



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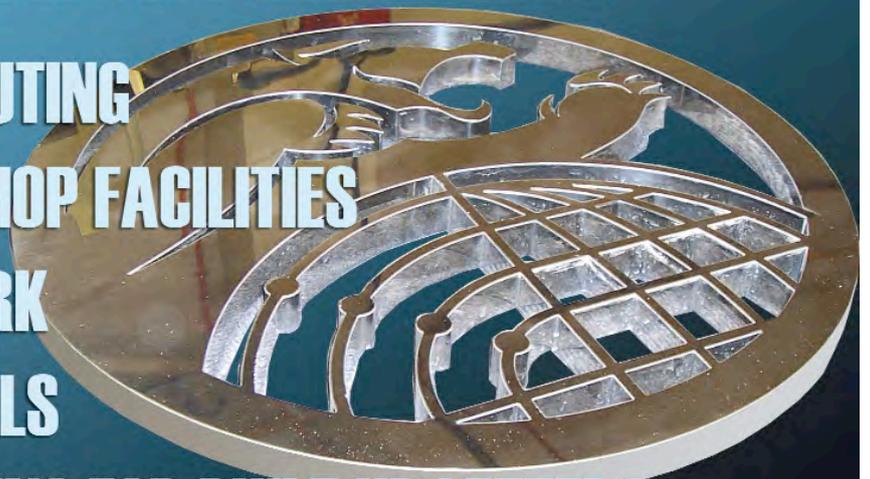
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## Velmex giving away £10,000 of Canon printers at [www.winacanon.com](http://www.winacanon.com)

UK Canon distributor Velmex is offering the opportunity to win one of two Canon large format printers in the current 'Win a Canon' campaign.

The competition is a series of three questions. Knowing the answers is easier if you have a quick read of the competition website at [www.winacanon.com](http://www.winacanon.com) (clue: read the page that gives the technical specifications on the prize printers).

The prizes themselves include a super little 24-inch wide A1, printer, the Canon imagePrograf 610, a combined CAD/GIS and poster printer.

Interestingly, a further promotion running alongside the Win a Canon competition has seen this printer reduced to only £995. At that price this little A1 printer is an absolute gem, easily justifiable for use in printing mock-ups in any pre-press department.

Perhaps of more interest to the production print operation is the larger and more expensive of the prize offerings, a 44" wide S-series iPF8000S.

The Canon S-series, has been specifically designed for volume production of display graphics, posters and print-for-pay.

With a production speed of up to 37.5 metres an hour, the 8-colour S-series is pitched to compete with printers from Hewlett Packard. Indeed with many users now considering upgrading their 5000-series HP printers, at three times the speed of that HP device, the Canon S-series may be worth a closer look.

The print quality and the speed of the printer in operation makes it a tempting addition to any production arsenal.

Again, as a further incentive, Velmex have announced another deal that will run alongside the competition, specifically a cash back deal of up to £1500 on an S-series printer purchased before the end of June.

For the more technically minded, the S-series printers, available in both 44" and 60" print widths, use a set of eight Lucia pigment inks with cyan, photo cyan, magenta, photo magenta, yellow, black, matt black and grey ink tones. Using a dual print head system, the S-series printer employ up to 5,120 nozzles per colour – said to be the most nozzles per colour of any printer in the industry. This is largely responsible for the S-series' blistering production speed.



With a maximum print resolution of 2400 x 1200 dpi, the new imagePrograf S-series is ideal for production print shops looking to produce posters, signage and display materials faster than ever before, as well as commercial printers, in-plant facilities, print-for-pays, tradeshow exhibit builders, and signage shops. The S-series still incorporates Canon's advanced professional features such as built-in colour calibration for colour stability, automatic clogged nozzle detection and compensation for reliability; 330ml and 700ml selectable ink capacity sizes for versatility; and a large, backlit LCD panel for ease of use.

So, whether your interest is simply in entering the 'Win a Canon' competition with a view to possibly winning one, or if you are interested in discussing the current cash back deal with a view to upgrading or investing, visit [www.winacanon.com](http://www.winacanon.com). Also there are the contact details for Velmex who can answer any questions you might have, and who can put you in touch with your nearest Canon Reseller.

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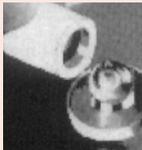
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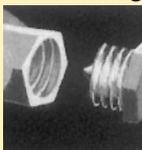
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www.falon-nameplates.co.uk

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Next day services offered on almost all products. Credit and debit cards accepted for non-account holders.

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Tel: 01543 411221

Free Fax: 0800 0187 111

E-mail: sales@hexis.co.uk

Web: www.hexis.co.uk

Hexis are manufacturers of ink jet media direct to the trade. The range includes media for water based ink jet, media for solvent based ink jet, media for thermal transfer printing, laminating and mounting films, encapsulation films, large and grand format banner materials and ink supplies for large format printers, all available for same day dispatch.

## METAMARK (UK) LTD

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Tel: 01483 571111

Fax: 01483 570540

e mail: sales@metamark.co.uk

Web: www.metamark.co.uk

Metamark manufactures the MD series of self adhesive media for solvent and eco solvent inkjet printing, which offer industry leading print quality and consistency of print output. The MD range produces excellent results on printers from Roland, Seiko, Mutoh, Agfa, Gerber, Uniform and Mimaki, and is available on a next day service either direct from Metamark or through a network of specialised digital distributors covering different segments of the market.

## RITRAMA (UK) LTD

Lynwell Road, Lyntown Trading Estate, Eccles, Manchester M30 9QG

Tel: 0161 786 1760

Fax: 0161 786 1761

e mail: sales@ritrama.co.uk

Web: www.ritrama.com

Ritrama are one of the world's leading manufacturers of self-adhesive products. Materials for signmaking, digital printing, overlaminating and mounting are all available through Ritrama's UK-wide network of distributors.

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### GLASPLAS SIGNS (GPS)

(a division of Harviglass GRP Ltd)

Alexandra Street, Hyde, Cheshire, SK14 1DX

Tel: 0161 351 4620

Fax: 0161 368 1508

Web: www.glasplas.co.uk

GRP fibreglass domes, dishes, hemispheres & spheres in convex or concave finish. Many sizes available, but all sizes can be designed and originated to special order.

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Tel: 020 8346 8515

Fax: 020 8349 0294

E-Mail: domes@talbotdesigns.co.uk

Web: www.talbotdesigns.co.uk

We are the only company in Europe stocking clear acrylic Domes & Dishes in 18 sizes. We have over 140 other special sizes available and can make ovals, squares and oblong domes. By covering any shape with vinyl or screen printing you can have your own special sign.

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Fax: 0117 925 1159

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Tel: 0845 838 2325

Fax: 0845 838 1634

E-mail: sales@masterproducts

Web: www.masterproducts.co.uk

Manufacturers of edgelit signs & displays, The x-edge system combines energy efficient leds with precision laser engraving to give bright, crisp even illumination around any lettering or logo, x-edge is also highly versatile, edgelit signs can be suspended, wall mounted, ceiling mounted, projected, free standing or used as a desk top display, single, multi, or full colour images can be combined with laser engraving to give stunning results.

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FAX: 0208 761 2745

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www.edge-lit-signs.co.uk

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e-mail: info@vision-text.com

Web: www.vision-text.com

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Fax: 0208 998 1272

e-mail: info@assigntechnology.co.uk

Web: www.assigntechnology.co.uk

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Web: www.fsl.ltd.uk

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Fax: 01371 874 991

E-Mail: sales@visionworx.co.uk

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Web:

www.countyengravers-signs.co.uk

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Fax: 01279 467888

e-mail:

sales@firstsignsandlabels.co.uk

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E-mail: sales@hallmarksigns.co.uk

Superfast and reliable trade service with 100 years experience for all etching, routing and profiling. Specialists for nameplate and commemorative plaques in bronze, brass, aluminium, stainless and plastics. Logos and crests. High quality graphics - drawings free of charge. Precision industrial engravers of panels, labels and moulds. Keytop specialist. Presentation silverware and glass engraving experts. Please call for Golf and Trophy catalogues. Reliable & helpful service - delivery promises always kept! - overnight deliveries nationwide. Please call for information sheet.

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E-MAIL: sales@icesigns.co.uk

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Fax: 01234 269899

E-Mail: sales@mastergrave.co.uk

Website: www.mastergrave.co.uk

Trade only central engraving service, incorporating computer and laser controlled engravers, conveyor etchers, sande blasters, and lasers. Also full range of quality corporate gifts available, engraved or blank, at highly competitive prices.

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Website: www.mastergrave.co.uk

Mastergrave are manufacturers and suppliers of all types of computer controlled and manual engraving machines. We also manufacture saws, bevellers, guillotines and cutters. All engraving materials stocked, including flexible and rigid laminates, brass and aluminium.

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E-mail:

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Fax: 0161 8 300 601

E-mail:

[enquiries@midasignservices.co.uk](mailto:enquiries@midasignservices.co.uk)

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e mail: [dep@frithpark.com](mailto:dep@frithpark.com)

Web: [www.frithpark.com](http://www.frithpark.com)

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Mobile. 07930 407 622

Email: [john@noblesigns.co.uk](mailto:john@noblesigns.co.uk)

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All engineers are highly experienced in all formats of Signage Installation and operate from modern plain unmarked vans.

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Fax: 01324 820240

Email:

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Professional installation and maintenance service throughout Scotland. We specialise in all types of sign work, excavation service for sign foundations, neon, flexface systems, vinyl. Surveys undertaken. All our crews are fully trained and hold IPAF and CSCS certification.

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Northern Ireland's Longest Established Sign Company

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Manufacturers of Large Format Digital Printing to the trade. VINYL, BANNERS, POSTERS, CANVAS, BACKLITS, CLEAR, PERFORATE and more. High quality prints up to 1370mm wide with unlimited length. Prints have 5 years outside life expectancy without lamination and can be used internal or external use.

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Fax: 01322 664971

E-mail:

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Fax: 01646 622111

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Web: www.llanionsigns.co.uk

For all the high quality Signs and Screenprinting you'll ever need. We specialise in large format screen printing for the trade at very competitive trade prices.

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Fax: 01706 710086

e mail: sales@apptape.co.uk

We offer a laser cutting and engraving service to the sign trade. For quotations please e-mail or fax on the above.

### PJ SIGNS LIMITED

Unit 22-24 Buckingham Square, Hurricane Way, Wickford, Essex SS11 8YQ

Tel: 01268 764874

Fax: 01268 764883

E-mail: tony.sayers@pj-signs.com

Offering Laser cutting for a large range of trade work using the latest technology enabling a quick turnaround at a competitive price. Cutting Stainless Steel, Acrylic with instant polished edges and various other materials.

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FAX: 01828 670322

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Laser cut / engrave letters and images from a wide range of materials including up to 8mm Acrylic with Polished edges. Very competitive prices. Prompt professional service, highest quality products.

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We offer a 24 hour service on flat laser cut lettering and logos in stainless steel 0.9mm - 3mm & Mild steel 0.9mm - 10mm, supplied with or without templates and locators/studs ready for you to install, quotations over the phone or by e-mail/fax. Call our Sales team today for that friendly prompt service you require.

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Website: www.epiloglaser.com

Epilog Laser manufactures the Legend EX and TT line of 35-120 watt CO2 laser engraving, cutting, and marking systems. The TT is the only compact, high-performance laser system on the market, and the EX is Epilog's top-of-the-line laser system for the highest quality engraving and cutting available.

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USA / Lerchenfelder Guertel 43

A-1160 Vienna, AUSTRIA

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+43 (1) 402 22 50

Fax: +1 (480) 483-5620

+43 (1) 402 22 50 10

Email: sales@ulsinc.com

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Web: www.ulsinc.com

Universal Laser Systems manufactures affordable CO2 laser engraving, cutting and marking systems. Laser systems are computer-controlled and accommodate a wide variety of materials, including plastics, wood, acrylic, glass, rubber, fabric and more.

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Fax: +44 (0)1274 774478

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Web: www.permilight.com

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Trade suppliers of proven LED lighting solutions for the Sign industry. We offer energy efficient, award winning LED lighting modules in a variety of different colours including RGB colour changing boards. Ideal for both indoor and outdoor use, the LEDs are complemented by an exclusive range of power supplies and controllers to suit your application. From 3D built up letters, to fascia trough lighting, even light boxes, Applelec offer an unrivalled service through a team of dedicated estimators, and an after sales technical support help line. Please ask for an information pack or contact one of our friendly experienced sales staff for assistance.

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Harwood, Lancashire BB6 7UR

Tel: 01254 888809

Fax: 01254 888909

E-mail: info@fibreopticfx.co.uk

Web: www.fibreopticfx.co.uk

Suppliers of varying Led lighting for indoor and outdoor applications with a range of power supplies to suit. We also manufacture Fibre Optic point of sale display signs, side and end emitting fibre with a full range of light sources and end fixtures.

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Fax: 0116 262 6061

email sales@ledsolutions.co.uk

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LED Solutions provides the latest in solid state lighting products for a range of professional industries. Our signage products (developed by AgiLight) combine high lumen output with low heat emission. This means you can mount our boards to any surface without the need for costly heat sinks.

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Suppliers of leds for halo and face lit channel letters & logos includes ledeon, a genuine replacement for neon, and octoflex the flexible leds that are encapsulated in a fully waterproof pvc jacket, all products suitable for internal and external signage projects

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Chromasign launched at Sign UK. We offer a complete range of Chrome Plated Letters with Halo Lighting not available anywhere else. Ring Richard or Dave for details and samples.

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E-mail:

sales@insightsignsystems.com

Insight is a trade only manufacturer, offering a made to measure service, with in-house powder coating. A range of boxes is available to cover applications including back-lit acrylic, aluminium, flex, posters and transparencies.

## N E PLASTICS LIMITED

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Fax: 020 8308 9995

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Web: www.neplastics.co.uk

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Tel: 01302 311121

Fax: 01302 311852

E-Mail: APCO@norking-com

APCO UK is the exclusive wholesale distributor of APCO's design award winning modular sign systems, which have been providing innovative solutions for hospitals, universities and other facilities throughout the world since 1966. APCO UK offer a complete range of interior and exterior systems, in stock length component form or pre-cut and coloured, including APCO's most comprehensive system, Accord15.

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Tel: 0141 774 5990

Fax: 0141 774 6653

Web: www.insightsignsystems.com

E-mail:

sales@insightsignsystems.com  
Insight is a trade only manufacturer, offering a made to measure service, with in-house powder coating. A range of external directional signs is available, ready to accept lettering. CAD drawings are provided with each quote, showing specifications.

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Fax: 0121 344 4558

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Tel: 0161 764 9500

Fax: 0161 764 9600

E-mail: info@signconex.com

Original Product Manufacturer of the following sign-trade products: ● Stax-i (interior) and Stax-x (exterior) reversible modular sign panel systems ● Scroll: Award winning display/menu case and notice board products ● Varitex: Traditionally styled exterior & interior display cases ● Signature: State-of-the-art showcase. Non-standard sizes available ● Comprehensive range of insert and finish options for all products ● Grooved-board changeable lettering systems ● In-house powder coating and Sign Building service ● Trade only supplier. Marketing support & 'trade to retail' brochures available.

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Tel: 01934 852888

Fax: 01934 852816

E-mail: sales@signscape.co.uk

Web: www.signscape.co.uk

Signscape are a trade only supplier of modular sign systems including Post & Panel, Infocurve, Papyrus, Infotex, Minislats and Timbertex. Other products include the coveted range of Lynester security notice boards as well as other display units which include Posterloc, Clipframes, the Helix slimline lightbox and Vision Box. To complete its extensive range of trade services, Signscape now have a special fabrication department capable of producing bespoke signage to your specification.

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project.plastics@btinternet.com

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Fax: 0121 707 7954

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Tel: 0113 271 5777

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E-mail: sales@kempsneon.com  
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Manufacturers of Neon Signs & Cold Cathode Lighting. Design-Manufacture-Installation-Maintenance. Coverage: Signage-Nationwide. Lighting-Worldwide Suppliers of Transformers & HT Cable etc. Visit our website to view our Award Winning lighting

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Original Product Manufacturer of the following sign-trade products: • **Stax-i** (interior) and **Stax-x** (exterior) reversible modular sign panel systems • **Scroll**: Award winning display/menu case and notice board products • **Varitex**: Traditionally styled exterior & interior display cases • **Signature**: State-of-the-art showcase. Non-standard sizes available • Comprehensive range of insert and finish options for all products • Grooved-board changeable lettering systems • In-house powder coating and Sign Building service • Trade only supplier. Marketing support & 'trade to retail' brochures available.

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Tel: 01508 531183

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N E Plastics Ltd - one of the U.K.'s largest independent distributors of semi-finished plastics, supplying a fast and flexible service to the Graphics, Glazing, Exhibition, Point of Sale, Sign making and Screen printing industries.

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Web: www.transdev.co.uk

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Trade suppliers of LEDs, Built-up Letters, Troughlights, Poster Display Units, Flex-faces, Light Boxes, Edge-lit Units & Digital Printing. Supply nationwide & Europe. Quick delivery, competitive prices & highest quality products.

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Bristol BS40 5DJ

Tel: 01934 852888

Fax: 01934 852816

E-mail: sales@signscape.co.uk

Web: www.signscape.co.uk

Signscape are a trade only supplier of modular sign systems including Post & Panel, Infocurve, Papyrus, Infotex, Minislats and Timbertex. Other products include the coveted range of Lynester security notice boards as well as other display units which include Posterloc, Clipframes, the Helix slimline lightbox and Vision Box. To complete its extensive range of trade services, Signscape now have a special fabrication department capable of producing bespoke signage to your specification.

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Fax: 0151 933 5667

E-mail: sales@apollocolours.co.uk

Web: www.apollocolours.co.uk

Apollo Colours is a family company providing the Screenprinter and Signwriter economically priced quality inks for PVC, Correx, Polypropylene, metal and various other materials.

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Fax: 01858 466992

E-mail: sales@dorotape.co.uk

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Web: www.hexis.co.uk

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| 3mm  | £0.42 | £0.53 | £0.85 | £1.03 | £1.14 | £1.39 | £1.57 | £2.12 | £2.42  | £2.72  | £3.03  | £4.00  | £4.85  | £5.76  | £7.88  | £18.20           |                                  |
| 5mm  | £0.48 | £0.72 | £1.09 | £1.46 | £2.00 | £2.30 | £2.67 | £3.15 | £3.64  | £4.37  | £5.15  | £6.07  | £6.87  | £8.00  | £11.03 | £30.32           |                                  |
| 10mm   | £0.85 | £1.33 | £1.70 | £2.55 | £3.52 | £4.37 | £4.98 | £6.07 | £7.28  | £8.32  | £9.34  | £11.52 | £13.34 | £16.98 | £21.59 | £58.21           |                                  |
| 19mm   | £1.82 | £2.55 | £3.64 | £4.24 | £4.85 | £6.67 | £8.49 | £9.41 | £10.92 | £12.42 | £14.86 | £16.98 | £20.01 | £23.05 | £27.90 | £78.83           |                                  |

| EXTERIOR MDF (MEDITE comes in its raw form for painting) |       |       |       |       |       |       |       |       |        |        |        |        |        |        |        | NO MINIMUM ORDER |                                  |
|--|-------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|------------------|----------------------------------|
| height   | 50mm  | 75mm  | 100mm | 125mm | 150mm | 175mm | 200mm | 225mm | 250mm  | 275mm  | 300mm  | 375mm  | 425mm  | 500mm  | 600mm  | 1200mm           | other sizes available on request |
| 6mm  | £0.37 | £0.85 | £1.22 | £1.63 | £2.42 | £2.60 | £3.03 | £3.81 | £4.37  | £5.22  | £6.67  | £9.46  | £10.92 | £12.37 | £14.55 | £43.66           |                                  |
| 12mm   | £0.91 | £1.57 | £1.94 | £2.84 | £3.88 | £4.66 | £5.46 | £6.31 | £7.52  | £9.22  | £10.31 | £11.70 | £13.94 | £17.16 | £19.40 | £58.21           |                                  |
| 18mm   | £1.57 | £2.42 | £2.96 | £4.06 | £5.03 | £6.18 | £7.64 | £8.61 | £10.92 | £12.42 | £14.92 | £17.10 | £20.84 | £21.83 | £29.11 | £87.32           |                                  |

| 3mm ALUMINIUM COMPOSITE (Dibond, Alupanel) |       |       |       |       |       |       |       |       |        |        |        |        |        |        |        | NO MINIMUM ORDER |                                  |
|--|-------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|------------------|----------------------------------|
| height                                     | 50mm  | 75mm  | 100mm | 125mm | 150mm | 175mm | 200mm | 225mm | 250mm  | 275mm  | 300mm  | 375mm  | 425mm  | 500mm  | 600mm  | 1200mm           | other sizes available on request |
| standard colours                           | £1.09 | £1.52 | £1.99 | £2.55 | £2.91 | £3.39 | £4.85 | £5.70 | £6.67  | £7.28  | £8.24  | £9.70  | £11.28 | £15.77 | £19.40 | £60.71           |                                  |
| Chrome                                     | £2.00 | £2.55 | £2.91 | £4.28 | £5.82 | £7.01 | £8.19 | £9.46 | £11.28 | £13.79 | £15.52 | £17.56 | £20.93 | £25.76 | £31.75 | £98.25           |                                  |
| Brushed finish                             | £1.33 | £1.70 | £2.31 | £2.86 | £3.88 | £4.67 | £5.46 | £6.31 | £7.52  | £9.22  | £10.31 | £11.70 | £13.94 | £17.17 | £21.83 | £65.49           |                                  |

| 2mm 316 GRADE STAINLESS STEEL |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        | MINIMUM ORDER £95                |  |
|-------------------------------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|----------------------------------|--|
| height                        | 50mm  | 75mm  | 100mm | 125mm | 150mm | 175mm  | 200mm  | 225mm  | 250mm  | 275mm  | 300mm  | 375mm  | 425mm  | 500mm  | 600mm  | other sizes available on request |  |
| Satin Brush                   | £4.72 | £5.09 | £6.18 | £7.10 | £7.64 | £10.74 | £13.61 | £16.01 | £17.20 | £19.01 | £21.83 | £31.11 | £34.80 | £43.65 | £52.75 |                                  |  |
| Polished                      | £5.09 | £5.49 | £7.46 | £8.00 | £8.91 | £12.19 | £15.64 | £17.10 | £18.37 | £21.83 | £23.93 | £33.59 | £40.20 | £47.48 | £60.03 |                                  |  |

**PLEASE NOTE: All the above prices are subject to VAT at the prevailing rate. Prices are based on the capital letter height, even on lower case orders. All work carries a 2 YEAR WORKMANSHIP GUARANTEE. All materials carry the manufacturers warranty.**

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- Add 10% to above prices if plastic locators and paper template are required
- Add 10% for VHB tape to rear
- Add 25% to price if soldered brass locators and paper template are required (Stainless steel only)
- Add 20% to price list if the typeface is extended
- Add 25% to price list if a template is required for cladding (cladding gaps will be required)
- Add 25% to price list for Flame Polished Edges (clear acrylic only)
- Add 25% to price list for Gloss Finish Foam PVC
- Add 25% to price list for a rounded or 45° edge to letter
- Additional locators** Bag of 250(M) 250(F) locators large: £51 small: £37 (100% uv stabilised)
- Additional Glue** 500ml of Adhesive £23

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- £14.50 on all orders up to £300
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