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Trade Prices 2009 Flat-Cut & Moulded Letter Price Calculator

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FLAT CUT ACRYLIC

ACRYLIC Perspex, Madreperla, Plexiglas - Gold, silver and colours are all EXTERIOR grade acrylics ONLY

HEIGHT	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	400mm	425mm	450mm	500mm	535mm	600mm	762mm	838mm	914mm	1200mm
3mm	£0.85	£1.01	£1.22	£1.45	£1.80	£2.20	£2.80	£3.10	£3.50	£4.20	£6.20	£7.40	£7.70	£8.20	£9.50	£10.00	£11.60	£18.00	£27.00	£35.50	£45.50
5mm	£1.03	£1.46	£1.82	£2.29	£2.60	£3.40	£4.30	£5.20	£6.00	£7.30	£8.20	£9.00	£9.40	£10.60	£13.20	£14.50	£15.50	£25.50	£32.50	£42.75	£63.00
10mm	£2.10	£2.90	£3.65	£4.60	£5.50	£7.00	£8.50	£11.00	£12.00	£15.00	£18.00	£19.50	£20.50	£24.50	£26.00	£29.00	£35.00	£50.00	£66.00	£88.00	£125.00

FLAT CUT FOAM PVC

FOAM PVC Class 1 fire retardant material suitable for exhibitions

Height	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	400mm	425mm	450mm	500mm	535mm	600mm	762mm	838mm	914mm	1200mm
3mm	£0.50	£0.95	£1.00	£1.05	£1.25	£1.50	£1.90	£2.20	£2.45	£2.75	£3.60	£4.00	£4.50	£4.75	£5.25	£5.75	£7.25	£11.75	£16.50	£18.00	£22.00
5mm	£0.73	£1.10	£1.55	£1.80	£2.00	£2.50	£3.00	£3.30	£4.00	£4.50	£5.50	£6.00	£6.50	£7.25	£7.50	£9.00	£10.00	£16.00	£22.00	£24.00	£28.50
10mm	£1.30	£1.70	£2.00	£3.00	£3.90	£4.50	£5.50	£6.50	£7.50	£8.25	£10.50	£11.50	£12.50	£13.50	£16.00	£16.50	£19.50	£27.00	£32.00	£36.00	£53.00
19mm	£1.81	£3.25	£3.75	£4.50	£6.00	£8.00	£8.75	£10.00	£11.50	£14.00	£16.00	£17.50	£19.00	£20.50	£21.50	£22.00	£25.00	£32.00	£36.00	£43.50	£73.00

FLAT CUT COMPOSITE

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Height	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	400mm	425mm	450mm	500mm	535mm	600mm	762mm	838mm	914mm	1200mm
Coloured 3mm	£1.50	£1.99	£2.40	£3.00	£3.25	£4.50	£5.50	£6.30	£7.00	£8.00	£9.50	£10.50	£11.00	£13.00	£15.00	£15.50	£18.00	£23.00	£31.00	£39.00	£55.00
Mirror 4mm	£1.75	£2.75	£4.00	£5.50	£6.50	£7.50	£9.00	£10.50	£13.00	£14.50	£16.50	£18.00	£19.50	£22.50	£24.00	£24.50	£27.00	£32.75	£39.00	£43.50	£90.00
Brushed 3mm	£1.50	£2.00	£2.50	£3.50	£4.25	£5.00	£6.00	£7.00	£8.50	£9.50	£11.00	£12.00	£13.00	£14.50	£16.00	£18.00	£20.00	£27.50	£35.50	£44.00	£62.00

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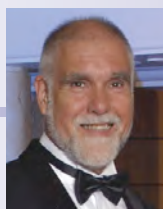
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Well done Northamptonshire

This July and August, I spent my time travelling to signmakers around Northamptonshire, a county that's well known to me as I live on its borders. South Northampton has some of the prettiest villages in the country. It's also a very rural county, but like most parts of this country its green belt is fast disappearing under concrete and tarmac, which is just unstoppable under this government. Hamlets are becoming villages and villages are becoming towns. I'll stop there, although this is a matter that is dear to my heart, and I'll stick to the subject I intended to peruse. For a change, I'm going to concentrate on sign matters.

I will be honest regarding my visit to Northampton sign makers; a lot of it was done over the phone, so I want to thank those who took part in this feature and the help they gave me. They did Sign Update and themselves proud with their input, which can be seen on pages 64 to 76. In the past, I have spent so much time travelling to see people just to find they had forgotten I was coming, or an urgent job has turned up. Work is getting hard to find, so I do understand; but in Northampton, they never let me down once.

Because of this I was able to spend more time with them and get on to subjects that usually I talk to only the big companies about, such as the sign association, what they are doing and the sign awards. Most sign businesses I visited had no idea that there was an association for this industry or a sign awards event. This industry is "them and us", us being 90% of the industry and them being 10% (the 10% being the big boys.)

When the subject of the sign association came up (I brought it up) the answers were "never heard of it" or "it's not for me". And as for the sign awards, I can honestly say very few knew of those either. Along with others I have always thought that this is a cottage industry and we are all in it together, why this "them and us"?

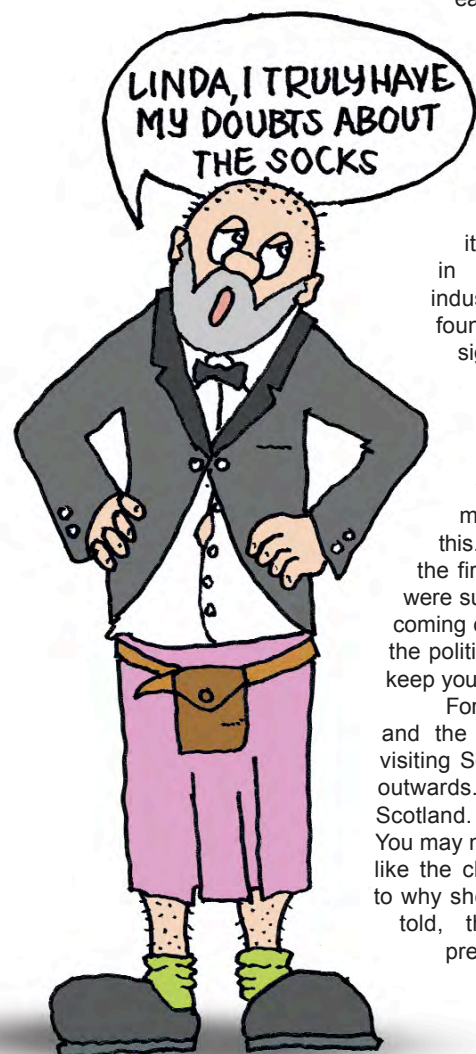
I suppose the small man has to keep his head down working as secretary, accountant, and everything else, as well as going out on sign work and earning the money, leaving no time for the social

side of the industry. Not that the bigger companies have had it any easier over the last 20 years. I feel before then was the good time for the big companies. Then 20 years ago we were in the start of the last recession and after two years into it, we were told that we are coming out of it. We weren't, it carried on for two more years and it was in those last two years that the sign industry really felt it. But since then they have found time to join associations and go along to sign events.

Now we're told that we are now coming out of this recession, albeit slowly. Germany and France have increased output by some small percentage. Remember, I am writing this at the end of August, so things may well have changed by the time you read this. My point is, last time the sign industry missed the first half of the recession but caught it as we were supposedly coming out of recession. But then, coming out of the recession was only in the minds of the politician, maybe like it is this time. Anyway, just keep your heads down and carry on working.

For our November issue I will be visiting Glasgow and the surrounding area. For January I will be visiting South Wales, starting at Cardiff and working outwards. So I'd better get a kilt made for my visit to Scotland. My wife Linda is already on the case. You may not believe it but the sewing machine is going like the clappers as I type. I did make enquiries as to why she is using a pink material for a kilt and was told, that's all she has. Luckily I do look pretty good in pink!

Roger Hinchliffe



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Exceptional upgrades at crunch-time prices from Wasatch

Print software manufacturer Wasatch has announced an unprecedented discount on upgrades for its premium RIP software package, SoftRIP. Users are now able to upgrade from limited versions of its powerful RIP software - some versions are upgradeable to full SoftRIP for as little as £99, with further huge savings available right across the board, on software packages that have a value of up to £2450.

Restricted, standalone editions of the software are already supplied as standard by several printer manufacturers. The full SoftRIP package features a number of tools to improve productivity and ensure exceptionally loyal colour matching, while being able to control up to four printers simultaneously. Amongst its array of powerful workflow options are real-time queue monitoring, a tiled view for over-sized or overlapping jobs, and the ability to archive printed files complete with colour settings. The cost estimator also gives a realistic end-to-end picture of how much money is spent on each job.

Wasatch, which is one of the largest RIP versions in circulation, engineered its Precision Stochastic Screens (PSS) halftoning specifically for the software to give it a 16-bit deep rendering pipeline that produces perfectly even gradations and greys without stairstepping. This method also increases throughput speeds by up to 30% for variable-dot printers and more than 100% for fixed-dot printers.

Wasatch's Phil Pirie claims that one of the primary reasons for upgrading is to take advantage of the quality benefits available from the latest generation printing systems.

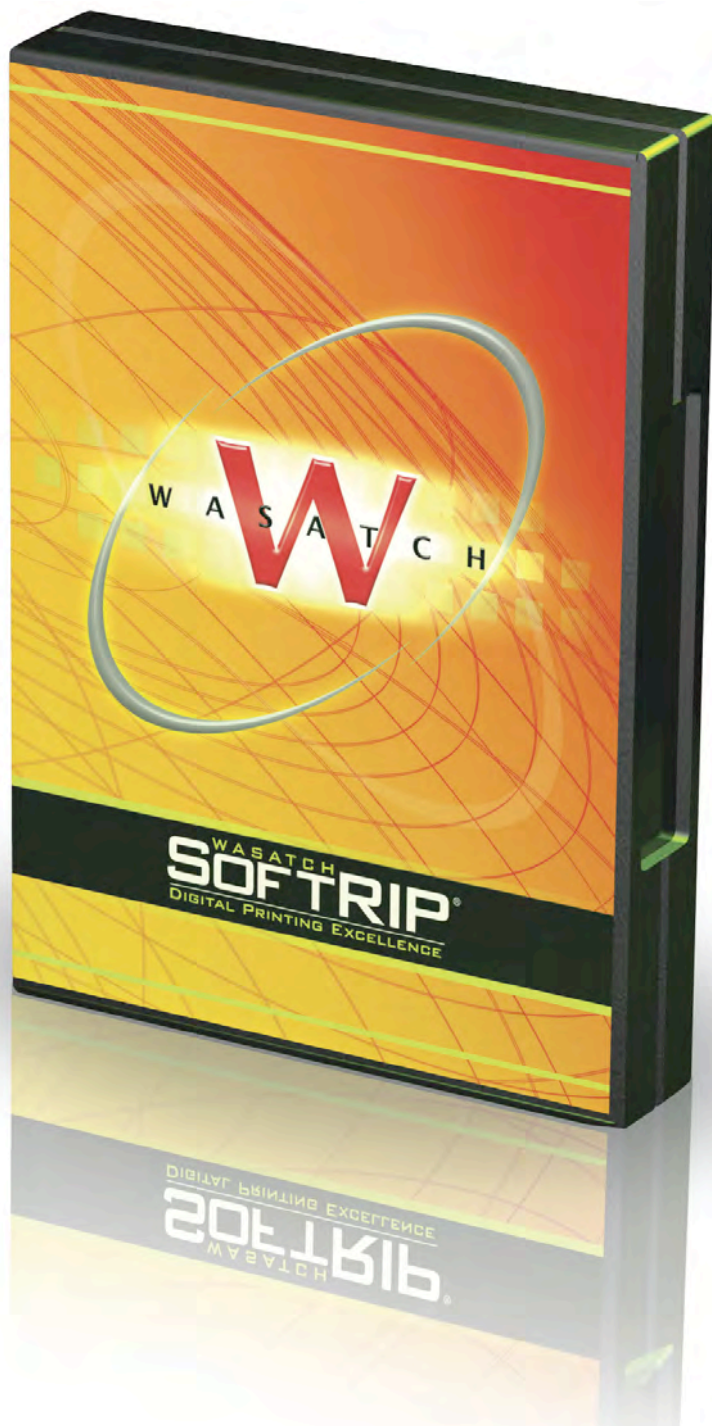
"Upgrading from feature restricted or printer specific Wasatch versions can really release the potential of the latest print hardware, with drivers now available for all current devices, including the recently launched HP Designjet latex printers. In terms of colour quality, with its 16-bit rendering, we firmly believe that SoftRIP now sets the benchmark that all other RIP software will have to be judged against."

Phil is also enthusiastic about the high value benefits of this upgrade program - specifically its accompanying service agreement.

"When users purchase a Wasatch upgrade they're not only buying a comprehensive product with astounding colour capability but also one of the best support packages on the market," he explains. "The contract means that leading industry technicians will advise individual users by phone, fax or e-mail, using their experience to walk them through use of the software, device setup, network and computer connectivity, colour management and other printing issues. This deal also includes eligibility for free downloads of SoftRIP updates released during the six month service contract."

With printers needing to promote a wider range of services than ever before, SoftRIP allows them to broaden their portfolio to incorporate personalisation and versioning via variable data (VDP) simply. Lines of text and individual graphic elements can be added to a background image without slowing down the production process. Data can be incorporated from standard mail merge formats, comma separated values (CSV) and Microsoft Excel. The VDP option makes the manipulation of images and text easy, putting automatic resizing and sequential numbering at the user's fingertips.

Rotating, resizing and mirroring are readily manipulable, and for textile printing, which has become incrementally more popular in the sign and display market, continuous patterns can be engineered with utter simplicity. The user creates a single pattern shape which SoftRIP then multiplies and aligns exactly. Installation of the software is equally painless, with only the printer, profile and connection types needing specification before the RIP is ready to use.



Contour cutting is also made accessible with the Wasatch SoftRIP. Paths can be used from popular design applications, such as Adobe Illustrator and CorelDraw, and complex shapes can be nested and duplicated simply within the RIP. The software excels in environments where a separate printer and cutter is used, and can track register marks between multiple devices. Free 30-day trials of the premium Wasatch add-on products are available for users who want to try out a number of advanced modules, including variable data printing, contour cutting, separations printing, and seamless textile repeats.

For further information visit www.wasatch.com

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PRODUCT *News*

Three new additions to the fabric_frame display system range

The versatile fabric_frame® display system from Icon is being extended with three new additions to the range. These are a double-sided fabric_frame panel with an integral display plinth, a wall mounted panel with an LED lighting system and a free-standing unit which encompasses a built in monitor.

"These latest additions to the range are a direct response to working with customers and identifying the opportunities that this system presents. Any one of these new panels would make a real impact at a launch or promotional event and the quality of any brand is enhanced by the highest reproductive print quality obtained on the seamless fabric panels," explained Andrew Hodson, Sales and Marketing Director at Icon.

fabric_frame with display plinth is an innovative and stylish solution for displaying trophies, sculpture or jewellery, for example. The display plinth within the double-sided fabric_frame unit is fully lit and can be cut to the required shape and size.

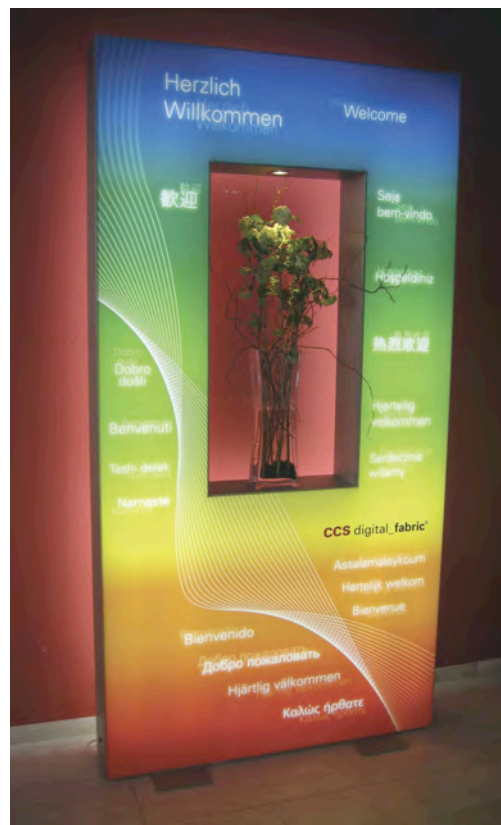
fabric_frame with LED has all the benefits of a light box installation but with a much thinner profile (34mm).

The LED lighting is an integral part of the scheme and ensures the highest quality graphic illumination. It is ideally suited to wall mounted applications, retail and marketing suites.

The fabric_frame with built in monitor, like all the fabric_frame systems, are custom made to fit the size and design of the monitor required. The monitor is mounted inside the light box frame and the surrounding fabric can be easily changed to suit different installations.

fabric_frame is a versatile display system which can be used as an exhibition, hospitality or conference backdrop, and a range of other applications for all kinds of brand, event or retail display projects. The non-reflective finish also makes the system ideal for photographic and TV applications. Once printed the fabric is displayed in easy-to-assemble aluminium frames which can measure up to 12m x 3m, enabling the construction of a large format, seamless panel. Additional options include a lightweight "flag" and transparent fabrics.

More information about Icon and its range of products and services can be obtained by visiting www.icondisplay.co.uk or tel: +44 20 8302 4921.



fabric_frame with display plinth.



The Xativa Sustain range of media was specifically developed for digital inkjet printing.

ArtSystems' green portfolio grows with the launch of another new range from Xativa.

Large format specialist distributor ArtSystems recently launched the Xativa 'Sustain' range of media. It meets the demands of today's end-users for fully FSC and PEFC certified and fully sustainable media head on, and addresses even the most demanding applications.

The range was named as a direct reflection of its ethical values to maintain the provision of environmental solutions and products within the large format signage industry and is another addition to the ever growing Xativa portfolio of environmental media.

Xativa Sustain, specifically developed for digital inkjet printing, includes a variety of media including satin, gloss, matt, uncoated and coated, high resolution, thermal photo, water resistant, instant dry and ultra white paper. Media width includes A4 up to 60"/1524mm and media thickness up to 300gsm.

All Xativa Sustain products will be in stock and available to purchase through all channels including online.

Dave Thomas, Managing Director of ArtSystems explains "This new range not only delivers on output quality and value for money to our customers, but is also part of our new EMS (Environmental Management System) to provide products and services that offer quantifiable environmental benefits. In our aim to develop and promote more green products we are, in turn, helping more of our channel partners to make the correct environmental choice."

For more information on the Xativa Sustain range of products contact ArtSystems on 0115 9380 380 or visit www.artsystems.ltd.uk

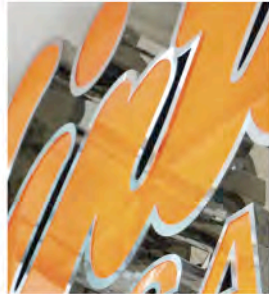


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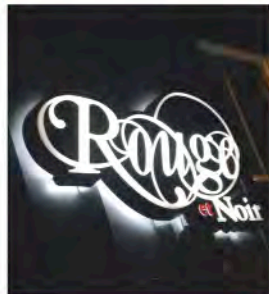
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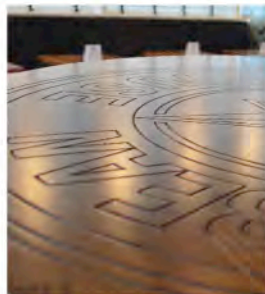
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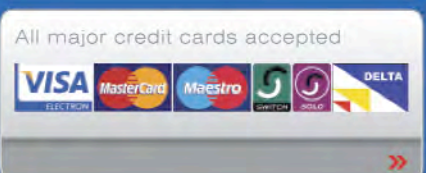
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PRODUCT *News*

Indasol fixes it for its customers



The new UHB 9120G Channel fixing tape blends in perfectly with powder coated panels.

Indasol have been listening to what their customers need and one of the main things has been a cost effective reliable Channel Fixing Tape that works in all conditions.

So here it is, the Indasol UHB-9120G Channel Fixing Tape. This product is grey in colour so blends in nicely with powder coated panels and at 1.1mm thick can cope with bonding to plastics as well as metals. It is applied as you would any high bonding tape and offers instant grab especially onto cold surfaces and if used with the Indasol SP250 cleaner and primer, the bond is improved even more.

Indasol offer a full range of sign fixing tapes and adhesives and supply throughout the UK.

For further information, samples or a visit, please contact Indasol at enquiry@indasol.co.uk or call 02476 540909.



Eco future with solar powered illuminated signs

South West-based sign manufacturers, Signscape, have been busy developing new products that are both beneficial to its clients and to the environment. EcoVision, a range of solar powered products, has the potential to change the face of signage today.

Typically, illuminated signs and notice boards have a cost related to the running and maintenance each year but with the introduction of solar powered signage, this cost is reduced to nil. The benefit to sign owners is obvious, plus the fact that these signs are contributing to a greener UK is just another advantage.

Signscape works closely with sign makers and local authorities, supplying a variety of signage for use across the area. In fact, it was this relationship that was the main driver behind the development of the EcoVision range. Local authorities are one of the key groups under pressure to find environmentally friendly solutions. Signscape's customers have been using fluorescent lighting, which is both costly and energy inefficient so their development team took on the challenge of finding a solution to these problems and 18 months later, the EcoVision range was introduced.

Hamish Paterson, Managing Director of Signscape, commented; "The development team here have been working on solar powered signage for a while now, and we are pleased to be able to offer this as an alternative to electric power signs."

He added; "We, as a company, are conscious of creating innovative products that not only improve our customers' lives, but also provide an environmentally responsible attitude."

For further information contact Signscape on Tel: 01934 852888 or visit www.signscape.co.uk



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PRODUCT *News*

Hybrid announces substantial price reduction for Mimaki's flexible LED UV inks

At a time when there's been industry wide price increases, in most cases put down to the weakness of the pound, it's nice to be able to report a "good news story" on the ink pricing front. Mimaki's exclusive distributor for the UK and Ireland, Hybrid Services Ltd, recently announced that their award winning flexible UV ink has been reduced in price by a quarter.



This price reduction has made it substantially more competitive; against not only other UV machines but in comparison to some other manufacturers' solvent inks that continue to rise in price. As specified on the EDP award-winning Mimaki UJV-160 flatbed / roll-to-roll printer and as a standard option on the newly launched grand format flatbed machine (the Mimaki JFX-1631); the price reduction on the LF-200 ink set will benefit many users and makes for a sound argument for both machines.

Hybrid's National Sales Manager, John de la Roche told us; "To be able to slash 25% of the running costs out of an already competitive package is very satisfying for us and our customers. With its flexible properties and huge creative potential, the Mimaki LED UV ink is a pretty revolutionary product and as the opportunity has arisen to reduce its cost, we've jumped at it."

Mimaki's LF-200 ink is now just £90 per cartridge, making an ISO-400 print around 80p per square metre and is available from stock through Hybrid's authorised resellers.

More information on Mimaki's LED UV technology can be found at www.hybridservices.co.uk

Mimaki's award winning UJV-160 LED UV printer sees a 25% reduction in running costs.

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19mm available in white only

height	3mm	5mm	10mm	19mm
50mm	£0.39	£0.45	£0.79	£1.70
75mm	£0.50	£0.68	£1.24	£2.38
100mm	£0.77	£1.02	£1.59	£3.40
125mm	£0.96	£1.36	£2.38	£3.96
150mm	£1.07	£1.87	£3.28	£4.53
175mm	£1.29	£2.15	£4.08	£6.22
200mm	£1.47	£2.49	£4.64	£7.93
225mm	£1.98	£2.94	£5.66	£8.78
250mm	£2.26	£3.40	£6.79	£10.19
275mm	£2.54	£4.08	£7.76	£11.59
300mm	£2.83	£4.81	£8.72	£13.87
375mm	£3.73	£5.66	£10.75	£15.85
425mm	£4.53	£6.41	£12.46	£18.68
500mm	£5.38	£7.47	£15.85	£21.51
600mm	£7.36	£10.30	£20.15	£26.04
1200mm	£16.98	£28.09	£53.15	£72.12

no minimum order

acrylic

including gold and silver
10mm available in black, white and clear only

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

no minimum order

3mm Aluminium Composite

alubond, reynobond or alupanel

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

no minimum order

exterior mdf

Medite Exterior comes in a raw form
ready for painting/finishing

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

no minimum order

stainless steel

height	1.2mm satin brushed	1.2mm polished	2mm satin brushed	2mm polished
50mm	£3.21	£3.45	£4.28	£4.60
75mm	£3.46	£3.71	£4.61	£4.94
100mm	£4.20	£5.06	£5.60	£6.75
125mm	£4.82	£5.43	£6.42	£7.24
150mm	£5.19	£6.05	£6.92	£8.06
175mm	£7.29	£8.27	£9.72	£11.03
200mm	£9.23	£10.62	£12.31	£14.16
225mm	£10.86	£11.61	£14.48	£15.48
250mm	£11.67	£12.47	£15.56	£16.63
275mm	£12.90	£14.81	£17.20	£19.75
300mm	£14.81	£16.24	£19.75	£21.65
375mm	£21.11	£22.78	£28.15	£30.37
425mm	£23.61	£27.29	£31.48	£36.38
500mm	£29.63	£32.22	£39.50	£42.96
600mm	£35.80	£40.73	£47.73	£54.31

£85 minimum order



lettering options

- add 10% - plastic locators and paper template
- add 10% - for v.h.b. tape to rear
- add 25% - for brass locators and template (stainless steel letters)
- add 20% - cladding template (cladding details will be required)
- add 20% - for standard extended typefaces
- add 25% - for laser cut acrylic (polished edges on clear & colours)
- add 25% - gloss finished foam p.v.c.
- add 25% - 45° bevelled edges to m.d.f. letters

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PRODUCT *News*

Roland DG announces new VersaCAMM SP-i series of inkjet print & cut devices

Roland DG Corporation, a leading worldwide provider of wide-format inkjet printers and print & cut devices for professional and general office use has announced the new VersaCAMM SP-i series printer/cutters delivering reliable performance and unmatched print quality for a low initial investment.

With the addition of new SP-i models, the VersaCAMM series now includes four print/cut models: the high performance 54" VP-540i and 30" VP-300i, and the more affordable 54" SP-540i and 30" SP-300i.

"We remain committed to providing our customers with a wide selection of inkjets to support their business demands in this challenging economic environment," said Brett Newman, Head of Product Management, Roland DG (UK). "The new SP-540i and SP-300i are our most powerful entry-level printer/cutters to date thanks to the addition of innovative Roland Intelligent Pass Control technology. This revolutionary upgrade ensures superior image quality and 1.5 times the productivity of the previous SP models in standard

print mode. Easy-to-use Roland VersaWorks 3.2 operation software complete with ink consumption and print time calculation tools is also included, making the SP-i a complete digital printing solution."

For further information and a full list of features visit the website www.rolanddg.com



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THE VEHICLE SAFETY MARKING SPECIALISTS



Is your Fleet up to date with the new Chapter 8 Legislation?

Important changes have been made regarding Vehicle Conspicuity

The Chapter 8 manual outlines what conspicuous markings are needed on vehicles that intentionally stop for work or inspection purposes on public highways. In addition to laying out vehicle colours, it also sets out the requirements for rear reflective markings on all vehicles stopping on high speed roads. Up until July 2009, the manual was just a recommendation. It has now become a **Legal** requirement to follow its guidelines.

We specialise in supplying and fitting kits to full Chapter 8 Specifications.

Contact us with your full vehicle details and we will confirm price and availability. We supply Ready to fit kits or alternatively, our team of fitters can fit them for you.

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We stock a comprehensive range of 3M materials including reflective, fluorescent and retro-reflective.

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PRODUCT News

Future Visi-on for window displays



1 - Apply Visi/Frame to a window in a one-step application.

Do you feel that your window displays lack that certain something? Are you looking for a cost-effective display method that provides on-brand and professional presentation of your messages? Do you frequently need to change displays to ensure you keep up with current trends, prices or offers?

VISI/FRAME™ provides the solution. This new and pioneering window display frame is flexible and versatile: providing a permanent, economical and branded solution for all your window display requirements, from tactical posters, to individual messages.

Reusable time and time again, Visi/Frame 'magically' keeps messages positioned flat to the window surface by static surface tension, without the need for expensive and static cable systems, messy adhesives or unprofessional suckers, Sellotape or Blue-tac.

Whether you need to display opening hours, payment methods, special offers or promotions, Visi/Frame can be applied to a window in seconds, and if it is not positioned correctly the first time, just peel it back and start again.



2 - Peel off back cover, insert message and position correctly within the frame.

"Visi/Frame has been used extensively by many top brands across Europe over the past 10 years, says Steve Ball, UK distributor of Visi/Frame. The UK retail market is fast-paced and promotions and new offers are continually evolving, so there is a need for a simple, cost-effective and professional display product, which will help reduce expensive re-prints. It is a truly innovative product that will revolutionise the window display market."

Visi/Frame lasts for up to five years and is available branded or unbranded in a number of colours, sizes and bespoke applications. For further information on Visi/Frame visit the website www.proactionid.com/visi-frame



3 - Smooth with the applicator for a flawless finish.



4 - Visi/Frame will stay in situ for as long as required. Simply peel off the rear when the message needs to be changed; time and time again.

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PRODUCT *News*

Converting building surfaces into powerful promotional tools

Many textured building surfaces have hitherto proved 'off-limits' for promotional signs and graphics because there has never been a graphic film that could effectively be applied to them. Now, however, these frequently bland and architecturally uninteresting surfaces can be dramatically brought to life with eye-catching and photographic-quality graphics following the introduction of 3M™ Scotchcal™ IJ8624/8624ES Graphic Film for Textured Surfaces.

This highly conformable 50-micron cast film has been developed specifically to allow colourful promotional graphics to be applied to moderately textured flat or curved surfaces as diverse as concrete block, brick, tile, poured cement and stucco. The film will conform and mould over indoor and outdoor textured, painted or unpainted surfaces and is sufficiently flexible to wrap around columns. A wide range of textured surfaces, found typically at sports venues, within inner town and city locations and throughout selective retail outlets and public buildings, can now be dramatically transformed to accommodate a wide range of graphics requirements and to thus generate valuable additional revenue streams.

3M IJ8624/8624ES, which includes the dimensionally stable 3M Scotchcal 8524 Luster Overlaminate, can be used to create photographic-quality images in any size, shape or design that can be easily, cleanly and purposely removed by the application of heat at the end of any tactical marketing campaign without any impairment of the underlying substrate and at a much lower cost than conventional painted graphics. The film has a high level of resistance to the effects of weathering, chemicals and other pollutants and provides outstanding hiding power on any substrate colour due to the incorporation of a powerful and application-sensitive grey pigmented adhesive.

The removable white graphic film can be printed using either solvent-based inkjet or electrostatic printing processes and has a predicted outdoor life span of up to six months and a minimum two years' durability when used internally. 3M IJ8624/8624ES is available from 3M's primary distributors William Smith and Spandex.

For further information, visit www.3m.co.uk/graphicsolutions or telephone 01344 857040.



Uninteresting surfaces can now be brought to life with promotional signs and graphics.

GE
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More Brightness *Less LEDs*

New Tetra® miniMAX is up to **three times brighter and uses less LEDs per sign*:**

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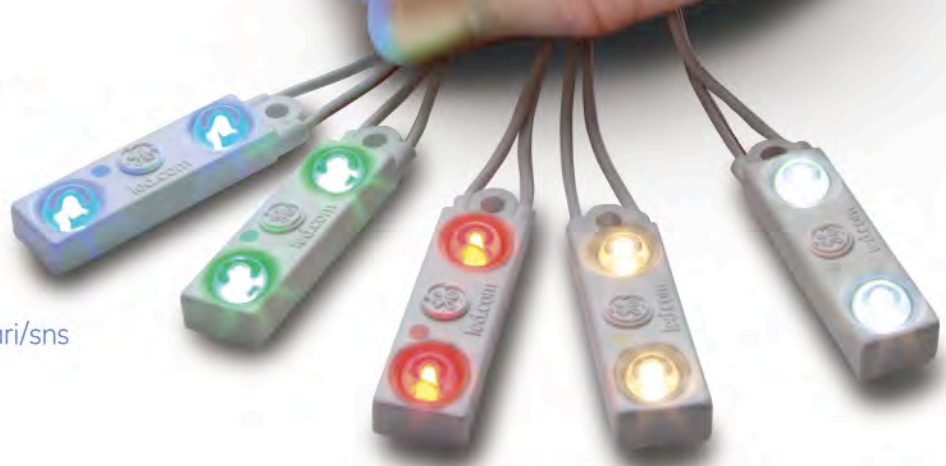
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Clever solution to laser engraving fumes

The need to extract hazardous fumes from engraving lasers to protect the health of the operator and to prevent damage to the laser itself is obvious. But what is the best way to do it?

Engraving lasers burn away layers of material such as glass, wood, rubber and metal in order to make an engraving. This process releases various gases, vapours and particles that can affect the quality of an engraving or damage the laser. These fumes can also cause long-term medical conditions if inhaled by the operator.

Health and safety regulations demand that operators of equipment that produce hazardous fumes are protected. One answer to this particular problem is a fume extraction system that connects to the engraving laser.

In the past, laser owners may have connected a fume extraction system that takes hazardous fumes from the laser and discharges them into the atmosphere outside. This has several drawbacks.

To install an external discharge system can require the hiring of specialist companies to drill holes through walls or ceilings, they may also need to install additional pipe systems. If the vent is to go through the roof then scaffolding may be required and a roof stack would have to be installed and secured. All this can be expensive, time consuming and disruptive to work. It may also be impossible to discharge fumes outside, for example if the building is rented or the laser is say, in the middle of a shopping centre or office block.

Any holes made in the walls or ceiling would need to be properly sealed to prevent water leaks and if the laser is moved to another room then the holes would have to be sealed up completely and re-drilled elsewhere. Discharging the fumes outside may also cause complaints from neighbours or the environmental authorities. There is also the risk that fumes may re-enter the workplace through open windows and doors.



Discharging air from the workplace to the outdoors can also increase energy costs as heated or conditioned air will be pumped outside.

The alternative to discharging fumes outdoors is to use an extraction and filtration system such as the Xbase™ from Purex International Ltd.

The Xbase connects to the engraving laser in minutes using a short length of flexible hose and extracts hazardous fumes using powerful flow controlled blowers. The fumes are then drawn through a patented, specialised filter system before clean air is returned to the workplace. Because the Xbase returns air to the workplace there is no need to cut any holes for ducting in walls or ceilings and no heated or conditioned air is lost.

The Xbase is easy to move around, so if the laser moves, the Xbase goes with it. It is quiet in operation and because no holes in walls are required it is ideal for use in shops, malls, kiosks, schools, engraving workshops and offices.

Another added bonus is that many lasers available on the market can sit on top of the Xbase meaning an additional laser stand is not required. The Xbase also has storage space inside it that can be used in a variety of ways.

The extraction rate is fully adjustable so problems like drag marks on the work can be avoided and the system can be configured to filter fumes from most engraving materials.

The Xbase is available from Purex or a worldwide network of stockists, for more information visit the website www.purexinternational.com



The Xbase extraction and filtration system.

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Premier range letters with a unique
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low level internal signage.*

Please call now for a free sample!



PRODUCT *News*

New range of A boards and pavement signs from Doro Tape



Doro Tape recently brought out a brand new range of A Boards and Swing Signs, with a selection of no less than seven different models to suit both pockets and tastes!

Manufactured to a high specification out of polyester powder coated steel, the range includes a Chalk board ideal for pub and restaurant signs, and a fabulous cut-price Ecoflex board, with a recycled PVC black base and a flexible panel which just slots in. Most of the models are available in a choice of black or white, and can be delivered next day as standard.

Call the team for more details, on 01858 431642 or log on to www.dorotape.co.uk



A whole lot of flippin' Going On

Once again those clever people at TheMagicTouch introduce yet another innovative application for their image transfer process.

High quality personalised Flip-Flops have arrived with massive appeal covering many opportunities in a multitude of different markets.

The durable 14mm soles are manufactured from a natural rubber compound with a printable white jersey fabric surface giving superb mould and support properties. The universal softline "Black Magic" straps complete this unique product which are available in small, medium and large adult sizes.

Each pair is supplied as a pre-cut "soleboard" template sheet and is printed using TheMagicTouch TTC image transfer paper. The full colour print process is quick and simple taking only 10 seconds to apply the transfer.

The market for short run products such as Flip-Flops is huge and is only limited by imagination. Take advantage of TheMagicTouch process enabling a minimum production of one, making the target marketing of all products to prospective customers somewhat easier.

The potential markets are truly endless and include hotels, bars, stag/hen, fashion, boat

marinas, parties, promotions, spa/health/beauty outlets, sports clubs, holiday and tourist attractions and lots more.

For further information contact on 01582 671444 or visit the website www.themagictouch.co.uk



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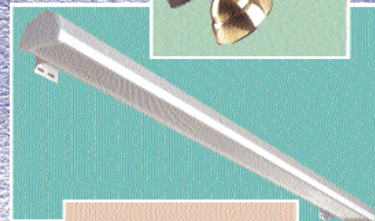


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FLAT CUT LETTERS AND LOGO'S

STANDARD COLOURS IN CAST ACRYLIC (BLOCK FONTS)

Size mm	75	100	125	150	175	200	225	250	275	300	380	460	610	762	1200
3 mm	£0.80	£1.00	£1.10	£1.32	£1.65	£2.20	£2.75	£2.90	£3.30	£4.00	£5.90	£7.50	£10.80	£18.00	£40.00
5 mm	£1.30	£1.70	£1.70	£2.20	£2.60	£2.97	£3.90	£5.00	£5.60	£6.70	£8.50	£11.50	£15.20	£28.00	£62.00

Add 10% for Gold & Silver Acrylic

WHITE FOAM PVC LETTERS (BLOCK FONTS)

Size mm	75	100	125	150	175	200	225	250	275	300	380	460	610	762	1200
3 mm	£0.65	£0.90	£0.90	£1.05	£1.24	£1.43	£1.99	£2.20	£2.50	£2.70	£3.60	£5.00	£7.13	£12.00	£15.00
5 mm	£1.22	£1.27	£1.27	£1.80	£2.02	£2.25	£2.75	£3.20	£3.50	£4.20	£5.33	£6.76	£10.75	£16.50	£25.00
10 mm	£1.50	£1.70	£1.70	£3.50	£4.00	£4.56	£5.47	£6.61	£7.50	£8.40	£10.80	£14.50	£19.00	£27.00	£48.00
19 mm	£3.00	£3.50	£4.00	£4.50	£5.80	£7.56	£8.24	£9.89	£11.94	£13.50	£15.00	£20.09	£28.00	£40.00	£80.00

Add 10% if Drawplan & Simplex Locators are required

BRUSHED FINISHED DIBOND

Size mm	75	100	125	150	175	200	225	250	275	300	380	460	610	762	1200
3 mm	£1.97	£2.17	£2.17	£3.20	£4.00	£4.80	£5.60	£6.70	£7.80	£9.10	£9.70	£11.90	£18.50	£30.00	£65.00

Add 20% if Drawplan & Simplex Locators are required

MATERIALS

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- M.D.F. • Dibond

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A new dimension in 3D CNC signmaking and wood carving

Specialist CNC routing and engraving software developer Vectric Ltd, the creators of VCarve Pro, PhotoVCarve, Cut3D and Cut2D have recently launched Aspire 2, the new CNC Software for 3 Dimensional sign making, wood carving, production routing and engraving.

Aspire 2 has been developed to meet the requirements of commercial sign shop owners running CNC machines, and now includes new and exciting production routing tools that make the software even more powerful and flexible. The new tools in version 2 include Automatic True Shape Nesting for maximising material usage and minimising waste, new CNC toolpath cutting strategies for Raised 3D Prism machining, Auto-Inlay tools to ensure parts fit together correctly, Fluting for automatic ramping in and out of the material and Multi-tool pocketing for minimising cutting times. The Random 3D Texturing Toolpath strategy has been enhanced to profile

cut along selected vectors, randomly changing the Z cutting depth to create unique and very interesting textured patterns.

New Design and Editing Tools have been added making it quicker and easier to import, create and edit projects. Vector geometry can now be smoothed or splined to reduce the number of points or converted to arc segments that will be quicker and easier to machine on some CNC machines. New interactive 'Dog-Bone' and 'T-Bone' Filleting allow toolpaths to 'notch' the inside corners of slots and grooves, allowing mating parts to fit flush against the true base of the pocket. This technique allows the radius of the cutter to be removed from the bottom of slots and ensures parts cut from sheet materials will fit together when assembled.

Aspire 2 also includes a new 3D Model Slicing feature that allows the user to divide high 3D Models into multiple Z-Slices that can each be machined and assembled to produce a finished project thicker than the available material or Z gantry height on the CNC machine.

Version 2 also includes new and unique High quality Multi-colour 3D toolpath preview. This functionality allows each toolpath to be simulated and displayed using a different colour to show the completed sign or project exactly as it will look when finished and assembled.

Aspire 2 is the easiest way to convert 2D drawings and designs into high quality 3D relief and precise CNC toolpaths.

Aspire's new and unique 3D component construction tools make it quick and easy to create your own 3D shapes from drawings and sketches and to work with existing 3D CAD and Clipart models.

Aspire is perfect for designing and machining signage and projects such as carved decorative panels and doors, swept flourishes and appliques, custom millwork, architectural mouldings, bespoke company logos, jewellery pieces, custom gifts and awards, in addition to many more CNC machined applications.



Dimensional sign with 3D hearts and inlayed text.



3D plaque carved using Aspire 2.

Aspire is based on the world class VCarve Pro design and toolpath engine and uses the same logical and easy-to-use interface, that makes it quick and easy to convert 2D sketches, photographs, drawings and graphic designs into high quality 3D products. Aspire's new interactive modelling engine makes it very easy to build, resize, move and rotate 3D elements in a design at any time. Plus change the material properties to create realistic 3D previews.

Aspires powerful 3D Sculpting and Blending tools provide total flexibility when modifying designs. Models can be manipulated like a piece of virtual clay to smooth out edges and discontinuities, as well as to add extra detail, all helping to create that authentic 'hand carved' look for your models. Interactively modify 3D designs using the sculpting tools with control over brush size and strength, plus options to Smooth, Smudge Deposit, Remove, Erase with options to raise, lower or blend the changes.

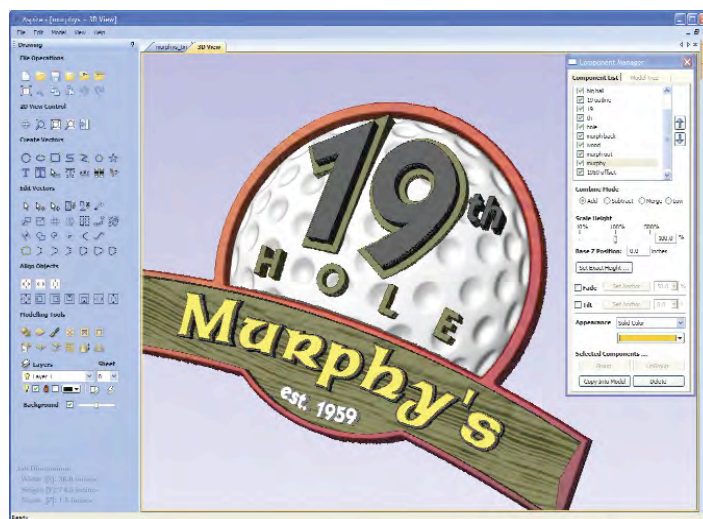
Vectric understand the importance of high quality training

materials and the Aspire installation DVD includes over six hours of real world project based video tutorials, covering all aspects of using the program. The videos are accompanied by the files used in the tutorials and PDF documents to allow users to work through the training materials at their own pace.

Aspire is supplied with 50 Free high quality professionally designed 3D clipart models from the Vector Art 3D collection, that would cost over £650 if purchased separately. Aspire also imports industry standard 3D mesh files from other CAD software such as: Rhino, SolidWorks, AutoCAD, Silo, MOI etc. STL, 3D DXF, OBJ, 3Ds, VRML and these can be combined with other shapes and models to produce high quality projects.

Aspire's fast and efficient 3D roughing toolpaths remove unwanted stock

material as quickly as possible, with cutting strategy options for Z Level or 3D Raster cutting. 3D Finish cutting toolpath options in Aspire ensure each job is cut exactly to size with control over the surface quality and general cutting parameters.



New Dimensional in CNC Sign Making

Detailed regions on a design can be machined selectively using smaller cutters to ensure the finest of detail on a 3D project is accurately machined.

Aspire instantly converts Image files and photographs: colour and black and white image files - BMP, JPG, TIF, GIF into stunning 3D surface textures, that can be applied to 3D models and machined. Aspire includes all of the precision drawing, layout and CNC production machining tools developed for VCarve Pro making it easy to design and machine complete projects in a single software package.

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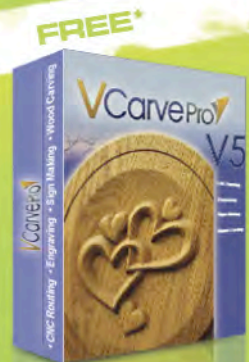
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PRODUCT *News*

Taking the guesswork out of pre-treating and curing

Nottinghamshire based Your Embroidery Services Ltd have launched the next step in direct to garment ink jet printing with The PreJet, which is not actually a printer but an automated way of applying the pre-treat needed to print onto coloured fabrics.

There are already various methods of applying pre-treat the most common being a spray gun such as the DTG W550 as supplied by 'YES Ltd.' But even with a professional spray gun the process still relies on the individual and is also open to outside influences. Even when done in an ideal environment a slight draft can affect the amount of, and consistency of, the coverage resulting in poor quality printing. The PreJet not only takes the guesswork out of the process but also massively reduces any possible environmental effects. The amount of pre-treat applied is carefully controlled through software ensuring that the exact amount is delivered each time. You can also create individual software environments for particular fabrics saving them for future use.

Another major advantage over the "spray gun" method is the physical area that is treated. With a spray gun it is up to the user to not only gauge the amount but also the area to be covered and this is nearly always overestimated. With The PreJet and the included software, the user can decide whether to treat a rectangular area or the exact shape of the print thereby achieving a real saving in the amount of liquid used and as the PreJet uses the same graphic file as the printer, the shape of the pre-treated area will always be accurate. Pre-treating to the outline of the design also has a further cosmetic advantage as it eliminates that slight glossy appearance where the pre-treat is not covered with the print.

This new model is available as a stand-alone machine or with an integrated transfer press with the latter being particularly useful for DTG machine users as they can be registered to each other. Keeping up with the print machine isn't a problem either as the PreJet is faster than the print machines so you'll never be waiting for a shirt. The system couldn't be easier. Using the same design as for the print you

generate a pre-treat pattern using the special software. Once the PreJet has completed its run you cure the garment and then transfer it, platen and all, to the printer. Simple.

You can see the machine in action by visiting the website www.dtgeurope.com/Prejet.html and checking out the video at the bottom of the page.

Without a doubt the PreJet is a serious consideration for those using this technology. It takes the guesswork out of pre-treating establishing it as a controlled part of the printing process, reducing risk and ensuring accurate and successful pre-treating every time. It has never been easier or quicker to pre-treat a shirt whichever version of PreJet you go for.

For more information please contact Your Embroidery Services Ltd. on telephone 01623 863343, e-mail sales@yesltd.co.uk or visit the website at www.yesltd.co.uk



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PRODUCT *News*

Colourgen announces £1,500 trade-up offer for Seiko II ColorPainter V-64S

Colourgen is launching a trade-up promotion for the Seiko II ColorPainter V-64S eco-solvent printer. Anybody with a 42"+ solvent printer or any 42"+ printer from Epson, Encad or Kodak can trade-up to the new ColorPainter V-64S and claim a £1,500 discount on their new printer if they buy before 30th September 2009.

Melanie Enser, Marketing Manager at Colourgen, comments, "We hope that this offer will give those that want to purchase, the opportunity to enjoy a significant trade-up discount on their existing printer. The Seiko II ColorPainter V-64S is the perfect all-rounder for indoor and outdoor durable output. It delivers stunning graphics quality using low odour inks making it ideal for interior décor, canvases and back-lit applications as well as vehicle graphics and outdoor signage."

The Seiko II ColorPainter V-64s produces 720 x 720 dpi printing resolution with CMYK and LcLm colours. The newly developed print head allows the printer to achieve print speeds of 16sqm/h in quality mode, the fastest speed in its class. The new EX mild solvent ink set has very low-odour, which offers a better working and display environment while providing extensive media versatility, exceptional colour, dry times, glossiness and overall outdoor lightfastness.

This offer is available only through authorised Colourgen resellers. The Seiko ColorPainter V-64S has an RRP of £22,950 (ex VAT). For further information call Colourgen on 01628 588700.



The Seiko II ColorPainter V-64S eco-solvent printer.

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*Engraved oak sign V carved
Lettering filled gold*

Madico's customers will like what they can't see

Madico Graphic Films, a leading UK supplier of specialist pressure-sensitive coated film products for graphic applications, has expanded its portfolio of optically clear finishing media with the addition of new defect-free over-laminating films and double-sided mounting adhesives. As with all Madico substrates, the new product ranges benefit from clean-room manufacture, which ensures superior cleanliness and consistency to achieve optimum image vibrancy in graphic/signage applications.

"Printers and their customers will definitely like what they can't see in our new optically clear finishing media," says Andy Voss, Managing Director of Madico Graphic Films Ltd. "For major international companies, upholding brand image is vitally important, which means that printers cannot afford to ruin their high quality, vibrant output by applying a mounting film that contains dirt, dust or any other unwanted foreign particles.

"Such imperfections are invariably caused through lack of cleanliness during the substrate's production, he adds. "Our new finishing media is manufactured under clean-room conditions, which ensures the material has no defects and provides see-through-vision that is 100% perfect."

Madico's new ultra-clear over-laminating films are constructed using the finest quality components and include gloss, lustre, matt and textured films in thicknesses from 25-250 microns. In addition to superior image clarity, the new films enhance printers' graphic arts projects by delivering advanced protection and adding increased functionality. Each product is engineered to protect print and base

substrates from abrasion, UV light and chemical exposure and also benefits from protection by polyester release liners to ensure superior adhesive smoothness.

As with its over-laminating films, Madico's new double-sided polyester and acrylic mounting adhesives deliver the ultimate defect-free optical mounting clarity, by ensuring optimum light transmission, low haze and minimal distortion. The new products also minimise silvering and eradicate the 'orange peel' effect for a completely glass-smooth surface, thanks to polyester release liners. New products to the range include permanent/removable films for temporary graphics, five-year 99% UV blocking films and ultra-high shear outgassing-resistant adhesives for application to certain 'problem' plastics.

Madico's new double-sided mounting films are also available with permanent ultra-clear acrylic adhesives coated each side, or permanent on one side and removable on the reverse. Thanks to their diverse product attributes, the mounting films offer a number of uses in the graphics market, including the mounting of reverse printed graphics onto plastic or glass, where image clarity needs to be preserved; the creation of self-adhesive constructions from photographic or inkjet printed images; as well as the capability to enhance, protect or add functionality to the printed image itself. The products also offer increased benefit in industrial and automotive applications, such as backlit fascias, gaming machines and touchscreen displays.

For more information on Madico's optically clear finishing media, please contact +44 1628 77 77 66 or visit www.madico.co.uk



Madico's new optically clear finishing media creates superior image clarity.



The wall mounted store directory.



Bands slide up to change.



The bands are separated and ready for removal.

Five years on and growing from strength to strength

This September System 4 celebrates five successful years in the sign market.

It was designed to fill a gap in the market for an interior curved directory system that could hold not just bands but paper inserts too. Indeed, the true strength of the System 4 product range is the versatility it offers. The wall mounted, suspended or monolith versions can all offer not just bands, inserts or a combination of both, but as well as this, the option of the bands to be painted, polished or brushed stainless steel, brass or Braille and tactile splash panels.

Having so many finished options caused a problem in itself, with bands at different heights all bowing slightly differently to their neighbouring band. However, after much development, Simplex's Gatorband™ was invented. This allows bands of different heights to interlock to one another which keeps the band perfectly flush, whatever the band height. This Gatorband technology has now been patented.

The great thing about System 4 is that no tools are required to remove bands but due to its construction, security is a simple matter as well. Because of the many types of materials that can be used for the bands, if a customer wants to change the system's appearance or turn the directory into a poster holder they can easily do so. Whatever the changes required, the chassis can be retained as the bands do not have to be modular, System 4 gives the customer amazing versatility. One customer who used paper inserts to display the agenda for meetings then put in her favourite prints to set a different mood. The ideas are endless.

System 4 is available in 4 options; wall mounted, suspended, as a monolith and in a range of widths 300mm, 420mm (both to accept standard paper sizes), 600mm, 750mm and 900mm or as a small single panel projector (in one size).

.....continued on page 34



The poster holder bands and poster are fitted and the sign re-assembled.



The transformation is complete.

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Five years on and growing from strength to strength

.....continued from page 32

Over the last five years System 4 has been welcomed as an alternative to the usual flat directory choices and has found its way into some of the most prestigious developments in the country.

One of the major sign companies to adopt and actively promote System 4 is DMA Signs of Leatherhead. Among the contracts they have successfully won with this system are a major international newspapers headquarters and the K2 leisure complex in Crawley.

Paul Lovelock of DMA Signs said "System 4 was chosen over other systems because of its sheer versatility. It ticked all the boxes and allowed us to exactly follow the architect's requirements without compromise, furthermore the ease of changing the information displayed and the fact there were no special tools that could get lost appealed to the client. The end result fully justified the decision to go with System 4."

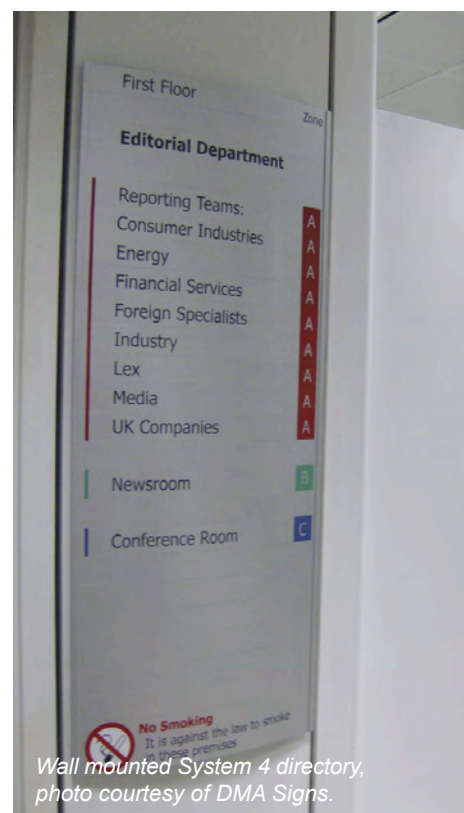
System 4 is available direct to the sign trade from Simplex, one of the foremost sign systems and metal fabrications suppliers in the country or to end users from recommended sign companies.

Simplex can be contacted on telephone 01903 750333 or email sales@simplexuk.com

DMA Signs can be contacted on telephone 01372 363808 or email sales@dmasigns.co.uk



Suspended System 4 sign, photo courtesy of DMA Signs.



Wall mounted System 4 directory, photo courtesy of DMA Signs.

Artistic Licence releases Sign-Control

Artistic Licence has been designing lighting and control products for the architectural and entertainment industry for 21 years and brings this wealth of knowledge to the sign industry with its newly launched Sign-Control.

Sign-Control is a DMX512 playback system developed by Artistic Licence specifically with the signage industry in mind and is suitable for companies requiring basic lighting control of any LED signage applications.

Each unit can be connected to a Building Management System (BMS) for complete integration into a hotel or venue's full control system.

Similar to Artistic Licence Light-Switch, Sign-Control's interface is now a user-friendly, visually pleasing membrane panel, featuring 14 buttons, from which lighting states can easily be recalled or triggered by a simple press of a button.

Lighting states can be programmed via a PC application, Artistic Licence Sign-Edit. Once programmed, the show is downloaded, programmed to flash memory and can be left to run in stand alone mode. Sign-Control can also be programmed by recording DMX512 from a lighting console.

Other control options include RS232, an external trigger, a daylight sensor and a Real-Time Clock with which the unit can be programmed to switch LEDs on and off at pre-designated times, thus giving ample energy-saving opportunities.

Features include three pages of eight memories along with one page of six sequences, with each memory or sequence containing all 512 DMX channels and an Independent Fade Time. This gives Sign-Control the ability to control a full universe of DMX devices, with either a static look or a sequence of cues. A fourth page provides six sequences with variable step times and direction control.

Up to 15 Sign-Control panels can be connected to a single DMX512 cable and each panel can be programmed to control a specific zone or group of DMX channels. This allows Sign-Control to be used in multi-room or multi-zone applications.

The DIN-rail mounting makes Sign-Control ideal for permanent, architectural

or exhibition purposes such as in conference rooms, retail, domestic, and museum exhibition applications, and can also be surface mounted to a wall.

For more information email sign-control@artisticlicence.com or visit the website at www.ArtisticLicence.com



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Artistic Licence introduces Sign-Control
 Sign-Control is a DMX512 playback system developed specifically with the signage industry in mind.

- Suitable for companies requiring lighting control for any LED signage applications
- Lighting states pre-programmed and downloaded to Sign-Control using a PC application
- Playback triggered by a simple press of a button

Other trigger options include:

- RS232
- External trigger
- Real-Time Clock for ample energy-savings

Each unit can be connected to a BMS for complete integration into a venue's control system.

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PRODUCT *Choice*

Woodrow Press discovers diversity and dividends with integrated Roland print-and-cut solution

Before investing in its SolJet Pro III XC-540, an integrated printer and cutter, London-based Woodrow Press had a solid portfolio of clients whose typical requests included lithographic and digital production. It was the desire to cater to these larger demands, and to evolve its services into a one-stop offering, that has given Woodrow the true hybrid mantle it can claim and nobody has been more receptive than the clients, who can now take advantage of the company's wide-format, precision cutting capability.

Being able to offer a broader range of output methods means that Woodrow Press has extended its range of chargeable services for customers, who are mostly marketing outfits who require campaigns across several formats and media. Extending into wide-format has helped the company accrue more of their spend, with its ability to produce indoor and outdoor banners, signs, vehicle wraps, decals and POP displays to a phenomenally fast and accurate standard.

"The Roland SolJet PRO III XC-540 is an excellent extra source of revenue and has turned out to be a very successful investment," explains Paul Ramsay, Sales and Marketing for Woodrow Press. "It was a natural extension for us. We're heavily experienced in digital and offset print and feel there's no sense in restricting ourselves to a single output method. On top of that, we have always found that our clients appreciate being able to buy their print from a single supplier that they trust and have an established relationship with."

"The majority of the work we produce on the SolJet is for point-of-sale purposes and this is where the cut function really comes into its own," adds Ramsay. "Profile cutting graphics adds a lot of value in the eyes of the customer and it will cut to almost any shape." With the print and cut functions integrated on the XC-540, the need to incorporate a separate printing unit is avoided, and has speeded up Woodrow's production process.

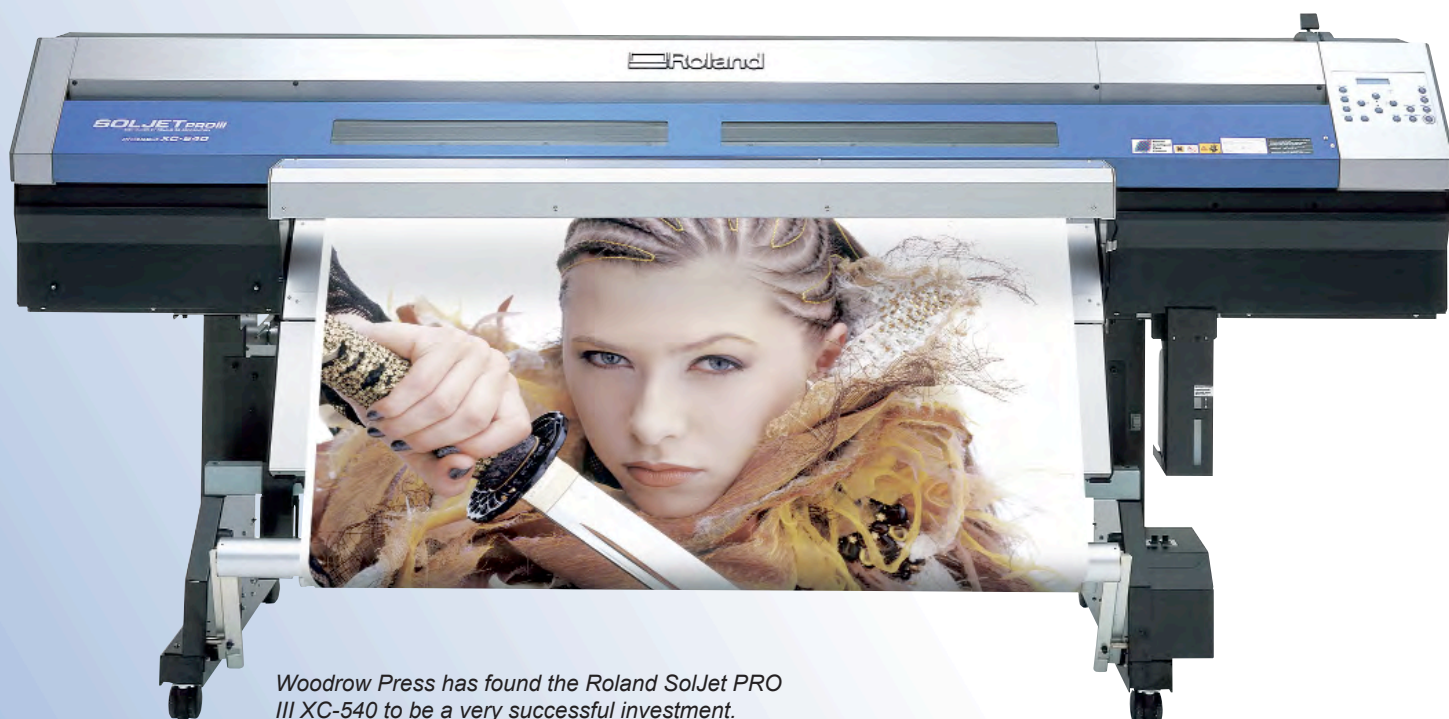
In taking advantage of the SolJet's ROI capability, the printer has discovered the cost-effectiveness of wide-format and its ability to plug in next to existing services. Wide-format is a lower capital outlay than lithographic and other digital production technology and starts to make its money back immediately - a vital and necessary advantage to have over competitors in belt-tightening economic times.

"The SolJet PRO III XC-540 is reputable for its ease of use and we recommend it as an ideal first wide format machine for commercial printers," advises Mat Drake, Print Product Manager at Roland DG (UK). "Printers with experience in the digital and off-set markets won't find the learning curve extraordinary but those keen to get the absolute best from the machine should investigate the complementary Introduction to Digital Print course at the Roland DG Academy, which is included with each purchase."

Woodrow Press is one of several XC-540 owners who has taken advantage of a free upgrade to Roland's Intelligent Pass Control technology. The addition allows for enhanced gradients and flawless image quality at greater production speeds, lending new versatility to an already gutsy unit. Automatic take-up and advanced media feed can be upgraded with an optional dryer/blower unit, and the printer itself can be supplied as a 5-colour model. This configuration equips the SolJet with white ECO-SOL MAX ink, creating bold white graphics for packaging comps, window graphics and POS purposes.

"The output quality is exceptional and the machine has been able to do everything that's been asked of it, with absolutely no hint of any downtime yet," considers Ramsay, whose machine was supplied with Roland's standard one-year silver warranty. "Simply put," he concludes, "the XC-540 has allowed us to offer more to our existing clients and thus resulted in a significant boost in revenue."

For further information on Roland's product range visit www.rolanddg.com



Woodrow Press has found the Roland SolJet PRO III XC-540 to be a very successful investment.

Signmaker praises Koolkut versatility

A chance call from Sagetech Industries proved to be exactly what Didcot-based Kingdom Signs needed as they searched for the right vertical panel saw to cope with rapid growth of their business.

Kingdom Signs provides a broad range of signage and promotional items, to customers ranging from one-man-bands through to household names like First Great Western, the NHS and Oxford City Council. The company has grown rapidly from its launch in 2001 to become the substantial business it is today.

That growth has brought challenges, not least in the area of cutting sheet materials to size, as Dom Martin, Director, observed. "When we started out, we bought everything cut to size," he recalled. "That suited us well at the time, but as the business grew and we took on more work, we needed greater flexibility."

Buying sheet materials in, cut to size, meant longer lead times and, with the cutting service charged on a per-cut basis, increased costs. It also meant greater delay when mistakes were made or customer requirements changed.

Dom was aware that a vertical panel saw would give the company the flexibility it needed, but choosing the right one required some research. "It was one of those 'right place at the right time' moments that led me to Sagetech and their Koolkut range," he said. "They called us to introduce their Koolkut vertical panel saws - their timing couldn't have been better."

Sagetech told him about the Koolkut range. Series 1 Koolkuts, running off a standard 13 amp domestic power supply, are designed for light to medium use. Series 2 machines, with a 5.5hp three phase motor as standard, are intended for medium to heavy use. Series 3 units are heavy-duty saws designed for continuous use, featuring a twin-blade scoring power head for ultra-clean cutting of faced boards. These units also have transport rollers for easy loading and unloading of heavy sheets.

Completing what is probably the widest range of vertical panel saws available today is the ZK8 portable panel saw from Zapkut, Sagetech's sister company. This 'go anywhere' folding platform accepts a wide variety of power heads, including cordless units. Complete with dimensioning scales and quick stops, the ZK8 caters for all signmaking materials in sheet sizes of up to 8' x 4' and thicknesses of up to 44mm, subject to the limitations of the power head in use.

"The Series 1 Koolkut saws sounded ideal," Dom recalls, "And Sagetech were really helpful, especially in arranging a demonstration. Seeing the machine in action was a great help in understanding what it could do for us."

Kingdom Signs ordered a Series 1 Koolkut KK16, capable of horizontal, vertical and diagonal cutting to the full length and breadth of a 10' x 5' board. The saw has been in operation since early 2007 and Dom is impressed, particularly with its versatility.

"We're cutting a wide variety of materials," he noted. "Because of our broad range of services, we need to be able to cut Dibond, solid aluminium, composites, acrylic and 12mm chipboard. The Koolkut copes superbly with all of them, giving a very clean cut. Cutting small pieces is much easier than you'd expect and the saw's quick stops make dimensioning quick and easy, and save loads of time when making duplicate cuts."

The Koolkut is now an integral part of Kingdom Signs' process, fundamental to the way the company operates. "By holding stocks of sheet materials on site and using the Koolkut to cut boards to size as we need them, we have not only reduced our costs but also removed significant delay and unpredictability from our process," Dom commented. "As a direct result we can now guarantee to deliver within seven to ten days, and normally achieve delivery within three or four. That's a real plus in the eyes of our customers."

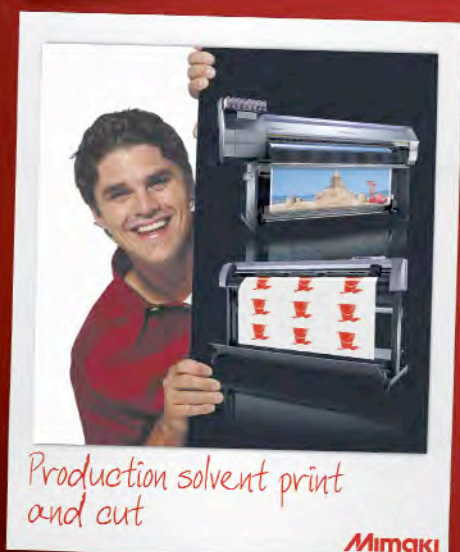
"All in all, it's a great saw at a really impressive price. I'd recommend it to anyone needing to cut sheet materials," he summed up.

For further details on Sagetech Industries' Koolkut range of space-saving vertical panel saws, please visit www.sagetech.co.uk or call 0118 970 1950.



Dom Martin of Kingdom Signs with the Series 1 Koolkut KK16.

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PRODUCT *Choice*

New cutter with cash back proves a winner

Complete Sign Solutions, manufacturer and supplier of bespoke signage in the corporate, retail, exhibition and public arenas, was one of the first companies to take advantage of Graphtec GB's new "scrappage" scheme. And the company is delighted with the decision to upgrade its old FC cutter to a new FC8000 and receive a cash payment.

The scrappage arrangement gives customers up to £1000 cash back when they trade in their old CE or FC cutters for the latest models. It was launched at this year's Sign UK show in Birmingham, which is where Complete Sign Solutions took up the offer.

Alister Campbell, Managing Director at Complete Sign Solutions, explains: "We'd been using a Graphtec FC3100 day in and day out for 12 years or more. It had been absolutely wonderful, a real workhorse, but we felt it was probably towards the end of its life and so were looking at replacement machines."

The company researched cutting plotters from several different manufacturers but it was Graphtec's reliability as well as the cash back that swung it for Alister.

He continues: "We plumped for Graphtec because of the years of uninterrupted service we'd had from the FC3100, which had stood the passage of time and served us very well, and the cash back was a nice added bonus."

Complete Sign Solutions installed the new FC8000-130 themselves, though many other customers take advantage of Graphtec GB's complete installation and technical support packages.

"Graphtec was on hand but we didn't have a problem. Setting up our new FC8000 was trouble free and it worked first time without a problem," says Alister.

Equally trouble free over the following months has been cutting various vinyls and assorted other media for Complete Sign Solutions' range.

GRAPHTEC

"We use the FC8000 every day, and we get through a lot of work in the course of a day with the new Graphtec. Essentially, it does much the same as the older model, but it's faster, smarter, and seems to cut better and be more precise. It's a lovely, lovely machine. We've acquired 3M Accreditation and the Graphtec FC8000 is ideally suited for cutting precise graphics," says Alister.

The FC8000s are specifically designed and built for top end production and greater versatility across many different media. Their improved cutting performance is the result of several new features and being "smarter" is down to enhanced software in the latest models.

More distortions than ever before are automatically compensated for by Graphtec's proprietary ARMS (Auto Registration Mark Sensor) system, which uses four point axis alignment rather than the typical two or three. All registration marks are recognised, even on metallic and other highly reflective media, thanks to an additional sensitivity adjustment. And for delicate media that can be damaged by slight indentations occurring from the middle pinch roller on some cutters, the FC8000s have a wider range of pressure settings, included as standard on larger machines.

Alister is hoping for as many years of uninterrupted production as from his earlier Graphtec. But if there is a problem, Complete Sign Solutions can be assured in the knowledge that it has the security of Graphtec's two year on site warranty, which can be extended.

Phil Kneale, Sales and Marketing Director for Graphtec (GB), adds: "The FC8000s' high performance, superb accuracy and reliability is perfect for Complete Sign Solutions' high standards and continuous production demands. Along with the offer of cash back, it's proving an irresistible combination for many customers."

More details on Complete Sign Solutions is available by visiting the website www.signsolutionsuk.co.uk or telephone 01276 22388.

Find out about Graphtec's scrappage scheme and the FC8000s at www.graphtecgb.com or telephone 01978 666700.

Big savings on refurbished cutters

Due to the high take up of its scrappage scheme, Graphtec (GB) has fully refurbished second-user FC and CE cutting plotters available now at very tempting prices.

All machines are comprehensively assessed and undergo a total service, including several new parts being installed. Fully tried and tested, the refurbished cutting plotters come with a three month return to base warranty.

Savings compared to newer FC and CE cutters vary, depending on the model; contact Graphtec (GB) or an authorised reseller for more details.



Complete Sign Solutions took advantage of Graphtec's scrappage scheme and traded in its old FC for the latest FC8000-130.

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Measurements Socket Width: 20mm Stud Base Dia: 20mm Socket Length: 23mm Stud Ball Dia: 11mm Overall Standoff: 25mm			

Screw	250	500	1,000
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Nuts only	£23	£40	£78
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3mm	0.40	0.52	0.84	1.04	1.10	1.32	1.45	1.99	2.25	2.50	2.80	3.70	4.50	5.35	7.35	17.00
5mm	0.46	0.68	1.00	1.36	1.85	2.10	2.45	2.92	3.38	4.00	4.78	5.62	6.38	7.45	10.30	28.06
10mm	0.76	1.20	1.49	2.30	3.15	3.98	4.45	5.59	6.60	7.72	8.38	10.67	12.37	15.30	18.22	52.12
19mm	1.69	2.22	3.10	3.60	4.10	6.20	7.00	8.73	10.00	11.52	13.44	14.78	18.56	21.34	26.00	75.24

Acrylic standard colours - 10mm black, white & clear NO MINIMUM ORDER FEE

C/HEIGHT mm	50	75	100	125	150	175	200	225	250	275	300	375	425	500	600	1200
3mm	0.55	0.74	0.88	1.12	1.34	1.67	2.23	2.80	2.98	3.46	4.21	6.34	7.67	9.47	11.54	42.97
5mm	0.84	1.05	1.34	1.67	2.20	2.56	3.26	4.13	5.30	5.72	7.30	8.97	10.02	12.89	15.67	62.10
10mm Black, White & Clear	1.66	2.15	2.55	3.30	4.10	5.06	6.30	8.26	9.99	11.56	14.10	17.05	19.67	25.01	31.04	124.03

Acrylic Gold & Silver NO MINIMUM ORDER FEE

C/HEIGHT mm	50	75	100	125	150	175	200	225	250	275	300	375	425	500	600	1200
3mm Gold & Silver	0.58	0.84	1.25	1.85	2.42	2.76	3.18	3.90	4.41	5.64	6.61	8.73	10.38	13.23	19.04	64.93
5mm Gold & Silver	0.59	0.99	1.51	2.26	3.01	3.56	4.24	5.23	6.05	7.63	8.98	12.43	15.14	19.81	28.52	102.84

Aluminium Composite NO MINIMUM ORDER FEE

C/HEIGHT mm	50	75	100	125	150	175	200	225	250	275	300	375	425	500	600	1200
3mm	1.00	1.36	1.78	2.28	2.64	3.12	4.40	5.08	5.97	6.64	7.38	8.68	10.43	14.08	17.69	54.20
Brushed	1.18	1.50	2.08	2.54	3.43	4.26	4.98	5.72	6.89	8.52	9.18	10.42	12.45	15.50	19.80	60.87
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PRODUCT *Choice*

ITC takes the high road

Along the coast from Inverness in Banff, Addison Electrical Ltd is a well established subcontractor with over 20 years experience in the production of electrical control panels and associated components. However, its expertise and experience has seen the company diversify into the design, engraving and sign-making industries.

To support its diversification and enhance productivity capabilities and capacity, Addison Electrical acquired a Sabre 408 CNC Router in 2007. The experienced engineer that commissioned the machine for Addison suggested the Scottish company implement cutting tools from ITC of Tamworth to fully maximise the potential of the machine.

It wasn't until Addison Electrical's Director, Mr Kenneth Addison installed the first cutting tools from ITC, that he realised how much of a difference high quality cutting tools could make. Machining anything from aluminium, plastic, traffolyte and brass through to stainless steel, the company now utilises ITC cutting tools for all machining processes on its CNC router.

As Mr Addison recalls: "We previously used a single flute cutter that left the edges of our plastic parts with a dull white colouring after machining. This resulted in a secondary process of sanding the edges prior to flame polishing. Sanding the edges could take up to 15 minutes per job and when we are producing over 25 to 30 plastic parts per month, this time is quite considerable.

"The ITC ClearCut works at increased speeds and feeds and gives us an outstanding surface finish. This eradicates all hand polishing and gives a surface finish close to the flame polished finish we achieve. Now we only flame polish parts that demand a visually impeccable finish. The 6mm diameter ClearCut from ITC has saved us a lot of time with secondary operations whilst improving surface quality."

As well as implementing the 6mm ClearCut, Addison has also employed a 5mm diameter cutter for stainless steel machining, as Mr Addison continues: "The stainless steel cutters are remarkably hard and resilient. We've been machining stainless for many years and we've never achieved anything like the tool life the ITC cutters provide. The exceptionally clean surface finishes now dispose of secondary deburring operations on most parts."

The company also utilises ITC's single flute routing tools to great effect. Machining traffolyte, aluminium and particularly plastic, the routing tools generate a smooth surface finish and deliver a tool life that the subcontractor is fully satisfied with.

With regards to special tooling Mr Addison states: "ITC has a really diverse range of products available off-the-shelf with an extremely wide range of specials available on short lead times. This diversity is way beyond anything any of our previous suppliers could achieve.

"One special we use is a 6mm diameter cutter with a 0.75mm flat for engraving. We have trialled many engraving tools and ITC's cutter has been the best by far. It is used on stainless steel electrical control panels and circuit boards to engrave letters and numbers. The tool has excellent swarf evacuation that clears out the engraved letters really well. With a longer flat, the ITC cutter has extended tool life way beyond anything we previously used. Cutter breakages used to be an issue for us but since we've used the ITC engraving tools, breakages have been eliminated."

The company has also employed an ITC 6mm diameter folding tool for machining its di-bond and stainless steel frame components. Using previous cutters, Addison had to make a number of passes prior to folding parts and even then achieving a high quality fold could prove difficult. "Since introducing the ITC folding tool, our cutters take less passes and this results in improved productivity. Added to this is the improved accuracy. The ITC tools guarantee we achieve a 90 degree fold that mates the two fold line surfaces impeccably. This new tool saves us at least 10 minutes per part in cycle time. On top of this is an improved cycle time for secondary assembly processes, as the fold lines are extremely accurate and our staff can assemble parts more efficiently," concludes Mr Addison.

For further information contact ITC on 01827 304500 or visit www.itc-ltd.co.uk



The ITC cutter in operation at Addison Electrical.



UNIVERSAL

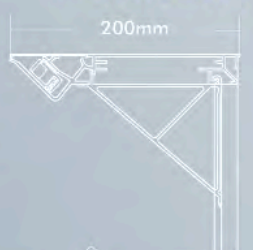
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PRODUCT *Choice*



John Baines (Production Manager, SLS) and Julian Sage (Sales Director, Tekcel CNC Solutions).

Tekcel delivers new opportunities for SLS

Tekcel CNC Solutions has recently installed one of its flagship router models into the Sheffield-based sign and display company, SLS. Through its in-house design, manufacturing and installation services, SLS provides a national resource for clients that require a broad range of sign, display, promotional and marketing solutions.

The increasing demands of its growing customer base prompted SLS to explore the market for a cnc router. The company looked at a number of systems before deciding that the new Tekcel EXR was the right router to deliver the high level of precision and productivity their business required.

The decision making process for SLS began with a visit to Sign & Digital UK and culminated in a visit to another Yorkshire sign company that has employed not one but two Tekcel routers to cut everything from aluminium and stainless steel to acrylics and ACM over the past few years.

According to Tekcel, the EXR router supplied to SLS is its new flagship model. In addition to the class leading ballscrew servo drive system that's unique to Tekcel routers and provides pinpoint motion control, the EXR also features an innovative automatic tool changing system with a powerful 10hp spindle motor and an incredible 17 tool capacity.

SLS wanted to complement their large format digital printing facilities with the new router so opted for a 3m x 2m cutting bed, complete with vice-like hold down provided by a powerful vacuum pump system and integrated manifold valve controls. SLS also opted for Tekcel's sheet registration 'pop up' pin system.

According to SLS' MD, David Hellings, the delivery, installation and commissioning of the Tekcel EXR router was a remarkably easy affair that was completed in just one day. With the router up and running so quickly, his production team

were able to take full advantage of the two days of onsite training provided by Tekcel that followed. "There's nothing more satisfying than seeing your investment paying off from day one," said David. SLS are now producing a comprehensive range of routed signs and displays that have already opened up new opportunities for the Sheffield signmakers.

For more information about Tekcel routers, call Tekcel CNC Solutions on 0844 800 5045 SLS can be contacted on 0114 250 8666



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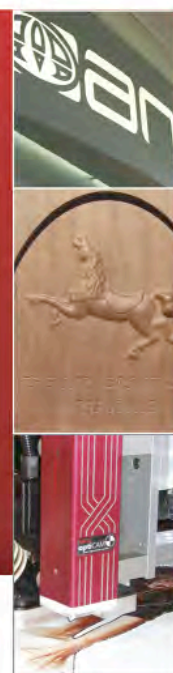
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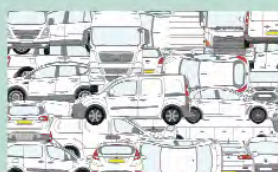


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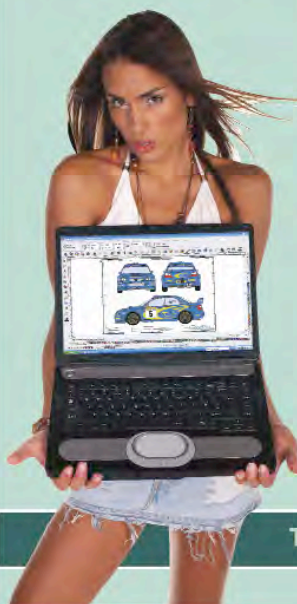
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COMPANY News

Knomad build new online store

Knomad Chalkart Studio have built a new online store for signwriters to come in and download their hand drawn high resolution chalkart graphics.

Peter Rhodes from Knomad Chalkart says, "We set the store up so signwriters can purchase individual images to suit their clients needs and it's a more user friendly way to use our artwork without having to purchase the CD packs. The artwork is downloaded from our site and arrives as a PSD file with transparent backgrounds, so you can layer and combine the artwork to make your own designs."

Peter adds, "One of the main features of the store is that you can purchase Chalkart Credits, which allows you to get the artwork at a discounted price and go shopping through the store using the credits. It's an easy way to go shopping and it's a great way to build up a chalkart image library. Once you have the images they can be used for other jobs down the track."



Various signage displays produced using Chalkart graphics.

The image library has grown to over 500 designs over the past five years, focusing on the restaurant, pub and food industries. The images are perfect for digital printing and provides an option for getting away from the computer generated art.

Peter continues, "We set the artwork up for signwriters as we have been running a sign business for the past 20 years, and using our artwork for menubords, lightboxes, digital media, vehicles, banners and whatever our clients require. The best thing about the library is that you can combine the artwork as it all marries together, which enables you to create your own designs by layering the images to suit the clients needs. It a great tool to add to any sign business and it's easy to use."

To find out more about the Knomad Chalkart Studio visit www.chalkartstudio.co.uk. The Sign Gallery shows how signwriters around the world are using their artwork.

Further information can also be obtained by emailing Peter at info@chalkartstudio.com



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PROJECT *News*

All the vital signs are there for Blackpool Council



The fire at Yates Wine Lodge caused traffic disruption throughout the city centre.

Links, Signs and Graphics (LSG) has been providing a number of signage solutions to Blackpool Council and reinforcing the message that they provide well thought out answers to town planning issues as well as a 24 hour service in the event of an emergency.

When Yates' Wine Lodge in the centre of Blackpool was irreparably damaged by fire, the impact on the resort was dramatic. Major routes into the town were blocked by Fire Crews and Police and much of the building was unstable in the immediate period following the blaze. With the road closures having the potential to cause chaos for visitors to Blackpool the Council needed to divert traffic quickly away from the site and in particular advise about access and parking as a result of the fire.

"Following the fire on the Saturday evening the Council Highways department called us on the lunchtime asking if we could design, manufacture and install a series of traffic signs urgently," comments Shaun Bennett, MD of LSG.

The team quickly got together and produced the signs and then fitted each sign in each of the key areas to ensure that the traffic disruption was kept as minimal as possible in the wake of such a big incident in the centre of town, the project was completed and in place by midnight on the Sunday.

The LSG team not only provide an emergency service but have also been involved in a number of ongoing projects with Blackpool Council. As part of the regeneration of the town, much work is being done to re-brand the resort and introduce new, more contemporary looks for everything from street furniture to signage.

"The town is undergoing a huge period of change and everything in the town needs to follow suit to complement some of the bigger structural developments that are happening," says Shaun.

To assist with these changes the LSG team were briefed on a project to refurbish all of the finger-post signs around the town. The cost of replacing the signs is too great and would involve digging up much of the surrounding pavement.

"The problem is that the current signs are cast iron with many bent the wrong way or snapped off, quite a crucial problem for visitors to the resort relying on them!" comments Shaun.

The signs have now been given some care and attention to update them with the new council corporate colours and will provide functional and eye catching solutions to visitors, hopefully pointing them in right direction.

To contact Shaun Bennett at Links, Signs and Graphics call 01253 291 516.



Links, Signs and Graphics produced a series of traffic signs which had to be placed throughout key areas of the town.

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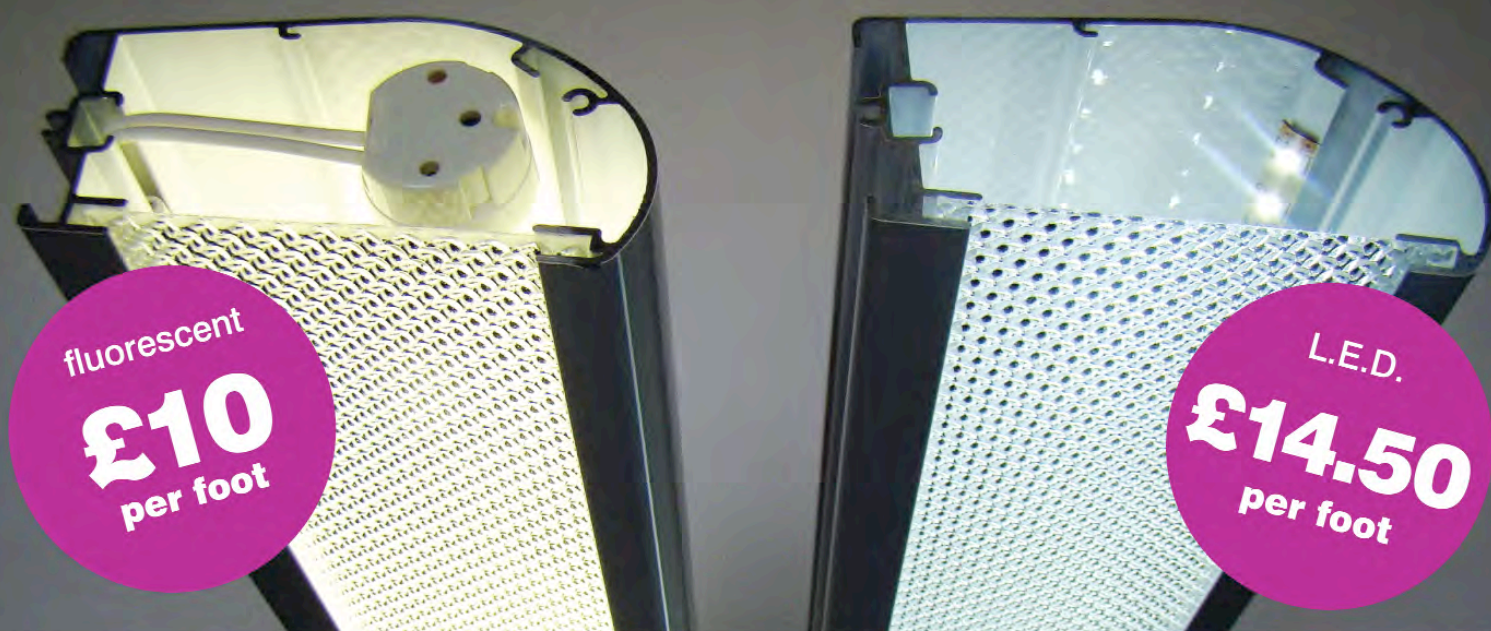


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AA5/MILL FINISH	£50.00	£9.50/foot	£66.00	£13.50/foot
GLOSS WHITE FINISH	£55.00	£10.00/foot	£71.50	£14.50/foot
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PROJECT *News*

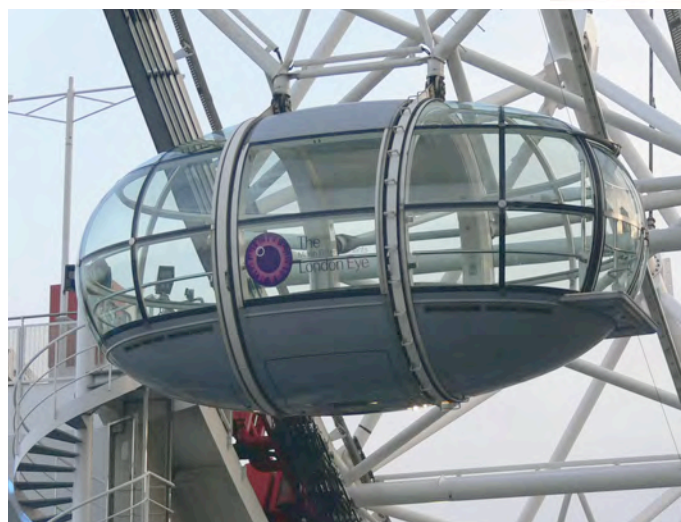
Local signage company works fast all night to re-brand London Eye

True to its name, Kingston and Staines based signage and graphics company, FASTSIGNS®, worked speedily all through the night to re-brand The Merlin Entertainments London Eye ready for its big unveiling in August.

Mark Phelps, owner of Fastsigns on Ewell Road, Surbiton and his team of 12 fitters worked from 11pm till 8am the next day to replace vinyl graphics on the London Eye, which has recently been rebranded to incorporate the name of owner, The Merlin Entertainments Group.



The re-branded London Eye River Cruiser - The Silver Bonito.



A re-branded capsule 'in flight'.

They also replaced all the vinyl graphics on the 'Silver Bonito' cruiser, which offers London Eye passengers trips along the Thames as part of the experience.

Courtney Cooke, London Eye said: "Fastsigns did a fantastic job. Our schedule was very tight and there was a very small window of opportunity to carry out the work. We were impressed with their 'can do' attitude and professionalism."

Mark Phelps, Owner of Fastsigns said: "We were very lucky that it didn't rain and the job went very smoothly. The team are tired but satisfied with a job well done. We are proud to be chosen for such a prestigious project."

There are 32 capsules that make up the London Eye, which is approaching its 10 year anniversary this year and draws 3.75 million visitors each year. The inspiration for the new identity came from the iris of a human eye, bursting with the activity, the constant life and vibrancy of London.

Fastsigns Kingston Upon Thames already has an excellent reputation amongst visitor attractions, with customers that include Legoland, Thorpe Park and Chessington World of Adventures, Alton Towers and Marwell Zoo.

For further information about Fastsigns call Freephone 0808 1680145 or visit www.fastsigns.co.uk



New graphics being fitted to a capsule by Fastsigns.

Vista System's illuminated signs installed at Peter Alan Head Office in Cardiff

Vista System International, a world leader in Modular Curved Frame Technology (MCFT), recently supplied its eye catching and flexible illuminated signs to Morgan Signs for installation at Peter Alan Head Office, Cardiff, Wales, one of the best known estate agents in south Wales.

The client was looking for a flexible, affordable and attractively designed sign system. Having almost 40 years experience in house sales and 25 branches across the region, their new corporate head quarters required professional and prestigious signage.



Vista Light wall bracket.



4m high Vista Light pylon.

The project consisted of two Vista Light signs; a 4m high pylon and a big lit wall bracket over the main entrance to the building. Flexibility and ease of updating were also key factors as the pylon needed to easily accept additional logos for future tenant names in the future.

Morgan Signs works closely with Vista UK and specified Vista Light as their preferred system.

For further information, visit www.vistasystem.co.uk or contact the Sales Department at Vista System Ltd on Free Phone: 0800 404 9151.

Flag firm supports Samaritans' summer of festivals

Samaritans has called upon one of the UK's leading suppliers of flags and banners to raise its profile at a series of events and festivals this summer.

Hampshire Flag Company supplied a double-sided tear-drop banner for the Coventry and District branch of Samaritans, depicting the charity's branding on one side and a more colourful, youthful design on the other.

The digitally dye printed 3m banner made its debut at Leamington Peace Festival, has been used at the Coventry Caribbean Festival and will also be taken to other forthcoming events and festivals throughout Coventry and Warwickshire including the branch Conference, Godiva Festival and Warwick Folk Festival.

Nicky Hewitt, Publicity, Deputy Director of Outreach and Fundraising at Coventry and District Samaritans said, "We are thrilled with the banner. It has exceeded expectations and had a dramatic impact on visitors to the festivals."

"The banner is eye-catching, modern and slick and challenges the public's perceptions of Samaritans. Displaying the banner has encouraged visitor interaction and it has been a real morale boost for our volunteers. Hampshire Flag were brilliant at supporting us and worked to a very tight deadline," said Nicky.

This is the first time that Hampshire Flag has been brought on board by Samaritans and Graham Wilkinson, the firm's Managing Director, believes that using contemporary and convenient promotional tools such as the tear-drop banner will help ensure charities remain in the public eye.

For further information visit www.hampshireflag.co.uk



The double sided tear drop banner challenges the public's perception of Samaritans.



Shaped Top Plaza on Square Posts with Finials
Photograph courtesy of Atech Graphics, Carmarthenshire



Plaza with finials & digital printing
Photograph courtesy of Trevor Lewis Signs Ltd, Swansea



Shaped AS760
Photograph courtesy of Signpost, Bath



AS760 Finger Post with Gold Finials
Photograph courtesy of Atech Graphics, Carmarthenshire



Shaped Plaza
Photograph courtesy of Signpost, Bath



Curved Face Tray, Special Paint Finish
Photograph courtesy of Artall Signage, Staffordshire



Plaza with Curved Inserts
Photograph courtesy of Eagle Promotions, Surrey



Double Sided Plaza
Photograph courtesy of Signs Express, Taunton



Profile Cut Plate & Post
Photograph courtesy of Alan Drury Signs, Essex



V Mounted Shaped Plate & Post
Photograph courtesy of Windsor Signs & Graphics, Essex



Double Sided Plaza
Photograph courtesy of Atech Graphics, Carmarthenshire



Plaza Monolith Multi Trays with Hidden Posts
Photograph courtesy of Elliot Marshall Signs, Cornwall



Shaped Plaza
Photograph courtesy of Signpost, Bath



Plaza with Cathedral Posts
Photograph courtesy of Artall Signage, Staffordshire



AS760 with Finial
Photograph courtesy of Rainbow Signs & Graphics, Cornwall

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Taking it to the limit - with Metamark

You don't need to look twice around Spectral Design's car park to conclude that its Managing Director has a taste for cars of the faster than average variety. In pole position, sits a Porsche 911, and not just any 911, it's the 4S variant. Add to the full strength and long established Porsche formula a drive train that turns all four wheels and you have a recipe for traveling incredibly fast in total control. It's a car that's built to explore the very limits of its own engineering, its driver and anyone competitive enough to throw down the gauntlet.

The car is ridiculously over specified for driving on the public highway as its owner, Lee Glen agrees. The point of owning such a beast though transcends the purely practical and takes car and owner on the occasional pilgrimage with Spectral Design's other enthusiasts to Germany's Nurburgring: 13 miles and 73 corners of truly unique race track designed to expose the limits of man and machine.

Lee's 911 4S turns heads as fast as it turns corners and could get a speeding ticket when it's not moving. Deciding to turn up the car's already elevated presence for its latest outing to the Ring, Lee designed and produced a printed wrap that resonates strongly with Spectral Design's own corporate look and feel. With its gridded elements and abstract continuations, the wrap presented a range of technical challenges both in design and application.



“where can I get a job like that done?”

Despite the fact the wrap was only ever intended to last a week or two, Lee elected to use Spectral's preferred media, Metamark MD7 and its matching MG900 laminate for the job because of its print quality and tolerance of elongation in any axis. The muscular proportions of the car and the gridded continuations of the design explored the limits of the media's elongation ability but it came through intact. With the benefit of recent training at Walsall College using the same Metamark material, Lee was able to coerce the Grenadier printed Metamark MD7 over the car's massively flared arches and its tight waist without resorting to the scalpel or introducing abrupt distortion into the applied design.

According to Lee, the job took time and was anything but easy. The results though are a sight to behold. The wrap that was designed just for the outing to the Ring is still on the car now, months later. The car now attracts more than wistful looks, it attracts work for Spectral Design. Lee is used to finding like minded enthusiasts stood next to his car when he returns to it and to pointing its admirers in the direction of his own company when the conversation inevitably turns to the subject of the wrap and the question;

“where can I get a job like that done?”

For further information visit www.spectraldesign.co.uk



Design and application challenges were overcome with the Metamark MD7 media and matching MG900 laminate.

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METAMARK
The Materials Company





Universal purchases 99-year lease on its 2.7-acre site

Leading supplier of aluminium extrusions and finished products to the architectural/glazing and sign industries, Universal Aluminium Systems has concluded an agreement whereby it will hold a 99-year lease on its 52,000 square feet manufacturing and distribution facility in Bristol. The necessary finance was provided by the parent company Muskita Aluminium Industries which acquired Universal Aluminium Systems in 2000 and which is one of the world's most powerful and influential organisations in the global aluminium industries sector.

General Manager of Universal Aluminium Systems, Peter Cawley commented: "This latest development in our evolution is of major significance. Not only does it reinforce the strength of the partnership between Universal and Muskita but also it will provide long-term financial stability and allow us to engage more effectively with our expanding customer base."

Acquisition of the lease was completed on 3 July for an undisclosed but substantial sum.

Muskita Aluminium Industries has for decades been a pioneering force in the field of aluminium extrusion worldwide. Acquisition of Universal Aluminium Systems has led to that company evolving as one of the world's largest extruders of aluminium. Substantial investment in the UK operation has included in excess of £1 million on the installation of what is recognised as the first fully automated material storage and retrieval system. This has resulted in a much larger and more varied stockholding capability (now increased from 300 to 800 tonnes) and faster location, handling and delivery of materials to the ultimate benefit of all Universal customers.

Universal Aluminium Systems has over 30 years of experience in the field of aluminium extrusion and is now one of the strongest UK companies in this field.

Peter Cawley concluded: "The level of investment that has taken place at the Bristol plant and securing of the 99-year lease guarantees the company's future and dispels unequivocally any notion that it is not in business for the long haul."

For further information, visit www.universal-aluminium.co.uk or telephone 0117 955 9091.

New National Sales Manager for Universal

Bristol-based Universal Aluminium Systems has recently appointed Terry Moulton as the company's National Sales Manager. He has many years of experience in the sign industry, working closely with both the trade and in retail sales, and will be responsible for sales and customer care for the sign business division of Universal as well as driving forward new main accounts.

Terry commenced his career in the sign industry as an apprentice in 1965 with Nottingham-based Pannell Signs and subsequently became a

director of Gee-Tee Signs and later Signbase UK, both of which are also based in Nottingham.

Terry commented: "In my many years of experience in the sign industry, I have seen a lot of change but one aspect remains constant and that is good customer service will always win and retain business. I am looking forward to enhancing Universal's market-leading position and securing new trading partners."

For further information, visit the website www.universal-aluminium.co.uk or 0117 955 9091.



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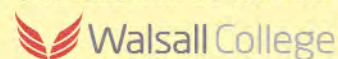


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A great opportunity for first hand experience



Interactive demonstrations of the RollsRoller Flatbed Applicator will be presented throughout the show.

At Sign Ireland, William Smith will be providing plenty of opportunities for first hand experience of some of its machinery and materials on Stand No. F12.

Fully interactive demonstrations of the RollsRoller Flatbed Applicator will be presented throughout the show. This machine, which dramatically cuts the application time of self-adhesive films on to various substrates, has had significant impact not only on large sign manufacturers but also on smaller businesses. Customers are finding it an invaluable asset. It is easy to install, offers increased productivity and efficiency, and provides a safer working environment. It has enabled sign makers to increase profitability, discover new ways of working, and even opened up new business opportunities. It is suitable for use on flexible face skins and banners, large format digital prints and other self-adhesive materials, as well as rigid sign panels up to 70mm thick. Eight different models of RollsRoller are available, including the 280 (just 2800mm long x 1450mm wide).

Another major feature of William Smith's stand (F12) will be an interactive wall where visitors can try and apply a textured wall surface film on to brick. 3M's new Scotchcal™ IJ8624 Film for Textured Surfaces is a conformable cast film specifically designed for applying on to moderately textured flat or curved surfaces (see page 18). Bricks, breeze-block, tiles and poured cement can now all have full-coloured graphics applied.

Vehicle panels wrapped in 3M™ IJ380 and 3M™ Scotchcal™ Series 85 will also be displayed. IJ380 is specifically designed for wrapping large format graphics onto recessed and corrugated surfaces. It is a highly innovative film that was developed for perfect 3D conformity, and stays in position even in the most difficult application areas with no need for cutting to relieve stress. This not only enables valuable time savings to be made, but also eliminates many of the risks involved in full vehicle wraps.

3M™ Scotchcal™ Series 85 Car Wrap film is described as the 'paint replacement' graphic film for full car wraps. This range of high quality coloured films features a single or double layer of cast film (depending upon opacity of the colour) with an additional layer of transparent film to protect the surface against scratching. This minimises the appearance of scratches and eliminates the need for application tape.

Also on show will be the latest 3M materials, and members of William Smith's Sales Team will be on hand to provide full details of the company's Material Distribution Service, together with product samples.

"We're looking forward to exhibiting in Ireland for the first time," says Marketing Manager, Chris Bradley. "It will be a great opportunity to cement relationships with existing customers and to introduce our products and services first hand to those who are not so familiar with them."

For further information contact: William Smith on 01833 694707 or visit www.williamsmith.co.uk

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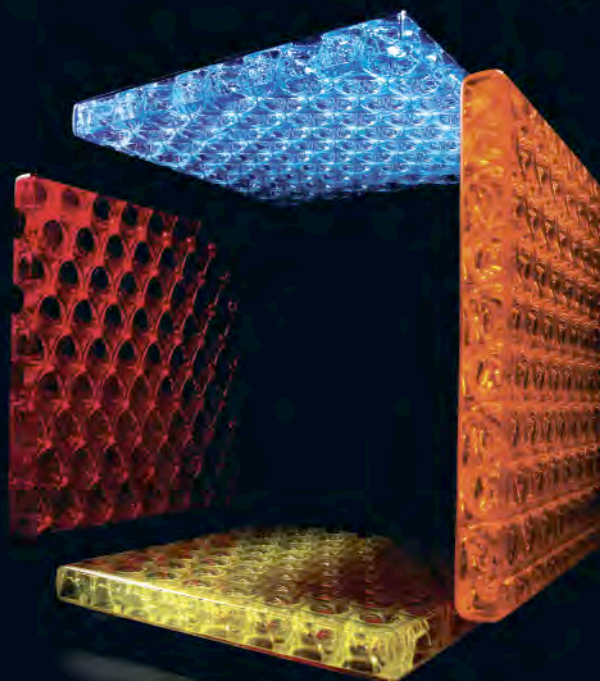
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NORTHAMPTONSHIRE *Signmakers*

Northamptonshire signmakers show wide range of skills and style

This issue we're looking at signmakers in Northamptonshire, a county with a rich and fascinating heritage.

Many villages have bespoke signs that are potent reminders of local history and culture. Working to promote the importance of village signs and preserve their valuable heritage is the Village Sign Society.

The Society is run by volunteers and was founded in 1999 by Maureen Long and Shirley Addy, co-producers of the popular series of books *Suffolk Signs*.

Maureen Long is in no doubt about the importance of village signs, saying: "They record village events and local history which might otherwise be lost, as well as fostering a community spirit in an age of increasing uniformity. They also represent continuity."

The society receives an increasing number of enquiries, 100 in the last 12 months, from groups across the country interested in commissioning traditional signage for their area. For many people producing village signs it is little more than a hobby, but several sign businesses also produce bespoke village signs.

One company the Village Sign Society can put groups in touch with is Rock Artisan Foundry, based near Towcester, in the heart of the Northamptonshire countryside.



Village signs reflect local traditions, such as these two handcrafted by Rock Artisan Foundry.

Traditional village signs from Rock Artisan Foundry

Rock Artisan Foundry produced the prestigious Silverstone Village sign in Northamptonshire (pictured right), which was unveiled by Sir Jackie Stewart in November 2008.

Started in 1981, the company caters to a wide customer base with its traditional sand cast aluminium signage.

Founding partner, Colin Rock, says "The public know us best for our house signs, personalised post boxes and farm signs but a valuable part of our business comes from village and community signs as well as schools, businesses and universities."

Recent projects include a complete range of traditional street signs for the picturesque village of Weston Underwood in Buckinghamshire, and numerous instructory and wayfinding signs for University College, Oxford.



The finished village sign with workers from Rock Artisan Foundry (left of sign), Colin Rock (back, right of sign) and son Daniel (front).



Laying up the pattern for the Silverstone Village Sign at Rock.

The company is weathering the current financial climate well and sales have even increased in some areas of the business. Alice Rock, Managing Partner, puts the company's continued success down to quality craftsmanship and product diversity.

"When times are tough people want to know that they are spending their money wisely. Our products are handcrafted and quality control is very high," says Alice.

Rock is a rural business employing local people and run by an enthusiastic family with high standards and big plans with exciting projects in the pipeline.

Daniel Rock, Design and Engineering Partner, is confident that the business will continue to grow: "We are a family business with a great track record but you can't afford to stand still in today's market. We are looking forward to the launch of our new website in the next couple of months and are hoping to grow our customer base further in the UK and Europe and expand into the US and Japan."

Wellingborough is head office for Nimlok's global market

Nimlok, with its head office in Wellingborough, Northamptonshire, is a global leader in the exhibition and event solutions industry and continues to go from strength to strength under its expert family management.

There are 10 companies in the P3: Group throughout Europe and North America employing 450 employees. The Wellingborough site and has its own manufacturing / operations facility, graphics production facility, design studio, services department and an impressive display showroom. Nimlok's services include a full preview of a customer's exhibition stand before it goes to the show and full install and dismantle of their solution at their chosen venue.

Nimlok was founded in 1970 by the late Neil Nimmo, a professional photographer needing a backdrop to present his photography on. He approached two colleagues for help and between them they developed the panel, pole and clip system that Nimlok still supplies today.

It was from that first design that the company got its name. The panel and pole needed to be joined together somehow without the need for tools, so a twist and lock clip was designed. From the name 'Nimmo' and the product 'lock', Nimlok was created.

Nimlok is proud to say it is a 'green' company and recently obtained the ISO14001 environmental standard certification, the first in their industry to do so. The company has been recycling its materials since its foundation and to be recognised for this is something everyone at Nimlok is very proud of. Added to this, The Sunday Times recently voted Nimlok in its top 20 best green companies, an incredible accolade for a small company up against



Display with impact by Nimlok, a company that recently gained ISO14001 environmental standard certification.

businesses such as Tesco, The Environment Agency, Canary Wharf Group and PricewaterhouseCoopers.

Tim Perutz, Managing Director of Nimlok commented; "The team at Nimlok have worked incredibly hard to make sure Nimlok is a leader on environmental issues. We are very proud that our efforts have now been publicly recognised by the Sunday Times."

Another recent win for Nimlok was at the AEO awards in London where the company was presented the award for Display Systems supplier of the year.



A full design and production services, including installing and dismantling stands for customers, is provided by Nimlok.



Nimlok's services include a full preview of their stand for customers, before it goes to an event.

NORTHAMPTONSHIRE *Signmakers*

Boyall Graphics & Print looks win more customers with recent investment



Did I park my car here? Life size printing from Boyall Graphics & Print.

Boyall Graphics & Print Ltd is a family run business based in Northampton, employing 20 people and offering a complete service from creative design to small and large wide format print production.

The company has been designing, printing and supplying graphics for its customers throughout the UK for the last 15 years. Today the range of services includes large format banners and signs for exhibitions and promotional events, external banners for dressing buildings, and even corporate branded hard hats.

Wayne Cayton, Production Director at BGL, says "We have a number of blue chip customers that rely on us because of our commitment to technology and innovation. All of us here like to be proactive to our clients' problems. Coming up with an idea, providing prototypes and a finished product that has been technically challenging, while at the same time achieving the objectives of our customers, provides all the staff a strong sense of pride. For us printing is exciting and demanding."

Relying on its commitment to quality and provision of strong technical support, Boyall Graphics is now looking to widen out its local customer base and has made substantial investment in new equipment.

Brandon Boyall, Technical Sales Specialist, says: "Service, service, service – that's always been our mantra – which is why up until now we have focused on looking after a small number of select accounts. With our improved capacity we are now widening out our customer base with end user and trade sign users."

"With this in mind we invested in 3.2 metre wide format digital printing equipment to run alongside our existing Digital Litho printer. This means we can offer local companies small and large photo

quality banners and signs at prices significantly below what they would be used to paying on the old screen print technology. Builders, trade exhibitors and commercial landlords can all benefit from these services.

"We haven't stopped there either; we have just installed another 3.5 metre wide format flatbed digital printer that allows for printing onto nearly any surface – from textile or laminate floor coverings to thick wooden panels to complete building wraps."



Corporate branded hard hat from Boyall Graphics & Print.

Design by Arnold - more than just vehicle graphics

Arnold Signs & Graphics in Northampton is well known for its effective vehicle graphics, but the business is very much a 'Journeyman' sign company, carrying out a wide range of sign and graphics commissions.

Arnold Sign & Graphics was formed as a division of Arnold Engineering Plastics Ltd in 2006, following the acquisition of Freestyle Sign & Graphics by Arnolds. Freestyle's manufacturing operation was absorbed into Arnold's 30,000 sq. ft. main factory in the Moulton Park industrial area of Northampton and a purpose designed extension was built to house vehicle fitting bays for the new division.

Freestyle had established an extremely good reputation for vehicle graphics during its 14 years of trading in Northampton and Arnold Sign & Graphics' maintains this strong position. The company designs and fits vehicle livery for motor dealerships, fleet hirers, logistics companies and motorsport racing teams, as well as any number of local plumbers, electricians and builders.

"Our strength is built around our design abilities and the quality of our vehicle graphics fitting. Our reputation for quality is well known and specialist vehicles from all over the UK are brought to us, even by other vehicle graphic fitting companies," says Gavin Hackett from Arnold Signs & Graphics.

"We are very much a design led company and win a considerable amount of business based on the quality of our design. We look beyond the corporate identity to what the client wants to achieve with their product or services, together with their positioning in the market place combined with their customers' perceptions of the business. We design and produce provide graphics and signage that helps build a business and enhance its brand image."



Vehicle graphics you could almost step into, by Arnold Signs & Graphics.

Most of Arnold's Sign & Graphics customers are local, almost exclusively end users, but the company also supplies and fits across the UK with some 30 per cent of business now coming from national companies.

Investment in new software and hardware is seen as crucial to Arnold Signs & Graphics' ability to produce the highest quality work at very competitive prices.

Last year the company purchased a Mimaki JV33 digital printer and has recently installed an Antares 2615 PX5 5-axis CNC machine at a cost of more than £150K to complement its

existing 5 and 3-axis Geiss machines. Just last month (September) Arnold Signs & Graphics took delivery of a Mimaki digital flat bed printer costing more than £100K, further enhancing its already impressive production capabilities.

"The sign and graphics market in Northampton is very competitive but from our research we believe we are one of the most successful. We will only remain so successful for as long as we keep trying harder for our customers than our competitors do, and making significant investments in new equipment is part of that," says Gavin.

"Each division that Arnold Plastics has set up through acquisition has shown growth year on year and Arnold Signs and Graphics is no exception, we trust that our innovative and effective design work combined with the quality of products will make us the premier sign company in Northants."

Despite the recession affecting the graphics side of the business, significant growth in the signage side over the last year has compensated for this. However, good news for Arnold customers is that short-term discounts on vehicle graphics are available now.



Arnold Signs & Graphics designs and fits vehicle livery for customers big and small.

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NORTHAMPTONSHIRE *Signmakers*

From one man and a brush, KenSigns 30 years on

Ken Moate started KenSigns in 1979 as a “one man and a brush” business. He admits he was “naïve, had no experience and was not a businessman” but says he was inspired by good friend and experienced sign writer, Bob from RET signs of Peterborough.

“He allowed me to ‘spin out’ his brushes for a few weeks and accompany him on pretty much all kinds of sign writing jobs. From then on I was sign-blooded and determined to earn my living within the sign industry,” explains Ken. “Where else could you enjoy the buzz of working balanced on top of ladders (but not these days!), next to trundling traffic, baking heat, wind, rain, dust, freezing cold, in the city, in the middle of nowhere, with pins and needles?”

Fast forward 30 years to 2009 where so much has moved on, and so has Kettering based KenSigns. Although the company still offers a traditional sign writing service, which has actually seen some growth with more conservation areas and local authority control; these days the company has a much wider range, almost anything from a small single label through cleverly designed vehicle graphics right up to a complete corporate sign package.

But one thing that hasn't changed Ken says is the same old fashioned service, courtesy and “the customer is always right” culture.

“After 30 years it just comes naturally. Time and time again we are complimented on the way we've handled a customer's project, whether it's a couple of small signs needed urgently or a large and ongoing corporate re-brand, he says.

Low staff turnover means KenSigns has a team of vastly experienced sign makers and fitters who, Ken believes, have probably encountered just about any challenge that can be thrown at them.

Ken explains: “This level of experience saves money because a job can be finished expertly at a pretty good pace, meaning fewer hours on the job and dramatic savings for the customer without cutting corners. Of course, they can troubleshoot as they go along too. This can result in an even better finished sign project, avoiding possible future problems and importantly, reducing any extra costs that can pop up during a project so there are no hidden extras.”



Fitting a finished KenSigns sign.

Ken says his team will often talk down the cost of a sign job to save customers money that they don't need to spend.

“What's the point in specifying high quality substrates with a 10 year life for a sign project that only has to last for a few months?” he asks. “Realistically an economy foam PVC and 2-3 year vinyl film will last the duration of a short term sign in as good a condition at the end of the project as at the beginning.”

“Obviously, the opposite also applies. A sign that incorporates good design, quality materials and expert application may not be the lowest quote a customer gets, but having to prematurely replace a cheap sign because it's looking shoddy doesn't save money. Sign buyers often mistakenly entrust their work with the signmaker giving the cheapest quote.”

Ken believes the company's pricing strategy is definitely on the side of the customer and hence its strong and healthy customer base.

“We'll never put a customer's trust in jeopardy. An old but true cliché is that it's easier to keep the customers you've got than to try and find new ones. Even though many customers may, supposedly, only need us once for that fascia or simple vehicle livery, it's amazing how many come back after years, and even apologise for not having signage more regularly! Sometimes even after more 20 years we remember most of them, even if they have aged (and of course, we haven't)!”



Twenty first century signage from KenSigns.



Standard and custom built etching machines from Masteretch Services

The town of Corby in Northamptonshire suffered huge job losses when the old British Steel company closed the town's major employer in the early 1980s. Successive governments have encouraged firms to set up in Corby with the result that the town enjoys a thriving economy based broadly on a multitude of small businesses.

One such enterprise opened for business in 1983 is Masteretch Services, which manufactures etching machines for the sign and engraving industry.



Masteretch Services custom builds equipment. This machine is under construction.



A sample etched plate from Mastertech Services.

The company specialises in the design, manufacture and installation of machines for etching stainless steel, brass, copper and aluminium signs labels and nameplates. In addition to standard machines Masteretch Services is able to custom build equipment and this has led to the construction of some very large machines for etching anything from doors for lifts to decorative sheets of stainless steel.

Many of the firm's customers are overseas and to date more than 250 installations have taken place in over 30 countries. The USA is Masteretch Services' biggest customer with more than 100 installations. Key elements in all of the projects are the ability to offer an installation service as well as on site training of a customer's operators.

A recent addition to the company's product list is the Electro Paint system that enables customers to paint infill the etched panels by plating the colour directly into the etched areas. This system not only saves time and waste but, as it is water based, removes the use of harmful solvents from the workplace.

A state of the art etching facility is available for research and development of customers' products and this facility also offers an etching service to the sign trade in the UK through a new division, Corby Nameplates, as well as giving access to a range of unique etched products produced by Masteretch users around the world.



Masteretch Services' new Electro paint system.

NORTHAMPTONSHIRE *Signmakers*

Tradition and innovation at Greenbarnes

Greenbarnes Ltd in Brackley, Northamptonshire, is not a run-of-the-mill sign company. Indeed its entrance to the signage industry is perhaps best described as “sideways” and happened nearly 20 years ago as result of the directors spotting a potential gap in the market for well-designed external timber notice boards. Badly detailed examples cobbled together by the local chippy reinventing the wheel were in evidence across the length and breadth of the country. Perhaps, there was a market for a properly designed product?

Step forward to the present and the idea appears to have been vindicated. Having developed an extensive range of hardwood notice boards based on proven detailing and modular construction, the business has grown steadily, to a large extent as a result of responding to “Can you do?” type questions from existing customers.

Never afraid to innovate, in 1994 the company was the first to recognise the potential of recycled plastic timber substitute materials and quickly developed a parallel range of maintenance-free notice boards in this new material. Such has been the uptake and acceptance of these boards that the number sold quickly grew to equal those of hardwood boards.

An increasing part of the company's trade in recent years has come from within the sign industry itself as traditional signmakers come to appreciate the advantages of being able to easily source tried and tested solutions to requirements for external notice boards and display cabinets for incorporation into larger signage projects.



Honours board in oak with moulded curved top from Greenbarnes Ltd.

In this area, Greenbarnes' ability to custom-build items whilst retaining tried and tested detailing is proving to be of great value to the trade with bespoke projects being undertaken on a regular basis.

The most recent area of growth with trade customers however is in another niche market, that of honours boards. Whilst there is no shortage of the cheap and cheerful in this sector, Greenbarnes specialises in the manufacture of high quality hardwood boards. A recent order for 22 boards for a new city academy represents the largest single honours board job to date.

With a wide range of standard sizes and designs plus a custom-built service to match existing boards or architectural environments, this is an area which looks set to continue the company's success through even the toughest of times.



Example of an GRP encapsulated interpretation panel, framed in maintenance-free man-made timber (recycled plastic).



A Greenbarnes standard two-bay notice board, with bespoke post and header arrangement.

Nordis - investing in its people for continued success

Nordis Signs (then Nordis Industries) was established in 1972, to provide meaningful employment to disabled people in the local area. With a large proportion of its workforce having a disability, Nordis Signs is still a recognised Supported Business.

Nordis Signs' commitment to its staff has been recognised with an Investors in People accreditation since December 2001. This IIP accreditation is re-assessed every three years. Last year the company won a Green Apple Award for its recycling programme, which was presented at the House of Commons.

Although Nordis has a single base in Northamptonshire it provides products and services across the country.

A spokesperson said "This year we have seen a geographical spread from a client in Aberdeen, an MoD facility in Cornwall, Suffolk County Council and a contract in Wales. This is in addition to our providing routine signage for three County Councils, and contracts worth over £40k severally, for different Highway schemes in Yorkshire."

Nordis' principal activity is Highways signage but is asked routinely for other products such as banners, school signs and specialist items for Parish Councils.



Nordis Signs works for clients from Aberdeen to Cornwall.



Pointing the way, with the help of Nordis Signs.

In its marketing activity the company has increasingly found that customers needed their suppliers to have various types of accreditation. With a Sector 9A (Road Signs) accreditation Nordis was not showing its best capacity: hence upgraded the 9001 to include Design of Signs last year, and has a 14001 Environment assessment pending.

Nordis continues to support the Workstep ethos (on behalf of the DWP) to provide meaningful employment and training for people with disabilities. It is competing with profit making signmakers and gives people with disabilities the opportunity to have valuable work experience in a company whose accreditation and safety standards are the same as mainstream employment.

A restructuring of the firm has seen it using more advanced equipment and better staff training. It is also working with material manufacturers to develop better product to reduce off-cut wastage. In addition to this staff are now encouraged to think and innovate. A recent review of the business showed that sickness levels had fallen by more than half over two years to date.

Corby Canvas has it covered

Located in the picturesque village of Weldon, Northamptonshire, Corby Canvas Products Ltd specialises in the manufacture of a multitude of canvas and PVC products. These range from bespoke covers, plain and printed banners, to marquees, smoking shelters, show units and market stalls. The company was established in 1988 and now, more than 20 years later, prides itself on being a small company with a big reputation.

The success of Corby Canvas Products stems from four sources: unrelenting quality, skilled crafts people, diverse experience and value. The quality of all the company's products are ensured through the use of the highest grade materials, which include PVC, nylon, polyester, and fire retardant cotton canvas. The trusted team of carefully chosen workers then takes pride in hand-making goods

to fit the requirements of customers. Corby Canvas Products has worked with many industries, including marine, haulage, outdoor events, agricultural, and domestic, meaning that no job is too large or too little.



Corby Canvas Products believes it continues to provide the utmost value by offering its quality products at cost effective prices.

Now under the management of Steve Incles, a successful company director with almost 30 years of experience in printing and manufacturing, Corby Canvas Products is set to go from strength to strength.

NORTHAMPTONSHIRE *Signmakers*

successful fast trade print services form SSP Signworld

Established in 1987, Signworld began life as a general screen printer, supplying local Corby companies with their requirements of signs and labels. In 1989 the company embraced the estate agents market, commencing production of the first plastic "correx" estate agency signs and in the following years developed into one of the UK's leading suppliers of estate agents boards. In 1994 Signworld outgrew its original premises and moved into a new manufacturing unit in the town of Kettering, remaining in Northamptonshire.



Signworld has a long association with estate agents.

Over the years Signworld continued to develop its association with estate agents and produced many new innovations for the market, including the first truly reflective printed boards, and in 2007 its first digitally printed For Sale boards. The company invested in more automated screen printing machinery to keep up with demand and allow faster production of printed signage and now supplies various screen printed signage to many blue chip household names.

With the continual desire to push the boundaries of estate agents boards the requests for trade supply of Signworld products soon followed and in 1994 the company commenced its trade screen printing and signmaking. This increased Signworld's profile and enabled diversification into other areas of sign manufacture, leading to the development of modular systems and digital printing.

In 2006/7 Signworld made large capital investments in new digital equipment, taking delivery of two new machines to offer clients large format digital printing with very short lead times. Rebranding to SSP Signworld in 2008, the company now offer trade clients full colour, high definition digital prints onto almost any flat surface or roll-fed media delivered to the door within 48 hours.



Attention to detail at SSP Signworld.



Signs waiting for dispatch at SSP Signworld's Kettering factory.

Expert fabricators at Midland Sign Systems

"We're still succeeding because we make life easy for our customers," explained Maxine Tobin, Managing Director at Midland Sign Systems, based in Northampton. "Business is holding up remarkably well given the recession. That's probably a bit of luck along with the hard work of the team here and our loyal customers."

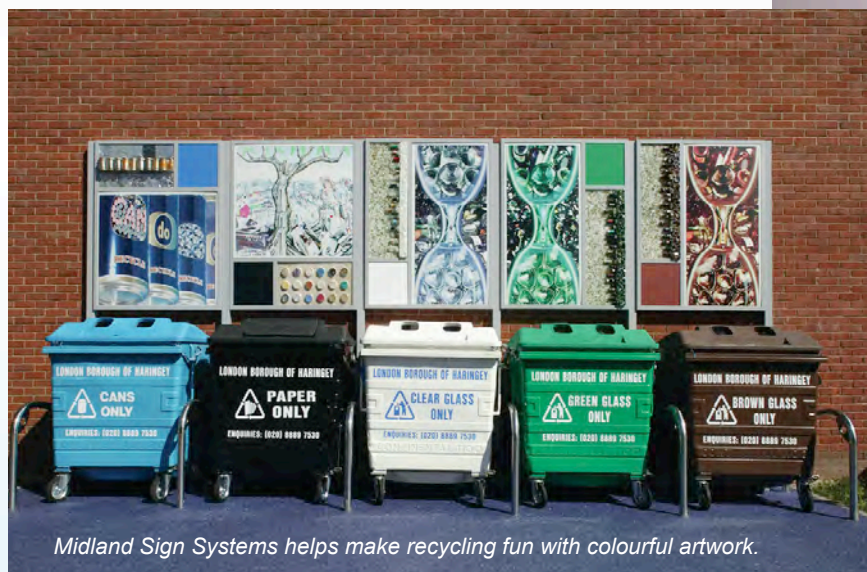
Midland Sign Systems is one of the five official Spandex Sign System convertors. The business was set up in 1990, specifically around the Spandex product. But since then it has grown to produce almost any type of sign, specialising in complicated fabrication work.

Of course, some customers can make the products in house themselves, but most still prefer to use the expertise of Midland Sign Systems fabricators. There is a team of seven, with help from its sister company, for large projects – and the average sign industry experience is 18 years.

The idea is to be a one stop shop, helping customers with individual slat to gantry signs and light boxes to flat or built-up letters. In-house stove enamelling and powder coating facilities ensure a fine finish. Usually customers then do the vinyls and final installation themselves, but not always.



A core product from Midland Sign Systems.



Midland Sign Systems helps make recycling fun with colourful artwork.

The Haringey recycling project (pictured left) was lots of fun and very colourful. The programme was to really push environmental issues with the residents and having effective and flexible signage to promote the project was essential. Artwork and messages to locals would be changed regularly and had to be able to withstand some knocks. And almost every sign was configured slightly differently to the next to add interest.

The core products remain around the Spandex system, NHS signs, post signs, gantries and light boxes, where real understanding of the products and options with quick quotes, are what the customers value.

Midland Sign Systems says that if you have something that you're not quite sure about how to do or need a really high quality finish, try Midland Sign Systems.

Sign-Right grows in response to customer demand

Sign-Right was established in 1988 By Martyn Kane after working at a Rugby-based sign company for five years.

Martyn learnt the various skills required by a small to medium sized sign business at an exciting and fast moving time for the industry; computerised sign making was in its infancy and the skills of drawing, signwriting and hand cutting logos were being replaced by the early vinyl cutting equipment.

In 1997 Sign-Right moved to its present site the village, of Welford, Northamptonshire, located conveniently near the M1, M6 and A14 interchange with easy access to all parts of the country.

Today, Sign-Right has acquired a good reputation with a regular client base from a large geographical area, without advertising in any form, other than a single line in Yellow Pages. The company's work comes entirely from referrals and existing clients, which speaks volumes about its reliability and quality of work.

"We even still have a couple of returning customers who first used us in those very early days, and recently replaced a sign that

we first installed 18 years ago," says Martyn. "As a general sign company we cover all the basics of signs and vehicle graphics, and always will, but for many years we have completed a considerable amount of work in the exhibition industry, where reliability, precision and efficiency are paramount. Supplying stand graphics to all the main exhibition centres around the UK, and also France, Germany and Holland. The exhibition industry offers some exciting new challenges as designers come up with innovative ideas that we then have to translate into effective production methods."

Sign-Right has remained a small business in terms of staff and offers a very personal service. But the company draws on an extensive list of specialist sub-contractors and regular suppliers, chosen for their quality and having the right equipment to suit each particular project.

Motorsport has always been very prominent in Sign-Right's work portfolio.

.....continued on page 76

NORTHAMPTONSHIRE *Signmakers*

Sign-Right grows in response to customer demand

.....continued from page 75

Martyn says: "It is a field where an efficient and reliable service is essential, often meaning long hours and fitting around mechanics and other services."

Another specialist field Sign-Right excels in is that of vehicle matt wraps. Here high end road vehicles are wrapped in a matt or satin vinyl and the components such as mirrors (pictured below) are wrapped in a special Carbon effect media.



Sign-Right wraps high end vehicles in matt or satin vinyl with contrasting Carbon effect media on components such as mirrors.



Shop graphics designed and fitted by Sign-Right.

"These vehicles are often worth in excess of £100,000 so the attention to detail and standard of finish has to be exemplary," explains Martyn. "We wrap them using the highest quality materials, avoiding any joins in the vinyl and obviously any bubbles or creases that may be seen as excusable on a commercial vehicle wrap. It shows the quality of the work we can do and other trade companies regularly use this service."

As the business has several diverse specialist areas Martyn has re-branded sectors within the main Sign-Right company banner, which now includes Kane Creative and Core Motorsport Services.

"Our strength is a professional approach and appreciation that we are representing the client we are working on behalf of," he says. "Rigorous respect of confidentiality and courteous service on behalf of our clients has given them the confidence to allow us to represent their business often as an 'employee' as far as their client is aware. I have a draw with many different companies branded shirts/ outfits and can wear any number in one week!"

Sign-Right, in its 'anonymous' state does not have a web site, www.kanecreative.com has been under construction for some time and www.coremotorsport.co.uk has a recently established an initial web site.

"These will be finalised as our busy schedule allows, but with our regular referral work they are not a priority," explains Martyn.

Contact details

Arnold Signs & Graphics - tel. 01604 499651, www.arnold-aep.co.uk

Boyll Graphics & Print - tel. 01604 647465, www.boyllgraphics.co.uk

Corby Canvas Products - tel. 01536 401401, www.corbycanvas.co.uk

Greenbarnes - tel. 01280 701093, www.greenbarnes.co.uk

Rock Foundry - tel. 01327 351561, www.rockfoundry.co.uk

Ken Signs - tel. 01536 510609, www.kensigns.co.uk

Masteretch - tel. 01536 266288, www.masteretch.com

Nimlok - tel. 0800 1114001, www.nimlok.co.uk

Nordis - tel. 01604 596910, www.nordis-signs.co.uk

Midland Sign Services - tel. 01604 580966, www.midlandsignsystems.co.uk

Sign-Right - tel. 01858 575715, www.kanecreative.com or www.coremotorsport.co.uk

Signworld - tel. 01536 527940, www.ssp-print



Driving by Harry Valkhard, vehicle graphics by Sign-Right.

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COMPANY *Update*

Fairfield – a British success story

As Fairfield Displays & Lighting celebrates its 30th anniversary this September, Sign Update spoke to Janice Fairfield, a driving force behind the success story of a company that has grown to become an industry leader.

Today Fairfield Displays & Lighting is a major player in the signage, lighting, graphic and digital display industries, and not just in the UK. The company is an international business with 80 employees globally and a network of resellers. It has offices in England, USA, Holland and Germany and supplies to more than 40 countries.

But all this started from practically nothing with a young couple with good business finance, marketing and public relations experience, who had little savings but lots of enthusiasm and an eye for well designed products of high quality.

The team behind Fairfield's impressive success is husband and wife Geoffrey and Janice Fairfield, now Chairman and Marketing Director respectively.

Back in 1979, the Fairfields were living in France. Geoff, a qualified accountant, was nearing the end of a contract and the couple, with excellent French and German language skills, were looking for an opportunity to start their own business. A mutual friend introduced them to a company looking for a UK distributor. They jumped at the opportunity, and the Fairfield Displays & Lighting story began.

"Back then most imports were coming from Europe, not the Far East, and our products were all imported from France. Initially, we had a range of glass cube displays and various other showcases and our market was retail displays not the sign industry," says Janice.



Janice and Geoffrey Fairfield (left) with MP Michael Mates at the 1990 opening of the Fleet showroom.

"In those early days, a primary aim was to create brand awareness. That was pre-internet; the trade press and trade shows were everything. Working from home I just hit the phones with a vengeance, wrote endless articles for any and everything, whatever I could do to get the Fairfield name out there."

Knowing they were risking whatever savings they had but firmly believing in the potential of the products they'd selected, Geoff and Janice took a stand at the Shopex event in 1980.

"The show was a massive success; we were inundated with enquiries and then with follow-ups and subsequent orders," recalls Janice.

The following year, 1981, was particularly significant. Soon after the birth of their daughter the Fairfields opened their first showrooms in Farnbough, Hampshire, and also started selling the Mobile Cable System, the like of which was then practically unknown in the UK.

"In the UK the systems seemed revolutionary, but they'd proved themselves in Europe for years. At Fairfield we always aim to be one step ahead of the competition and we were definitely several steps ahead when we started importing cables.

"Estate agents were among our first customers," explains Janice. Back then they were spending £1000 on bulky wooden displays and lighting, writing property details by hand and sticking on a photo. Our system offered a professional solution. It was totally different, very contemporary with clean lines, extremely flexible and the cables didn't detract from the marketing message.

"At that time high streets were changing completely with shop windows being opened up. Chain stores were developing and niche retailing was just starting. Where independent shops like the local butcher would have a hand written sign, the chain stores went for a new look.

"The number of enquiries that came in were phenomenal and very quickly we were dealing with top notch designers who recognised the immense benefits of the Mobile Cable System. The persistence of pushing the Fairfield name had also paid off because quite early on people thought we were a bigger company than we were."

At the same time, Fairfield began setting up a network of resellers across the country. Like customers, resellers were nurtured, a feature that has become part of the company's culture.

In 1990 the business moved to its current 8,500 sq. foot premises in Fleet, Hampshire, which includes offices, showroom and warehouse facilities. By the time the company began manufacturing its own cable and rod systems, including a large range of wall mounts in 1993, the team had built up a wealth of valuable knowledge and experience.



A Fairfield exhibition stand from 1993.

"Things really took off then," explains Janice. "Manufacturing the cable systems enabled us to be extremely competitive in the world market, resulting in us establishing a global network of distributors and opening offices overseas in the following years."

Fairfield training days and seminars grew both in number and popularity as the distributor network increased and today average around eight a year. Showrooms with more offices were opened in Shrewsbury, now the company's northern base.

As the impact of digital printing spread and the sign market developed, signmakers began taking over some of the work previously done by shop fitters, which is when Fairfield started to supply the sign trade in a big way.

"At our first Sign UK we had a tiny stand, just giving it a go really but we were rushed off our feet with five or six hundred enquiries over the three days," says Janice.

"These days our cable displays are in just about every high street in the country. Whether it's an upmarket fashion outlet with minimalist styling or a traditional location such as an old castle, our cables work because you don't see them, just the message.

"We're proud that we created the market for cables in the UK. As a result of what we did, more cable systems are now manufactured in this country than anywhere else. Where others dabble in that market, we have real depth of experience gained through hundreds and hundreds of projects. You can't buy that knowledge."

Cable systems may be just one of Fairfield's lines but their success is symbolic of the company. As the market has changed, Fairfield has developed its range, introducing innovative products such as its patented double-sided light boxes, XtraLite in 1995, as well as a range of freestanding units with suspended cables, a 3mm cable system, and a 3mm and 10mm rod system. More recently Fairfield launched floating digital screens with matching light boxes and earlier this year the Balance range of displays was introduced.



Cable and Rod components in Fairfield's warehouse.



By 2001 Fairfield was in a good position to take a larger stand at Sign UK.

Typically Fairfield, Balance uses the very latest materials to provide top quality and designer-led style combined with practicality.

Looking back over 30 years, from being a young married couple in 1979 to having recently become grandparents, Janice and Geoffrey Fairfield are rightly proud of what they've achieved.

"We don't know what will happen over the next 30 years, but we know we've built something very solid," says Janice. "Today Fairfield is a whole team of people who really care about what they do.

"We have always had a very loyal customer base that we support continuously, some dating back to the very beginning. A few have gone away

and bought cheap stuff, but finding out it was a false economy, they come back to us. Our trade prices are surprisingly competitive for the quality."

Fairfield employees are also loyal; some 60 percent have been with the company more than five years and a third of employees more than 10 years.

The role Fairfield Displays & Lighting has played in the industry was recognised when Geoffrey Fairfield was made president of the SDEA (the Shop and Display Equipment Association) last year.

"Geoff was always a man with vision and now he's at the pinnacle of his career. He regularly gets invited to speak at industry events and enjoys helping people and sharing the knowledge he's accumulated over many years in the industry," says Janice.

As we go to press, plans for Fairfield to celebrate the 30 year anniversary are being finalised.

"We're asking our older customers if they can remember their first cable installation and we expect some interesting recollections," ends Janice.

Tell Janice about your first cable installation at janice.fairfield@fairfelddisplays.co.uk or contact Fairfield via www.fairfelddisplays.co.uk or telephone 01252 812211.



Fairfield's showroom in the year 2000.

Leading signage and graphic companies merge to form Hollywood Monster

Midlands based Hollywood Signs and sister company Monster Digital have merged to form what they consider is the biggest signage and graphics company in the Midlands, Hollywood Monster.

The newly merged company has moved to a larger 30,000 sq ft unit in Redfern Parkway, Tyseley, bringing the Hollywood Signs team from its former unit at nearby Cole Valley Business Park and Monster Digital from Halesowen under one roof to create the now 70-strong workforce in addition to the London based sales office.

The merger and move will allow Hollywood Monster to offer new and existing clients across the UK a wide range of services across a number of sectors, whilst benefiting from the cost efficiencies and shared experience of the combined team and diversified service now on offer. The team is also set for expansion, with a recruitment programme already underway.

Tim Andrews, Managing Director of Hollywood Monster, said: "With both businesses continuing to trade successfully over the last 18 years, it seemed the next logical step to combine the service offering and benefit from the economies of scale and efficiencies of combining the business under one roof that can then be passed onto our clients.

"Both businesses had expanded to a combined turnover of £6m, so by combining the technology and skill sets of both businesses operationally and commercially, our vision is to become the number one graphic business within the UK."

With an impressive client list including Westfield Shopping Towns, Carillion, McDonalds and Virgin Media, the merger and expansion into larger premises will also allow the company to update state of the art machinery and offer storage to clients, as well as the existing consultancy, project management, planning, and installation services previously offered by the sister companies.

One of the team's most recent high profile projects was its appointment as main contractor for graphics at Land Securities and Hammerson's new shopping development in Bristol city centre Cabot Circus, which included the print and supply of 2,500 sq m of graphics to launch the centre.

Tim added: "As part of the merger we have launched a new company brand and website, which all the team are very excited about. The coming together of the two brands and companies will bring us the synergy required to grow further in our industry."

Originally founded in 1991 by John and Tim Andrews, The Hollywood Group grew into its first 3,000 sq ft premises in Acocks Green in 1995 and saw the employment of its first full time employee in 1996. In 1998 a purpose built 10,000 sq ft facility in Tyseley was commissioned and completed in 2000 to house its then 20 employees. Later in 2002, sister company Monster Digital was created, trading from business premises based in Halesowen until the company merger to form Hollywood Monster earlier this month.

More information about Hollywood Monster can be found by visiting the brand new website: www.hollywoodmonster.co.uk



Commercial Director Andy McKenzie, Sales Director Simon McKenzie, Director John Andrews, Managing Director Tim Andrews.

Learn how to avoid missing out on 50% of a potential sale

Staff members at HoF Display Solutions are on track to raise over £400 after participating in a Cancer Research UK Race for Life.

The four strong team, including staff from sales, marketing and accounts, completed the 5K course in under an hour. The event, at Bedford's Russell Park and Embankment in July, saw 4,500 women come together to raise money for the charity, one of a number of races held throughout the UK every year.

"Although HoF has worked with Cancer Research UK for many years, supplying banners,



HoF Race for Life team.

flags and displays for the events and in providing donations in previous years, it's the first time we've entered a team to run," commented Marketing Manager Fran. "The atmosphere was amazing and I'm really proud of the team, especially Sophie who finished in an impressive 35 minutes."

The Cambridgeshire based company hope to grow the team and participate in further events and challenges, including a 10Km unisex race in October.

For further information on Hof Display Solutions call 01480 861678.

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UK POS reaches the half a billion mark in product sales

Despite the economic downturn the UK Point Of Sale Group has seen a boost in its product sales, having just hit the half billion mark thanks to a surge in sales over the summer months.

Manufacturing and selling half a billion products since the firm was established in 1989 is a proud achievement. UK POS produces all its PVC and acrylic products in-house, leading to the company being one of the largest manufacturers of point of sale materials in the country. Not only does this include general products, but also bespoke items made especially to customers' specifications.

This time of year has always been one of the busiest periods for UK POS with customers understanding the importance of point of sale merchandising during a potentially high impulse buying period. But this year has really stood out for the company.

Sales and Marketing Director at UK POS, Debra Jamieson commented: "These out performing months up to our year end in May will hopefully continue as retailers start to consider their Christmas point of sale projects. And if consumer spending starts to increase as reports suggest, we should also see an increase in marketing spends. All this does suggest that there is a light at the end of the tunnel and as a company who has had to face the downturn in retail spending and decreased marketing budgets, UK POS continues to remain positive. We receive high volumes of requests on a daily basis so we aim to fulfill these requests the best we can. Our recent sales achievement is testament to our positive outlook and determination to succeed."



Reducing costs isn't the only way to win the sale. UK POS believes its recent success and exponential growth from 20 years of trading is also down to its high levels of customer service. Going that extra mile to ensure customers are satisfied is the core of the UK POS business. Value added services, including ordering items as late as 5pm for next day delivery, to UK POS offering complete design solutions, mock-up samples and in-house assembly of products all help towards its success.

For further information visit www.ukpos.com

Josero reseller agreement with Trimwel in Ireland

Josero, the Inkjet Consumable Specialist and master distributors in the UK and Ireland for world ink leader Triangle, is pleased to announce a new reseller agreement with Trimwel in Ireland. The agreement covers the resale of the complete range of Triangle's Inkjet products in the region.

Trimwel Ltd was formed in 1985 for the distribution and supply of sign making material to the sign trade. They have since become one of the largest and most-respected suppliers throughout Ireland. They offer a wide range of quality products, which are backed up by excellent product knowledge and a speedy service.

Loic Delor, Managing Director of Josero said, "I am very

pleased with this agreement with Trimwel. Their experience and position in Ireland, coupled with their focus on quality is exactly what Triangle are looking for."

Nick Little, Sales Director of Trimwel commented, "This is just the type of partnership we were looking for to strengthen our product offering to the Irish market. We have a strong team to support the range of Triangle inks and believe our customers will be delighted with these new products. The team at Trimwel is very committed and a number of conversions to Triangle inks are already taking place."

For further information visit the Triangle website at www.triangleinx.co.uk or call +44 (0) 1223 870 260.

Big changes at Brimark Signs

One of the UK's leading flat cut lettering suppliers Brimark Signs recently announced the acquisition of specialist built up letter supplier DASC Metal Built-up Lettering for an undisclosed fee.

As well as the acquisition they have also changed the company name to TRADE-LETTERS.COM so as to bring all their letter businesses under one trading entity both in the UK and Europe. Christine Owens of DASC will be joining the sales office, currently headed by Nancy Rhodes.

Managing Director Mark Ashcroft commented, "We have constantly been getting asked by our clients when will we be supplying Built up Metal Lettering and saw this acquisition as a way to further develop our product offering to the sign trade both here in the UK, as well as further exciting opportunities in the European Market that the DASC acquisition brings to the table going forward"

For further information telephone 0800 917 6376 or email sales@trade-letters.com



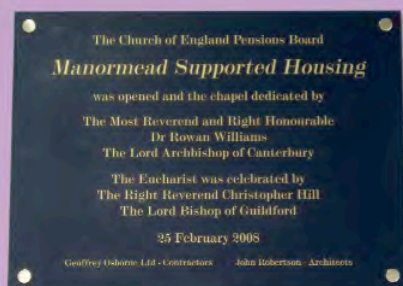
Simple and Stylish Signs
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Progressing productivity for professionals with Roland's new PRO website

With online calculators that accurately illustrate return-on-investment, running costs and finance costs, the Roland PRO website is making simple online business costing tools available to all.

Roland DG UK Ltd has announced the launch of a new website to accompany its PRO range of commercial wide-format print solutions. www.rolandpro.co.uk went live in July and offers users of Roland PRO products the opportunity to access a number of business-savvy calculation tools, ensuring that they are getting the best out of their AdvancedJet, SolJet and VersaUV printers.

The website's tools include a powerful return on investment tool, an explanation of finance options for purchase and for rental, and a calculation of running costs. Users create a profile when they first log in, detailing their print set-up, specifying their machines, how many hours it prints each day and the typical print quality required. Also factored in are hourly labour costs, sale price per square metre and how many days the printer runs each month. From this profile, the site calculates running costs and how many months it will take for the machine to have paid for itself.

"The ROI calculator is useful for existing Roland printer owners who want to be reassured about their investment," explains Brett Newman, Head of Product Management at Roland. "But it is also an attractive option for new or potential investors who need to know very accurately how quickly their purchase will earn its keep depending on the inks and RIP they intend to use. More often than not it's a nice surprise how fast that actually is."

Alongside these business development tools is a side-by-side comparison of Roland's wide-format printing options and an in-depth overview of the VersaWorks RIP, which is supplied with the company's PRO range machines. There is also an update section which showcases how other users are making the most of their products, with a particular focus on new, innovative applications and uncommon, niche markets.

Users of the PRO site can request a ring-back from a Roland employee at any time and adjust their profile to account for changes in circumstance, media or use. Printers supported include the AdvancedJet AJ-1000i and AJ-740i; the SolJet PRO III XJ-740 and XJ-640; the SolJet PRO XC-540; and the VersaUV LEC-300.

For further information on Roland's product range visit the website www.rolanddg.com

Learn how to avoid missing out on 50% of a potential sale

It is now more important than ever to make sure you and your team have the right set of skills which enables you to maximise on every business opportunity that comes along.

Fairfield Displays & Lighting has put together a seminar, which is totally free, that will take you through a step by step process and enable you to double your sales. Not only will you receive these skills, you will also be introduced to the very latest signage and digital screen concepts that will wow your customers and earn you more profit.

Fairfield seminars are divided into two sections. The morning gives an eye opener on innovative products followed by developing sales and marketing skills in the afternoon.

You will learn...

- How to integrate signage with digital screens
- How to incorporate digital print into your signage
- How to introduce new signage concepts to your clients
- How to make profitable signs using profiles

Fairfield says you will be amazed by how much knowledge you can gain within a few hours.

Comments from previous attendees included:

"It was an inspiration that was much needed to kick start some better practices and improve our systems. I would like to thank all your staff for an extremely enjoyable and informative seminar with excellent hospitality." Morgan Signs.

"It was interesting to learn about some of the product range we do not use but will now endeavour to add to our repertoire." The Sign Works.

The seminar sessions are lead by Janice Fairfield, Marketing Director who has 30 years of sales and marketing experience and is a member of the Institute of Direct Marketing (IDM).



Seminar sessions are lead by Janice Fairfield.

Knowledge is the key to success so make sure you take advantage of this free seminar by booking your place today. The seminars are from 9.30am-3pm on Thursday 24th September 2009 at our Fleet office, Hampshire and on Thursday 1st October 2009 at our Northern office, Shrewsbury, Shropshire. Limited places available, book your place now by calling 01252 813967 or email claire.satchell@fairfelddisplays.co.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
2 metre high

Bus Stop Sign

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
635 x 457mm (A2)*
530 x 450mm*
(*Image area)



Handysign

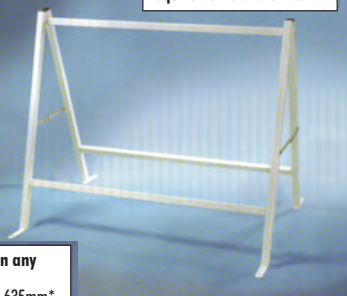
This lightweight and easy to move 'A' board is manufactured in 1.2mm zinc coated steel.

- Powder coated in white as standard
- Integral carry handle

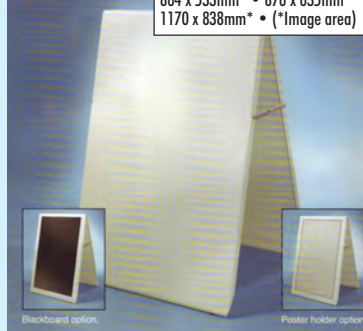
Easy to assemble.
Custom made to your own requirements and sizes.

Banner Frame

The easy way to display your banners. Fabricated from 25mm square section steel tubing, this double or single sided frame comes in a modular easy to assemble system.



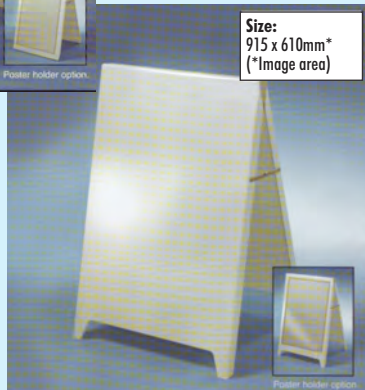
Available in 3 sizes in any combination
864 x 533mm* • 876 x 635mm*
1170 x 838mm* • (*Image area)



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*
(*Image area)



Legged Pavement Sign

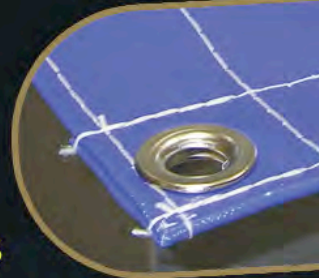
- Manufactured from 1.2mm zinc coated steel.
- Powder coated in white as standard
 - Two heavy duty metal side stays and legged feet
 - Double folded sides give extra strength

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Sharing the skills of a traditional art

Traditional sign writing with paint and brushes may appear to be a dying art but one man working to change that is Wayne Tanswell.

Wayne has been a traditional Signwriter for almost 30 years and wants to share his knowledge and pass on the skills. He runs sign writing workshops, was featured in quality brush manufacturer A.S. Handover of London's film 'Learn Signwriting Volume One' in the 1990s and published his first book 'Learn How To Paint Signs – Traditional Signwriting Introductory Guide' earlier this year.

Wayne started off as a trainee Signwriter after leaving school and quickly learnt from experienced signwriters who were then still working in traditional methods with paint and brushes.

"Many people including lots of signmakers want to learn these traditional skills but getting hold of information can be difficult. So many people contact me and say that when they ask signwriters questions, the answer they usually get is 'it's a trade secret'. I found it impossible to find any tuition or reference books on traditional signwriting but if the knowledge isn't shared and skills taught, there won't be anyone doing it eventually. I'm in my forties and am now one of the younger signwriters," says Wayne.

"It would have been an advantage if I had been academic or attended art school but I didn't. However, I was determined to learn, which meant making some mistakes, regularly using the dictionary, learning to be observant and looking at various signs for inspiration on design."

This determination paid off and today Wayne has established a niche in the sign industry and earned wide respect for his artistic skills and traditional methods. Wayne's talent has taken him all over the UK, painting classic vehicles, boats and historic buildings, producing signs for pubs, hotels, holiday venues and even working on projects such as songwriter Chris Rea's video "Go your own way" in the early 1990s.



Wayne's book introduces traditional signwriting.

"Traditional signwriting has given me the opportunity to work in some beautiful and interesting locations, both urban and rural and it's important to pass on the knowledge of these skills to the next generation," says Wayne. "Since the introduction of computer cut plastic signs in the mid 1980s these ancient skills have become even more specialised because sign companies no longer train people how to use brushes. The purpose of my book is to pass on my knowledge to people of all ages and painting ability."

Learn How To Paint Signs – Traditional Signwriting Introductory Guide is an introduction level for beginners to signwriting and is the first in a series of three books Wayne is working on. It is dedicated to his late father Derek Tanswell who always encouraged and supported him.

For contents listing or to commission a Wayne Tanswell sign, go to www.waynetanswell-signwriter.co.uk or telephone 01787 370882.



Artistic talent has led Wayne to work on several prestigious projects.



For some businesses, only a hand painted sign will do.

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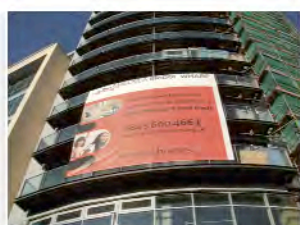
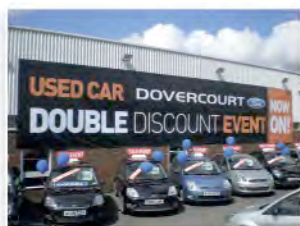
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Distributors sought for street signs with robust green credentials

N Sign Ltd, a sign manufacturer based in Stockton-on-Tees, is seeking signmaking businesses to distribute its award winning and patented Street Nameplates to regional councils and local authorities.

The Street Nameplates are made from polycarbonate, the same material used in the covers of fighter jet cockpits. In rigorous testing they've proved to be extremely robust and have the added benefit of a unique clip, intrinsic to the way the top fits together, which further helps deter vandalism.

Alun Pearson, Managing Director at N Sign explains the inspiration behind the Street Nameplates: "Three or four years ago when we were making steel street signs for a local council I decided we should manufacture high quality street signs using a recycled material that would also be recyclable. I'd seen some signs around made from recycled polythene but they weren't good, expanding and contracting with temperature changes, I knew they weren't right for us."

After time and money spent in research, Alun developed what he believes is the ideal product, which he then patented. N Sign sold its first recycled and recyclable Street Nameplate two and a half years ago and won Renew Tees Valley Product of the Year soon after.

To date, the company has supplied Street Nameplates to more than 45 local authorities. That number's still growing and councils are increasingly specifying them for areas subject to high levels of vandalism, so Alun explains why the company is looking for distributors.

"The Street Nameplates' toughness and green credentials are exactly what's wanted. We know the market is out there because on several occasions we could have got orders, even though councils prefer to buy locally.



Tough polycarbonate and a patented clip make these signs both robust and recyclable.



But taking into account travel and accommodation, it just wasn't cost effective for us to serve many parts of the country," he says

"We would supply the kit for a local sign maker to put on their vinyls, fit in to the tray and attach the legs. Street Nameplates are the perfect opportunity to get a foot in the door with their regional council. The margins on selling these signs alone aren't huge, but they can lead to loads more sign work."

Street Nameplates alone makes up only about 10 per cent of N Sign's work; the company provides a wide range of different signage and engraving solutions, from the simple to complex, using variety of different materials. But Alun estimates that figure is nearer 25 per cent when you count all the jobs that have come about as leads from Street Nameplates.

"We've often supplied Street Nameplates and it turns out they need other new signage, such as livery for all their vehicles, and then we've won that work too," says Alun.

Claire Spink, Engineering Assistant at Hambleton District Council, is just one satisfied customer.

Claire says: "N-Sign provides Hambleton District Council a superb quality and efficient service, which use recycled materials and I would recommend their Street Nameplates."

The Street Nameplates sign trays are available in two sizes, 1120 x 150 mm and 1120 x 285 mm. To find out more or to discuss distributorship, visit the website www.n-sign.co.uk or telephone 01642 800222.

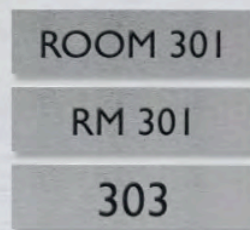
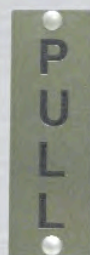
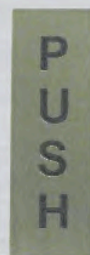


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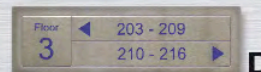
Brushed Stainless

200 x 80mm

Type A



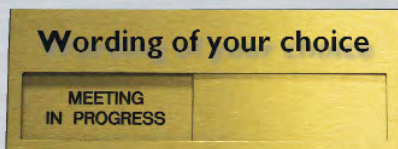
Magnetic Interchangeable Nameplates 254 x 80mm



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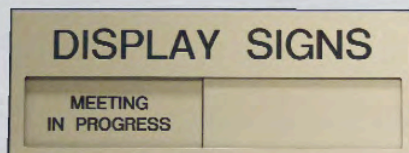


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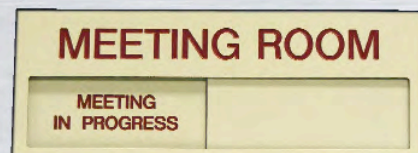
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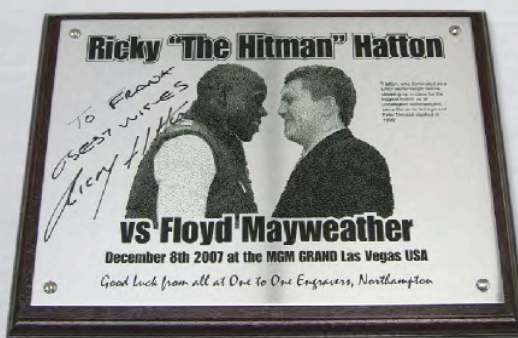
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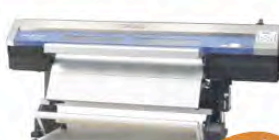
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The VersaArt RS series of eco-solvent wide-format printers integrates the latest technologies from Roland's award-winning VersaCMM and SOLJET PRO III models. Offered in a 64" 4-color (CMYK) model, the VersaArt is the perfect production tool for both indoor and outdoor graphics including signs, POP/POS materials, banners, posters, vehicle graphics and wraps. It also supports soft signage and fabric applications.

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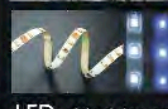
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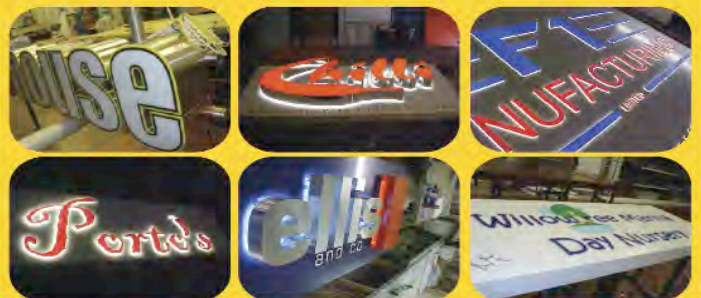
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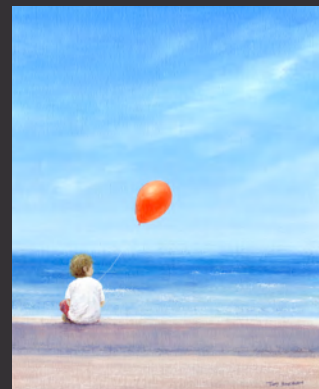
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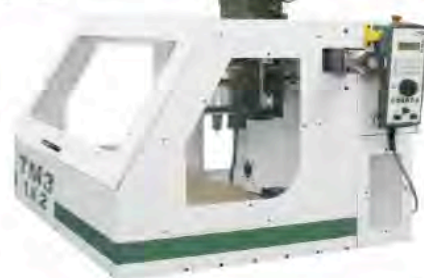
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PRESSINGS

Unit 10, Cannon Business Park, Gough
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Tel: 01902 404008

Fax: 01902 404006

sales@rotosigns.com

www.rotosigns.com

We are renowned for our superior range of advertising boards. No matter what your requirements, we will use quality materials to supply a product to suit your needs that can withstand most weather conditions. Most of our products are manufactured in the UK and spare parts are available on request.

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Tel: 0161 4314400 /

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www.ukpos.com

UK Point of Sale leading manufacturers of display products Acrylic & PVC poster holders, Sign Supports, Aluminium Snap Frames, A Boards, Poster cases & Point of sale fittings.

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Fax: 08456 25 35 46
info@w-co.co.uk
www.w-co.co.uk

Wide range of A-Boards, Pavement Signs and Forecourt Signs all of highest quality and durability. Range includes a 100% 'recycled' and 'recyclable' pavement sign and an innovative battery powered illuminated pavement sign! Options include snap frame fronts, DTM printed, Swinger signs, water filled bases, simple budget A-frames to large format.

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As an established fabricator of over 50 years we know there is a demand for display cases quickly, and we stock 27 standard sizes. Ring, fax or e-mail for quick details.

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One of the largest independent stockholders of semi-finished plastics in the UK. Offering a huge range of both branded and own label products including Perspex, Marlon, Foamalux and Veka. A next day delivery service on cut to size and polished products is available. Also, manufacturers of light boxes, sign frames and specialist fabricated items.

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Fax: 01254 272801
sales.blackburn@perspex.co.uk
www.perspex.co.uk

Perspex Distribution offer unique access to many of the principal plastic sheet products for the sign industry from their regional distribution centres in the north, midlands and south. With a comprehensive stock-holding in many colours and finishes, Perspex Distribution can deliver any material for any application when it is required.

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Righton House, Elliott Way, Nexus Point,
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Tel: 0121 356 1141
Fax: 0121 344 4558
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www.righton.co.uk

National distributors of Quinn cast & extruded acrylic sheet, Brett Martin Marcryl sheet and Policril cast acrylic. Available in a wide range of clear, opals and colours. Also stocked: Marlon solid Polycarbonate, PETG, SAN, Foamalux, Komadur, Octaclad, PVC, Aluminium Composite Sheet, aluminium sheet (available white painted). Stainless steel sheet in various finishes, aluminium extrusions, stainless fasteners, adhesives, copper, brass and bronze.

ROBERT HORNE SIGN & DISPLAY

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Probably the largest stock range of acrylic in the UK. Wide range of Repsol cast sheet sizes for optimum efficiency, coupled with extensive colour range, textures and low minimum order quantities for special colours.

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www.transdev.co.uk

Official regional Distributor of Perspex Cast and Extruded sheet, available in ranges of clear, opals, tints and colours as well as frosts, fluorescents and pearlescents. Also stocking Palight and SS50 Foam PVC's, Alu Panel and Hoarding Panel, EZ Frame Systems, Engraving Laminate and Polycarbonate.

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sales@visionsinplastics.co.uk
www: visionsinplastics.co.uk

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Gatwick Gate Estate, Lowfield Heath,
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Fax: 01293 537743
Braintree Road, Ruislip, Middlesex HA4 0XX
Tel: 0208 841 4211
Ravensbridge Drive, Leicester, LE4 0BX
Tel: 0116 2624736
vulcascot.baz@btinternet.com
www.vulcascot.com

Vulcascot supplies a comprehensive range of plastic sheet materials including Quinn, Vulcacrill, Setacrill cast and extruded, Marlon, Foamalux foam PVC, PETG, Eurosign engraving, chalkboard compact laminates and a wide range of industrial laminates including phenolics, fire rated and high temperature. All available in full or cut to size. Full technical support.

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Fax: 0141 774 6653
sales@insightsignsystems.com
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Insight is a trade only manufacturer, offering a made to measure service, with in-house powder coating. A variety of widths of signage are available to accept stencil-cut aluminium panels (secured by bonding) for back-lighting.

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Fax: 01858 466 992
sales@dorotape.co.uk
www.dorotape.co.uk
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Application tape from all leading manufacturers such as Hexis, Poli-Tape, R-Tape, Main Tape and American Bilrite. The PerfectTear range tears cleanly and the R-Tape conform series has a release liner adhesion system, so it lays flat and does not wrinkle or tunnel. A new digital application tape is available for solvent ink jet printed graphics. Same day despatch, and slit to your requirements.

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Fax: 01480 210551
gessltd@aol.com
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With the aid of our structural engineers we have developed our own bespoke banner frames with a variety of fixing methods, which enable us to install frames and images onto scaffold/steelwork structures, brick/stonework buildings or open spaces, which are largely exposed and are affected by heavy winds. We also provide a variety of lighting options.

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Installers of any size of banner, from 1off's to nationwide marketing promotions, we supply & install post mounted and wire tension systems and install to brick, cladding, lamp posts & scaffolding with a nationwide maintenance and emergency call out service, call for further details.

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Doro Tape can provide quality blank banners at almost any size and a range of banner accessories. The 650gsm heavy-duty banner fabric is an exterior grade PVC coated polyester with a lacquered glossy top face. The banners are all H/P welded, brass eyeleted, and flame retardant. Doro Tape supplies the Ri-flex soft banner vinyl range from Ritrama in 20 colours, a must for all banner graphics.

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Fax: 01322 664971

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www.touchtypesigns.com

TOUCHtype signs are the industry standard for Braille & Tactile Signs. Used by countless sign companies, local authorities, the Health sector and Blind associations throughout the UK, including the RNIB. Total product solution from one-off signs to complete sign programmes. Door signs, insert signs, interchangeable directories, tactile plans, and much more. Custom made to any specification with full technical backup and no quibble guarantee of satisfaction.

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British manufacturers of Screw/Push-in type Brass Locator Nuts for the Sign and Shopfitting Industries. We also manufacture Coverhead Mirror Fasteners, either Disc, Dome, Conical or Mushroom shape in various finishes, in addition to the famous "Moore's Super Clips" mirror fixings.

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Fax: 01225 489710

mail@hphsigns.co.uk

www.hphsigns.co.uk

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COMPONENTS LTD

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Fax: 01274 774478

sales@applelecsign.co.uk

www.applelecsign.co.uk

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Fax: 0116 272 0260

graphics@centresigns.co.uk

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Built up Perspex and Acrylic Letters. Router work undertaken. Trade only service.

KINGS PLASTICS LTD

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We supply fabricated letters and logos non illuminated or face and halo illuminated with Leds, the choice is yours.

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179 Fosse Road North, Leicester, LE3 5EZ

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Fax: 0116 225 9966

sales@sign-here.co.uk

www.sign-here.co.uk

Trade service for flat cut & built up lettering & logos in a variety of materials. We will give you a reliable, efficient service at a competitive price, from 1 letter to a fully illuminated sign. For a quote or just friendly advice contact us. We are here to help.

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Unit D3, 78-80 Akeman Street, Tring,
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We offer a Quality in-house manufacture service for all your Sign Needs - Built up Metal & Acrylic Letters, Flat Cut Letters, Sign Trays, Projecting signs, Signage Systems, Monoliths & LED Illumination. We endeavour to BEAT any like for like quote by 5%. Call our Sales team today for that friendly prompt service you require.

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YO30 4XA

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Fax: 01904 692155

sales@yorkut.co.uk

www.yorkut.co.uk

Trade suppliers of quality built up and flat cut acrylic letters and logos, fabricated from branded acrylic. Can be supplied with locators and drill templates, stencil cut trays and internal illumination if required. Very competitive prices. Swift response to all enquiries.

BUILT UP LETTERS METAL

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Fax: 0117 952 0234

avon.engraving@btconnect.com

www.avonengraving.co.uk

Specialist manufacturers of built-up/flat cut letters, logos in stainless steel, brass, aluminium etc. Very competitive prices, excellent delivery, highest quality, full design service. Prompt response to all enquiries.

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Fax: +44 (0)1274 774478

sales@applelecsign.co.uk

www.applelecsign.co.uk

Trade suppliers of quality 3D built up metal letters and logos. Offering lettering starting from as little as 50mm high, in materials such as stainless steel, brass, copper, titanium and aluminium, available in a variety of different finishes. We also offer built up letters with halo and / or face lit illumination from our award winning and cost effective LED range, please ask for an information pack or contact one of our friendly experienced sales staff for assistance. (flat cut lettering is also available).

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www.ashbytrade.net

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www.avenuesigns.co.uk

Specialists in stainless steel letter fabrication sprayed to your specification. Neon and transformers, etc. also made to suit.

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Mob: 07879 493 386

mailus@fabricut.co.uk

www.fabricut.co.uk

Trade suppliers of 3D built up letters and logos. Full LED service available for Halo or Face illumination. Stove enamelling available from BS, RAL and Pantone colours. Fast turnaround with competitive prices.

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Manufacturers of Built Up - Flat Cut - Rim and Return Letters and Logos in Stainless Steel, Aluminium, Copper and Brass. We also fit neon tube or LED modules within the Letters for face or halo illumination.

KINGS PLASTICS LTD

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Tel: 0117 922 6382

Fax: 0117 925 1159

www.kingsplastics.co.uk

We supply Stainless Steel fabricated letters in polished, brushed or painted non illuminated or illuminated with leds for halo or rim and return face illumination.

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Tyne NE23 1WP

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Fax: 01670 707 365

sales@logotech-ltd.co.uk

www.logo-tech.co.uk

In our fully equipped metal department we produce high quality built up letters/logos in aluminium, stainless, brass and copper. Supplied to the trade nationwide, at a very competitive price. We also manufacture boxes, post signs, gantry signs, frames and panels, which can be finished to your specifications. We have our own in-house neon department and can supply you with the complete sign service, ready for you to install.

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Stratton, Norfolk NR15 2XB

Tel: 01508 531183

Fax: 01508 531139

www.signmakersproducts.ltd.uk

Manufacturers of sign boxes, frames and display cases to the trade. Fast delivery.

SYGNET SIGNS LTD

129 Humberstone Rd, Leicester, LE5 3AP

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Nationwide specialist trade suppliers of ali/stainless steel 3D built ups. Brushed/Satin/Mill/chemically coloured finishes. 1050 grade ali, 316 or 304 grade s/s. We can also supply a variety of back trays to suit and fit LEDs/Neon etc for face/halo illumination. All works carried out in-house. (we also supply flat cut text/logos).

TRADE SIGNS UK.COM

Unit D3, 78-80 Akeman Street, Tring,
Herts HP23 6AF

Tel: 0870 240 2763

Fax: 01442 828 922

sales@tradesignsuk.com

www.tradesignsuk.com

We offer a Quality in-house manufacture service for all your Sign Needs - Built up Metal & Acrylic Letters, Flat Cut Letters, Sign Trays, Projecting signs, Signage Systems, Monoliths & LED Illumination. We endeavour to BEAT any like for like quote by 5%. Call our Sales team today for that friendly prompt service you require.

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34/36 Auster Road, Clifton Moor, York
YO30 4XA

Tel: 01904 690330

Fax: 01904 692155

sales@yorkut.co.uk

www.yorkut.co.uk

Trade suppliers of quality built up and flat cut metal letters, logos and stencil cut trays, fabricated from stainless steel, aluminium or aluminium composite. Can be supplied with fixings, back trays, LED illumination and paint finishes if required. Very competitive prices. Swift response to all enquiries.

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info@metalline-signs.co.uk

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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.

ARTILLUS ILLUMINATING SOLUTIONS

5 Bellman Gate, Holcot Lane, Sywell,
Northants NN6 0BL

Tel: 01604 678410

Fax: 01604 671335

sales@artillus.com

www.artillus.com

LED Edge Lit Light Boxes and Display Panels.

ASHBY TRADE SIGN SUPPLIES LTD

Youngs Ind Est, Aldermaston,
Reading, RG7 4PW

Tel: 0118 981 5343

Fax: 0118 981 5335

Sales@ashbytrade.co.uk

www.ashbytrade.net

Trade supplier of 12v Sloan LEDs - a top quality product offering bright, even illumination using Constant Current technology. Can be used for face lit, halo, flexible tubing and rigid border tubing, in 6+ colours with fittings, wiring and power supplies. Full colour instruction brochure supplied and sample kits available to purchase. Can be provided within fret cut trays or built up letters.

FOREVER LTD

Little Langley, Bagshot Road, Chobham,
Surrey GU24 8SJ

Tel: 01276 855708

Fax: 01276 855708

Mob: 07917413216 /

07917273878

foreverltd@btconnect.com

www.foreverltd.co.uk

Forever Ltd are leading suppliers of quality LED lighting solutions to the Sign Industry. With over fifteen years experience of the Sign Industry we offer excellent service from Design to installation. Quality guaranteed products with full training and back up support. Independent suppliers mean we find the right solution for the customer.

LED SOLUTIONS

129 Humberstone Road,
Leicester LE5 3AP

Tel: 0116 262 5933

Fax: 0116 262 6061

sales@ledsolutions.co.uk

www.ledsolutions.co.uk

LED Solutions provides the latest in solid state technology for a wide range of professional industries. We are proud to have a product range that includes DAEHAN, AGILIGHT, OSRAM and SLIMLIGHT products which are extremely competitive against any other products on the market. Whether it be tight stroke widths or high intensity illumination that is required, we will always find a solution.

OSHINO LED LIGHTING

Brookfield House, Brookfield Road,
Arnold, Nottingham NG5 7ER

Tel: 0115 920 9513

Fax: 0115 920 9886

sales@oshino.co.uk

www.oshino-lamps.co.uk

High quality LED lighting systems for the Sign Maker. New Module 5 Side Emitter LED for bright and uniform built-up letters with returns as shallow as 30mm. Also full colour RGB colour-change and DMX control.

SIGNTRADE LETTERS LTD

225 Long Lane, London N3 2RL

Tel: 0500 456 700

Fax: 020 8349 5806

sales@signtrade.co.uk

www.signtrade.co.uk

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.

W & CO DESIGN SOLUTIONS LTD

Unit 9 West Yoke Farm, Michaels Lane,
Ash, Sevenoaks, Kent, TN15 7EP

Tel: 08456 25 35 45

Fax: 08456 25 35 46

info@w-co.co.uk

www.w-co.co.uk

LED lighting solutions for indoor or outdoor signs and displays including: LED illuminated signs, LED light boxes, LED light panels, LED light walls, LED lit built up letters, and completely bespoke LED signs and displays created to your specifications.

YORKUT LETTER COMPANY

34/36 Auster Road, Clifton Moor,
York YO30 4XA

Tel: 01904 690330

Fax: 01904 692155

sales@yorkut.co.uk

www.yorkut.co.uk

Trade suppliers of proven LED lighting solutions for the sign industry. The latest lightweight and ultra slim LEDs, in a variety of colours, which use very low power with low heat emissions but provide high illumination output. Ideal for illuminating 3D built up letters, fascia signs and lighting features which can be supplied as a "Ready to Fit" package. Very competitive prices.

LIGHT BOXES & LIGHTING

BROWNINGS LTD

5 Williamson Street, Hull, HU9 1ER

Tel: 01482 380900

Fax: 01482 380901

sales@browningsltd.co.uk

www.browningsltd.co.uk

Established in 1993 the business has grown steadily to become one of the largest, TRADE ONLY, suppliers of general, day-to-day, signage products. We manufacture everything from Poster Frames to Flexface Signs in any size or quantity, from 1 off to multiple rollouts. All to your individual, specific requirements. The "non-standard" is Brownings' "standard".

INSIGHT SIGN SYSTEMS

61 Dykehead Street, Queenslie Industrial
Estate, Glasgow G33 4AQ

Tel: 0141 774 5990

Fax: 0141 774 6653

sales@insightsignsystems.com

www.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 LTD

Unit 1, Ruxley Corner Industrial Estate,
Edgington Way, Sidcup, Kent DA14 5BL

Tel: 020 8308 9990

Fax: 020 8308 9995

sales@neplastics.co.uk

www.neplastics.co.uk

One of the largest independent stockholders of semi-finished plastics in the UK. Offering a huge range of both branded and own label products including Perspex, Marlon, Foamalite and Veka. A next day delivery service on cut to size and polished products is available. Also, manufacturers of light boxes, sign frames and specialist fabricated items.

W & CO DESIGN SOLUTIONS LTD

Unit 9 West Yoke Farm, Michaels Lane,
Ash, Sevenoaks, Kent, TN15 7EP
Tel: 08456 25 35 45
Fax: 08456 25 35 46
info@w-co.co.uk
www.w-co.co.uk

Wide range of high quality light boxes and illuminated signs including LED, ultra slim, edge-lit, traditional backlit, large-format Flex Face, menu boxes, free-standing, light panels, light walls and completely custom made! Standard sizes held in stock for next day delivery!

LOCKABLE & EXTERIOR NOTICE BOARDS

ASHBY TRADE SIGN SUPPLIES LTD

Youngs Ind Est, Aldermaston, Reading,
RG7 4PW

Tel: 0118 981 5343

Fax: 0118 981 5335

Sales@ashbytrade.co.uk

www.ashbytrade.net

Quality product available next day from stock in silver anodised A4-A0 sizes. Coloured and bespoke sizes available to order. Can be fitted to an aluminium plate and post system, with or without a canopy, for an attractive and practical solution to your customers needs. Come with two keys as standard. Poster cases or magnetic backs available, also LED illuminated.

SIGNCONEX LTD

St Johns Works, Fern Street, Bury,
Lancs BL9 5BP

Tel: 0161 764 9500

Fax: 0161 764 9600

info@signconex.co.uk

www.signconex.co.uk

Signconex are a UK manufacturer of Changeable Displays in 3 main product areas:

1. Interior and exterior, Lockable and Open notice boards and whiteboards.
2. Bespoke interior and exterior modular, directory, wayfinding, and post and panel signs.
3. Menu cases, foyer boards, welcome boards and illuminated menu boxes designed specifically for hotels, restaurants and other prestigious venues.

MAGNETIC MATERIAL

ANCHOR MAGNETS LTD

Bankside Works, Darnall Road,
Sheffield S9 5AH

Tel: 0114 244 1171

Fax: 0114 242 6612

www.anchormagnets.com

Fast ex-stock delivery of magnetic materials for vehicle livery and promotional applications. Magnetic sheet supplied in pre-cut sizes to customers specifications or 610mm/1 metre rolls, 30 metres in length. Available in plain white, gloss or a variety of attractive coloured finishes.

BISBELL MAGNETIC PRODUCTS LTD.

Hillfield Lane, Stretton, Burton on Trent,
Staffs DE13 0BN

Tel: 01283 531000

Fax: 01283 534000

sales@bisbellmagnets.com

www.bisbellmagnets.com

Maxmag magnetic sheeting is available in digitally printable standard and wide format as well as the normal finishes of plain and adhesive backed to suit all applications. Try our new PET steel film (solvent, eco-solvent and UV ink suitable) and Paper Steel display materials for Point of Sale displays. Full range of high energy magnetic tape to suit every budget and application - TESA, 3M's etc.

METALLIZING SERVICE

MIRROR TECHNOLOGY

Unit 4, Redwood House, Orchard
Industrial Estate, Toddington,
Gloucestershire GL54 5EB

Tel: +44 (0)1242 621534

Fax: +44 (0)1242 621529

malcolm@mirrortechology.co.uk

www.mirrortechology.co.uk

Producer of high quality mirror coatings. The process allows coating on flat and moulded surfaces up to 3m lengths. The mirror coating is usually applied to the inner or rear surface of transparent acrylic, giving the best protection to the mirrored surface. Coloured varnishes can be used to achieve a variety of dramatic effects.

MODULAR PANEL SIGN SYSTEMS

ASHBY TRADE SIGN SUPPLIES LTD

Youngs Ind Est, Aldermaston, Reading,
RG7 4PW

Tel: 0118 981 5343

Fax: 0118 981 5335

Sales@ashbytrade.co.uk

www.ashbytrade.net

Stylish, simple and economic modular system in 4 different plank depths: 50mm, 100mm, 165mm & 300mm. Available from stock in white or mill finish for powder coating, with square or round posts. Wall, suspended or projecting systems also available. Simple to assemble, planks may be mounted flush together or with gaps of your own choosing.

INSIGHT SIGN SYSTEMS

61 Dykehead Street, Queenslie Industrial
Estate, Glasgow G33 4AQ

Tel: 0141 774 5990

Fax: 0141 774 6653

sales@insightsignsystems.com

www.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.

NATHANIEL OLIVER & ASSOCIATES LTD.

Glebe Works, Braunston Road, Oakham
Rutland, LE15 8UH

Tel: 01572 722636

Fax: 01572 757525

enquiries@nathanieloliver.com

www.nathanieloliver.com

Designers & manufacturers of modular sign systems for over 25 years. Our products are now available to the trade including The Classic Modular Sign System, with its distinctive dovetail feature & The Dimension Modular Sign System with its curved face and patented locking system. Both of these systems are well established and have an enviable reputation within the sign industry.

RIGHTON LTD

Righton House, Elliott Way, Nexus Point,
Holford, Birmingham B6 7AP

Tel: 0121 356 1141

Fax: 0121 344 4558

marketing@righton.co.uk

www.righton.co.uk

Righton Ltd is the UK's leading supplier of semi-finished plastics to the sign industry. our extensive range includes: Cast and extruded acrylic available in clear, opal and a full range of colours. Polycarbonate, Foam PVC, PET-G, Aluminium Composite Sheet, Painted aluminium sheet, Aluminium extrusion, Ultragrain stainless steel sheet. In house cutting and coating as well as 24 hour delivery service.

SIGN MAKERS PRODUCTS LTD

Hawthorn House, Ipswich Road, Long
Stratton, Norfolk NR15 2XB

Tel: 01508 531183

Fax: 01508 531139

www.signmakersproducts.ltd.uk

Manufacturers of sign boxes, frames and display cases to the trade. Fast delivery.

SIGNCONEX LTD

St Johns Works, Fern Street, Bury,
Lancs BL9 5BP

Tel: 0161 764 9500

Fax: 0161 764 9600

info@signconex.co.uk

www.signconex.co.uk

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1. Interior and exterior, Lockable and Open notice boards and whiteboards.
2. Bespoke interior and exterior modular, directory, wayfinding, and post and panel signs.
3. Menu cases, foyer boards, welcome boards and illuminated menu boxes designed specifically for hotels, restaurants and other prestigious venues.

SIGNSCAPE SYSTEMS LTD

Pear Tree Works, Bath Road, Upper
Langford, Bristol BS40 5DJ

Tel: 01934 852888

Fax: 01934 852816

sales@signscape.co.uk

www.signscape.co.uk

Trade supplier of modular sign systems including Post & Panel, Infocurve, Infocurve Lite, Papyrus, Finger Posts, Bannerfix, Tam Torques, Column Plates, Posterloc, Clip frames, Infotex and Mini-slats. Other products include Lynester security notice boards, including solar powered option (EcoVision). From our special fabrication department, we produce bespoke signage to your specification.

MOULDED & FABRICATED PLASTICS

MERCURY & PHILLIPS SIGNS

51-59 Waterworks Road,
Norwich NR2 4DA

Tel: 01603 666699

Fax: 01603 616781

mercphil@globalnet.co.uk

www.mercuryphillipssigns.co.uk

Suppliers of moulded acrylic pans and logos up to 2800mm x 1500mm and other types of press and vacuum forming in PVC and HIPS. Specialists in fabricated plastics for POS displays with full screen print, graphics and CNC routing capabilities.

PROJECT PLASTICS LTD

7 Grange Way Business Park, Whitehill
Industrial Estate, Colchester CO2 8HF

Tel: 01206 868696

Fax: 01206 793737

project.plastics@btinternet.com

www.projectplastics.co.uk

Manufacturers of acrylic domes and shapes, tubes, point of sale displays and showcases. Bespoke plastic fabrication. CNC routing, diamond edge polishing, 3m x 2m moulding oven for oven forming, vacuum forming and screen printing. Plastic cut to size service.

MOULDED LETTERS

ACCENT SIGNS LTD

Units 1&2, Broadcott Ind. Est., Station
Rd., Cradley Heath B64 6NT

Tel: 0121 561 4600

Fax: 0121 561 5458

accsign1@aol.com

www.accentsigns.co.uk

Largest range of moulded acrylic letters in the UK. Mirror effect moulded letters, LED illumination, logos, panels, complete fascia panels, blow moulding, aluminium, composite trays and more! Samples on request.

MERCURY & PHILLIPS SIGNS

51/59 Waterworks Rd. Norwich NR2 4DA

Tel: 01603 666699

Fax: 01603 616781

mercphil@globalnet.co.uk

www.mercuryphillipssigns.co.uk

Moulded letters and logos in all standard Perspex colours and UV stabilised gold and silver acrylics, in 8 standard sizes, bespoke sizes available on application. Press, vacuum and blow moulded pans, in acrylic and petg also available.

SIGNTRADE LETTERS LTD

225 Long Lane, Finchley London N3 2RL

Tel: 020 8346 8515

Fax: 020 8349 0294

sales@signtrade.co.uk

www.signtrade.co.uk

Moulded letters are our speciality with stock of 20 fonts 8 letter heights in coloured Perspex and 1000's of flat cut letters as well. Your own font or logo is made by our own toolmakers. With over 50 years of experience to call on.

NAMEPLATES

ASPECT SIGNS & ENGRAVING

Unit A5 Bounds Green Ind Est, Ring
Way, London N11 2UD

Tel: 020 8368 9017

Fax: 020 8368 9018

info@aspectsigns.com

www.aspectsigns.com

Over 40 Years experience in etching and engraving nameplates and plaques. All Metal. Normal turn around 5-7 working days. Express service available from 1 day turn around. For a Reliable Trade Service, contact us.

LEXICRAFT LTD

32 Woodside Business Park,
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Tel: 0151 6665400

Fax: 0151 6661079

sales@lexicraft.co.uk

www.lexicraft.co.uk

Sign panels, plaques, company registration plates. Panels and industrial name and data plates. Chemically etched stainless steel, brass and aluminium. Press work and fabrication. High volume production for end user and trade customers.

MOCKRIDGE LABELS & NAMEPLATES LTD

Cavendish Street, Ashton-under-Lyne,
Lancs OL6 7QL
Tel: 0161 308 2331
Fax: 0161 330 9645
sales@mockridge.com
www.mockridge.com

Specialists in chemically etched nameplates. Brass, Stainless Steel and Anodised Aluminium. Any size up to 2400 x 1200mm (8ft x 4ft). One-offs up to 5000+. Trade work is totally confidential.

RUDD MACNAMARA LTD (EST. 1896)

Island Works, Holyhead Road
Handsworth, Birmingham B21 0BS
Tel: 0121 523 8437
Fax: 0121 551 7032
enquiries@ruddmacnamara.com
www.ruddmacnamara.com

Anodised and etched aluminium, etched stainless steel and brass nameplates and panels. Four colour process print onto anodised aluminium a speciality producing striking and attractive images. In house press work and fabrication facilities. High quality workmanship to specification and BSI 9001:2000 accredited. Fast response and excellent customer service.

SIGN INDUSTRIES

Gardyne, Forfar, Angus,
Scotland, DD8 2SQ
Tel: 01241 828 694
Fax: 01241 828 331
info@signindustries.com
www.signindustries.com

SIGN INDUSTRIES are specialist TRADE MANUFACTURERS of etched Stainless Steel, Brass, and Bronze. We also Laser Engrave Plastics and Wood as stand alone products as well as moulds for castings. SIGN INDUSTRIES normally work with 3 mm thick material, and can etch bend and weld Stainless Steel up to 3 metres x 1.5 metres, and down to small sequential tags for wiring looms.

NEON MANUFACTURERS (TRADE)

A1DESIGNS

Unit 9a, Wandle Technology Park, Mill
Green Road, Mitcham CR4 4HZ
Tel: 020 8646 9886
Fax: 020 8646 9478
enquiry@a1designs.co.uk
www.a1designs.co.uk

Neon & Cold Cathode Manufacturers to the Trade. Fast turnaround & Delivery, Quick repair service. Installation, Fault diagnosis, Repairs & Maintenance. Confidential Service. All neon accessories, Transformers, Cable, Tube supports etc.

AVENUE SIGNS LTD

216-222 Luton Road, Chatham,
Kent ME4 5BS
Tel: 01634 841300
Fax: 01634 841420
info@avenuesigns.co.uk
www.avenuesigns.co.uk

Full computerised design service neon and cold cathode lighting. Fully qualified installation engineers, fault diagnosis, fast repair service. Complete sign service from vinyl through to acrylic to polished stainless steel to transformer and neon accessory supplies.

BENGE NEON

Unit 13 Moor Park Industrial Centre,
Tolpits Lane, Watford, Herts WD18 9EY
Tel: 01923 255971
Fax: 01923 248190
bengeneon@hotmail.com
Neon and Cold Cathode Tube manufacturers.

LOGOTECH DISPLAY SOLUTIONS LTD

Unit 6, Atley Business Pk, North Nelson
Ind Est, Cramlington, Newcastle Upon
Tyne NE23 1WP
Tel: 01670 737 225
Fax: 01670 707 365
sales@logotech-ltd.co.uk
www.logo-tech.co.uk

Specialists in neon manufacture to the trade, all types of neon work undertaken. Quick repair service. Very competitive prices. Over 25 years experience in the sign trade.

NOTICE & DRY-WIPE BOARDS

SIGNCONEX LTD

St Johns Works, Fern Street, Bury,
Lancs BL9 5BP
Tel: 0161 764 9500
Fax: 0161 764 9600
info@signconex.co.uk
www.signconex.co.uk

Signconex are a UK manufacturer of Changeable Displays in 3 main product areas:

1. Interior and exterior, Lockable and Open notice boards and whiteboards.
2. Bespoke interior and exterior modular, directory, wayfinding, and post and panel signs.
3. Menu cases, foyer boards, welcome boards and illuminated menu boxes designed specifically for hotels, restaurants and other prestigious venues.

NUMBER PLATES

TENNANTS UK LTD

Tennant House, Mount Street, New
Basford, Nottingham NG7 7HX
Tel: 0115 973 8080
Fax: 0115 973 8090
sales@tennantsuk.com
www.tennantsuk.com

One of the country's largest distributors of number plate components and suppliers of the 'Print Pro' system - The UK's best selling colour number plate printer. This 'Business in a Box' comes complete with software to print Legal Plates and 'Showplates' allowing for fancy side badges and fonts to be added. This Multi-Function printer will also print full colour Health & Safety Signs direct onto self-adhesive vinyl, Business Cards, Banners, Coasters and Key Fobs!

PAVEMENT SWINGER SIGNS

ROTOSIGNS

TRADING AS PART OF YEOMAN PRESS-
INGS
Unit 10, Cannon Business Park, Gough
Road, Coseley, West Midlands, WV14 8XR
Tel: 01902 404008
Fax: 01902 404006
sales@rotosigns.com
www.rotosigns.com

We are renowned for our superior range of advertising boards. No matter what your requirements, we will use quality materials to supply a product to suit your needs that can withstand most weather conditions. Most of our products are manufactured in the UK and spare parts are available on request.

SIGN MAKERS PRODUCTS LTD

Hawthorn House, Ipswich Road, Long
Stratton, Norfolk NR15 2XB
Tel: 01508 531183
Fax: 01508 531139
www.signmakersproducts.ltd.uk
Manufacturers of sign boxes, frames and display cases to the trade. Fast delivery.

PLASTICS DISTRIBUTORS

N E PLASTICS LTD

Unit 1, Ruxley Corner Industrial Estate,
Edgington Way, Sidcup, Kent DA14 5BL
Tel: 020 8308 9990
Fax: 020 8308 9995
sales@neplastics.co.uk
www.neplastics.co.uk

One of the largest independent stockholders of semi-finished plastics in the UK. Offering a huge range of both branded and own label products including Perspex, Marlon, Foamalite and Veka. A next day delivery service on cut to size and polished products is available. Also, manufacturers of light boxes, sign frames and specialist fabricated items.

TRANSPLAS

Dawkins Road, Hamworthy, Poole,
Dorset BH15 4HF
Tel: 01202 670567
Fax: 01202 667768
transplas@transdev.co.uk
www.transdev.co.uk

As well as being an official Perspex distributor, we stock a wide range of Display and Engineering Plastics, including: Perspex, Polycarbonate, Palight and SS50 Foam PVC's, Alu Panel and Hoarding Panel, EZ Frame Systems, Engraving Laminate, Polyethylene, Nylons, Acetal, Polypropylene, ABS and PVC.

POINT OF SALE FITTINGS

UK POINT OF SALE GROUP LTD

Emery Court, The Embankment, Heaton
Mersey, Greater Manchester, SK4 3GL
Tel: 0161 4314400 /
0161 4314411
www.ukpos.com

UK Point of Sale leading manufacturers of display products Acrylic & PVC poster holders, Sign Supports, Aluminium Snap Frames, A Boards, Poster cases & Point of sale fittings.

POLYSTYRENE SIGN SERVICE

Fonteyne Signs & Displays

Unit 3, 181 Verulam Road, St Albans,
Herts AL3 4DR
Tel: 01727 832146
Fax: 01727 898828
studio@fonteynesigns.co.uk
www.fonteynesigns.co.uk

Manufacturers of all types of polystyrene cut letters, graphics & 3-dimensional models. Virtually any logo, graphic or shape can be cut in polystyrene. Especially useful for short term exhibition, conference or promotional use (All polystyrene has a fire retardant additive). Polystyrene can be faced with vinyl or inkjet prints. Fitting service nationwide. Established 1976.

STYROTECH LTD

Unit 5, Kingfisher Ind Est., Charles
Street, West Bromwich, West Midlands
B70 0AT
Tel: 0121 520 6343
Fax: 0121 520 4851
info@styrotech.co.uk
www.styrotech.co.uk

Unique 3d & 2d Polystyrene promotional items & signage, supplied to your own bespoke design. Letters, logo's & signage in polystyrene or decorative foam materials. Painted plain or faced with Foamex, board or vinyl print. 3D - Spheres, Eggs, Graphics, Columns, Arches, Logos, Display Models. All available in any size. Fast delivery throughout the UK.

POSTER HOLDERS / CASES

ASHBY TRADE SIGN SUPPLIES LTD

Youngs Ind Est, Aldermaston,
Reading, RG7 4PW
Tel: 0118 981 5343
Fax: 0118 981 5335
Sales@ashbytrade.co.uk
www.ashbytrade.net

Silver anodised clipframes from stock for next day despatch, or bespoke sizes and colours available to order. Discounts for quantity. Also available in lockable, illuminated and lockable outdoor poster & pin-board cases. For curved insert poster holders in all varieties ask our Sales staff for options: wall mounted, projecting, suspended, monolith and directories.

BROWNINGS LTD

5 Williamson Street, Hull, HU9 1ER
Tel: 01482 380900
Fax: 01482 380901
sales@browningsltd.co.uk
www.browningsltd.co.uk

Established in 1993 the business has grown steadily to become one of the largest, TRADE ONLY, suppliers of general, day-to-day, signage products. We manufacture everything from Poster Frames to Flexface Signs in any size or quantity, from 1 off to multiple rollouts. All to your individual, specific requirements. The "non-standard" is Brownings' "standard".

GREEN MAGIC COMPANY

Waltham Business Park, Brickyard Road,
Swanmore, Southampton SO32 2PJ
Tel: 01489 896999
Fax: 01489 895899
info@green-magic.co.uk
www.sign-holders.co.uk

Easy change print frames and poster holders for all commercial and retail applications. Various styles including aluminium snap frames, low cost injection moulded frames, natural wood frames etc., all available in wall-mounted, suspended and free-standing versions. Call for our catalogue.

INSIGHT SIGN SYSTEMS

61 Dykehead Street, Queenslie Industrial
Estate, Glasgow G33 4AQ
Tel: 0141 774 5990
Fax: 0141 774 6653
sales@insightsignsystems.com
www.insightsignsystems.com

Insight is a trade only manufacturer, offering a made to measure service, with in-house powder coating. A wide range of options is available for displaying posters and transparencies (panels not included), including back-lit or non-illuminated, wall mounted or free standing etc. Hinged opening front provides access for maintenance. Rubber gaskets and slam locks provide security. Suitable for outdoor use.

ROTOSIGNS

TRADING AS PART OF YEOMAN PRESSINGS
Unit 10, Cannon Business Park, Gough Road, Coseley, West Midlands, WV14 8XR
Tel: 01902 404008
Fax: 01902 404006
sales@rotosigns.com
www.rotosigns.com
We are renowned for our superior range of advertising boards. No matter what your requirements, we will use quality materials to supply a product to suit your needs that can withstand most weather conditions. Most of our products are manufactured in the UK and spare parts are available on request.

SIGN MAKERS PRODUCTS LTD

Hawthorn House, Ipswich Road, Long Stratton, Norfolk NR15 2XB
Tel: 01508 531183
Fax: 01508 531139
www.signmakersproducts.ltd.uk
Manufacturers of sign boxes, frames and display cases to the trade. Fast delivery.

SIGNCONEX LTD

St Johns Works, Fern Street, Bury, Lancs BL9 5BP
Tel: 0161 764 9500
Fax: 0161 764 9600
info@signconex.co.uk
www.signconex.co.uk
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1. Interior and exterior, Lockable and Open notice boards and whiteboards.
2. Bespoke interior and exterior modular, directory, wayfinding, and post and panel signs.
3. Menu cases, foyer boards, welcome boards and illuminated menu boxes designed specifically for hotels, restaurants and other prestigious venues.

SIGNSCAPE SYSTEMS LTD

Pear Tree Works, Bath Road, Upper Langford, Bristol BS40 5DJ
Tel: 01934 852888
Fax: 01934 852816
sales@signscape.co.uk
www.signscape.co.uk
Trade supplier of modular sign systems including Post & Panel, Infocurve, Infocurve Lite, Papyrus, Finger Posts, Bannerfix, Tam Torques, Column Plates, Posterloc, Clip frames, Infotex and Mini-slots. Other products include Lynester security notice boards, including solar powered option (EcoVision). From our special fabrication department, we produce bespoke signage to your specification.

UK POINT OF SALE GROUP LTD

Emery Court, The Embankment, Heaton Mersey, Greater Manchester, SK4 3GL.
Tel: 0161 4314400 / 0161 4314411
www.ukpos.com
UK Point of Sale leading manufacturers of display products Acrylic & PVC poster holders, Sign Supports, Aluminium Snap Frames, A Boards, Poster cases & Point of sale fittings.

PRINT/POSTER FRAMES

BROWNINGS LTD

5 Williamson Street, Hull, HU9 1ER
Tel: 01482 380900
Fax: 01482 380901
sales@browningsltd.co.uk
www.browningsltd.co.uk
Established in 1993 the business has grown steadily to become one of the largest, TRADE ONLY, suppliers of general, day-to-day, signage products. We manufacture everything from Poster Frames to Flexface Signs in any size or quantity, from 1 offs to multiple rollouts. All to your individual, specific requirements. The "non-standard" is Brownings' "standard".

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Waltham Business Park, Brickyard Road, Swanmore, Southampton SO32 2PJ
Tel: 01489 896999
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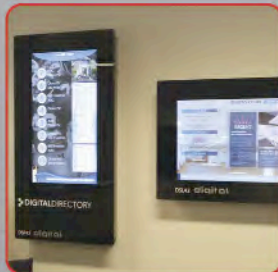
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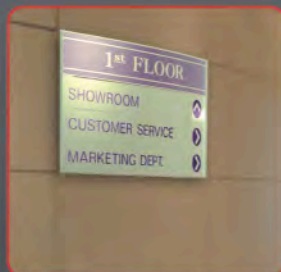
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3mm	£0.61	£0.80	£0.93	£1.22	£1.46	£1.82	£2.42	£3.03	£3.28	£3.76	£4.61	£6.86	£8.37	£10.31	£12.49	£48.51
5mm	£0.91	£1.15	£1.46	£1.82	£2.30	£2.79	£3.63	£4.48	£5.76	£6.31	£7.88	£9.70	£10.92	£13.94	£16.98	£66.71
10mm	£1.83	£2.32	£2.91	£3.64	£4.61	£5.57	£7.28	£8.98	£11.53	£12.61	£15.77	£19.40	£21.83	£27.90	£33.96	£133.40

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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

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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
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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	
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