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Flat-Cut & Moulded Letter **Price Calculator**

FLAT CUT ACRYLIC

ACRYLIC	Perspex,	Madrepe	rla, Plexig	las - Gold	, silver an	d colours	are all EX	TERIOR	grade acn	rlics ONL'	Y										
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	£122	£1.45	£1.80	£2 20	£280	£3.10	£3.50	£420	£6.20	£7.40	27.70	£820	£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	24.60	£5.50	27.00	28.50	£11.00	£12.00	£15.00	218.00	£19.50	£20.50	£24.50	£26.00	\$29.00	£35.00	£50.00	£88.00	288.00	£125.00

FLAT CUT

Acrylic

FOAM PVC	Class 11	ire relarda	nt materia	al suitable	for exhibit	lions															
Height	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	376mm	400mm	426mm	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	25.75	£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	25.50	28.00	26.50	27.25	£7.50	29.00	£10.00	£16.00	222.00	£24.00	E28.50
10mm	£130	\$1.70	£2.00	£3.00	£3.90	£4.50	£5.50.	£650	\$7.50	£8.25	£10.50	£11.50	£12.50	£13.50	\$16.00	£1650	£19.50	£27.00	£32.00	£36 00	£53.00
19mm	£1.81	£3.25	£3.75	£4.50	£6.00	00.89	£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

REYNOBOND / D	BOND A	LUMINIU	M COMP	OSITE SH	IEET	Metal tac	ed sheet i	n a vanet	of colour	s and finis	shes - Ask	us about	he NEW 1	mishes av	railable						
Height	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	400mm	425mm	450mm	500mm	535mm	800mm	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	23.50	£4.25	25.00	£8,00	£7.00	Σ8.50	£9.50	£11.00	£12.00	£13.00	£14.50	£16.00	£18.00	£20,00	£27.50	£35.50	£44.00	£62.00

Height	100mm	153mm	229mm	254mm :	305mm	381mm	457mm	533mm								-	1		-		
ACRYLIC MOUL	DED LET	TERS -E	xterior gra	de Gold, S	Silver and	coloured	acrylic.	See our w	ebsite for	available	fonts	NEW	RED	UCED	PRIC	E					
MOULDED	ACRYL	ıc																			7/10
Brushed 3mm	£1.50	£2.00	£2.50	23,50	£4.25	25.00	£8.00	£7.00	£8.50	£9.50	211.00	£12.00	£13.00	£14.50	£16.00	£18.00	£20,00	£27.50	£35.50	£44.00	£62.00
Mirror 4mm	£1./5	7.2.(5	±4.00	25.50	25.50	27.50	#300	£10.50	213,00	±14.50	216.50	£18.00	219.50	X2250	224,00	7,24,50	227.00	132.15	7,39,00	243.50	230,00

Foam PVC	£4.50	55.50	£8.50	£3.00	£11.00	£14.00	£17.00	520.00
10001110	6.100	1000	200	Name of	611,000	21100	201.20	

MOULDED CHROMAFORM

ChomeSign® t	toulded	Letters	Outdo	or grade	chrome	letters	NEW	REDUCED PRICE
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Bright Chrome	244.00	612.00	00.919	249.00	600.00	224.00	620.00	-

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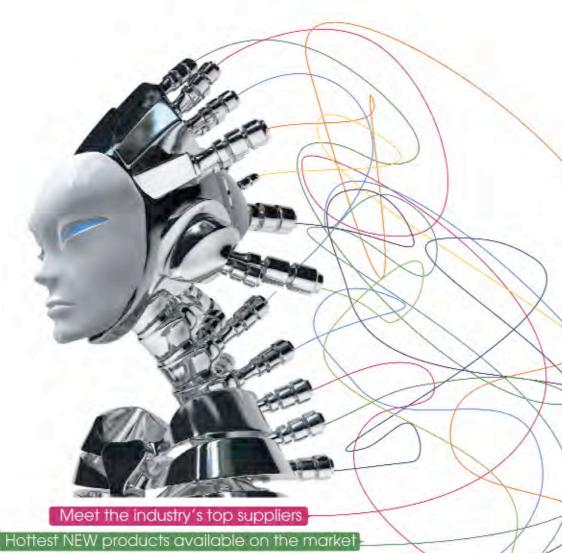
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WFICOMF Page

Don't get caught out by this scam

One of our advertisers recently phoned me to raise the alert about a scam that had been attempted on him.

He had a machine advertised for sale in *Sign Update* and was contacted by someone saying they wanted to buy it and would send a cheque. They didn't attempt to negotiate the price and when the cheque arrived it was a lot more than the asking price of the machine. This immediately flagged up concerns with the seller, which is when he got in contact with *Sign Update* so that we could warn others.

I have just sold my car and, out of curiosity, decided to play along when I became the target of a similar scam. I was phoned up by someone saying they wanted to buy the car and soon after I received a cheque, and guess what? It was twice as much as the asking price. The person claiming to be the buyer insisted their cheque would soon be clear in my account and asked if I could send the difference back to them through Western Union, saying I should keep £200 for my time and trouble.

The scam relies on people not realising that although a cheque has supposedly cleared and the funds have been made available to you, there is a risk that the money could be reclaimed right up until the end of the sixth day after you paid the cheque (including a banker's draught) into your account if the cheque turns out to be stolen, fraudulently altered or counterfeit.

My so called car buyer was very keen to get their hands on the money. I told them that I had deposited their cheque in the bank on Saturday and they phoned me several times a day from Tuesday onwards, asking if it has cleared yet. I kept on telling them that it hadn't. Then on the Friday, for my own entertainment value, I told them that the cheque hadn't been accepted by the bank and asked if they could send another one. They hung up and haven't contacted me since.

I did report the matter to the bank but unfortunately they did not see fit to take any action. Our website means that adverts in *Sign Update* are now being read globally and they certainly reach a larger audience, but it's worth remembering that can include people looking to work a variety of scams, so as with any financial transaction it's important to be on one's guard.

To read back copies of Sign Update from the last two years, go to the website www.sign-update-magazine.co.uk/archives

If your company is exhibiting at Sign & Digital UK 2010 in April, don't miss out on the opportunity to be included free of charge in the show preview in our next issue. Send up to 200 words and a photo on what you'll be showing to janet@sign-update-magazine.co.uk by Friday 26 February at the absolute latest.

If you are visiting the exhibition, do come over to the Sign Update stand and say hello.

Martin

Martinfuchtfre

P.S. I know many readers look forward to Roger's thoughts on different subjects; some because they identify with his views, others because it makes them feel cheerful by comparison. Roger did start a piece on the ever rising cost of motoring, but we had to stop him, for the sake of his ever rising blood pressure – so we've included this illustration instead, which makes the point well we think.



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EFI reveals new two-metre super-wide Vutek

EFI, a world leader in customer-focused digital printing innovation has unveiled the VUTEk® QS220, a direct-to-substrate, two-metre UV-curing flatbed printer with high-definition print quality and super-wide productivity that boasts lower ink running costs than traditional wide-format printers. Its application abilities, described as unique, allow print businesses to expand into higher-end, premium-margin applications, making the QS220 ideal for businesses that want to fuel profitability by adding flexible, production-level equipment that will support their growth.

"More and more businesses are exploring out-of-home advertising as a way to reach customers, but unfortunately many print businesses are forced to choose between high production speeds and high image quality," said EFI Vutek Senior Vice President/General Manager Dick Wissenbach. "The QS220 is an all-in-one printer; it has the speed to print 16 4'x8' boards per hour as well as the ability to print in high definition. This is a great time to

be involved in super-wide format printing, and with pricing comparable to wide format printers, the QS220 is not only affordable, it's a smart investment for any print business."

Vutek's HDP technology provides resolution up to 1080 dpi for dazzling graphics and sharp text. It produces four or six colour images and features a special seventh channel for six variations of white ink. This configuration is unique to EFI and means the QS220 is capable of printing colour and white in three independent layers all in one pass for perfect registration and more advanced printing applications. This in-line, three-layer white printing capability grants the ability to produce new, high-margin applications that other businesses may not provide, such as enhanced-definition back-lit displays or layered, art-quality graphics printed on dark substrates.

The advanced technology of the QS220 allows it to effectively replace multiple wide-format printers. Its small footprint and optional roll-to-roll capability fulfil the functions of multiple printers, especially

with its production speeds of up to 750 square feet per hour, outstanding resolution and lower ink running costs than other super-wide printers. With this one two-metre printer, print businesses can produce the high-resolution images required for Point-of-Purchase applications, without forgoing the high-production abilities that has become an industry benchmark for leading print shops.

EFI specifically designed the QS220 inks for the applications that enable businesses to increase production and profitability. By utilising one ink set, the QS220 delivers enhanced reliability and performance on a wide range of substrates, with brighter, more durable automotive-grade pigments and greater flexibility, all at per-litre

costs much lower than most wide-format printers.

For more information about the Vutek QS220, visit the website www.efi.com/vutek



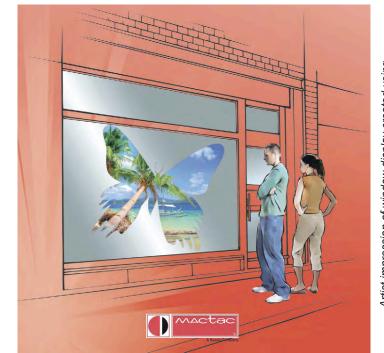
The new two-metre super-wide Vutek printer will allow print businesses to expand into higher-end, premium-margin applications.

New rear projection film introduced by ADS

Leading supplier of computer-cut and digitally printable vinyl materials, Amari Digital Supplies (ADS) has introduced the MACtac GlassMovie translucent rear projection film. This 135-micron polymeric film can be applied to natural or synthetic glass surfaces to provide a high-contrast, high-resolution colourful image that is visible through a 100 per cent viewing angle. Ideal for both indoor and outdoor visual communications on windows and other glass surfaces, GlassMovie features a high-performance durable solvent-based acrylic adhesive and a white Kraft Paper release liner. The film has an effective performance life, based on accelerated ageing and outdoor exposure tests, of five years.

The film will resist the effects of most oils, alphatic solvents, weak acids, salts and alkalis and has a flammability rating to comply with ISO 3795. Typical applications include the rear projection of images used for visual communications within, for example, the retail, leisure, business and public transport sectors.

Further information is available at www.amariplastics.com or by telephoning 0115 982 9770.



Artist impression of window display created using GlassMovie translucent rear projection film.

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the sign company's company



Reflective magnetic sign breakthrough lights up marketing opportunities

A leading innovator in the production of flexible magnets has developed a method of printing glow-in-the-dark magnetic signs, creating a professional and durable option for those who want to continue advertising in the dark.

Sheffield-based Anchor Magnets' latest breakthrough – Glo-Mag – consists of magnetic material laminated with a white retro-reflective film which can be printed digitally with solvent inks.

This innovation will especially benefit businesses looking for transferable advertising solutions for the sides of vehicles, such as driving schools and taxi companies. At a time of year when daylight is limited, a marked benefit of the Glo-Mag sign is it will show up clearly after dark, meaning sales opportunities are never lost.

Mike Burton, Sales Director at Anchor Magnets, said: "We are extremely proud of this new product, an innovation which will

make a real difference to sign makers who want to deliver varied solutions to help meet their customers' requirements."

As an industry leader, with 25 years experience producing flexible magnets, Anchor Magnets has developed multiple



innovations for the retail, design, bathroom, exhibition and visual communication industries.

To find out more about Glo-Mag or to buy online visit www.anchormagnets.com.

Sun Chemical offers a new range of DYSS Apollo equipment

Sun Chemical, a leading manufacturer of printing inks and pigments, recently announced it is now offering DYSS Apollo print-and-cut machines throughout the UK and Ireland, to compliment its existing equipment range.

Based in Incheon (Seoul) Korea, DYSS has over 20 years of engineering experience in producing bespoke

solutions for the manufacture of specialist screen print equipment for printing on bottles, containers, glass and even LCD TV screen panels, which makes them a perfect partner for Sun Chemical, a leading provider of materials to packaging, publication, coatings, plastics, cosmetics, and other industrial markets. DYSS say they are the only manufacturer now offering a full print-and-cut solution in the 1600mm to 3200mm sector.

With Sun Chemical's customers' requirements and applications

varying enormously from vehicle graphics and estate agent boards to high quality POS advertising and exhibition graphics, the digital process is now very much a complementary process to screen and offset printing, enabling short and medium run production to be economically produced without compromising quality.

Mike Farmer, Equipment Sales Manager, for Sun Chemical says, "The Apollo series printers provide the right mix of price and performance to our customers and the extra usability features are a real bonus for production houses."

Farmer quotes a customer as saying, "All the things we've seen wrong on other machines are right on the Apollo – plus the manufacturing quality is superb."

Further information at www.sunchemical.com



Innovative styling and backlit lighting from new range of showcases

Onthecase provides a high quality selection of aluminium showcases and notice boards for both internal and external use. A choice of models, sizes and finishes are available.

Vitrum is a new, innovative and contemporary styled range of back illuminated showcases for outdoor use.

The showcases are superbly engineered using aluminium profiles and have full toughened glass covers with ceramic printed borders. A unique locking mechanism gives the cases total security, and the top hinged frame has gas cylinders to allow easy opening and access.

The LED lighting option uses just one third of the energy of traditional lighting and offers a guaranteed 50,000 hours of life with no servicing. The unique design of the LED sheet produces an exceptional brightness with even lighting across the whole panel, which other forms of lighting cannot match, says onthecase. The LED panel also has an aluminium frame, which cleverly holds the image directly behind the glass and produces a stunning visual effect.

Onthecase's best selling TN range of notice boards can be used for wall mounted, and both single and double sided post mounted applications. Standard finishes include silver anodised,



The Vitrum range is designed for external and internal use.

stainless steel anodised, and any RAL colour powder coated.

The TNs have toughened glass covers and gas cylinders for the notice boards stay free of condensation.



Smart and practical styling from onthecase.



Trade Cut-outs & moulded letters

the a	CURY PHIL	UPS V		ire ne	br uc	ld	e	ut d	le	He	er:	3		a order	7300000	only st
Height	50mm	75mm	100mm	125mm	150mm	200mm	225mm	250mm	300mm	375mm	425mm	500mm	550mm	600mm	750mm	1200mm
3mm	0.58	0.72	0.84	1.16	1.28	2.00	2.80	3.00	4.26	6.15	7.00	8.25	9.25	10.50	17.00	38.00
5mm	0.85	1.05	1.35	1.55	2.09	3.14	3.90	4.74	5.34	8.28	9.25	12.82	14.00	15.50	25.88	53.00
10mm	1.70	2.10	2.75	3.10	3.30	6.10	8.50	10.00	12.50	17.00	19,50	25.00	28.50	32.00	48.00	113.00

Foam PVC (all available colours - 10mm & 19mm available in white only) no minimum order

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
3mm	0.39	0.48	0.80	0.94	1.05	1.25	1.40	1.90	2.25	2.54	2.80	3.60	4.10	5.40	7.40	15.00
5mm	0.45	0.65	0.98	1.30	1.80	2.00	2.40	2.90	3.30	4.00	4.90	5.50	6.20	7.20	10.20	27.50
10mm	0.76	1.15	1.50	2.30	3.20	4.00	4.55	5.60	6.70	7.70	8.60	10.50	12.20	15.70	20.00	55.00
19mm	1.70	2.40	3.48	4.00	4.60	6.40	8.20	9.00	10.50	11.80	13.90	16.00	18.80	21.50	26.00	75.00

Exterior MDF (MEDITE comes in its raw form for painting) no minimum order

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
6mm	0.35	0.80	1,10	1.50	2.25	2.40	2.80	3.57	4.11	4.92	6.25	8.90	10.32	11.70	13.80	42.00
12mm	0.85	1.50	1.85	2.70	3.70	4.35	5.10	5.90	7.00	8.60	9.50	10.80	12.90	16.00	18.00	57.00
18mm	1.45	2.30	2.80	3,80	4.80	5.90	7.30	8.20	10.40	11.80	14.20	16.30	19.00	21.00	28.00	84.00

3mm Aluminium Composite (Dibond, Alupanel) no minimum order

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
Standard colours	0.95	1.35	1.80	2.35	2.70	3.10	4.50	5,30	6.20	6.80	7.70	9.10	10.60	15.00	18.50	56.00
Chrome	1.90	2.35	2.70	4.00	5.50	6.65	7.80	9.00	10.70	13.10	14.80	16.50	19.80	24.50	30.00	95.00
Brushed finish	1.20	1.50	2.00	2.50	3.50	4.20	4.95	5.80	7.00	8.50	9.50	10.80	12.90	16.00	21.50	62.00

Mill Finish Aluminium (Comes in its raw form ready for coating) outer thicknesses available on request

Helght	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm
2mm	2.68	3.34	4.13	5.13	5.70	6.54	7.38	8.54	9.64	10.69	11.00	14.56	17.44	22.19	29.11
3mm	2.80	3.50	4.30	5.30	5.80	6.70	7.60	8.80	9.80	11.20	12.50	16.60	20.00	25.70	34.00
5mm	3.30	4.10	5.10	6.30	7.00	8.00	9,00	10.50	11.00	12.60	14.50	19.40	23.50	30.20	40.50

Options Add 10% for locators and layout Add 25% cladded facia layout Quotes on request for extended typestyle, logos, flame polishing and spraying

Moulded Acrylic Letters (Including locators and paper templates)

Height	152mm	203mm	254mm	305mm	380mm	457mm	610mm
coloured*	3.95	5.95	9.45	10.20	13.90	17.20	29.50

Stock Styles: Helvetica Bold, Times Bold, Clarendon Medium

Quotes for logos and non standard typestyle

*including gold and silver

All prices are exclusive of VAT. Delivery at £10.50 on orders up to £60 and £14.00 on orders up to £300

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Mimaki introduces new JV5-320DS direct & dye sub production printer

Mimaki recently announced the launch of its new large format direct and dye-sublimation printer – the 3.2m wide JV5-320DS. The new machine enables direct printing on polyester substrates at high speeds and with excellent results. The highly acclaimed productivity and quality features of JV5 have been merged in this model to produce outstanding print on textiles on a super wide scale. The JV5-320DS will be available early in the New Year commanding a slight premium over the current solvent version due to the additional features of the new machine.

The JV5-320DS is based on Mimaki's award-winning JV5-320S solvent super wide printer and is designed for high productivity and accurate print quality requirements in the outdoor signage market. As this market is experiencing growing demand for outside signage on polyester textiles, for instance, for flags, banners and soft signage that are better catered for with water based dye-sublimation inks, Mimaki has designed the JV5-320DS.

The majority of the benefits from the current JV5-320S are incorporated into the JV5-320DS in such a way that the highest productivity and excellent image quality are achieved on this direct and dye-sublimation printer. During printing on polyester substrates, inks can easily pass through the fabric underneath. Therefore, the JV5-320DS is equipped with an ink catching trough to prevent the ink that penetrates the fabric staining the back side. In addition, a new drying fan will dry inks directly after printing

in order to prevent media sticking during the winding process. The JV5-320DS also features Mimaki's new Spray Suppressor System that improves printing consistency even further.

John de la Roche; National Sales Manager for Mimaki's UK & Ireland distributor, Hybrid Services Ltd welcomes the introduction of the JV5-320DS; "We're answering market demands for production printing of grand format soft signage with this machine."

"The desire to print directly to polyester seems to be on everyone's lips at the moment and with the new JV5-320DS, it's a commercial reality."

The JV5-320DS achieves a maximum resolution of 1,440 dpi and is equipped with Mimaki's AMF (Automatic Media Feeder) for stable feeding of heavy media up to 130kg. Print speeds vary according to resolution between 60.3 sq m/h (540 x 720 dpi) for long distance viewing to close up viewing of 44 sq m/h (at 540 x 1,080 dpi). Mimaki's proven Sb52 dye-sublimation ink with their superior colouration characteristics are used – delivering vibrant colour and deep hues. The printer also features the optional, MBIS (Mimaki Bulk Ink Supply System) that provides an ink load of two litre containers and thus caters for long uninterrupted print runs while at the same time saving money on ink.

Further details of the new machine can be had by contacting Mimaki's exclusive UK & Ireland distributor, Hybrid Services Ltd by either calling 01270 501900 or by visiting their website at www.hybridservices.co.uk.



Mimaki's new grand format direct to polyester printer – the JV5-320DS.









foam pvc
10mm available in black & white only.
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	62.94	£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	17.47	£15.85	£21.51
600mm	£7,36	£10,30	£20.15	£26.04
1200mm	£16.98	£28.09	£53.15	£72.12
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10mm avail	lable in blac	ik, white an	d 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	E11.77
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 mi	nimum	order

3mm Aluminium Composite disond, reyno

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
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exterior mdf

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

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54	£16.0	1	£21.	51
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stainless steel

height	1.2mm unto brushed	1.2mm polished	Ziffet tach braded	Zmm polithed
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



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Expertise and reliability are key to new wide-format service

The beginning of 2010 has welcomed a new provider of printers, inks, consumables, software and service to wide-format producers in the UK and Ireland, with the launch of Digital Print Innovations (DPI). The Midlands-based firm has been formed by Stewart Bell, who has some 20 years' experience in the sector, and takes over existing supply contracts as it becomes the exclusive distributor for MTL and WP Digital UV-curable printing solutions.

"What's been missing for out-of-home advertising and other display producers is the reliability and security provided by a focused, one-to-one service," explains Bell, whose experience includes sales management for NUR and GBC Pro-tech. "In the days of corporate giants who can only offer impersonal technical support, we recognise that people buy from people. As a result, we are best placed to offer our customers continuity with complete, reliable and innovative solutions they need in the current era."

DPI's focus is on high-speed and versatile production machines for wide-format output of applications requiring speed, quality and reliability. Supplying both the successful Meital 300-series of UV-curable flatbeds, which feature the ability to create innovative



Stewart Bell brings 20 years' wide-format experience to the new venture.

applications for a low cost of ownership, and the WP Digital (formerly Spühl) flat-bed and roll-fed Virtu RS25, RS35 and RR50, which claim to print on virtually any material, the company's support package includes RIPs such as Onyx and Caldera, as well as colour profiling requirements, full technical support and service.

Additionally, DPI is appointed as UK reseller for EskoArtwork's Kongsberg cutting systems and software for the sign and graphics market and also offers the Seiko II series of solvent-based printers.

These technologies were hand-picked to make sure that our service combines the most creative equipment with an innovative support approach," continues Bell. "Our team is dynamic and unfailingly full of good ideas and, thanks to our experience, we realise not only how these solutions have developed but also how to put them to the best use possible."

Situated in Castle Donington, Digital Print Innovations's central location enables easy access to the UK and Ireland courtesy of the M1 and East Midlands Airport.

For further information call Stewart Bell on 01332 856355. More details about the products and services on offer will soon be available at www.dpi-uk.com



The WP Virtu RS25, pictured with feeder, is now available from Digital Print Innovations.





ITC moves with the metric times

Further developing its range of cutting tools for the sign industry, ITC has now added metric dimensions to its 180-62 and 180-63 Series of two and three flute spiral cutters. Already available as imperial tools from 1/8 to 1/2 inch diameter, the Tamworth based manufacturer has launched the metric range to accommodate the increasingly diverse needs of the industry.

The extension of the range now sees the 180-62 and 180-63 Series available with 3, 4, 5, 6, 8, 10 and 12mm diameters with respective cutting lengths of 12, 16, 18, 20, 22, 25, and 30mm. With more



The 180-62 and 180-63 Series.

manufacturers working to metric dimensions, the standard imperial cutting tools often cause additional conversion work. Now, ITC can offer both imperial and metric series to suit the needs of the end user.

The two and three flute spiral solid carbide cutters are both single end, standard length straight shank 30 degree left hand helix tools with plunge style end cutting. The 180-62 and 180-63 Series is ideal for producing burr free high surface quality finishes when machining aluminium and additional soft materials.

The two flute 180-62 routing tool is well suited to flexible materials as the left hand helix design directs the cutting force downwards to hold the material rigid against the bottom plate or template. This eliminates burrs from the top surface of the workpiece and delivers exceptional surface finishes.

The three fluted 180-63 Series is the ideal solution for smooth chatterless operation when free hand routing as its combination of left hand spiral and three flutes promotes remarkable surface quality through its rigid design.

For further details on the 180-62 and 180-63 Series of two and three flute spiral cutters please contact your local ITC representative on Tel: 01827 304500.

Victory Design – a one stop shop

Do you need a reliable signmaking vinyl, that's high quality and readily available. Why not try Jac signmaking vinyl, available from Victory Design. Jac sign vinyl is available in both monomeric and polymeric calendared vinyl's. The Jac serical monomeric calendared vinyl is a 3-5 year, 73 micron vinyl designed for flat or slightly curved surfaces. Jac Serical is available in a wide range of gloss colours, with a permanent adhesive.

If you prefer a polymeric vinyl, Victory can supply you with Jac Serisign, a high performance 70 micron film with up to eight year durability. Jac Serisign is a fast weeding vinyl suitable for both internal and long term outdoor applications. Ideal applications

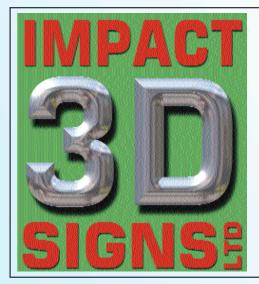
include; vehicle and fleet graphics, public transport, architectural signage, exterior and interior signs, promotional graphics, pointof-sale and exhibits & displays.

Both Jac vinyl ranges are available in an array of colours which can be viewed on Victory Design's website www.victorydesign.co.uk or contact Victory for a full Jac colourcard or fan swatch. Jac sign vinyls can be purchased by the metre on their website.

Victory Design is also a one stop shop for all things signmaking, digital printing and garment marking. Everything from plotter blades to roll up banner stands and eco solvent inks. To find out more contact Victory on 01246 570570 or visit their website www.victorydesign.co.uk



Jac Serical is available in a wide range of gloss colours.



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New applications possible with Uvijet QK inks and polyethylene media

Fujifilm recently announced the European launch of the Uvistar series of UV inkjet roll to roll printers. These new printers use Fujifilm Sericol's specially developed Uvijet QK inks and can print on rolls up to five metres wide, altering the way that material for both billboard and POP applications will be prepared in the future. As an industry leader in the constantly evolving UV inkjet marketplace, Fujifilm is introducing the range in response to a new and rapidly growing revenue opportunity for superwide format printers.

Keith Harley, European Marketing Director at Fujifilm Sericol, says: "The billboard industry is on the cusp of a major makeover, and traditionally-pasted billboards will be replaced in the coming few years with state of the art frame holders in which a poster printed on woven polyethylene (PE) can be clipped or stretched. Several systems are already on the market, and the demand from media sites is set to grow exponentially."

Looking for the right technology to answer printers' needs for single skin posters to fit the new format, the Uvistar series has been developed from a relationship that was initiated by Fujifilm with inkjet printer manufacturer Matan at FESPA Digital in 2009.

The Uvistar is available in four different models, producing high quality output at throughput speeds in excess of 300m²/hour. A proven multi-roll system with a highly intuitive user interface, it provides fast and efficient start up with low media wastage, and has the ability to handle rolls of varying widths up to five metres. In combination with the new Fujifilm Sericol Uvijet QK inks, the printers can produce jobs on a very wide range of flexible media, including PE, with no curing or ink starvation issues and with excellent inter-coat lay down for backlit and solid prints. The Uvijet inks are also low in odour, making the Uvistar series suitable for both indoor and outdoor applications.

"With our in depth experience of both the screen and inkjet markets it made complete sense for us to look for a printing device that we could develop together with our inks so that it would provide the ideal solution for these new billboard applications that are coming on to the market," comments Keith Harley. "A major advantage of the Uvistar platform is that it can print on huge rolls of polyethylene as well as all of the usual media in combination with the Uvijet QK inks, produces an end result that is more environmentally friendly, cost effective and most importantly, opens up a new revenue stream for our customers.

"We pride ourselves on being able to work with technology partners to develop products that will fill a gap in the industry," he continues. "The Uvistar is making use of the Fujifilm Sericol inks and colour expertise, which will enable customers to produce superwide format material for both indoor and outdoor applications that is both environmentally friendly and of superb quality."

Customers will be able to print huge outdoor banners on PE media which is already starting to overtake PVC. PE material has the benefit of being much more environmentally friendly than PVC as well as weighing much less, which brings attractive cost saving benefits to end users. In addition, it eliminates the pasting process necessary with traditional billboards, and therefore has a positive impact on health and safety. As solvent inks do not adhere to PE materials, printers will need to adopt a UV offering to stay ahead in the marketplace.

The five metre, 32 head version of the Uvistar printer is available for customer demonstrations at Fujifilm Sericol's facility in Broadstairs, UK.

For further information visit www.fujifilmsericol.com



The Uvistar series of UV inkjet roll to roll printers will alter the way materials for billboard and POP applications is prepared.





THOOL News

Print white and CMYK inks together with One Pass Fast by DTG

Users of DTG direct to product ink jet printers could have a colossal advantage over their competitors in the future with the launch of One Pass Fast. This new development will revolutionise the industry having achieved what everyone thought was impossible, to print the white and the CMYK inks during the same pass.

Before you can print a coloured t-shirt using the ink jet method you must first put down a layer of white ink, just like with screen printing. The software decides where the white ink should be and, on the first run, prints only the white ink onto the shirt. It is on the second run, or pass, that the CMYK ink is laid down and the coloured image produced. With One Pass Fast these two passes are combined into one, effectively halving the print time. The distributor for UK and Ireland, Your Embroidery Services Ltd, is over the moon with this amazing addition to the already extensive DTG catalogue.

A spokesman said "We are completely bowled over by this development. Our technicians together with those from DTG have been quietly working away in the background on this. We like most other in the industry never imagined that it would ever be possible to print white and CYMK inks at the same time but we were obviously wrong. It just goes to show what can be achieved when you have management and technical staff that are never satisfied with what they have got".

The latter statement could not be truer as DTG and YES Ltd. never seem to be satisfied with their lot and are always looking for the next development that will give their customers the edge

with One Pass Fast though they are not just offering them a small step forward but rather a gigantic leap in both technology and production. In effect DTG users will be able to produce up to double that of other similar printers or, to put it another way, halve the unit cost. Apart from the effect this will have on the immediate market it could also have a ripple effect on other industries because if the increased competiveness. The good news doesn't end there either as One Pass Fast is patent pending so the technology will remain in the sole domain of DTG users.

PRINTED USING

Since it first appeared ink jet technology has been the subject of disbelief. Putting ink directly onto cotton; developing a white ink suitable for ink jet printers; curing the white ink without using heat and without moving it from the printer; all thought not to be possible until now. With each of these though the disbelief has been shattered with Your Embroidery Services Ltd and DTG at the forefront of every development but this latest advance tops all that has gone before.

One thing is for sure, if you want to be up there with the leaders in this type of technology and compete at the highest level then you will have to use DTG One Pass Fast because nothing else on the market can keep up with the level of production that can be achieved using this system, says YES Ltd.

For more information about the DTG One Pass Fast contact Your Embroidery Services Ltd on 01623 863343 or e-mail them at sales@yesltd.co.uk You can also get details via the web at www.yesltd.co.uk

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New compact desktop LED UV

printer from Mimaki

Mimaki announces the launch of the UJF-3042, a desktop size UV LED inkjet printer that combines Mimaki's award winning UV LED technology with a strong heritage in UV inkjet printing. The new machine is aimed at companies wishing to produce high quality output on materials up to A3 in size (300 x 420mm) with precise and vivid images onto uncoated substrates.

The UJF-3042 incorporates a newly developed inkjet print head that perfectly suits the requirements of this compact printer and enables an exceptionally good value for money proposition. Its cost-effective features include very low energy consumption through the implementation of LED UV curing as well as its ability to print to a vast choice of uncoated media. For screen printers, there are now no start-up costs and short run production is perfectly suited to the machine. Therefore not only can badges, cards, packaging, labels, stickers and display products be created but also the personalised imprinting of novelties, nameplates, electronics cases and other industrial products.

Capable of outputting process and white ink at up to 1,440 x 1,200dpi and printing with a variable dot, the Mimaki UJF-3042 accommodates uncoated materials up to 50mm thick. Glass, metal, wood, plastic and acrylic can all be printed to, and with high speed printing of around four minutes for an A3 imprint, including white, it's an impressively quick solution. The inherent nature of a UV print forms a raised finish, so Braille and textured effects can also be produced on small signs and packaging mockups.

The LED UV Curing technology has multiple advantages over competing technologies – the aforementioned low power consumption not only benefits running costs, but also, because of the small amount of heat generated, materials that are heat sensitive can be printed to without fear of the media deforming. The inclusion of white ink means coloured, transparent and metallic substrates can be printed to with the white as an over or under printed feature, either as a pad or in perfect registration.

John de la Roche; National Sales Manager for Mimaki's exclusive UK & Ireland distributor, Hybrid Services Ltd, remarks, "The launch of the UJF-3042 adds a really exciting model to Mimaki's



Mimaki's new desktop LED UV curing printer - the UJF-3042.

ever-growing UV curing printer range. We can cater for any requirement from desktop to super-wide and the trickle down of technology is now benefiting smaller users and new entrants."

Mimaki include their powerful 16 bit Postscript RIP software as part of the package and with its relatively compact size, the printer is designed to fit through a standard door to facilitate ease of installation. The Mimaki UJF-3042 is available from this spring through Hybrid's network of authorised resellers and is anticipated to be very competitively priced for such a high end solution. Further details can be found at www.hybridservices.co.uk or by calling 01270 501900.



The Mimaki UJF-3042 can very easily brand even dark coloured products through the use of its white ink as a pad.





Braille signage and textured output can be achieved with the new Mimaki UJF-3042.

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New 3M films for more vibrant window graphics

Two new translucent films from 3M, the diversified technology company, have been developed to provide a more cost-effective solution to the creation of vibrant and eye-catching window graphics and/or internally illuminated displays applied to flat and clear glass surfaces. 3M Scotchcal 5525 SE-314 Haze and 3M Scotchcal 5525 SE-324 Sandblast can be used respectively to create the uniform appearance of either etched or sandblasted glass.

The 0.005mm-thick medium-term films feature an easily removed pressure-sensitive clear acrylic-based adhesive and Kraft Paper release liner and offer excellent resistance to the ingress of water and the effects of mild detergents. The effective performance life of both films is based on field experience and exposure tests conducted throughout Europe. When graphics involving these films are produced in accordance with the recommendations of 3M, they will provide a life span of up to five years. Both films can be removed with no

residual adhesive using little or no heat for the removal process.

Typical applications for the films would include the creation of



window graphics used in tactical marketing campaigns in the retail sector as well as the decoration of any glass surface found in public buildings such as those in the corporate, hotel, restaurant, leisure and public house sectors. They are available from 3M primary UK distributors William Smith and Spandex.

3M and Scotchcal are registered trademarks of 3M Company.

For further information, visit www.3M.co./uk/graphicsolutions or telephone Marcus Bennett at 3M on 01344 858 704.

Vista shows flexibility of Modular Curved Frame



Vista System International, a world leader in Modular Curved Frame Technology (MCFT), has created a new car top sign prototype based on Vista's VistaLight sign system.

This custom adaptation of a standard VistaLight sign was retrofitted to the Truck's roof-rack with custom made parts designed by Vista. This project demonstrates the true versatility of MCFT and Vista System.

MCFT (Modular Curved Frame

Technology) is a new concept for the sign industry that was developed by sign professionals with the goal of filling a gap between fabricated sign and modular sign systems. MCFT offers the best of both worlds by offering the advantages of a modern modular system with the ability to provide a highly customisable solution that meets the unique requirements for each sign project.

For further information, visit the website www.vistasystem.co.uk

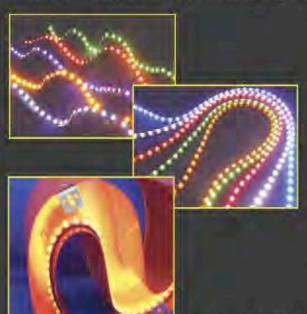


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Full colour printing on nylon with TheMagicTouch

Over the past few years there has been a dramatic increase in the number of workwear and promotional garments being produced within the sign industry as demand for a wider choice of printable garment colours and styles from customers continues.

The market is changing, as are attitudes and perception towards transfer technology, with a realisation that TheMagicTouch image transfer process assists in creating new business and marketing opportunity. There are a myriad of different solutions available for full colour transfer printing on dark garments, all options seem to have their unique differences but vary dramatically in quality, speed and price.

TheMagicTouch offers the affordable Award Winning WoW transfer paper for full colour printing onto almost all fabric types regardless of fabric colour. The latest addition to the printable range is that of nylon considered by many as the "Holy Grail" of full colour transfer printing.

The process involves no cutting or weeding and offers flexibility on transfer positioning, even on sleeves and collars.

The WoW transfer durability is beyond all expectations previously achieved with full colour transfers. The toner-based colour printers used to produce the WoW transfers are available for a few hundred pounds with a typical full colour breast logo costing less than 50p each to produce.

The bottom line is simple, once you see, touch and feel the WoW transfer and consider the options, WoW is the perfect in-expensive solution to the growing market of short-run full colour dark colour garment decoration. In a production environment an operator can easily produce in excess of 45 garments per hour, therefore looking at the modular expansion, the more presses the more garments.

For further information or samples contact is via www.themagictouch.co.uk or tel. 01582 671444.



The Award Winning WoW transfer paper has now added nylon to its printable range of materials.

LED potting system reduces process time

Techsil has launched a two phase protection system for LED lighting modules consisting of a top coat and a base coat. The two materials can be applied consecutively and will cure concurrently; reducing production time to a matter of hours.

The top coat is a fast-curing, optically clear polyurethane encapsulant. It is UV stable (non yellowing), bubble resistant and offers excellent light transmission. The properties of this clear compound will be of interest in LED applications where environ-

mental and mechanical protection are important such as outdoor lighting used for pathways, buildings and signage.

The base material is a bright, white, rigid polyurethane designed to offer mechanical protection with elevated thermal dissipation to avoid heat build up in the chip. It is easy to pour but is capable of gelling quickly.

Both products are available in bulk or twin pack.

For further information on datasheets and samples contact Andy Briars at andy@techsil.co.uk or visit www.techsil.co.uk



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	375	425	500	610	762
3mm	£0.72	£0.87	£1.09	£1.30	£1.60	£1.84	£2.45	£2.72	£3.30	£3.96	£6.80	£7.70	£8.80	£11.30	£18.00
5mm	£1.04	£1.31	£1.64	£2.07	£2.42	£2.90	£3.26	£4.68	£5.15	£6.05	£7.60	£10.50	£11.45	£15.15	£25.00

Add 10% for Gold or Silver Acrylic

WHITE FOAM PVC - MATT LETTERS (BLOCK FONTS) (ADD 20% FOR GLOSS FOAM)

Size mm	75	100	125	150	175	200	225	250	275	300	375	425	500	610	762
3mm	£0.49	£0.77	£0.93	£1.03	£1.21	£1.42	£1.60	£2.20	£2.42	£2.73	£3.40	£3.85	£5.10	£7.25	£11.50
5mm	£0.66	£0.94	£1.32	£1.82	£2.12	£2.22	£2.40	£3.25	£3.60	£4.60	£5.75	£6.50	£7.20	£10.00	£15.50
10mm	£1.20	£1.53	£2.30	£3.18	£3.70	£4.48	£5.04	£6.60	£7.25	£8.45	£10.55	£12.00	£15.35	£19.50	£26.50
19mm	£2.31	£3.28	£3.83	£4.38	£5.12	£7.60	£8.56	£9.85	£10.87	£13.45	£16.80	£19.00	£20.80	£25.20	£32.00

Add 10% if Draw plan & Plastic Locators are required

3mm ALUMINIUM COMPOSITE (Dibond, Alupanel)

Size mm	75	100	125	150	175	200	225	250	275	300	375	425	500	610	762
Brushed	£1.50	£2.00	£2.50	£3.15	£3.95	£4.75	£5.55	£6.65	£7.75	£9.05	£9.85	£11.85	£15.40	£18.50	£27.00
Standard colours	£1.43	£1.94	£2.38	£2.84	£3.30	£3.55	£4.00	£5.95	£6.55	£7.62	£9.53	£10.85	£11.95	£19.80	£32.50
Chrome	£2.28	£2.60	£3.85	£5.24	£6.30	£7.35	£8.48	£10.15	£12.40	£13.95	£15.80	£18.82	£23.15	£28.55	£32.75

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MATERIALS

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• MDF • Dibond

FILE FORMATS

· Corel · Illustrator · EPS

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Highlight Mk. 4 has the appearance of a very small profile with its bullnose front and sweeping angle. This not only means good looks, but also angles the light on to the sign face while keeping the light source hidden, preventing its reflection on the sign face.

No other single lighting can match Highlight Mk. 4 due to the various levels of illumination available by utilising our tried and tested Lumirescent LED strip which allows you to choose environmentally friendly lighting with unmatched brightness.



THOMAS

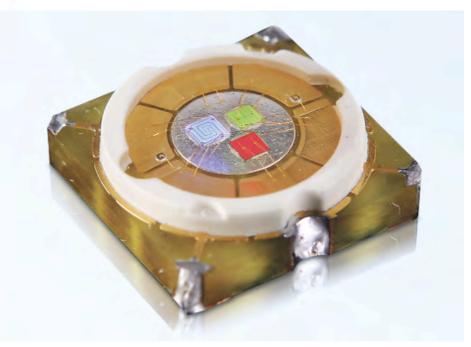
New 3-watt TitanBrite RGB LED from Lumex

Lumex has further expanded the company's extensive line of highbrightness LED technologies with the introduction of the 3-watt TitanBrite™ RGB, a square-shaped SMT LED technology that combines superior colour performance with cost and real estate savings.

The TitanBrite RGB LED is ideally suited for sign applications such as highway billboards, blimp and transit bus signage, jumbotrons and traffic signs. The square shape of the 10mm x 10mm TitanBrite RGB LED allows increased design efficiency with easier assembly and array formation opportunities. This feature is particularly useful for applications that require increased resolution for up-close viewing and for integration of dynamic, smaller images.

"The TitanBrite RGB LED was developed in response to growing marketing demand for high - brightness LED RGB technology," explains Kay Fernandez, Manager of High Power Technology. "Design engineers have become familiar with the superior colour rendering of RGB LED

technology, now they are looking for allow them to more efficiently take superior performance."



The square shape of the TitanBrite 3-Watt RGB LED allows increased design efficiency with easier assembly and array formation opportunities.

options that advantage of this

In addition to the design benefits made possible the TitanBrite's square shape, RGB technologies several opportunities for enhanced efficiency. provide

The use of a single TitanBrite RGB LED can result in up to a 30% cost savings as well as a 70% real estate savings compared to the use of individual red, green and blue packages. Replacing three parts with a single part number also simplifies ordering and maintenance processes.

The combination of the three colours in the same package with a flat epoxy lens creates an ideal product for sign makers that strive to match the view angle of every LED and colour to give their products an even view angle throughout the entire sign.

The RoHS compliant TitanBrite RGBs contain three individual 1-Watt dies in red (636nm), green (525nm) and blue (470nm). Samples of these devices are available from stock, with production quantities in 8-10 weeks. Pricing is dependent on quantity ordered.

For further information on the TitanBrite visit the website www.lumex.com



The TitanBrite RGB LED is suited for transit bus signage.

News

Sign & Digital UK 2010 - register now

While the main priority for visitors attending the UK's premier trade event for the visual communications industry is to do business, there are a plethora of other reasons why attendance at Sign & Digital UK 2010 is essential. This year's show aims to provide the visitor with the best experience yet.

As well as the usual feast of exhibitors and networking opportunities on the show floor, there are some other exciting benefits to be taken advantage of. As usual, entrance to the event is free, all you need to do is simply register online.

Sign & Digital UK brings you the best visitor competitions, and this year is no different. We are offering the opportunity for you and a guest to win VIP tickets to a match at Old Trafford. As part of the package, which is being sponsored by Hybrid Services, you will receive over night accommodation, food and refreshments, entertainment, the chance to meet a famous ace and utilise on-site parking.

To register for free entrance into the 2010 Sign & Digital UK show, and for further information and to enter the visitor VIP competition visit the website www.signanddigitaluk.com or email signanddigitaluk@fav-house.com

The exhibitor list keeps on growing, and some of the latest to book stands include; Agripaflex Ltd, Autobanner, CNC World, Eurostand Display Ltd, Fattorini, Isik Plastik, Polychromal b.v, Profile Tension Systems, The Magic Touch and Taylor Signs.

In addition to some of the new exhibitors, some of the biggest names from industry have signed up including Hexis, William Smith, Roland DG, Oce, Hybrid Services/Mimaki, Grafityp and Fujifilm Sericol and many more.

for a chance to WIN Sign & Digital UK 2009

> Another fantastic seminar programme is on the cards, with Terry Steeley from Iridius giving demonstrations, tips and creative solutions on Adobe Creative Suite 4, including Photoshop, Bridge, InDesign, Illustrator, Acrobat Pro and Snow Leopard. Also part of the seminar programme will be Corel, who will be demonstrating their latest technology. There will also be more information coming soon on the new Software Theatre so keep your eyes peeled!

> Following the success of free internet access last year at the Sign Makers Bar, this popular feature area returns to the 2010 floor plan. Take a break from the show, it's a great place to meet industry movers and shakers, network with your peers, pick up your emails and recharge your batteries.

Book now to visit Promota in Birmingham

The UK's longest-running independent trade exhibition for the promotional merchandise industry is being held at Birmingham's NEC on 1 and 2 March.

Promota Chairman Rod Duncan said the initiative - together with the fact that the show is co-locating with Printwear and Promotion - means there is real reason to celebrate 21 years of successful exhibitions.

"We've got two great shows in one venue, we're at the UK's premier exhibition centre and we're making sure it is the best possible use of members' time," he says.

"We know that because members and non-members have told us that we need to provide an exhibition of excellence. That means access to key suppliers, great leads, networking opportunities and fantastic savings - all set in a stunning venue that's easy to get to by road, rail or air."

The show is open to all genuine distributors and resellers of promotional merchandise. All non-member companies will be vetted by the association prior to the show to ensure that only quality visitors walk through the doors.

Rob Morgan of BSB Sports & Leisure, said: "For exhibitors, it's vital the show acts as a highly informative showcase for the industry and attracts bona fide distributors from all parts of the UK who will be able to see and discuss all the leading products available for the next 12 months. We've had a very long association with the International Promota show and are proud to be continuing that in 2010 and the years to follow."

Non-members can register to visit the show at www.show.promota.co.uk where further information on joining Promota is also available.

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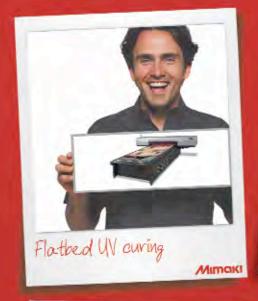
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PRODUCT Choice

3M reflective marking tape ensures high visability for Durham constabulary specialist vechicles

All of Durham Constabulary's blue light response vehicles, such as beat patrol, road policing vehicles (with the exception of motorcycles and PSU), and dog vehicles, can be clearly seen as a result of marking up with 3M 980 Series & 9978 Series High Visibility Vehicle Safety Marking Tape, supplied by William Smith.

"It is used only on specific vehicle roles," says Durham Constabulary Fleet Manager, Michael Mastaglio. "The material works well for the applications operated by Durham Constabulary, the major benefit being high visibility of vehicles on public highways."

"Durham Constabulary purchase the rolled goods material from William Smith via a Tender Contract agreement."

For utilities, support services and emergency services, being clearly seen when out on the roads is absolutely vital to ensure the safety of vehicle operators, other road users and pedestrians, especially as vehicles are frequently used during the hours of darkness and in poor weather conditions.

3M™ High Visibility Vehicle Safety Marking Tape offers up to nine times greater reflectivity than standard reflective film and is visible up to 1000 metres. When placed on the rear, sides and front edges of vehicles it provides enhanced visibility of vehicles at night and in poor driving conditions and increased safety for vehicle operators, other road users and pedestrians. Furthermore, Local Authorities, emergency services and other customers using this product have reported that the resulting reduction in accidents and downtime makes the application of vehicle safety marking tape a highly cost effective option.



3M High Visibility Vehicle Safety Marking Tape is available from William Smith ex-stock as full or part rolls. Available in a number of distinct colours including red, yellow and fluorescent yellow/green, these materials are supplied in a range of widths and same day despatch can usually be provided for orders received up to 5.30pm.

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







Choice

Inca Spyder investment leads digital expansion for Kremer

It is a brave move to create a new business focus during a global economic crisis - especially when your target audience is bearing the brunt of the downturn.

For Kremer Signs, a leading supplier of signage to the property market, the decision to add a digital arm to its service has been so successful that a second eight-colour Inca Spyder has just joined an 18-month-old printer/machine at the Newbury firm. Together the digital capability of both printers is expected to help boost the company's £4m turnover by 12 per cent this year alone.

Steve Gosney, Managing Director, explained: "We had been looking to add digital production capacity for a long time but were never quite happy with the colour result until we saw the Inca Spyder. It gave us the colour range and finish we needed. There were other systems that were cheaper but nothing could match the quality we were looking for. The calibre of the finish was paramount and the Inca gives us that which is why, when we needed another system, Inca was our first choice.'

Based on the design of the popular and highly successful Inca Spyder series of flatbed inkjet printers Kremer Sign's Spyder V supplied by Fujifilm Sericol is the newest and fastest edition. It is capable of up to 93 sqm/hr in production mode with a maximum speed of 130 sqm/hr thanks to a unique Inca designed printhead array. It has a print area of 3.2 x 1.6m capable of coping with substrates as thick as 30mm.

The Inca Spyder V's 25 picolitre drop size, combined with Inca's own print module technology, delivers precise ink drop placement and produces the excellent print quality they require. Its colour management flexibility and easy file set-up with the RIP, plus exceptional white ink opacity make it a highly adaptable system that Mr Gosney says has been fundamental to their success.

The decision has also clearly been a hit with customers as now the two presses produce almost half of 50,000 signs printed every month. Mr Gosney expands: "Our market share has increased on the back of the Spyders because people are realising that the quality is phenomenal. We are mainly printing on Correx fluted plastic and the Spyder is ideal for that medium.

"Estate agents use much more colour and imagery now to get their boards noticed and build brand awareness," explains Mr Kremer, managing director. "Consistency is vital to that. Our customers tend to place orders months apart but they need their boards to look the same no matter when they were printed. With the Spyder we know we can deliver that and do it more affordably."

As for taking the plunge at an economically unpredictable time Mr Gosney says: "We bought the first system at the beginning of the credit crunch and the second, it seems, was bought in the middle. The investment in these was not small but we were looking at the long-term rather than the short-term. At the same time our customers are now wanting to place smaller orders and this helps us to achieve that more competitively."

> Kremer Signs manufactures and installs a broad range of quality signage for all aspects of the residential and commercial property market place including For Sale, To Let and Commercial boards.



The Inca Spyder has meant an increased market share for Kremer Signs due to the high quality of signage it produces.





PRODUCT Choice

Robust Koolkut ideal for Hampshire Flag

When Waterlooville-based flag and sign specialist Hampshire Flag needed a better way to cut Foamex, Correx, Dibond and acrylics, Sagetech's Koolkut range proved ideal in all respects.

Established in 1981, Hampshire Flag provides flag and sign making services for a wide variety of businesses and other organisations across the UK, often acting as a subcontractor for sign companies.

Among other materials, the company uses large amounts of Foamex and for many years cut this on a Javelin cutter. With the company growing and workloads becoming heavier, Managing Director Graham Wilkinson was keen to streamline the cutting process, and began looking into tools that would help achieve this.

Graham discovered Hampshire-based Sagetech Industries' Koolkut range of vertical panel saws in the signmaking trade press and was immediately impressed with the compact size of the saws, as well as their eye-catching prices.

A demonstration of the Koolkut's capabilities followed. "The compact dimensions of the Koolkut were even more impressive when we saw the machine, and it was evidently extremely robust," Graham recalled. "I was also struck by the fact that not only was the price most attractive, but it was also completely honest - there were no hidden costs."

Graham also praised Sagetech's approach to the sales process. "They were very thorough and took the time to answer all of our questions, so that we could make an informed decision," he said.

Hampshire Flag took delivery of their Koolkut KK112 last year.

It's a member of the Koolkut Series '1' family of saws, specifically designed for light to medium industrial use. These machines use a standard 13 amp supply; despite being very compact they can cut bevels and simple and compound angles to the full width and length of an 8' \times 4' sheet.

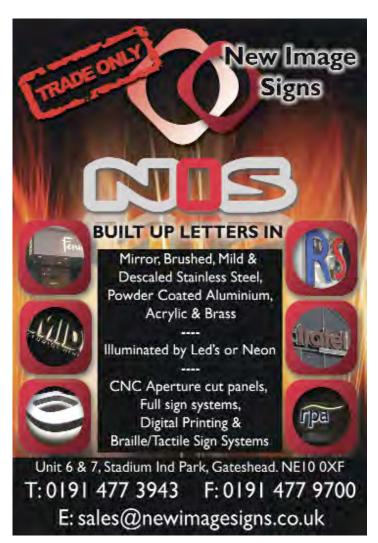
At Hampshire Flag, the Koolkut KK112 is used primarily for cutting large batches of Foamex as well as smaller quantities of Dibond and acrylic. "We buy large sheets, print and then cut to size," observed Graham. He's pleased with the results. "Cutting is quicker and easier on the Koolkut than it was on the old Javelin cutter. On Foamex in particular we're getting a much cleaner cut."

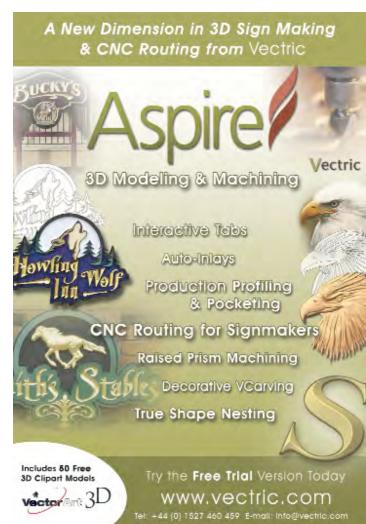
There are efficiency benefits, too. "The old approach, buying sheet materials cut-to-size, was inefficient and expensive, as well as introducing additional delays into the purchasing process," Graham noted. "With the Koolkut we've cut costs, improved our flexibility, reduced the stress of cutting large batches and reduced our lead times by some 24 hours, on average. That's great!"

Graham summed up, "I'm really pleased with the Koolkut. It's robust, exceptionally well built, accurate and easy to use. In terms of value to money I think it would be difficult to beat." Asked if he would recommend it, he was unequivocal: "Definitely. In fact, I've already done so – twice."

For more information on Sagetech's Koolkut range of economically priced, space-saving vertical panel saws, please either visit www.sagetech.co.uk or call 0118 970 1950.









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PRODUCT Choice

ITC Signposts way

Since Sunset Signs was established in 1990, the family owned business has always focused upon implementing state-of-the-art technology; something that has reaped exceptional benefits with the company winning a string of awards. Awards familiar to the sign industry include two 'highly commended awards' at the Sign Industry Awards in the 'Craftsman' category.

The sign manufacturer produces signs that include sculptural, modular and shop frontage, GRP, 3D lettering, gold leaf and vehicle signage through to banners and more traditional wrought iron hanging signs. The signs are produced from wood, PVC, acrylic, aluminium, HDU and stainless steel. Combining extremely high levels of skilled craftsmanship with high specification digital technology, the Markethill based company has earned an enviable reputation throughout the UK and Ireland.

Utilising both traditional and modern techniques, the County Armagh company specialises in hand crafted 3D signs and crests and it is here where the company implements cutting tools from ITC to combine impeccable surface finishes with exceptional accuracy.

As company director, Mr Wesley McCreary, comments: "We started working with ITC just over ten years ago and we are delighted that we use the Tamworth company as a supplier. The technical representative at ITC has demonstrated expertise second to none. As a supplier of often intricate signage solutions, our company finds a new challenge on a daily basis and ITC has provided us with support and solutions to all our tooling problems over the last decade."



Cutting tools from ITC provide impeccable surface finishes with extreme accuracy.

"The software we use sees us start many jobs with a rough sketch and then we draw the object up as vector lines. This is imported into our three dimensional software 'Art Cam Pro' where the object is then sculpted and tool paths added. The computerised 3D model is then ready to machine on our CNC router and using our 3D ball nose tooling purchased from ITC, machining can start," says Mr McCreary.

"The machining process is often very intricate with difficult

forms and this can take a considerable amount of time. In many instances we can only remove fractions of a millimetre at a time to create a finished piece, which is then prepared for spraying and hand-painting or taking a relief mould. With such interesting forms and shapes from a variety of materials, tooling selection is extremely important," continues Mr McCreary.

"Sally from ITC has been very helpful with cutters for specific jobs and technical advice, even making us custom tooling for a number of projects. The 3D ball nosed spiral tools from ITC made a major contribution to a crest design that led to Sunset Signs coming runner up in the Sign UK Craftsman Award. The cutting tools have included 2 & 4 flute ball nosed cutters for the 3D work and a range of long series and extra long series cutters for machining deep pockets and thick materials."

"Added to the company's capability is the delivery that has been exceptional with standard catalogue products being delivered immediately and special or modified cutters also being turned around extremely quickly. Having this level of service is vital to our business and we are delighted that we have ITC as a major tooling supplier," concludes Mr McCreary.

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



Burning Bush 3D signage produced by Sunset Signs.

METAMARK The Materials Company



METAMARK



The Materials Manufacturer

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METAMARK



The Materials Company

Whatever the application. However demanding the job. Whenever you need the right material, right to hand, there's one company that always has it all. Metamark.



T Choice

Despite the near arctic weather conditions that most of the UK experienced at the start of the year, Tekcel CNC Solutions soldiered on through snow and ice to deliver and install a new Tekcel router for its customer, 2G Products, located in Aberdeen where temperatures as low as -20c were recorded during the big freeze.

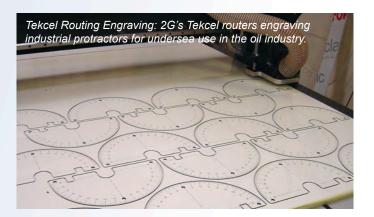
2G Products supplies the marine and oil industries with a wide range of printed and engraved signs, identification plates and control panels. The company boasts a wide range of printing, cutting and engraving technology, including a Tekcel router that has served the business faithfully over the past five years.

According to Grant Goodwin, 2G's Managing Director, the addition of a second Tekcel router opens up exciting opportunities for his company to expand its business operations. "Our new Tekcel router has been fitted with OptiCAM, Tekcel's digital camera system option that automatically aligns router toolpaths to print registration marks, so we can print control panels direct to rigid substrates like aluminium and use the router to engrave, counter sink and profile cut with a high degree of accuracy."

Many of the marine and oil industry applications undertaken by 2G's routers require pinpoint precision and the machines are often required to work to engineering tolerances.

According to Huw Davies, Tekcel CNC Solutions, "...all Tekcel routers benefit from recirculating ballscrew drive systems on every axis - powered by closed loop, digitally encoded servo motor technology. As a result, our routers deliver class leading levels of accuracy, repeatability and productivity."

Featuring cutting areas that can easily accommodate an 8'x 4'





2G's new Tekcel router has been fitted with OptiCAM, Tekcel's digital camera system.

sheet and powerful vacuum hold down beds, not only do 2G's routers perform profile cutting and routing duties, they are more than capable of detailed engraving work too.

One particular application that highlights the unerring accuracy and versatility of 2G's routers can be seen in the industrial protractors the company produces. Engraved and profile cut from sheets of Traffolyte material, the protractors are used by the oil industry for sub-sea geometrics. The protractors are attached to an alignment tool that fits to the flange on a sub-sea pipeline during assembly. Divers use the gauge to take precise measurements for subsequent pipe joins. The pipe is then raised to the surface and joined at the measured angle. Obviously, the accuracy and visibility of the protractor markings are critical in these undersea operations.

With two Tekcel routers operating side by side in the workshop, 2G Products now has additional production capacity and the ability to prototype new applications or machining techniques without impacting on the excellent service levels it offers its customers.

Tekcel CNC Solutions supplies a wide range of cnc routers in bed sizes up to 4m x 2m as standard. Tekcel routers are available as single tool and multi tool systems.

For further information, contact 2G Products on 01224 682682 or Tekcel CNC Solutions on 0844 800 5045.







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EXHIBITION Displays

The wonderful world of exhibition displays

Exhibitions and trade shows have been the primary way many companies choose to showcase their products and meet customers and distributors for many years. Planning can take a long time and a lot of effort and money, sometimes thousands of pounds, go into designing and building a stand that might be used only once.

But with the widespread use of the internet and other ways of communicating with customers, many companies have opted out of large trade shows in favour of a higher number of smaller promotional events.

Because the type of events has changed, the rapid advances in large format printing along with media and inks, so customer demands and styling have changed too. These days, customers want more versatile displays that can be used on multiple occasions at different events and locations and still have a real impact.

Mary Griffiths, UK Operations Manager, at Mark Bric Display, says: "We're finding traditional shell scheme and square straight lines are not so popular now. People are choosing more attractive shapes, curves and waves that entice passers by, with large seamless graphics and clever illumination making full use of the available height.

"Our customers want stands they can re-use on different occasions. For example, after an exhibition they'll use part of it for a reception display or for demonstrations, so systems have to be flexible and versatile."

Chris Newton, Creative Director at Enhanced Images, agrees, saying "Companies will often hire part of hotel or conference facility rather than go to a big exhibition, and



The Xpressions range from Splash Display creates a real impact but take just seconds to assemble and dismantle.



their display requirements have changed accordingly. Costs such as being charged for each electrical socket on your stand is also part of the reason why people going down the portable route."

"Display solutions that they can transport themselves, in the back of a car, and which won't cost a fortune to store, are what people want now," says Stewart Wilkins, Managing Director of Splash Display. "Overall spend is reducing and customers are more likely to use something year on year where they can just update the graphics. One irony is that some exhibition companies have been re-using bits for years, but charging clients for totally new systems."

Gordon Neile, Business Development Director at Eurostand Display, has been involved in the exhibition trade for 20 years and thinks the drastic reduction in lead times is one of the most notable trends within the UK marketplace today.

He says: "It used to be the case that prospective end-user clients would make initial approaches to our dealers for their display or stand requirements up to four or maybe five months in advance of an event. They'd even take time out to travel to our dealers' premises or showrooms to view and physically assess display products being on offered. Nowadays, however, the contact is made much closer to an event – sometimes with less than a week to go."

Quality is also a big issue in today's market, because shorter lead times and the perfectly-reasonable desire to reduce costs can lead to mistakes. Now many more customers source their suppliers via the web, but this may not necessarily be a good thing. An impressive-looking website is no more than that; it's not a guarantee of quality products. And it's important to remember that direct comparison of goods viewed over the internet can be extremely difficult, if not impossible.

"It used to be the norm for our dealers to travel in order to demonstrate a product, or arrange a showroom visit. When you're in front of a customer they can see and feel the true quality of graphics and the different display mechanisms that work with them. Even Eurostand Display's lower-priced product ranges are guaranteed for a minimum of five years. This dramatically reinforces our core message to our trade-only customers that we offer only quality products," says Gordon from Eurostand Display.

Chris from Enhanced Images echoes this senti-"Some ment, saying: suppliers are just printers

who knock out a roll press and don't fully understand environment the products are used in. We offer a complete service including design concept, in house printing, finishing, and installation. It's important to choose a professional company that understands the potential pitfalls and can recommend the correct solution, not just the cheapest."

However, the cost savings that can be made from choosing the correct display system can be significant.

Leigh Godby, Studio Manager Maxe Display, explains: "We had one customer who was spending about £4,000 each exhibition printing paper mounted on MDF and wood, which all went into the skip afterwards. We looked at what he needed and suggested a Plex aluminium display system. He's thrilled with system, and he saved £12,000 in a single year."

According to those that Sign Update spoke with, the recession isn't all bad news and good companies will come through it.

Leigh of Maxe Display says that at the start of the downturn there was a bit of a dip but now people are finally realising that marketing will keep them out of trouble.

"All of a sudden people want more marketing materials, and with some suppliers folding there are some new customers that can be won," says Leigh.

Stewart from Splash Display adds: "From what I hear some companies in the exhibition trade are struggling, but business with us is as buoyant as ever, so we're optimistic."

What's more, says Mary from Mark Bric Displays, although some customers are being economical, December 2009 was the busiest December in the USA and Sweden for years with the UK now picking up also and people are feeling quite positive at the moment.

And will determine the future of exhibition displays?

Chris Bradley from William Smith says: "Exhibition graphics will be influenced to an increasing extent by the availability of, in particular, non-PVC films and new Latex inks and complementary printing solutions that create a much reduced environmental impact as well as more advanced graphics pre-printing and finishing solutions.

"New non-PVC films are degradable by comparison with traditional solvent-based alternatives but with no compromise on the quality of the finished graphics. The new Latex inks, unlike traditional solvent-based inks, do not give off dangerous levels of harmful VOC emissions which are now either greatly reduced or eliminated. This benefit is further enhanced by the availability of specially configured printers which use these inks and require little or no out-gassing, leading to higher print speeds and final graphics output."

Chris also believes that other special-purpose materials such as those with enhanced flammability rating now used widely for rear-projection applications and for creating special effects and surface finishes will be major driving factors in the future of exhibition displays.



Exhibition products in UK Point Of Sale's range includes the Collapsible Leaflet Holder for easy transportation.



The HP DesignJet Latex, available from William Smith, utilises the latest ink and wide-scan printing technologies for faster production of large format exhibition graphics.



EXHIBITION Displays

What is Mark Bric Eg

EGO is Mark Bric Display's large-scale exhibition display system. Using just three highly engineered components Ego enables an amazing array of displays to be built that will fill exhibition spaces with seamless graphics. Assembly is tool-free and the EGO framework is entirely hidden, making the graphics the full focus of attention.

Ego comprises gently curving surfaces that form walls and towers of all shapes and sizes up to 5.6m tall, to fill exhibition spaces with eye-catching graphics. The three basic components, the Junction, Rod and Wing, enable great flexibility and give substantial structural integrity. This strength means that weight-bearing stages can be constructed and accessories such as exterior shelving, LCD mounts and product showcases can be added, bringing enormous extra value to the display.

The graphic panels form a complete shell which hides the Ego framework. These uninterrupted graphics give a huge display area which is visually impressive and a dream for an exhibition designer.

Ego is surprisingly portable, packing down into wheeled cases for ease of transport. It is also easily reused and reconfigured. Components for a particular design or structure can be used again and again for displays of different shapes and sizes. All components are the top quality that you would expect from Mark Bric Display and Ego comes with a 10-year warranty.



With Ego's ever-growing popularity Mark Bric Display has produced new brochures with many examples of Ego projects which can be veiwed at www.markbric.co.uk.

Telephone 01477 537788 or e-mail sales@markbric.co.uk to find out more.

Make an instant impression with Xpressions



Xpressions displays provide limitless options to create dynamic looks.

Xpressions is a totally new and revolutionary display system. It creates the dramatic visual impact vital in busy trade shows, clearly communicating your company's message even from a distance.

Using vibrant printed fabric, the system is light in weight and takes just seconds to assemble or dismantle. With graphics already in place, you can be the first to make your mark at the show or conference – ready to get straight down to business. (Leave the graphics attached, and also be the first home from the show).

Strong magnets work in conjunction with lightweight aluminium frames to create a sturdy frame structure. This, together with the three dimensionality and stretchiness of the fabric graphics, provides limitless options for creating a dynamic look. Graphics can be highlighted with halogen spot lamps, clipped on to the frame without the need for special tools.

Xpressions Displays is a division of Splash Display Ltd, one of the UK's leading display solution providers. Stewart Wilkins, Managing Director of Splash, says: Clients' comments say it all; typical are: 'Such a range of choices, I don't know where to start..!', 'The fabric panels just hook on. Simple!"

"Clients are amazed by the range of choices and the bold colours. The fabrics give a vibrancy that you just don't get with a conventional pop up display. They can't believe you can put the graphics into a washing machine: they come up as good as new, with any creases hanging out in no time."

For a free demonstration, or to find out more about the range, visit the website www.xpressions-displays.co.uk or telephone 08452 261936.

UK POS elects Ballot Boxes a must have for exhibition feedback

UK Point Of Sale's Ballot Boxes are ideal for exhibition feedback

UK Point Of Sale Group Limited (UK POS) is highlighting its range of suggestion and ballot boxes as a vital element to the exhibition stand. With companies investing money and time into these events, it is necessary to get enough feedback to ensure a good return on investment.

Debra Jamieson, Marketing and Sales Director for UK POS explained: "Exhibitions are the perfect time to give away products, merchandise and marketing materials and run competitions, so it is important to suggest that they get visitors to complete a form with relevant details which can then be stored in a branded ballot box. The information gained improves their databases, as well as giving an indication of the booth's footfall."

UK POS offers a variety of suggestion and ballot boxes such as the newest product to its range, the Suggestion Box with Header. Manufactured in white acrylic, it can be used on the counter or wall mounted and includes a header poster holder available in A4 portrait or A5 landscape and a side pocket for A6 or one-third size A4 leaflets.

Other products in the range include suggestion boxes with locks and floor standing boxes for larger promotions. For customers requiring an easy to transport version ideal for exhibitions UK POS can also supply the flat pack Cardboard Ballot Box.

This range is featured in UK POS' Display Buyers Guide, which also includes a variety of other products suitable for exhibition use, such as its range of free standing poster kits and leaflet dispensers, especially the Collapsible Leaflet Holder, display supports, sign holders and banner stands.

UK POS' Display Buyers Guide can be requested at www.ukpos.com or by telephoning 08454 503848.

Bamboo range gives more green choices

Answering its customers' clear calls for more environmentallyfriendly display systems, Eurostand Display has wasted no time in expanding its already wide product range to satisfy this demand.

The Essex-based trade-only display specialist has launched its Planet range to provide what the company says is a greener alternative to conventional display systems. The range is a high-quality portfolio of roll-ups, tension banner and literature display stands built to exacting standards using only renewable, high quality bamboo.

With the great majority of display products manufactured from materials such as aluminium, systems crafted from natural,

renewable and recyclable materials are increasingly desirable as alternatives. Having long been recognised as an excellent manufacturing material in Asia, the enormous benefits of bamboo are now being realised globally.

The entire lifecycle of products in the Planet range is positive, explains Eurostand Display's National Account Manager Sam Mooney: "Sure, it is about producing products made from materials that come from sustainable sources. But it is also important that when the products reach the end of their useful life, they are recyclable and, ultimately, biodegradable."

Bamboo crops are entirely sustainable and, unlike traditional hardwood, can be harvested every year without destroying forestry. The plant's shoots grow to maturity in only four to six years and so, as a crop, it is endlessly renewable.

Products within the Planet range are also protected with an eco-friendly lacquer coating to further enhance their natural look and feel. This coating has passed rigorous testing under the REACh (Registration, Evaluation and Authorization of Chemicals) regulations, the latest European Community regulation on chemicals and their safe use.

"Properly-treated bamboo is ideal for display products as it doesn't swell, shrink or mark in the manner of hardwood," says Sam. "It is also lightweight, durable and elegant. Plus, like all Eurostand Display's products,

our Planet range comes with a five-year quarantee "

Further information available at www.eurostanddisplay.com or telephone 01277 350925.



The new Planet range from Eurostand Display is made from renewable, high quality bamboo.

EXHIBITION Displays

Design your own exhibition stand in minutes

3D-Standards is a new award winning web application designed specially for event and exhibition professionals who plan or design exhibition stands or trade show booths.

Creating an entire layout and jaw dropping 3D visuals in a matter of minutes is made easy with 3D-Standards. Floor space is selected, the products to be included are clicked on and jpegs can be uploaded to apply graphics to 3D banners and pop-ups.

Because of its astounding ease of use, anyone can pickup and use this professional design software; mo training required and the whole thing just runs in a browser. The developers at Aarkid Ltd believe its set to disrupt the established methods of pre-visualising exhibition stands and event spaces.

3D-Standards has appeared on several important exhibition industry websites over the last few months. The most recent portal for 3D-Standards is www.babycad.com, which is entirely devoted to this 3D exhibition design software.

What makes the version on Babycad unique is its set of modular 3D products to play with, which 'click' together like Lego bricks. Exhibition design ideas can be sketched out exhibition effortlessly and posted online in one click.

3D-Standards is intuitive and clearly has potential to be a potent tool for exhibition designers. The development team at Aarkid Ltd says designers already using it are able to give prospective clients 3D visuals in record time, putting them ahead of the competition and are calling 3D-Standards the 'deal clincher'.



Designing exhibition stands is made easy with the new 3D-Standards.

"It's a potent sales tool and certainly going to upset a few people in the industry," says Mark Shurey, Chief Executive Officer, who uses the design tool to win new business for Creative Solutions, a leading supplier of exhibition equipment.

Test the free demo now at www.babycad.com or contact Aaarkid Ltd on 0141 416 0102.

Eco-friendly graphics from William Smith

Leading supplier of integrated sign and graphics solutions, William Smith is now offering new state-of-the-art printing systems and specially engineered materials. Together, they enable graphics producers to greatly reduce the carbon footprint in producing exhibition graphics.

Latest developments in more eco-friendly materials include new non-PVC vinyl materials from both 3M and Ritrama. 3M Graphic Film 3545C and the lower cost RI-JET film from Ritrama are excellent examples of the way in which leading manufacturers are addressing environmental issues.

Supporting these materials are the latest digital printers, in particular those from HP, that now use the new Latex ink technology as an alternative to more hazardous solvent-based systems that give off harmful VOC emissions. The flagship model in the HP eco-friendly series of printers is the 104-inch HP DesignJet L65500 Latex printer. This is the first printer to utilise the latest Latex ink and wide-scan printing technologies and it will enable graphics producers to not only achieve faster printing cycles due to the technology involved but also, as a result of a drastic reduction in VOC emissions, greatly reduce the carbon footprint.

For graphics finishing, the RollsRoller Flatbed Applicator remains a preferred choice for many graphics producers. This remarkable workhorse of a machine can reduce material application time by as much as 80 per cent by comparison with alternative finishing solutions.

Other developments that will offer valuable support to providers of exhibition graphics are the DI-NOC special surface finishes and the Vikuiti rear projection film from 3M. Available in a choice of over 500 different patterns and finishes, DI-NOC mimics the natural appearance of materials like marble, stone and various woods.

For further information, visit the website www.williamsmith.co.uk or telephone 01833 690305.



The RollsRoller Flatbed Applicator from William Smith remains a preferred choice for many large format graphics producers.

UK manufacturer sees sales slot into place

One manufacturer who is reporting excellent sales is Yorkshire based manufacturer of display tower units, Slottz. The company is celebrating after recently receiving a large number of orders from businesses and educational facilities around the country for its unique display systems. This is expected to boost the company's projected turnover by an impressive 35 per cent in 2010.

While some other manufacturing companies have suffered during the recession, Slottz says it has noticed an upturn in sales as businesses and organisations look for innovative ways to make their products or services stand out from the competition.

Slottz offers a cost effective, flexible messaging system that is believed to be the first of its kind on the market. It is a 3D interlocking display tower using PVC panels digitally printed from high resolution artwork. Panels can be easily added or the order changed to alter the look of the display, ensuring that it doesn't become dated.

The versatility of Slottz has seen it used in quantities of one or two at a time for exhibitions, through to retail roll outs, including 70 units for Norwich Union which were used in staff training workshops when it changed its name to Aviva.

Richard Grant of Slottz said: "Our display units are unique because they are portable, easy to assemble, versatile, make a big impact and different to anything else currently on the market. We are delighted to have seen such a rise in sales and we hope to continue helping existing and new clients to make an impression with their displays."

Telephone 08447 365803 or go to www.slottz.com for further information.



Complete solutions from Maxedisplay



Maxedisplay provides a wide range of items for exhibition displays.

There are a bewildering array of roller banners, pop ups, shell schemes, modular systems and graphic solutions on the market.

Customers know they can rely on Maxedisplay because the company offers only products it considers give exceptional quality, reliability and value.

Maxedisplay combines these quality products with quality print, running all graphics at 1440dpi through pigmented ink wide format printers to ensure top image quality and stunning visual results. In particular, the amazing gamut range of Maxedisplay's newly installed Epson 9900 is proving a hit with both commercial and trade clients.

Whether customers need one poster or a complete exhibition solution, Maxedisplay offers a huge range of products, including all those subsidiary items that go with display graphics, from badges, through to business cards, leaflets, brochures, posters and banners; even to supplying plasma screens complete with moving graphics and film.

With one of the most advanced studios around, Maxedisplay also offers award winning design and production services, internet and multi media solutions as well as a complete in house, on demand, digital printing service - it's a return to the one-stop-shop of old for all exhibition needs. Nobody likes to brag, but in these times it's something to shout about says Maxedisplay when your customers are telling you that the service provided is efficient, knowledgeable and, above all, great value for money.

View the Maxedisplay product range at www.maxedisplay.co.uk or tel: 01384 486722 for details.

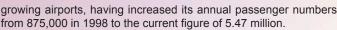
News

Sign 2000 in full flight wi new airport hotel sig

Kent-based corporate signage specialist company, Sign 2000 has recently completed the exterior and interior re-signing of the Hampton by Hilton hotel located at the John Lennon Airport in Liverpool. The new image was created to follow the latest brand guidelines supplied by the Hilton Hotel Group's own stateside design agency and involved overseas sourcing of a number of specialist materials to ensure that the new signage met all of the required specifications.



Situated directly opposite the Main Terminal and just eight miles from the Liverpool city centre with easy access to the M62 motorway, the Hampton by Hilton is the only hotel located at the airport itself and has proved the ideal stop over location for its burgeoning number of visitors. The original airport was renamed Liverpool John Lennon Airport in 2002 to honour the memory of John Lennon, a founding member of the eponymous The Beatles pop group of the sixties and an avid peace activist. Until 2007, it was one of Europe's fastest



The Hampton by Hilton hotel is one of the newest in the Hilton Hotel Group's global network that now numbers over 500 outlets spanning six continents. The hotel, which includes all of the traditional additional amenities such as business meeting rooms, a fitness suite and multiple restaurant/dining facilities, comprises 11 levels. The upper seven levels include 160 bedrooms situated over

> six floors, while the lower five levels make provision for a large car park within the hotel building itself.

> The exterior signage consisted of three sets of high-level text manifestations, the largest of which is 2.6 metres high and fully constructed in aluminium-finished corporate bronze with internal red tetra max LED modules and colour-matched acrylic faces. The exterior text elements were installed using a 45 metre-reach hydraulic access platform. This required special road closure assistance as well as discussions on method procedures and risk assessment with the airport's management team due to the fact that the thoroughfare in which the hotel is situated is the main conduit and drop-off area for the terminal.

> Installation of the high-level text also required a significant amount of structural planning, as the text was fitted on spacer brackets and studding supports through the special cladding, the interior void and the parapet concrete slab with a plating device at the rear.

> The interior signage consisted of 600 disparate graphics to include directional, identification, mandatory and point-of-sale manifestations. Signage was supplied to the reception, accommodation, restaurant, fitness suite and meeting room areas within the hotel building.

> For further information, visit www.sign2000.co.uk or telephone 01892 834 383.







PROJECT News

Delivering the S

Santander has just revealed the first of its newly branded branches in London and the South East. The rebranding project, which will see all 1,045 Abbey and Bradford & Bingley branches fitted with new Santander signage, is significant in the retail banking sector and makes Santander the fifth

The rest of the branch network was revealed on 25th January, all branches having been covered with temporary signage until then. Merson Signs, one of the UK's premier signage companies, was one of four contractors and manufactured and installed signage at 140 branches over a three month period.

biggest provider of current accounts in the UK.

Merson Signs has previous experience of delivering rebranding projects with tight timeframes, having been the chosen contractor on bmi, Bank of Scotland, Diageo, M&S and RBS rebranding projects. The Santander project, however, brought another challenge - revealing all newly branded branches on the same day as part of the official Santander launch.

To achieve this, every fascia fitted with new Santander signage was concealed with temporary signage displaying the current Abbey or Bradford and Bingley branding.

On launch day, Merson Signs removed the temporary signage from the 140 sites, revealing the new Santander signage. This was

entander rebrand (C)

Santa

The new Santander signage.

achieved by utilising the company's own dedicated installation crews and also the crews of their newly acquired division, Merson i-level

Retail, which specialises in completing high volume retail installation projects in extremely short timeframes across the UK.

Managing Director Roddy Angus stated: "Naturally we were delighted to have been selected to work on such a large and important rebranding project for Santander. The added challenges that came with revealing all newly branded sites at once gave us a chance to test all the new processes we have put in the place over the last year to make us more efficient, especially the integration of i-level retail into our operation. We are clearly now even better equipped to deliver large-scale rebranding projects in short tight timelines."

For further information call Merson Signs on Tel: 07525 700 399 or visit the website www.merson-signs.com







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SIGN News

Trade Signs UK launches new on-line shop

Trade Signs UK has been successfully supplying the sign industry for over 16 years and has always been innovative in looking for ways to improve all aspects of their service to the sign business. The newest addition to the Hertfordshire based sign manufacturer is a new online shop/website for sign consumables and product information.







It is the only online shop you need to visit for all your sign making needs, whether you need to buy fabricated signs such as flat cut letter, built up letters and fabricated sign systems to buying all your sign making consumables. Buy squeegees, masking tape, scalpels, blades, LEDs and transformers and many more products all at the best on-line prices.

Tradesigns UK has been developing the site for over one year working hard on making the site easy to navigate and making sure the customer is only three clicks away from the information or products they need. The Online Shop has a fast growing range of products with new products being added daily. This is the only online shop where you can not only find the day to day items you need, but also the rare products that are harder to find.

Trade Signs UK aims to stop customers having to make five phone calls to order day to day products and getting you the best deals to make sign making easier and more cost effective. From sign fixings to magnetic sheets, scalpels to colour swatches, the online shop is improving rapidly to give sign makers more choice and more deals on their every day equipment.

Visit the website to find detailed information on flat cut letters, monoliths to illuminated signs, it gives a full page of specification on sign material and pros and con's and how it is manufactured. The pages include photos to help your vision become a reality.



Trade Signs UK continues to think of ways to improve the sign industry, this website is a great way to keep updated on the latest products – consumables and signs making techniques.

Once you have ordered the site will remember you !! and display your most popular purchases on the right hand side making it quick and easy for you to repeat order.

The next time you need to buy visit www.tradesignsuk.com









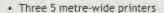






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SIGN News

Vertical panel saw specialist is Micro Business of the Year

Zapkut Limited, the Hampshire (UK) based vertical panel saw specialist, rounded off an excellent year in 2009 by winning the Inspire '09 Micro Business of the Year Award. The judges praised the company for its clear sense of direction and its international outlook.

The company was established by Managing Director Keith Bunker to meet a specific need in the market. "Over the 20 odd years that I've been working in the vertical panel saw market, one request has come up again and again, from both users and distributors," he said. "There was a clear need for a tool that would offer the accuracy, ease of use and safety of a vertical panel saw, but at a lower cost and in a compact, portable package."

Employing a cutting-edge design and novel materials offering both light weight and great strength, the Zapkut ZK8 and ZK10 portable vertical cutting platforms meet that need and solve a host of problems for tradesmen working on site and craftsmen working in smaller workshops.

The ZK8 (for sheet sizes of up to 8' x 4') and ZK10 (for sheet sizes of up to 10' x 5') can be deployed in seconds, providing a strong, rigid and square cutting platform. The sliding carriage accepts any popular hand-held circular saw, including cordless units,

and the units come complete with provision for dust extraction and cable management. Stowing the ZK8 and ZK10 is as quick and easy as deploying them.

Both units are light enough to be carried by one person (under 35kg) and when stowed can be transported in a small van. The ZK8 measures 780mm x 230mm x 1900mm when stowed, while the ZK10 is just 400mm longer. Their compact size also pays dividends in smaller workshops with limited operating or storage space. The tripod leg system provides excellent stability on almost any surface, indoors or outdoors, while the built-in scales, quick-stop and mid-height support make accurate dimensioning, cross cutting and the cutting of small pieces straightforward.

Well received by users as well as by the Inspire '09 judges, the Zapkut ZK8 and ZK10 are ideal for tradesmen working on site, such as shop, office, kitchen and bathroom fitters, craftsmen working in smaller workshops with limited cutting requirements or budgets, and sign makers and others using off-cuts from pre-cut materials.

Zapkut Limited is currently expanding its UK and international distributor network.

For more details on the company and its products, visit www.zapkut.co.uk or call 0118 970 1950.

Roland DG launches new website

Roland DG (UK) Ltd, a worldwide leading manufacturer of wide format digital inkjet printers, engravers and 3D equipment announces the launch of its brand new fully-functional website.

After consultation with a variety of both internal and external users, the new Roland website boasts a wide range of new features and benefits designed to help users and potential customers get the best possible information and support for Roland products.

"We felt that our customers, both existing and new, deserve a better online presence from Roland," says Jerry Davies, Managing Director at Roland DG (UK) Ltd. "Customers need clear and accessible information in order to make informed decisions. Our aim was to guide people through every experience with Roland online as simple as possible. We hope that the new Roland website and the subsequent ways in which we will evolve online will continue to make Roland the easiest company to deal with in the industry."

One of the most noticeable improvements is the new online technical support centre. This latest feature allows users to access FAQs, help files and downloads for their Roland equipment as well as log support tickets for technical queries. Another new feature is the extensive applications pages, which provide new ideas to those already in business as well as those just starting out.

Davies continues, "This new Roland website not only enables users to find the information they need at the click of a button. Specific help files or media profiles can be made live within seconds, allowing us to respond quickly and efficiently to marketplace needs. It has been designed to grow and develop with the company, and we are extremely pleased with the results so far."

The new Roland website can be accessed at www.rolanddg.co.uk



Visitors to the home page can be directed to the new online technical support centre.



SIGN MAKERS PRODUCTS

INTRODUCTORY OFFER COMPACTA-LITE THE SLIMMEST TROUGH LIGHT AVAILABLE, FROM £8,00 PER FT SEE WEB SITE FOR MORE INFO

ORIGINAL TROUGH LY

Trough Light From Ele Per July de Led Powered

Compacta-Lite

only 95mm x 48 mm

EDGE LIT

Flexi-Strip 180+ In 5 Colours Price As Low AS

> £12-75 Per Meter

Sold in 310mm & 50mm Lengths Ready To Plug Together

Led Range

Spotters. Mini Waterproof Maxi Waterproof Plug Together Bow Fronted Plug together RGB's

33mm slim snap shut illuminated poster displays



100mm Deep Slimbo Light Boxes Built To Order



Chrome Beading Menu Boxes

Rollerbead Single &Double Sided Boxes Built To Order

SIGN News

Company with direction makes 2010 the year of the customer

As 2010 sees customer service take centre stage and competition as fierce as ever within the corporate, retail and hospitality sectors, the leading innovators in the signage industry, Scriptus, is expanding to extend its services to wayfinding consultancy, planning and implementation, along with corporate brand identity design, to help ensure clients leave their customers with a lasting impression from the minute they set foot on site.

Announced as Managing Director, Michael Jackson, celebrates reaching the industry landmark of 30 years, Scriptus continues to work with clients in corporate environments, retail stores, universities, leisure and hospitals. A trusted supplier to many of the UK's customer focussed brands, the company has already implemented successful signage strategies for Heal's,

The Grosvenor House Hotel, Henderson Global Investors, and HBOS, and is now rolling out its new services as an additional string to its bow.

The new wayfinding services that involve Scriptus creating frameworks of signage that people can follow through a site to make sure they encounter as little stress as possible launched this month. As a response to support clients through the difficult climate, Scriptus is ensuring they position their clients in the right way to provide a positive customer experience from the minute someone engages with their brand on site.

Developed on the back of an international project, Scriptus Managing Director Michael Jackson spent much of last year working on a Saudi Arabia based project creating a wayfinding system for King Abdullah's International Gardens, after Scriptus was hand-

picked to be the consultant of choice. He has seen the benefits this strategy has brought and is now keen to encourage UK companies to adopt similar schemes.

To further support clients in taking a strategic approach to their corporate identity they are also now offering an end-to-end design solution, from brand creation and development of logos, to enhance their offer of signage design and installation.

Managing Director, Michael Jackson who has worked on signage solutions for BMW, Mercedes-Benz, Natwest, AkzoNobel and McDonald's, said: "Everything to do with a business must relate back to its brand image, from the employees to the offices. Wayfinding plays a crucial role in the day-to-day running of most corporate environments and more and more people are beginning to realise this. Not only does it have to be practical but it has to represent the brand and because we are able to offer everything in house, our clients have the confidence in us to know that every last detail will be in keeping with their corporate image."

He continued: "Standing out from your competitors has never been as important as it is now and we are passionate about making sure our clients are one step ahead."

Now offering wayfinding audits, masterplans and consultancy, Scriptus is one of a handful of signage companies to manage the design, manufacturing and installation of signs in-house, and also offers branding and graphic design, ensuring a fully comprehensive and rigorous quality control procedure takes place with each project. Offering anything from prototypes to full systems manufactured on the company's premises, truly bespoke and individual smart signage solutions are guaranteed.

Practising what it preaches, Scriptus has also re-branded itself to represent its new direction with a fresh corporate identity to put the company in good stead for the future.

Throughout its 13-year existence, and with a staggering 75 years of collective industry experience, Scriptus is in a unique position to combine its traditional skills and know how with cutting edge innovations, something that leads Scriptus to the forefront of the signage industry.

For more information on the new services launched or to arrange a free consultation, visit the new Scriptus website at www.scriptus.co.uk or contact Michael Jackson on 01274 738 555.



Scriptus Managing Director, Michael Jackson, and Technical Director, Bill Taylor.



It means what it says

fast professional results for all your etched signage needs

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Simple and Stylish Signs with optional wooden backing

Large lettering or fine details including both on the same panel



Midkent College To commemorate the occasion of the Topping Out Geremony performed by Paul Clark MP and Sir David Melville CBE at the Midkent College Medway Campus 10th November 2008 The Medway Campus has been hallf with the help and support at the Learning and Skills Council. Commuscars. Kier Build Architects: Nightingale Associates.

Etching on glass panels for a clean, modern look

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INTRODUCTION TO ARCHITECH

The Architech system has been developed with the aim of providing a curved insert aluminium signage solution that is stylish, practical and cost effective.

We aim to supply a system that fulfils almost any signage requirement, rivalling other systems in the market on style and quality, whilst maintaining our philosophy of affordable products, supplied fast.

Architech is an interior and exterior quality extruded aluminium curved insert sign system.

It offers the sign maker a complete signage solution, with its innovative CLIC-LOC fixing system, making it easy to install.

This enables the wall mounted version to be mounted with no visible fixings.

- 7 widths available
- Vertical or horizontal mounting
- Unique CLIC-LOC mounting system (wall mounted only)
- All sizes will accept interchangeable media
- Internal and external applications
- Injection moulded plastic caps
- Stainless steel fixings
- Powder coated, leatherette effect, baseplates
- Laser cut caps and baseplates
- AA25 silver Anodised
- Available pre-manufactured or as component parts
- Interchangeable hook hanging system (suspended signs)
- Built-in discount structure
- Comprehensive signage solution
- Available powder coated

SIGN News

Atech announces record sales of Mediatech Continuous Ink system for HP printers

During hard times businesses have to cut their cloth accordingly and implement new and innovative ways of cutting costs without detriment to service or quality. The recession, which according to recent government announcements we are officially coming out of, has proven to be lucrative for the third party ink market; Atech in particular reports good growth of its Mediatech Continuous lnk System for HP5000 and HP5500 series printers.

Even though third party and refillable ink cartridges are commonplace amongst the small format inkjet market, the professional graphics industry has seemed reluctant to adopt this technology fully, with manufacturers issuing warnings about warranty invalidity. However, it seems that finally graphics businesses are taking the plunge and exploring different third party inks from trusted manufacturers.

Atech Limited has serviced and supplied the large format print and imaging industry with printers, inks and media for more than 28 years and has learned to anticipate the needs and trends in different market places involving large format print.

Managing director of Atech, Allan Ashman explains, "We have a reputation in the industry for delivering quality products and engineering service excellence. All our Mediatech inks and media are thoroughly tested to ensure compatibility and quality assurance. We have been selling our continuous ink system

for the HP 5000 and HP5500 series DesignJjets for over four years now – and haven't had a single customer ask us to come and take it out. All of our installed customers are professional graphics houses and signage companies and they have seen no difference in using our ink to manufacturers own – except where it matters - their bottom line!"

On average, one inkjet cartridge for the HP 5000 series printer costs anywhere up to £129 for 680ml. Atech's bulk ink costs £60 for one litre. The system simply attaches to the printer. There are no problems with chip failures as there's no cartridge involved and when more ink is required, the reservoir is simply topped up. For complete peace of mind Atech offers servicing and warranties contract options on the printers.

"We have also noticed", Ashman continues, "that in the four years we have been supplying our Mediatech Continuous Ink System for the HP 5000 series printers, the printheads are lasting much longer than when they use cartridges (either third party or HP OEM), giving us enough confidence to state that our system will prolong the head life of your printer. Additionally, there is no permanent modification to the printer – if for some bizarre reason you wish to revert to the original ink, then our system can be decommissioned very easily in minutes and with no effect to the printer."

Find out more by telephoning Atech on 01707 373738.

New website focuses on cutting-edge illuminated Blade Signs

MegaLED, the LED display lighting and electronics specialist, has launched a simple yet high impact niche web site devoted to cutting-edge illuminated Blade Signs. The website is live now at www.illuminated-signs-shop.co.uk

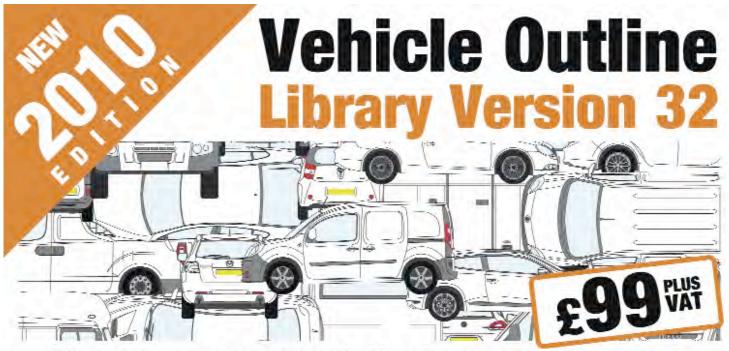
Arvind Ranga, MegaLEDs webmaster says: "We think all sign buyers, manufacturers and designers will agree our website serves its purpose. It's simply designed as a concise high quality showcase of our absolutely stunning blade signs."

The new website, www.illuminated-signsshop.co.uk has a refreshingly simple purpose where customers can view photos, watch a short product video, and easily upload artwork to receive free design consultation and prices.

Backing up the website is MegaLED's new edge-lit sign service. This provides trade customers the opportunity to order absolutely stunning, installation-ready ABlade signs in both standard and custom sizes at very competitive prices.

For further information visit the website www.megaleddisplay.com





Find out more on our website at www.impactgs.co.uk



Sales line: 0845 470 20 20

Providing accurate time-saving outlines for over 15 years!



SIGN News

Production companies join forces to launch Concept & Build service

Event production specialist GTMS and large-scale prop maker Model-Tec Studio are combining expertise to offer clients in a range of industry sectors a new Concept & Build service thanks to the launch of a one-stop-shop website.

The joint venture between the companies is set to benefit both new and existing clients. The new site www.concept-build.co.uk is now live and clients can now source one-off bespoke props and themed displays to large European experiential touring kits from the Concept & Build service.

The new Concept & Build team comprises multi-skilled, experienced artisans with the capability and resource to fulfill any project - from conception through manufacture to installation.

Both GTMS and Model-Tec Studio bring a proven track record across a wide range of industries from fine art and interior, technology and international motorsport to experiential and architectural.

GTMS' Director, Dominik Short said, "Combining our efforts with Model-Tec Studio will give us the tools to deliver even greater projects with ease and confidence. This new service is a designer's dream and we will provide tailor made solutions for artists, creative directors and engineers alike."

The joint venture is borne out of numerous successful, high-profile projects the companies have undertaken together in the past including the creation of giant coffee jar for a leading brand so large it required a 7.5t truck to transport it.

Hampshire based GTMS is one of the UK's leading event production and high impact branding companies and has 25 years of experience under its belt. Sussex-based Model-Tec Studio was established a decade ago and comprises a team of multi-skilled and experienced artisans.

GTMS' and Model-Tec Studio's combined client portfolio includes Fat Face, Goodwood, Allen Jones, Bacardi and an array of experiential, marketing and PR agencies. GTMS also offers large format print services for large-scale and complex projects. www.print-large.co.uk.

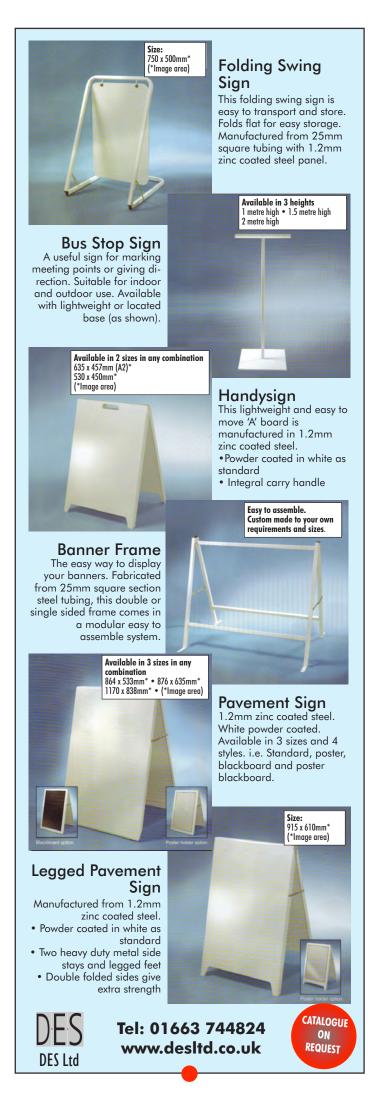
Andy Dance Director of Model-Tec Studio said: "We have worked with GTMS on a number of projects to date and we share their passion and dedication. The Model-Tec Studio team has a great deal to offer in terms of experience and complementary expertise and Concept & Build will ensure greater exposure and open new doors."

Dominik Short said, "Launching the Concept & Build website is an exciting step forward for GTMS and will dramatically increase our position in the market to undertake those larger projects. Because we have everything under one roof we are able to add value to everything we do and work closely with our clients to deliver far greater results and save them money!"

GTMS' forward-thinking team of 23 employees operates from under one roof – a 38,000 sq. ft purpose-built site complete with offices, print house, build workshops and warehouse.

For further information visit www.gtms.co.uk







SIGN News

Epson moves to Wests

After 20 years located on Maylands Avenue, Hemel Hempstead, Epson has moved to new premises a short distance away in Apsle.

The new Westside location will be home to over 250 Epson UK and Epson Europe staff and better suits the needs of the company with a larger demonstration area and improved facilities to run its popular 'Print Academy' courses.

A number of specially commissioned contemporary art works have been installed around the new offices. These include, in the atrium, 'The Singing Singing Tree' by Build, which has been printed on frosted brushed aluminium. The artworks which have been produced by Limited Ltd, an interior design company, are a perfect showcase for Epson's digital imaging technology and demonstrate the versatility of the Epson Stylus Pro GS6000 in the production of high quality decorative art.

The extensive refurbishment of the Westside offices has enabled Epson to adopt further green measures. The lighting is fitted with movement sensors so that it switches off if no-one is using that area and the new office furniture has been produced in the most environmentally friendly way possible. New heating and air conditioning plant serving the meeting rooms area has been installed to reduce energy usage and improve efficiency and, over the next twelve months, new air conditioning units will be installed in the remainder of the building. All of the energy used in the building will be from renewable sources.

These measures reflect Epson's Environmental Vision 2050 which was established in 2008 to help guide the company's environmental activities over the next four decades. The aim of the vision is to reduce CO2 emissions by 90% across the lifecycle of all products and services by the year 2050.



The new address is: Westside, London Road, Hemel Hempstead, Hertfordshire, HP3 9TD.

All contact details; telephone and email addresses remain the same. For further information visit www.epson.co.uk

Signbox launches new e-shop

Signbox Ltd, the award-winning and innovative architectural sign specialist, has just launched a new online shop to allow customers to purchase a range of signage solutions and products at the touch of a button.

The Signbox e-shop provides a single-point resource to the majority of corporate sign requirements such as display, health & safety, desk and door, fire escape, paper insert, wayfinding and marcal signage. All can be purchased online using this new, secure and easy-to-navigate website.

Mark Bartlett, Managing Director for Signbox Ltd comments, "The new online shop reflects current market trends – many of our customers are looking for 'off-the-shelf' signage that is available with a quick turnaround, typically within a few days from placement of order. "Providing a well designed, simple and quick solution, we believe our new e-shop will now meet customer expectations for high quality but competitively priced signage".

With a client list comprising many of the UK's best-known companies, Signbox have an unrivalled reputation for delivering architectural sign solutions – their comprehensive range of products covers interior and exterior architectural signage, compliant safety signs, precision engineered LED illuminated products and much more. At the forefront of industry developments, Signbox are renowned for innovative, leading edge technology and the use of revolutionary materials

of revolutionary materials.

For more information or to purchase a range of signage solutions visit the new Signbox e-shop at www.signboxshop.co.uk

Robert Horne Group appoints new MD

Paul French has been appointed as the new Managing Director of Robert Horne Group. Paul has been in the visual communication market for over 15 years having started his career at Xerox. In addition to his specialist knowledge he has gained extensive general management experience in a variety of Senior Management roles. In 2001 Paul became Managing Director of Spandex UK, a Sign and Digital specialist Company, part of the International Gerber Technologies. For the last three years he has been Divisional Director of Robert Horne's Sign & Display division.

Paul comments "This is a really exciting opportunity and I am looking forward to leading this business as we navigate our way through the current trading conditions into what I believe is a period of growth and stability for this business. We have the potential to further enhance our products and services by fully developing the width and depth of our service to customers. Robert Horne is in a unique position in terms of our offer to market from paper, board, plastics, press room consumables and packaging through to wide format machinery, environmental consultancy and waste management."

For further information visit www.roberthorne.co.uk

Brett Newman appointed to the Board of Roland DG UK

Roland DG UK is pleased to announce that Brett Newman has been appointed to its Board of Directors and will hold the role of Technical Director. Brett assumes his new role with immediate effect and will be responsible for dealer and customer relations in the sign and graphics market, all technical services including RolandCare maintenance support, and product management and development.

Roland DG's Managing Director, Jerry Davies said, "Brett has been instrumental in Roland DG's success and his knowledge, enthusiasm and ability is widely known and respected within the Company and the industry. This promotion not only recognises Brett's past achievements, but that he outwardly represents Roland's

values, and has skills that the business requires to maintain its continued growth."

Brett made his first impact on the industry almost fifteen years ago when a Roland Dealership relocated to the village where Brett lived at the time. He joined Roland in 2001 and progressed quickly from his role as an Engineer to Print Product Manager. More recently his role has been Head of Product Management.

Brett said, "I am absolutely delighted to be promoted to the Board. Roland has always been a reflection of its people, its products and its passion for the markets and customers it serves. I feel very proud and privileged to have been part of Roland's growth, and I look forward to making my contribution to its future and its continuing success in my new role."



Brett Newman, newly appointed Technical Director of Roland DG UK.

For real-time updates on Brett and Roland activities, Roland DG has now joined Twitter. Follow Roland and Brett at http://twitter.com/rolanddguk.



Paul Warwick joins the Colourgen sales team.

Colourgen adds Paul Warwick to sales team

Colourgen has announced the appointment of Paul Warwick to its print systems and solutions sales team. Paul will focus on selling printers, laminators and consumables to end users not covered by Colourgen's authorised reseller channel.

Paul brings nearly 20 years experience of selling into the sign and display market with senior sales positions most recently at Hunt Graphics and Mactac. He has extensive knowledge of printing solutions, mounting and laminating techniques and products. In addition, he has sound knowledge of digital

market consumables and substrates and their suitability for printers and applications.

Jeff Biggs, Managing Director of Colourgen, comments, "I am confident Paul will prove himself to be an excellent addition to the Colourgen sales team. He is a confident senior sales professional with a full understanding and significant experience in selling wide format consumable display products, self-adhesive and marking films and equipment across all sectors of the UK display print chain."

For further information call Colourgen on tel: 01628 588700.

Drytac appoints additional area sales manager

Drytac Europe, leading global manufacturer of mounting adhesives, laminating films, finishing products and equipment is pleased to announce the appointment of Steve Broad as a new member of the Area Sales Team for the North.

Steve Broad will join Drytac as Technical Area Sales Manager, and with his base in Wigan he will be covering all areas from North Wales through to Cleethorpes and all points North of this. Paul Tomlinson who previously carried out the role of Area Sales Manager for the North will now cover the newly created Midlands Territory.

Following an educational and early professional background in Electronic Engineering, Steve first joined the Graphics industry in 1995 as a field engineer repairing print finishing and wide format laminating equipment. With his sound technical knowledge & expertise, Steve's role quickly moved towards helping & supporting the sales representatives to overcome problems of applications and processes,

which naturally progressed into a career in technical sales.

Amongst a list of many other achievements, Steve has also set up and managed his own company, Print Finishing Solutions, maintaining and supporting Borough Council print rooms across the northwest as well supplying a range of finishing equipment to the graphics industry.

With his excellent technical awareness and deep understanding of the graphics and print markets, Steve is certainly well placed to give Drytac's customers peace of mind, as well as sound advice on both products and applications.

Drytac is delighted to welcome Steve on board and looks forward to benefiting from his wealth of industry knowledge and expertise.

To contact Steve or your local Area Sales Manager and find out more about Drytac's products and competitive prices call Drytac's Customer Service Team on 0845 070 0660 or visit www.drytac.com



Signmaster Systems Ltd

Easymount Laminator

These versafile laminators can bandle materials up to 25mm thick, including card stock, foamboard, MDF or rigid PVC board. The Easymount " can also be used as a vinyl & masking tape applicator.

- Forward and Reverse
- Variable Speed
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- Foot Pedal Hot or Cold
- VALUE From £999
- Free Installation
- On-site Warranty

Trimming table with Easymount laminators

Graphtec Vinyl Cutters



Graphtec's most popular and affordable cutters are ideal for cutting all types of sign making vinyl

The all NEW FC8000 series High-Performance culting plotler is an industry leader for sign makers, graphic artists, auto aftermarket professionals, countertop installers and other related users.

The newly designed FC8000 has added features such as: 3 inch wide user friendly LCD control Panel, a Dual configuration function (two-user set and save customized conditions), an optional Ethernet capability (run multiple machines from one location), additional push rollers with 3 tension settings and enhanced ARMS system

- Tangential Emulation for super accurate cutting.
- Free medla basket
- ETHERNET connectivity
- Includes cutting software
- Includes cutting software
- USB or serial connection
- Mac and PC compatible
- Fastest cutting in class
- 600gf max cutting force

Bargain Corner

Roland XC540



- Print & Cut 54° media width 12 month Roland warranty
- Excellent condition Eco-sol max lnk

Roland SP300



- Print & Cut 30" media width 12 month Roland warranty
- Installation & Training Eco-sol max ink

Mimaki JV3-250SP



- 2.5m media width Media take-up unit 6 month gold warranty Installation & Training Print 2 rolls at once

Signlab 8

SICNLAB 8 brings even more design and production tools than ever before. If you are digitally printing signs or plan to in the near future, SignLab is the must have software for your business.

- New Design Tools
- 75 Plug-ins Added
- **Bitmap Editing Program**
- **Pro Text Compose Tools**
- Halfcut labels
- Vectorization Wizard

Sales line: 0845 130 55 65

Mimaki JV33 Solvent Printer and CG series



In addition to various enhancements which bring out a high quality print of 1,440 dpi, the new JV33 series has increased print speed over the JV3. With it's compact design and affordable price, the JV33 series is an attractive option for any shop. Mimaki's flagship product has established high standards which set it apart from the competition.

Awarded best 1.6m printer 2008 by **European Digital Press**

- NEW high speed print head.
- 1300mm & 1600mm print widths
- Uninterrupted Ink Supply System
- Includes media take-up
- Contour cut and die cut
- NEW ink formulation Wider Gamut

Mimaki CJV30 Solvent Print and Cut



Exceptional quality, high speed, white ink, and all the best The Minuki Cay-60

solution from the state largest of setups.

SignLAB 8 for Mimaki ONLY £495 with FREE

- Same top quality printing as JV33
- 610mm, 1000mm, 1300mm & 1600mm print widths
- Uninterrupted Ink Supply System
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- Print & Cut in 1 machine

Roland VersaCAMM SPi series Print & Cut



Uses Roland Intelligent Pass Control technology to produce smooth prints at high speed. Incorporates 2 x 2 channel heads from the Roland Pro series printers for reliable printing with a high consumable life Built on the VP series chassis with its compact design, ease of use and front loading media capability Uses Roland's awarding winning EcoSol M/X ink in 220 or 440cc in the cleans hands contridge system

NEW MODEL

1.5x faster than previous SP

- 760 or 1370mm cut width
- Versaworks RIP Saftware
- 1440 dpl photo quality
- Print and cut in one unit
- Instantly drying printing
- Fro-Sol Max lak

Roland VersaCAMM VPi series Print & Cut



The instantly recognisable Roland VersaCAMM " range is the world's best-selling integrated print & cut system.

Designed to deliver precise, 1440dpi durable 4-colour inkjet printing and fast, accurate digital cutting all in a single easy-to-use device, the VersaC/MM - VP is highly versatile, very economical and seriously productive. Combined with Roland's proven Eco-Sol Max ink it consistently produces great images on a host of materials making it ideal for a huge range of banner, poster, exhibition, POS, display, sign and label applications.

- 760 or 1370mm cut width
- Versaworks RIP Software
- 1440 dpl photo quality
- Print and cut in one unit
- Instantly drying printing
- Very low running costs
- Eco-Sol Max Ink

Roland VersaART RS640 series printer

Mimaki



The VersaArt RS-640 was engineered to give your business a competitive edge, taking advantage of Roland 's leadership technology in wide format inkjet printing. Naw you can choose from award-winning ECO-SOL MAX® ink and new environmentally-friendly aqueous ink depending on your business requirements. Explore prolitable new applications ... ranging from high quality indoor design proofs, photographic reproductions and posters to stunning outdoor banners, signs . Very low running costs and vehicle graphics all praduced an a single device.

- 1625mm print width
- Versaworks RIP Software
- 1440 dpi photo quality
- Instantly drying printing

uniform



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FOR SALE

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Long established sole proprietor business (10 years) with varied clientele and repeat business in all market segments. 90% of businesses are up market. Design, manufacturing and installation of all types of signs, large format printing, engraving, sheet metal work etc. Specialised in stainless steel, 3D letters, fret cut, LED and complete digital print set up. Full range of plant and machinery on site. 4 large digital printers available. Digital print work currently on hold as business is busy with sign making. Turnover is £200K with a staff of 3.

Rent is £7K per annum and there is 3 years left on the lease. Owner manager is willing to stay on a commission basis salesman. Asking price is £100K inclusive of plant, machinery and goodwill.

Phone Ken on 07736 50 3737 for more information.

WANTED

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Please call Anne on 0191 386 5222 email: sales@lsu.co.uk



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We are looking for installers who work to an excellent standard and have a completely professional approach to work and dealing with clients, be it on a building site or within a retail environment.

We work with some really innovative and creative Clients, who have come to truly respect and appreciate the final leg, which is the installation of their work!

We are a London based company with installations carried out Nationwide and in Europe.

Own transport and insurance required, plus valid CSCS card preferred but not essential.

Please email your interest to info@thinkinstallations.com or call 020 7729 2227



Sales Account Manager

West Midlands or Bristol areas

In response to the recent award of a national OGC framework agreement to supply signage to the Public Sector, we are looking to recruit new experienced Sales Account Managers. As one of the UK's leading sign manufacturers with almost 30 years experience selling bespoke, modular and safety signage, we require candidates with the following skills and knowledge:

- A proven track record of achieving and surpassing sales targets.
- A signage industry background of selling into the public and private sector.
- Able to absorb technical information and communicate customer requirements.
- Ability to track and manage projects/opportunities with key decision makers.
- Must have the ability to build strong working relationships with clients over a protracted order cycle.
- Design experience would be preferred.

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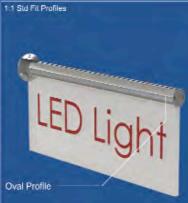




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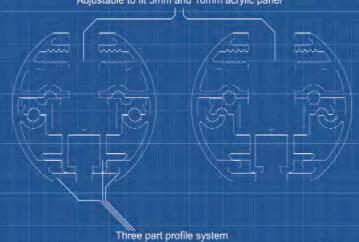








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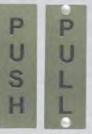






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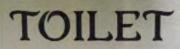


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10mm	Σ1.83	12.32	12.91	53.64	14.61	15,57	17,28	18.98	111.53	£12.61	115.77	£19.40	521.83	127.90	133.96	£133.40
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5mm	£0.48	10.72	±1.09	\$1.46	£2.00	12.30	12.6/	13.15	£3.64	14.37	15.15	16.07	16.87	18.00	£11.03	130.32
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
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6mm	£0.37	10.85	11.22	£1.63	12.42	12.60	13.03	13.81	14.37	15.22	16.67	19,46	110,92	112.37	114.55	143,66
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18mm	£1.57	£2.42	£2.96	£4.06	£5.03	f6.18	£7.64	£8.61	£10.92	£12.42	£14.92	£17.10	£20.84	£21.83	£29.11	£87.32
3mm	n ALU	MINI	UMC	OMP	OSIT	E (Dibo	nd, Alupa	nel)						NO MIN	IMUM OF	RDER
height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
standard colours	£1.09	11.52	£1.99	£2.55	12.91	£3.39	14.85	15.70	16.67	17.28	18.24	19.70	£11.28	115.77	119.40	260.71
Chrome	£2.00	£2.55	£2.91	£4.28	£5.82	£7,01	£8.19	£9.46	£11.28	£13.79	£15.52	£17.56	£20,93	£25.76	£31.75	£98,25
Brushed finish	£1.33	£1.70	£2.31	£2.86	£3.88	£4.67	£5.46	£6.31	£7.52	£9.22	£10.31	£11.70	£13.94	£17.17	£21.83	£65.49
MILL	FINI	SH A	LUMI	NIUN	(Comes	in its raw	form rea	dy for co	ating) - 0	ther thick	nesses av	ailable or	request	MINIMU	M ORDER	1295
height	50mm	75mm	100mm	125mm										425mm	500mm	600mm
3mm	£2.94	£3.67	£4.54	£5.63	£6.26	£7.18	£8.1	0 £9.	38 £1	0.59 £1	2.08	13.67	£17.88	£21.41	£27.22	£36.14
5mm	13.46	54.33	15.36	16.64	57.39	18.47	19.5	5 (11	.07 11	2.49 11	4.25	16.13	121.10	125.26	132.12	142.64
2mn	1316	MAR	INE	RAD	E ST/	AINLE	SS S	TEEL	- Other t	hicknesse	availabl	e on reau	est	MINIMU	M ORDER	1£95
height	50mm	75mm	100mm	125mm	_		_	_					_	425mm	500mm	600mm
Satin Brush	£4.72	£5.09	£6.18	£7,10	£7.64	£10.7		51 £16					£31.11	£34.80	£43.65	£52.75

ADDITIONAL OPTIONS

£17.10

£18.37

£15.64

£12.19

Add 10% to above prices if plastic locators and paper template are required

£8.00

£8.91

£7.46

Add 10% for VHB tape to rear

£5 09

Polished

Add 25% to price it soldered brass locators or M4 studs (30mm/50mm) and paper template are required. (Aluminium or Stainless steel only)

Add 20% to price list if the typeface is extended

£5.49

Add 25% to price list if a template is required for cladding (cladding gaps will be required) Add 25% to price list for Flame Polished Edges (clear acrylic unly)

£23.93

Add 25% to price list for Gloss Finish Foam PVC

£21.83

Add 25% to price list for a rounded or 45° edge to letter

Additional locators Bag of 250(M) 250(F) locators large: £34 small: £23 (100% uv stabilised)*

£33.59

£40.20

Additional Glue 500ml of Adhesive £23*

*no discount available

£47.48

£60.03

PLEASE NOTE: All the above prices are subject to VAT at the prevailing rate. Prices are based on the capital letter height, even on lower case orders.

All work carries a 2 YEAR WORKMANSHIP GUARANTEE. All materials carry the manufacturers warranty. All our letters are manufactured from exterior quality materials.

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