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**Editor - Heather Rutter**

Tel: 01525 377073

email: [heather.rutter1@btinternet.com](mailto:heather.rutter1@btinternet.com)

**Advertising Manager - Martin Hinchliffe**

Tel: (inc. Advertising enquiries) 01784 463904

email: [martin@sign-update-magazine.co.uk](mailto:martin@sign-update-magazine.co.uk)



**Features Editor - Janet Brennan**

Tel: 01582 584414

email: [janet@sign-update-magazine.co.uk](mailto:janet@sign-update-magazine.co.uk)



**Graphic Design - Tony Hinchliffe**

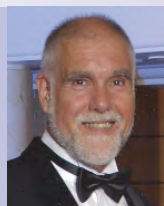
Tel: 01295 660666/690862

email: [tony@sign-update-magazine.co.uk](mailto:tony@sign-update-magazine.co.uk)

**Publisher - Roger Hinchliffe**

Tel: (inc. Advertising enquiries) 01295 660666

email: [roger@sign-update-magazine.co.uk](mailto:roger@sign-update-magazine.co.uk)



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# WELCOME *Page*

## Thank you Norfolk

Thank you to all the Norfolk sign makers that helped me with our focus on Norfolk sign makers in this issue. As busy as some of you are, you still put yourselves out to help, which was greatly appreciated this end. And I send my apologies to those that I never got round to see.

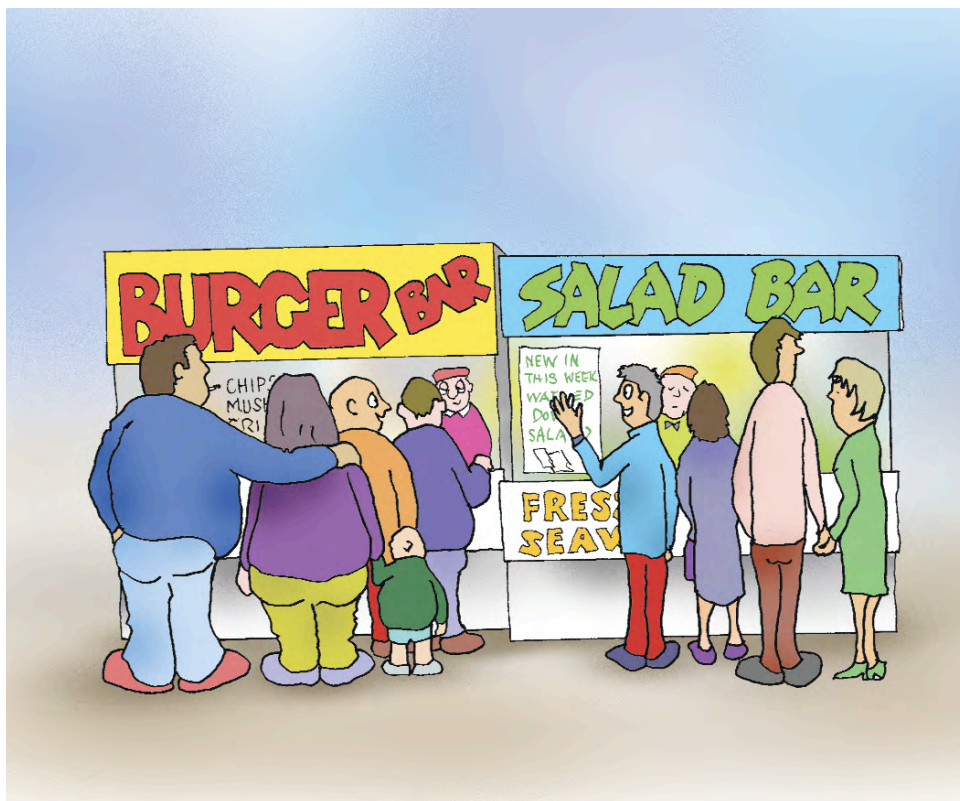
Our next regional focus will be Leeds sign makers and suppliers. Please get in touch urgently if you're in that area and would like to be included.

In our last issue (July/August) I asked the question "Who's the oldest working sign maker out there?" I had several people contact me and the question stirred up quite a hornets nest. I got a lot of calls from older sign people, well this was what I wanted, but most of them were moaning about the way the industry had gone and saying that they were too old to change their ways and go computerised. Those have stuck with the paint and brush and usually do one or two days a week only.

But our oldest sign maker has taken to the computer like a duck to water. He's bang up to-date with technology and works five full days plus overtime. He's 79, will be 80 in October, quite well known in the Essex area, and visits the Sign & Digital show each year. (There are plenty of people in their 20s and 30s that don't manage that). The name of his company is Eurographics and the Proprietor I refer to is Gordon Waylett. I will be popping down to see Gordon soon, so we will have the full story in our next issue. I can hear one or two already yawning but there's a lot to learn from us old people, so pay attention!

Changing the subject a little; whilst stopping at a service station for a quick bite to eat I sat facing a burger bar and a little further along there was a delicatessen. Like the illustration below, the people waiting to order their burger and chips were rather on the large size while those at the delicatessen were on the slim size. I felt like leading the large people by the hand and taking them to the delicatessen bar, but as I was eating a burger myself, I decided to feel a little sorry for them instead. The only good thing for me was, I reckon I burnt my burger off by walking out to the car at a fast pace rather than the slow stroll the larger people were doing.

*Roger Hinchliffe*



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## Roland introduces CAMM-1 PRO GX-640 64" large format vinyl cutter

**Roland DG Corporation, a world leading manufacturer of wide-format inkjet printers, printer/cutters and vinyl cutters, has introduced the CAMM-1 PRO Series GX-640 64" vinyl cutter.**

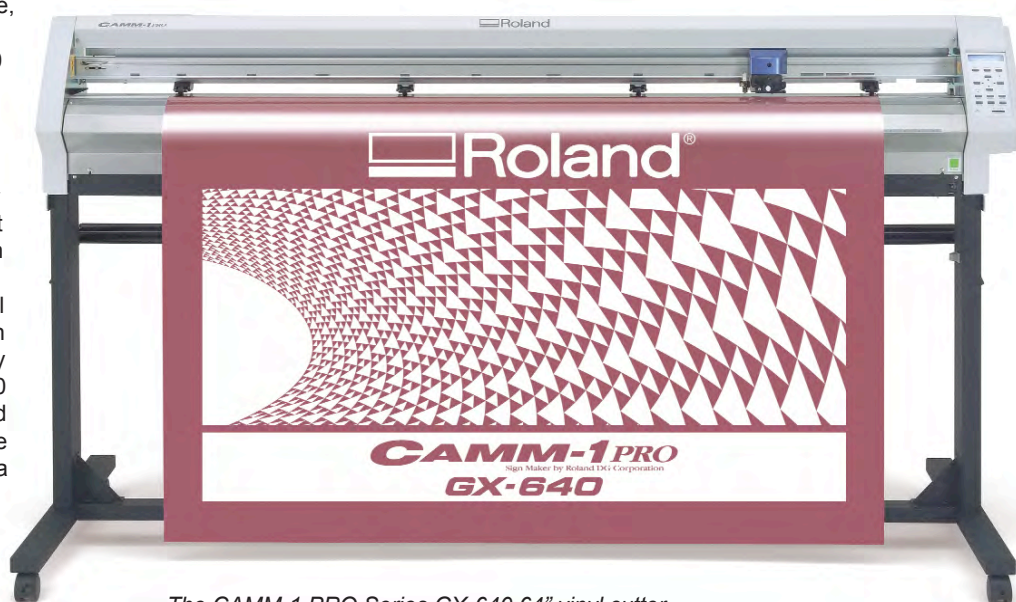
Building on 23 years of advanced CAMM-1 technology, the GX-640 is Roland's largest and most advanced cutter ever, setting a new standard for performance and precision across media ranging from vinyl and polyester to Mylar, polyurethane, sand blast, twill and flock. Roland claim the GX-640 outperforms other cutters on the market today with a new generation of servo motor technology, superior media handling, and powerful integrated design and output software for both stand-alone cutting and print-then-cut workflows. The GX-640 joins Roland's CAMM-1 PRO cutter range, which also includes 50" and 30" models.

As a CAMM-1 PRO cutter, the GX-640 offers full integration with VersaWorks RIP software, included with every Roland wide-format inkjet printer. As a result, the GX-640 can be paired with a Roland printer to produce custom, full-colour POP displays, signs, vehicle wraps, T-shirt heat transfers, labels and decals with ease and efficiency.

The GX-640 features Roland's optical registration system, Quadralign®, which reads pre-printed crop marks and accurately aligns the graphic. This allows the GX-640 to automatically contour cut pre-printed designs with precision. At 64" wide, the GX-640 also cuts a variety of media in virtually any size and shape. New powerful servo motors and a "heavy mode" setting guarantee results on the largest, heaviest media rolls, including paint mask.

CAMM-1 PRO cutters come with the latest version of CutStudio, Roland's powerful, easy-to-use design software. With CutStudio, users can draw sophisticated graphics in this vector based programme and also import photos and graphics in jpg or bmp. CutStudio is compatible with Windows 7/VISTA/XP and includes plug-in software for Adobe® Illustrator® CS2/CS3/CS4, CorelDRAW® X3/X4/X5 for Windows, and Adobe® Illustrator® CS2/CS3/CS4 for Mac. As a result, users of these programs can send data directly to the CAMM-1 PRO.

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



*The CAMM-1 PRO Series GX-640 64" vinyl cutter.*

## Easymill software launched in the UK

**After nine years in France, Easymill has been translated into English and is now available in the UK.**

Easymill is a 2D/2.5D turning and milling software CAM package that allows users to quickly set up tooling and modify their designs with very little training. Complete novices in CAM software can start being productive after about two hours of training using a very simple tutorial.

Easymill offers a complete range of machining cycles and a large database of tools from which the various cutting operations may be defined. The methodology is simple: input the design using DXF/DWG or IGES, define the machining cycle and tooling required, generate the G-code, download the G-code to the NC machine and start cutting. At any step you may change the machine cycle or tooling, without having to re-enter the design. There is also a facility for copying cycles from one design to another with a couple of mouse clicks.

Some common parametric shapes are included to make cutting easier; circles, ellipses, oblongs, rectangles and polygons. Once the design is completed and the machine cycles defined, it is possible to go back to the parametric design and alter any of the values – the machine cycles are correspondingly modified.

Turning is also available in the same fashion so that designs may be very easily and quickly modified.

Many NC machinists program G-code at their console which makes that machine idle as it is not cutting for production; machinists may have to wait for a specific machine to be free in order to complete their programs. Easymill allows machinists to program off-line increasing machine cutting time. Machinists often re-enter x/y co-ordinates at the console for drilling; however, Easymill is able to pick up drilling co-ordinates directly from the design and enter them into the machine. This ability reduces errors and increases productivity with companies reporting a 30% boost using Easymill. In addition, material costs are reduced and vacuum cutting is not required as machinists gain confidence using Easymill.

Easymill has a wide variety of post processors and the post processor facility may be quickly optimised for your machine. The author will also design specific post processors should that be necessary, usually within a few days.

Easymill is available from RDLV Ltd the UK VAR Tel: 01534 522398. Email: [RDLV Ltd@gmail.com](mailto:RDLV Ltd@gmail.com) [www.easymill.co.uk](http://www.easymill.co.uk)



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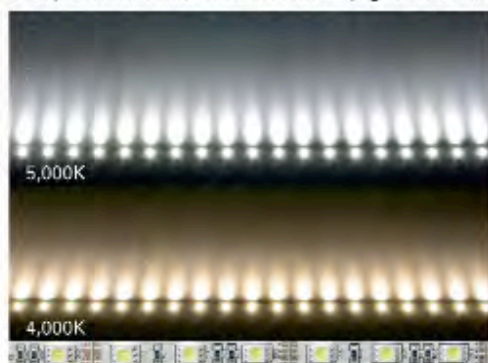
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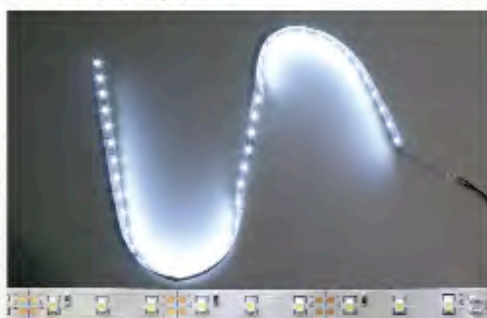
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## Major breakthrough on anti-bacterial and anti-graffiti protection

The spectacle of unsightly algae, fungal growth or graffiti-infected signage, cladding, decorative panels and associated architectural features could now be consigned to history, thanks to a groundbreaking new protective process developed by NovaDura Limited, a dedicated trade supply company set up by Innova Solutions.

The products, appropriately named NovaDura™, meet all current Qualicoat specifications and relevant EN/ISO architectural standards relating to performance, durability, adhesion, gloss retention and colourfastness. Significantly, the flagship product is also supported by a warranty of up to 10 years against the unlikely event of failure due to checking and/or cracking, changes in the uniform finish, lack of adhesion or reduced weathering capabilities over the same period.

NovaDura is a four-stage protective process incorporating a direct-to-substrate printing method and utilising special patented inks applied to pre-treated aluminium and/or plastic base materials. The finished system claims to offer incomparable anti-bacterial and anti-graffiti protection to all appropriate substrates, with the combined abrasion and scratch resistant coatings providing protection from both environmental degradation and the unwanted attention of vandals. As a consequence, it is now possible to retain exterior and interior signage and associated architectural features in the original pristine condition throughout their predicted life span whilst eliminating the need for labour-intensive and costly maintenance or replacement.



*Graffiti infected signage.*

Three new products have recently been added to the NovaDura range, all of which share the same high quality of finish and full-colour printing and surface protection capabilities and with warranties of five and 10 years. NovaDura AG-AB has been designed primarily for a wide range of thin aluminium and typical plastic sign making substrates (including OPP, acrylic, polycarbonate, ACM, PVC, PET-G and foamed PVC). It carries a five-year replacement warranty against graffiti, microbial activity

and fading when used internally. NovaDura AG-X5 is for use on aluminium panels and sign trays and carries a five-year warranty against failure when used externally. NovaDura AG-10 is similarly designed for use on aluminium panels and sign trays and is both Qualicoat and LUL approved and covered by a 10-year warranty for exterior applications.

NovaDura products have been welcomed for their anti-bacterial and anti-graffiti properties by many key markets. Typically, they have been used on hospital signage as well as signage installed by local authorities, rail and related transport operators who hitherto were plagued with the problem of graffiti and associated acts of vandalism. They have also provided a more cost-effective alternative to expensive vitreous enamel signage used in prestigious high street locations as well as by the rail sector where significantly they have all the necessary approvals for use on the London Underground network.

For further information, visit the website [www.innovasolutionsonline.com](http://www.innovasolutionsonline.com) or telephone 01282 867390.



*Graffiti removed using NovaDura anti-graffiti protective process.*





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19mm available in white only

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

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

no minimum order

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

no minimum order

### exterior mdf

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

no minimum order

### stainless steel

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

£85 minimum order



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# PRODUCT *News*

## New easy-peel film increases large format printing opportunities

Spandex has extended its growing ImagePerfect™ range with the addition of an innovative and extremely easy-to-use self-adhesive vinyl which, thanks to advanced low tack adhesion levels, offers effortless repositionability and removability in a host of large format branding and promotional projects.

The new white, semi-matt ImagePerfect 2534PA film has been engineered to enable fast, simple and clean application by non-professional end-users; and is specifically designed for short-term large format digital inkjet printing applications using eco-solvent, solvent and UV-cured inks.

IP 2534PA has more 'body' than standard products, which gives easier handling as well as increased opacity. Its clear adhesive system and Spandex's PerfectApply technology provides flexibility and ease in installing and



*Spandex's IP 2534PA film is perfectly suited to a wide range of applications.*

repositioning the film and offers a professional, bubble-free finish. Customers also benefit from superior levels of clean removability at the graphics' end-of-life stage. Depending on the specific application and substrate, if IP 2534PA is removed within three years, then an efficient and clean peel with no messy adhesive residue is perfectly achievable.

Spandex's IP 2534PA film is perfectly suited to a wide range of application possibilities, offering large format printers increased scope to undertake a wider range of projects and enhance their revenue. With its semi-matt surface, which eliminates reflection from both interior spot lighting and exterior sun light, these applications include indoor point-of-sale and retail branding projects; indoor/outdoor advertising; exhibition and event graphics; and even short-term removable or semi-permanent decoration on existing sensitive paper-based surfaces.

The innovative adhesive properties of IP 2534PA means it can be applied successfully to a plethora of smooth, flat and glossy surfaces. This extensive list includes painted aluminium sheets, glass, mirrors, stainless steel, anodised aluminium, acrylics (including signboxes), ceramic tiles, white boards and paper-based surfaces as posters. The film can also be applied to existing vinyl prints and signage.

Spandex's new IP 2534PA film offers up to seven years durability and is compatible with the range of IP laminate options for added robustness and/or surface protection. As well as 137cm width for digital conversion, it is also available in 38cm width for Gerber Edge conversion where it offers additional options in line with other removable vinyls.

For further information contact your local Spandex office or go to [www.spandex.com](http://www.spandex.com)



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## Stock Displays launches new Uni System

Yorkshire based display system manufacturer Stock Displays is delighted to announce the launch of its all new Uni range of displays.

The revolutionary products include ranges of banner stands, panel stands and exhibition stands. All of the ranges feature a strong, yet lightweight aluminium construction and the tensioning system that holds the graphic panels in place means that you get a perfectly flat display surface every time.



*The new Uni Stand display.*

The Uni Panel and Uni Stand ranges are completely modular, meaning that they are incredibly versatile and suitable for any requirement no matter how large or small.

The Uni Banners, meanwhile, are available in a range of sizes and configurations including either flat or curved banner stands, and feature a choice of accessories such as literature holders, tables and even LCD screens.

A serious alternative to regular roll-up banner stands and pop-up exhibition stands, Stock Displays say that Uni Banners are more cost effective, more versatile and the tensioning system used means that they offer a flatter and clearer graphic display area. What's more, they do this without losing the convenience and ease of use of a roll-up banner stand, coming in a carry case, and assembling in less than five minutes.

The flagship of the Uni range is the new Uni Stands. Traditionally, most businesses have had to make do with either a run-of-the-mill pop-up stand, or else shell out thousands and thousands of pounds on a bespoke exhibition stand.



*The Uni Banners are available in a range of sizes and configurations including either flat or curved banner stands.*



Stock Displays hope to make that a thing of the past, as businesses can now pay a fraction of the cost of a bespoke stand, and still get a customised, eye-catching display.


Stock Displays offer three basic Uni Stand designs, available with four different sized footprints. However, these are intended to offer companies a starting point from which they can then work with the sales team to design their ideal exhibition stand. With dozens of components and accessories such as tables, lights, literature holders and LCD screens, no two Uni Stands are ever the same.

Damian Edwards, Managing Director of Stock Displays, said of the new Uni display range; "We are proud to be the first company to offer a system of this kind in the UK. I am confident that all of the products in the Uni range will be a huge success; all of them are very competitively priced when compared to rival display systems, and I expect that once anybody uses our Uni products, they will not go back to the old roll-up or pop-up display stands."

With specialised in-house departments, Stock Displays can also offer a complete design and print service.

The new range is available now from Stock Displays' website – just visit [www.stockdisplays.co.uk](http://www.stockdisplays.co.uk). If you have any questions, or to request a copy of Stock Displays new product catalogue, please contact the sales team on 01302 802266.





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\* Flexible media printing with optional HP Scitex FB500 roll to roll kit. Printing performance may vary depending on media.

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## Taking the country by storm - the new Cyclone 2

Signwaves has announced the launch of Cyclone 2, its brand new poster forecourt sign. Designed in house to succeed the current Cyclone, the new model is more stable and stylish, more robust and refined.

The counter-balanced panel, with double-sided 40" x 60" poster display, deflects wind gusts safely and creates interest through movement. The heavy water-fillable base provides optimum stability with in-built wheels allowing ease of movement in and out of store using Signwaves' purpose-designed trolley. Unlike any other forecourt sign, Signwaves state that Cyclone 2's poster frame can be printed with almost any

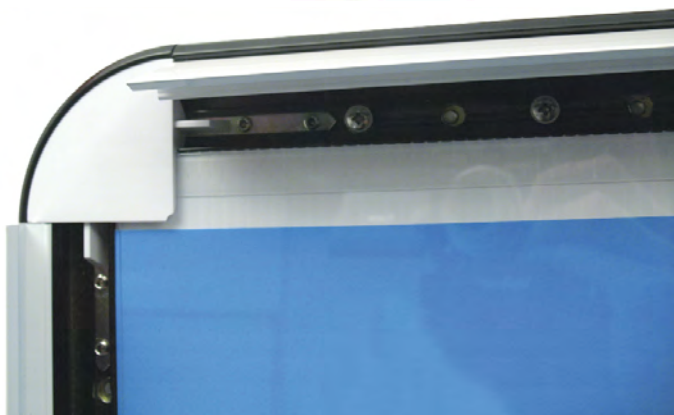
design (patent pending) or will readily accept vinyl graphics, opening up new decorative and branding opportunities.

As with all Signwaves' products, every effort has been made to minimise impact on the environment. Almost every part of Cyclone 2 can be recycled at 'end of life', with mechanical fixings throughout for easy separation. The base is made with more than 50% recycled plastic, diverting waste away from landfill, and all packaging uses at least 80% recycled board material.

For further information contact Signwaves on 01493 419300, email [enquiries@signwaves.co.uk](mailto:enquiries@signwaves.co.uk) or visit the website [www.signwaves.co.uk](http://www.signwaves.co.uk)



*cradle pivot.*



*Snapframe poster cover.*



*water-filled base.*



*lower frame.*



# New LED-powered trough lighting system from Universal

Leading manufacturer of both off-the-shelf and bespoke aluminium sign systems, Bristol-based Universal Aluminium Systems has introduced a new narrow-profile 70mm-wide trough lighting system.

Called UNILIGHT SLIM, it incorporates high-performance LED modules in preference to conventional fluorescent lighting technology to enable a significant saving in energy consumption (up to 30%) without compromising the excellent level of evenly diffused illumination that is further enhanced by the presence of polished mirror-finish reflectors.

The system features multiple fixing brackets to accommodate both horizontal and vertical mounted installations and is supplied with a choice of five different gear trays to suit a wide range of applications. These include not only the top-illumination of signs, posters and associated displays but also the upward illumination of exhibition stands and other interior displays. Easy to fabricate, UNILIGHT SLIM units can be supplied in single-section lengths from 582 to 5,922mm and will provide up to 1.5m depth of illumination. They are stocked in a choice of white, black,



Outer casing of the unit removed to expose the internal LED modules.

silver, blue and red as standard as well as powder coated to any required BS or RAL colour and supplied at a very attractive price by comparison with similarly positioned systems. They are also supported by Universal's BS 9001 quality assurance certification.

For further information, visit [www.universal-aluminium.co.uk](http://www.universal-aluminium.co.uk) or telephone Phil Lane or Terry Moulton on 0117 955 9091.

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HEIGHT mm	50	75	100	125	150	175	200	225	250	275	300	375	425	500	600	1200
3mm	0.42	0.52	0.84	0.96	1.10	1.26	1.40	1.92	2.20	2.50	2.80	3.70	4.60	5.55	7.35	16.50
5mm	0.45	0.65	0.99	1.35	1.80	2.10	2.45	2.90	3.30	4.00	4.78	5.80	6.98	7.90	10.30	28.08
10mm	0.78	1.20	1.49	2.30	3.15	3.88	4.45	5.59	6.60	7.72	8.38	10.67	12.50	15.80	18.22	52.13
19mm	1.69	2.22	3.10	3.80	4.10	6.20	7.00	8.73	10.00	11.52	13.44	14.78	16.85	21.34	26.00	75.24

NO MINIMUM ORDER

### Acrylic standard colours including gold & silver 10mm black, white & clear only

HEIGHT mm	50	75	100	125	150	175	200	225	250	275	300	375	425	500	600	1200
3mm	0.55	0.74	0.84	1.02	1.50	1.67	2.20	2.80	2.98	3.48	4.58	5.20	6.20	6.47	10.00	48.87
5mm	0.84	1.05	1.35	1.68	2.20	2.58	3.15	4.13	5.30	5.78	6.38	8.37	10.02	10.82	16.87	82.00
10mm	1.68	2.15	2.55	3.30	4.40	5.08	6.30	8.28	9.99	10.98	10.98	16.85	18.65	23.67	38.00	120.00

NO MINIMUM ORDER

### Aluminium Composite

HEIGHT mm	50	75	100	125	150	175	200	225	250	275	300	375	425	500	600	1200
Colours	1.00	1.38	1.78	2.28	2.64	3.12	4.40	5.08	5.97	6.84	7.38	8.88	10.43	14.08	17.88	54.20
Brushed	1.18	1.60	2.08	2.54	3.43	4.28	4.98	5.72	6.89	8.52	9.18	10.42	12.45	15.50	19.80	60.87
White exterior	1.80	2.28	2.68	3.84	5.28	6.22	7.45	8.40	9.98	12.20	13.88	15.76	18.65	23.67	28.18	80.00

NO MINIMUM ORDER

### Mill Finish Aluminium

HEIGHT mm	50	75	100	125	150	175	200	225	250	275	300	375	425	500	600	1200
2mm	2.70	3.35	4.10	5.11	5.80	6.85	7.40	8.48	9.80	10.69	10.95	14.85	17.60	22.50	28.95	88.50
3mm	2.62	3.55	4.35	5.32	5.80	6.74	7.70	8.92	10.00	11.30	12.45	16.45	20.30	25.80	34.10	92.00
5mm	3.40	4.08	5.30	6.50	7.12	7.88	9.05	10.06	11.30	12.45	14.45	19.35	23.00	29.95	40.00	94.50

NO MINIMUM ORDER

### Exterior MDF

HEIGHT mm	50	75	100	125	150	175	200	225	250	275	300	375	425	500	600	1200
8mm	0.35	0.82	1.10	1.59	2.25	2.45	2.78	3.50	4.05	4.90	6.28	8.90	11.60	12.40	13.65	42.18
12mm	0.85	1.52	1.85	2.75	3.70	4.35	5.15	5.85	7.10	8.60	9.55	10.90	12.95	18.00	18.00	55.00
18mm	0.85	1.52	1.85	2.75	3.70	4.35	5.15	5.85	7.10	8.60	9.55	10.90	12.95	18.00	18.00	55.00

NO MINIMUM ORDER

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# PRODUCT *News*

## Warp Five International now in the UK

Warp Five International is the manufacturer and supplier of a range of specialised signage products including pavement, rotating and wall mounted signage. Established in 1994 the company now has a division in the UK.

The Warpfive Spinning sign and the Warpfive Premier Pavement sign are being welcomed by UK sign makers as unique, up-market alternatives to traditional pavement signs.

Designed in a wind tunnel for optimum aerodynamic properties, the Warpfive Spinning sign uses composite construction and has rounded corners. The use of removable edge trim has created a lot of excitement in the market, as it allows sign makers the ability to easily apply edge-to-edge graphics printed on self-adhesive vinyl. The use of full colour edge-to-edge graphics provides for an up-market appearance and is far more impactful than simple computer cut vinyl applications. Materials used in the construction are UV-inhibited and rust proofed to provide years of service. Colour coding is offered and units are economically priced thereby providing an alternative to traditional pavement signs.

The Warpfive Premier Pavement sign was launched to fill a requirement for an economical but aesthetically pleasing up-market signage system. The Premier Pavement sign is designed for both internal and external use. It is used predominantly outside restaurants, cafés, high street retail outlets and internally in banks, museums and shops. The clever design allows for an increased graphic size, this means that the graphic size is substantially larger than a swing sign of a similar external size.



*The Warpfive Spinning Sign.*



*The Warpfive Premier Pavement Sign.*

The use of high gloss UV stabilised components and extruded aluminium make for an exceptionally well finished product. This versatile sign enables the sign maker to easily apply self-adhesive vinyl prior to a quick and easy final assembly. A well-priced, up-market and sturdy sign.

For further information visit [www.warpfive.eu](http://www.warpfive.eu)

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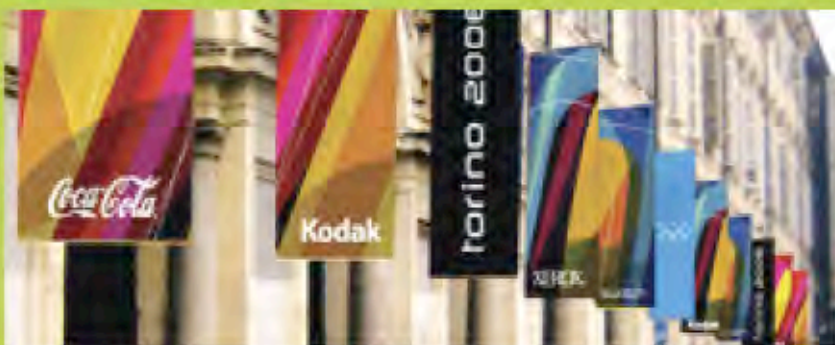
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	5.5m	3829mm x 1047mm	£105
Bow Banner	2.5m	1730mm x 865mm	£55
	3.5m	2730mm x 865mm	£85
	4.5m	3730mm x 865mm	£115
	4.8m	4730mm x 865mm	£125

\*Price does not include base.

### BASE OPTIONS

\*Price excluding artwork handling fee, handling fee and VAT

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## PRODUCT *News*

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Metamark rollup banner.

According to the materials company, Metamark, its new Satin Crystal Roll Up Media, the latest addition to its digital media portfolio, will save its users time and money without any compromise in the area of print quality where Metamark materials are known to have a great reputation.

The new material is a novel, satin finished 170 micron film which the company is making available in 10 and 40 metre lengths at 914mm and 1370mm widths. The material features a brilliant white, print receptive face film and a grey, light-blocking backing to keep the printed result looking potent in any display situation. Print quality is reportedly superb and fully in keeping with Metamark's MD class digital media. The finished print is evidently curl resistant and ready to be loaded directly into any roll-up stand without laminating or any further finishing treatment.

Keen to have printers experience just how easy to use its latest roll-up material is, and to see for themselves how high print quality can be consistently achieved, Metamark is offering a production trial length sample free of charge. So, if you like the sound of great looking roll-up without the cost and time involved laminating, contact Metamark at [sales@metamark.co.uk](mailto:sales@metamark.co.uk) and ask for your sample of Metamark Satin Crystal Roll Up Media.

Further information can be found by visiting [www.metamark.co.uk](http://www.metamark.co.uk)



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# PRODUCT *News*

## Mutoh introduces the Kona Cutter

Mutoh America, wide format printer manufacturer, offers a new line of Kona Cutters, available in three sizes, 30", 54" and 65", featuring the accuracy and speed Mutoh is known for. For home, office and professional users, the Kona line offers the finest cutting quality with excellent tracking. The Kona Cutter line features a new full-colour 3.5" LCD touch screen with multi-language capability, making access to all functions easy and direct.

The Kona Cutters have a new dual roll support system. The standard media support rollers allow trouble-free vinyl handling, while ensuring perfect tracking. The optional roll-off system is available for contactless loading of pre-printed rolls.

"The new sheet-off system the Kona Cutters encompasses is an innovative automatic sheet-off mechanism incorporating a rotating long-life blade with four cutting sides for cutting media at the end of a job. This will speed the process for our end users, and allow for printing of full rolls that can be contour cut and processed into convenient sheets for handling, weeding, storage or shipping," comments Randy Anderson, Product Marketing Manager.

The Kona Cutters integrate a laser-based optical sensor for automatic job recognition and accurate alignment of contour and cut through data; cutting a broad range of sign making materials up to a maximum thickness of 1 mm. Mutoh's Kona 760 (30") Cutter is equipped with two pressure rollers. The Kona 1400 (54") and 1650 (65") are equipped with three pressure rollers.

The cutting force is adjustable from 20 – 450 grams to guarantee optimum cutting results on a wide range of materials. Long-length tracking is guaranteed thanks to the matching of grid roller sets per individual machine. The cutting speed is adjustable up to 1000 mm/s at a maximum acceleration of 3 G, which enables a cutting speed up to 1414 mm/s and an acceleration of 4.2 G in diagonal movements.

Mutoh also offers the Kona combined with its best in class ValueJet wide format printers for superior print and cut production starting at only \$22,995.00. Available for shipping now.

Visit the website [www.mutoh.com/products/Kona/kona.html](http://www.mutoh.com/products/Kona/kona.html) for more details.



Mutoh's new line of Kona Cutters are available in three sizes.

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# PRODUCT *News*

## New Slatwall insert set to revolutionise displays

The launch of Slatcom, a new patented slatwall insert, is set to cause a stir in the retail sector.

The first ever product of its kind developed exclusively for Slatpanels, it could revolutionise display, changing the way retailers merchandise their products and enable them to transform the look and feel of the ubiquitous slatwall displays at a fraction of the cost. Importantly, it will negate the need to invest in costly promotional merchandising, thus reducing capex costs and improving bottom line.

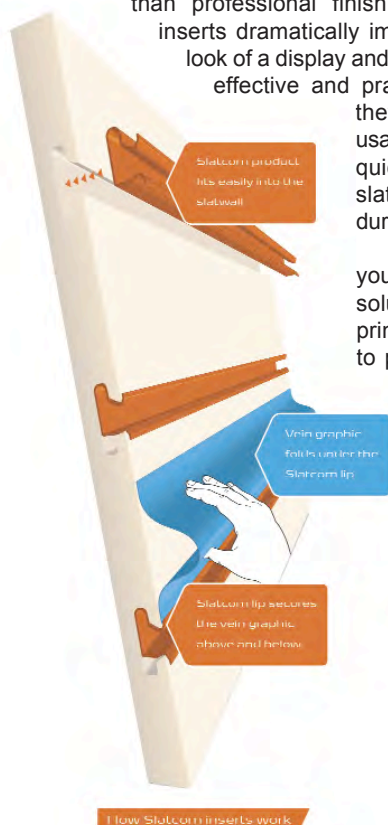
Whereas previously it was time consuming and expensive to make even the smallest visual change to a slatwall display, Slatcom will enable retailers to update displays instantaneously, according to promotional, seasonal and directional sales activity.

Slatcom has been redesigned from the traditional slatwall insert to incorporate a patented lip design which enables each slat to hold easily exchangeable individual pieces of print, on any material, flat against the wall.

Dave Seward, Commercial Director of Slatcom, comments: "Historically retailers have had to rely on printing on self-adhesive material or expensive card to visually merchandise their displays. This is time consuming and expensive, and also gives a less than professional finish. Slatcom inserts dramatically improve the look of a display and are a cost

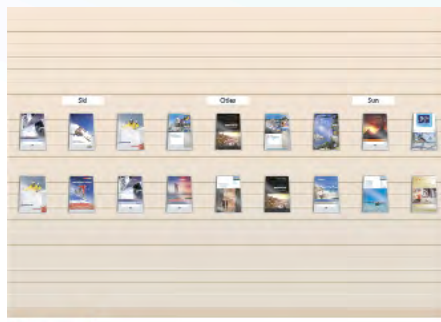
effective and practical alternative. Front fitting they offer retailers the ultimate usability as displays can be updated quickly and easily as the existing slatwall can remain in place during the fitting process."

He continues: "Whether you're looking for a full turn-key solution, encompassing design, print and installation, or just want to purchase individual inserts, we can bespoke the proposition to meet a customer's individual needs."



How Slatcom inserts work

Slatcom Insert.



Slatwall area before and after.



Slatwall before and after sales messages.



The easy to fit mechanism means that updating a slatwall display will cause very little disruption to a business, and will help to reduce costs, as there is no need for staff training or to employ external fitters.

Retailing at a similar price point to a standard insert, Slatcom is available in a choice of PVC or aluminium, with a T-shaped or L-shaped profile, and in a range of 12 colours. For displaying smaller items such as accessories you can insert individual strips in each slatpanel groove, or for bigger items like clothing, larger solid images can be displayed across multiple slatpanel grooves.

Slatcom is a universal product and fits all types and sizes of slatwall.

For further information telephone 0113 237 5399 or visit the website [www.slatcom.com](http://www.slatcom.com)



Slatwall premium before and after.





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\* Example finance cost, finance available subject to status: Based on a complete system cost of £7500. 2 year terms - deposit of £1090, weekly payment of £84. 3 year terms - deposit of £770, weekly payment of £60. 4 year terms - deposit of £615, weekly payment of £47. 5 year terms - deposit of £520, weekly payment of £40. \*\* Based on the supplied 300 metres of media being printed and sold at £25 per metre.





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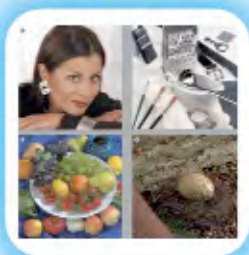
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# PRODUCT *News*

## New Contra Vision Performance perforated window films from William Smith

**William Smith has become a key distributor of perforated window films in the UK.**

Contra Vision® Performance™ window film is a comprehensive range of materials, providing flexibility of choice for the production of see-through graphics, for internal or external window applications.

There are material options suitable for digital inkjet, solvent, UV-cure and latex printing, and also for screen printing. Contra Vision Performance film prints well, is easy to apply, maintains its adhesion and can be removed cleanly when required.

All Contra Vision Performance perforated window films also feature Contra Vision's Grayliner™ technology, a significant improvement to other perforated window materials. The Grayliner colour, which is visible through the perforation holes, enables printers and end users to see a close approximation to the effect of the applied graphics. This prevents the use of excessive amounts of ink that often occurs in order to compensate for the washed-out appearance of print on the standard white liner. It also avoids the rejection of finished print by end users due to the misperception that the pale appearance resulting from a white liner is how the graphics will appear when applied to a window.

As well as vehicle windows Contra Vision Performance is ideal for application on retail and office windows, and comes with three years' exterior durability.



*Contra Vision Performance window film see-through graphics, for internal or external window applications*

The full range of Contra Vision Performance products, including Thermal Transfer Backing Layers and Laminate, is available from William Smith ex-stock in 50m and 10 rolls, with a width of 1370mm.

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

## ADS adds PVC-free banner material to its EcoPure range

In keeping with its ongoing policy of providing customers with more environmentally aware products whenever possible, Amari Digital Supplies has introduced a new eco-friendly banner-grade material. Called RECYTEX F330, the material is both 100% PVC-free and 100% recyclable in accordance with the international recycling Code 5. It will complement the 'green' products already included in the company's EcoPure range.

The material has been developed using the latest technology from a high-tenacity polypropylene fabric coated with a polyolefin

layer. RECYTEX F330 is FR B1/M2 fire rated to meet all relevant UK, European and International standards and is fully compatible with solvent, eco-solvent, UVC and the Latex eco-friendly inkjet printing systems. It can be fabricated by hot air welding or sewing.

The product is available from stock initially in 30-metre rolls and in a choice of two widths (1,370 and 1,600mm), with other widths to be added later contingent upon customer demand.

For further information, visit [www.amaridigitalsupplies.com](http://www.amaridigitalsupplies.com) or telephone 0115 9829770.



## Vista System introduces new solution to the Projecting Wall Bracket Line

**Vista System International has introduced a new variation to its popular projecting wall bracket line.**

The new projecting wall bracket comes without a metal base, so it can be mounted directly to the wall. Mounting the sign is extremely easy and requires screwing two screws to the wall; the rear end cap connects to the wall via two keyhole shaped holes. The maximum length of this sign is 500mm. It accepts a wide range of inserts that can be updated quickly by in house staff.

The Modular Curved Frame Technology (MCFT) market is a relatively new market. Based on the need to fill the gap between custom fabricated sign systems and modular sign systems. The result is a flexible, eco-friendly signage solution that minimizes waste and allows for efficient recycling.

For further information, visit <http://www.vistasystem.co.uk>

*Vista's new projecting wall bracket.*





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5 mm	£1.30	£1.70	£1.70	£2.20	£2.60	£2.97	£3.90	£5.00	£5.60	£6.70	£8.50	£11.50	£15.20	£28.00	£62.00

Add 10% for Gold & Silver Acrylic

## WHITE FOAM PVC LETTERS (BLOCK FONTS)

Size mm	75	100	125	150	175	200	225	250	275	300	380	460	610	762	1200
3 mm	£0.65	£0.90	£0.90	£1.05	£1.24	£1.43	£1.99	£2.20	£2.50	£2.70	£3.60	£5.00	£7.13	£12.00	£15.00
5 mm	£1.22	£1.27	£1.27	£1.80	£2.02	£2.25	£2.75	£3.20	£3.50	£4.20	£5.33	£6.76	£10.75	£16.50	£25.00
10 mm	£1.50	£1.70	£1.70	£3.50	£4.00	£4.56	£5.47	£6.81	£7.50	£8.40	£10.80	£14.50	£19.00	£27.00	£48.00
19 mm	£3.00	£3.50	£4.00	£4.50	£5.80	£7.56	£8.24	£9.89	£11.94	£13.50	£15.00	£20.09	£28.00	£40.00	£80.00

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

Add 20% if Drawplan & Simplefix Locators are required

## MATERIALS

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## FILE FORMATS

- Corel • Illustrator • PLT

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# PRODUCT *News*

## 3M graphic film now available in 170 brilliant colours

Scotchcal™ Opaque Graphic Film Series 100 from 3M, the diversified technology company, is now available in an amazing 170 brilliant new colours to enable even more adventurous multi-coloured graphics. The range includes 47 new metallic formats, bringing the total available to 50. These 0.05mm highly flexible cast films can be applied to flat or moderately curved surfaces and are particularly suited to applications involving the cutting of small letters or complex graphics. The special permanent pressure-sensitive adhesive employed will enable converters to apply graphics at low temperatures (typically around four degrees centigrade).

The films offer a high resistance to the effects of humidity, chemical agents and the ingress of water. Due to the transparent nature of the adhesive employed, they are especially suited to applications on windows and other transparent substrates. The films also have a Class 0 fire rating to enhance their suitability for use at exhibitions and other public events.

Both the face film and the adhesive can be easily removed with no residual adhesive even after several years of use either by the application of heat or via the 3M Graphic Remover System. Offering exceptional lay-flat performance on flat bed plotter cutters, the films are warranted for up to 12 years. The films are also supported by 3M's renowned MCS™ (Matched Component System) Warranty when graphics are applied either by a Scotchprint® Graphics Authorised Manufacturer or 3M MCS Qualified Manufacturer.

3M Scotchcal Opaque Graphic Film Series 100 can be used for a wide range of graphics applications (including the production of



emblems, labels and markings) and can also be screen-printed, die- or cold/hot kiss cut in addition to conventional computer cutting. They are available from 3M primary stockists William Smith and Spandex.

For further information, visit [www.3M.co.uk/graphicsolutions](http://www.3M.co.uk/graphicsolutions) or telephone 01344 857850.

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# PRODUCT *News*

## HEXIS goes green

French vinyl manufacturer Hexis has launched an all-new cast Latex digital printing film and gloss laminate destined for vehicle wrapping applications. Both films are PVC-free and do not contain any solvents, plasticisers or heavy metals. The compound is flexible and conformable enough to be suitable for car wraps and in general, applications that demand a conformable film.

At FESPA Hexis used a US-made Tesla all-electric roadster to demo the new films and emphasise their environment-friendly qualities.



Hexis use a TESLA roadster to demonstrate the new films.

The latex film, made of an aqueous emulsion of a plastic material, is free of all those materials with certain environmental issues such as PVC, solvents, plasticisers and heavy metals.

The HXL300WG2 has a thickness of 100µm and boasts a printed and laminated vertical outdoor exposure of three years. It can be printed with all types of solvent and eco-solvent inks including Mutoh bio inks and HP latex ink.

The HXL300WG2 is for dry application and it carries the proven HEX'Press structured PE-liner to make the film repositionable during application and ease egress of any trapped air bubbles.

Hexis manufactures a full line of graphic vinyl and digital printing media used for sign making and vehicle markings. In the UK Hexis media are distributed by Hexis UK Ltd. in Lichfield, tel. 01543 411221.

Further information can also be obtained by visiting [www.hexisgroup.com](http://www.hexisgroup.com) [www.hexisnaturally.com](http://www.hexisnaturally.com)

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# PROJECT *News*

## Making an impact at Spirit of the Sea

The third annual Spirit of the Sea Maritime Festival in Weymouth and Portland, which takes place every July, is a 14 day festival of cultural, leisure and marine events building the Spirit of the Sea brand so that it ultimately contributes to a lasting legacy for the region after hosting the sailing events for the London 2012 Olympic and Paralympic Games.



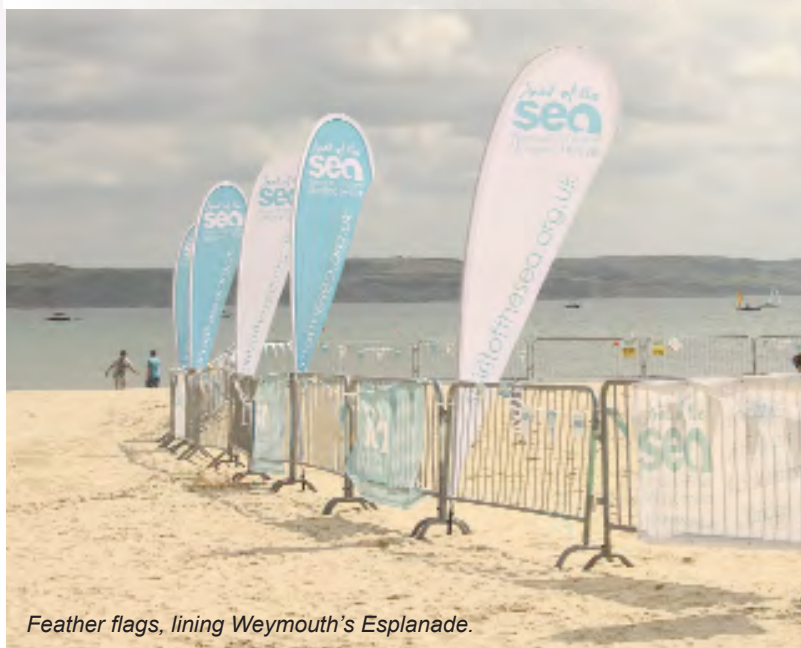
*Impact Signs produced more than a kilometre of branded bunting.*

This year's festival saw visitors flock to the resort flooding both sides of the harbour for its two-day seafood festival with local and national food and drinks stands, and cooking demonstrations by top chefs. Running alongside was the Maritime Modelling Festival, music at Beach Live, the region's top marine show Marinex, plus theatre, watersports and historical harbour events.

As one of the festival's Top 50 sponsors, signage and graphics specialists Impact Signs were approached to manufacture and install the festival's branded graphics. This included Spirit of the Sea signs at each of the gateways to the region at Ridgeway, Bridport Road and Preston Beach Road; streetlamp signage along the length of Preston Beach Road and Portland's Causeway; feather flags lining Weymouth's Esplanade; destination banners at each of the individual events, and a thousand metres of branded bunting throughout Weymouth and the Old Harbour.

Spirit of the sea organiser Roy Griffiths said: "Impact Signs delivered great products on time and on budget and we have had very positive feedback from the town about our mixture of branding signage promoting the Spirit of the Sea Maritime Festival."

For further information contact Impact Signs and Print on 01305 767633/34 or visit [www.impactsignsandprint.co.uk](http://www.impactsignsandprint.co.uk)



*Feather flags, lining Weymouth's Esplanade.*



*Streetlamp signage from Impact Signs.*

*All photos courtesy of Paula Fry.*



## On the case at Changing of the Guard

**Royal Parks of London specified showcases from onthecase for the new Changing of the Guard information displays.**

The post mounted cases were installed in Green Park and St James's Park in locations near to Buckingham Palace. The displays inform the many thousands of visitors who come to watch the Changing of the Guard about the history and significance of the event.

Changing of the Guard at Buckingham Palace is a major free tourist attraction and takes place in the courtyard of Buckingham Palace, every day during the summer months. The New Guard marches to the Palace from Wellington Barracks with a Guards band, the Old Guard hands over in a ceremony during which the sentries are changed and then returns to barracks.

Each of the double sided units onthecase supplied holds an A1 graphic display applied direct to 2mm dibond. The showcases are 80mm deep and have gas cylinders for easy opening, frost proof hidden security locks and 4mm toughened glass covers. The cases and 80mm diameter posts are all powder coated in a RAL black satin finish.

The sign and design company onthecase worked with on this project is Chambers Chapman.

From its headquarters in Exeter, Devon, onthecase markets a wide range of information displays for both outdoor and indoor use. In addition to the TN range described, the company also offers an economy version for outdoor use. This range has a case that is side hinged, 30mm deep, and comes with 4mm toughened acrylic covers. It is available in silver anodised finish and any RAL colour.

For projects demanding an outdoor, contemporary and back lit illuminated showcase onthecase offers the Vitrum system. Vitrium uses LED lighting and is being particularly well received with specifiers.

Exciting new onthecase products coming to market soon include a solar lighting system and an indoor LED back illuminated display case only 18mm deep.

Keep up to date by visiting the website [www.onthecase.biz](http://www.onthecase.biz) or telephone onthecase 01392 247577.



*Changing of the Guard information display.*

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# PROJECT *News*

## Display giants promote Yorkshire's City of Sculpture

Artistic venues in Wakefield, West Yorkshire, have looked to a local specialist graphics company to provide a supersized taste of the City of Sculpture's visual arts attractions.



David Nash banner at The Yorkshire Sculpture Park.

In anticipation of the new art gallery, The Hepworth Wakefield, due to open in Spring 2011, a massive 60 metres of hoardings, created and installed by Leeds-based Digital Plus Ltd, are giving the passing public a real taste of what will be the largest purpose built exhibition space outside London.

The nearby Yorkshire Sculpture Park, the city's much loved existing haven for art lovers is also sporting huge livery, designed by the Company, to inform and direct visitors to David Nash's stunning sculpture, installations and drawings located in the park and galleries on the site until January 2011.

Chris Stringwell, Director of Digital Plus Ltd, says: "We very much enjoy working with museums and arts organisations on their large scale design, print and installation requirements. In addition to our work for the City of Sculpture we have also produced displays for attractions such as the West Yorkshire Playhouse and the North York Moors Visitor Centre."

Identifying a gap in the market to produce supersized graphics, Digital Plus invested over £200,000 in hi tech printers, specifically to complete these type of commissions.

"We are now finding new markets in retail and exhibition work as well as in the museum and visitor attraction sector. We have also supported many schools and colleges with giant graphics, notably the Leeds College of Art for their End of the Year Show," Chris added.

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

## Allen Signs reaches new heights

Lincoln-based signage company Allen Signs has proved there's no job too big after successfully signwriting a £800,000 130-tonne all-terrain mobile crane.

APH Cranes and Access, also based in the city, recently purchased the Liebherr LTM 1130-5.1 and asked Allen Signs to brand the vehicle with its logo including the 60-metre telescopic boom.

Managing Director David Allen explained: "APH is a division of Abba Plant Hire, which is one of our oldest customers and which has a large fleet of heavy plant vehicles. Over the years we've lettered a wide range of equipment from mini excavators to tipper.

"This was quite an unusual job owing to the length of the boom but as with every other vehicle we work on our specialist team, which has over 40 years' experience, did a survey and provided detailed drawings before applying the livery."

Allen Signs' vehicle livery team used Avery 700 Series Vinyl for the lettering, which lasts up to 10 years, sourced from regular supplier Robert Horne Group.

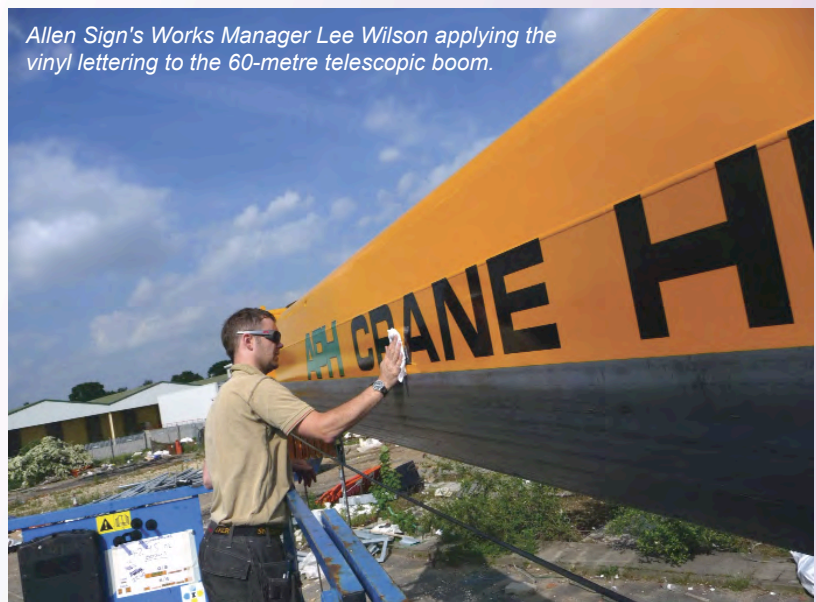
Cranes and Access Manager at APH, Maggie Raison, said they were delighted with the work undertaken by the Lincoln-based firm.

"This is the 12th crane Allen Signs has branded for us and its team never fails to impress us with the standard of work and the quality of the materials they use," said Maggie.

"This new machine is replacing a 100-tonne crane they lettered for us and the graphics on it still

look as good as they did when they were first applied nine years ago. We wouldn't hesitate to recommend Allen Signs to other plant hire companies who are looking for a high-quality and efficient vehicle livery service."

For further information contact Allen Signs on 01522 501500 or visit [www.allen-signs.co.uk](http://www.allen-signs.co.uk)



Allen Signs Works Manager Lee Wilson applying the vinyl lettering to the 60-metre telescopic boom.



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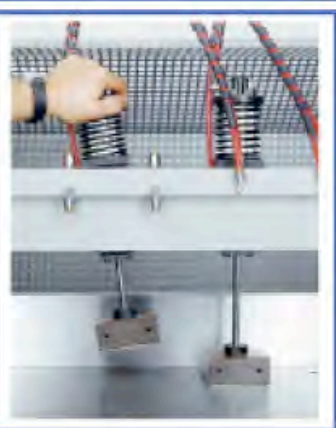
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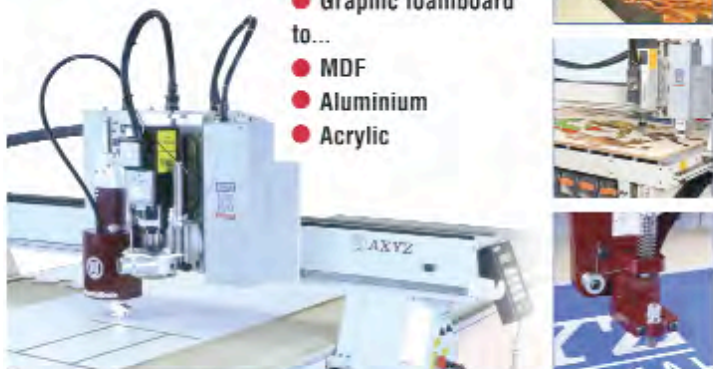
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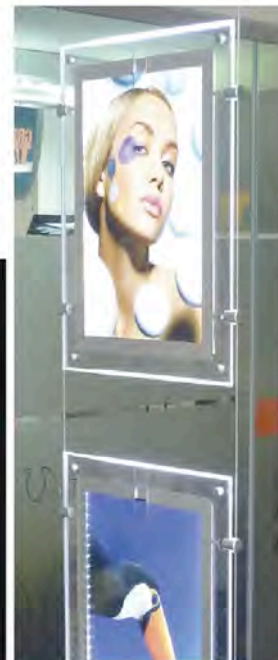
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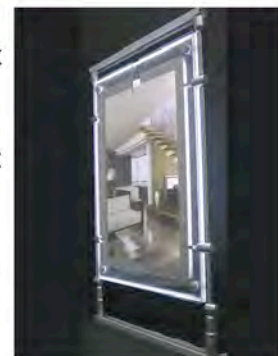
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# DIGITAL PRINTING *Focus*

## The digital printing revolution continues

**Digital printing has revolutionised the sign industry, the latest printers have advanced almost beyond recognition from the first machines introduced.**

Today digital printers utilise a combination of complex technology and clever engineering to provide for the widest ever number of different applications, giving sign makers and graphics professionals more opportunities to supply more markets than ever before. Sometimes it seems as if each new printer launched offers higher quality, increased speed, greater integration with other equipment, and additional flexibility than any previous model.

Figures for print speeds are impressive but other factors such as media handling systems, bigger bed sizes and faster drying times all contribute to fast throughput.

The most noticeable change in digital printing is probably improvements in the quality of images that's now achievable.

It used to be that dots per inch (DPI) was the way print quality was measured. It worked on the principle of the higher the number of dots, the higher the quality of print; but that was when all dots were the same size.

Four colour CMYK systems used in the early days didn't always reproduce tints and lighter colours very well. This was especially noticeable with skin tones; a few pixels of CMYK ink in

every dozen pixels meant a lot of white space in between the ink pixels which produced a very grainy image.

When lighter colour inks (such as Lc, Lm) became available, printers would produce more pixels of ink (albeit lighter colour), leaving less pixels of white space which resulted in less grainy appearance on skin tones and similar effects. The popularity of six colour printers grew largely because of the improved image quality and smoother skin tones they were capable of. One disadvantage was that printing more ink pixels meant six colour systems used more ink than the four colour printers, but the printed images looked better so could be charged out to customers at higher price and the additional ink costs could be recouped.

Then variable drop technology and Piezo (Piezoelectric) print heads capable of producing drops of variable sizes were introduced and everything changed again.

The optimum size of ink drop for each part of an image is specified by clever software. Large drops are used for printing solid areas of colour through to very small droplets for fine detail and tiny type, resulting in noticeably improved image quality compared to six-colour printing with older technology and fixed drop size. So advanced is this technology that variable dot printing can output images of near photographic quality.

## Bigger flatbeds and new media handling system contribute to faster production

**The recently launched high-speed Océ Arizona 550 XT has doubled the size of flatbed compared to the earlier 550 GT, aimed at high capacity print providers.**

The new Arizona 550 XT has a rigid media size up to 2.5 m wide x 3.05 m long x 50 mm thick and prints approximately twice as fast as the 350 GT printer, and three times as fast when printing banner and outdoor work. Importantly, the image quality of the Arizona 550 XT is superior to all competitive systems, claims Océ.

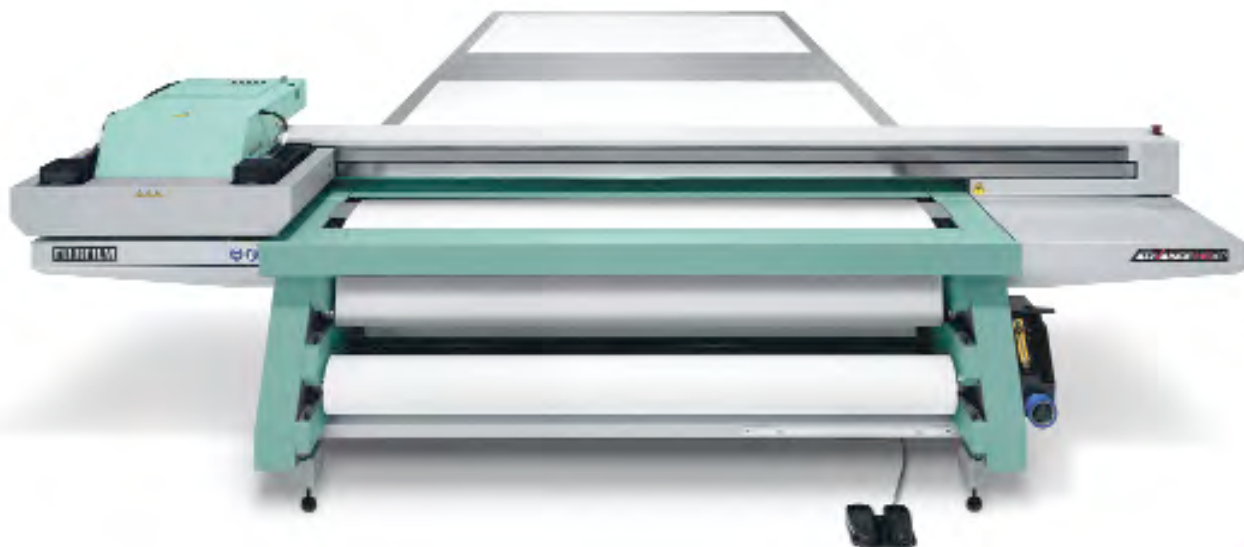
The Océ 550 XT display graphics printer reaches out to high capacity print providers, typically companies printing larger (or many smaller) jobs of graphics for sign and display applications, for whom total or peak capacity is crucial. Perfect for the most demanding graphics applications, it can produce more than 40 square metres of high quality printing per hour, or more than 100 full-size (125 x 250 cm) boards per eight-hour shift.

Unlike most high capacity flatbed printers, the Océ Arizona 550 XT printer features an extra-large flatbed table for oversized rigid media or objects and provides image quality suitable for closely-viewed point-of-purchase signage. The image quality is also suitable for printing on transparent media for use as illuminated backlit signs such as those in the cosmetics section of large department stores.



*The new Arizona 550 XT features Océ's VariaDot imaging technology and a big flatbed for high capacity, high quality printing.*





*The new Fujifilm Acuity Advance HS X2 has double the printing area of the previous model released in spring.*

The Océ Arizona 550 XT employs the same Océ VariaDot™ imaging technology used in other members of the award winning Océ Arizona family.

White Ink and Roll Media Options are available. Significantly, the Arizona 550 XT printer offers the lowest ink consumption rate in the market, generating savings of up to 50%, says Océ.

A larger printing area is also a significant feature of Fujifilm's new Acuity Advance HS X2 wide format UV inkjet printer.

The latest in the successful Acuity HS series is capable of printing onto substrates up to 3.05m x 2.5m and up to 48mm thick with minimal heat output through its highly efficient UV curing system, that's double the printing area of the Advance HS which was launched as recently as March this year.

Utilising many of the leading features of the other Acuity platforms, the Acuity Advance HS X2 meets the demands for a

cost effective, high quality printer with great productivity, and is an ideal device for printers who produce large format POP and exhibition graphics.

An optional roll-to-roll module allows for greater flexibility, whilst achieving print speeds of 30 sq.m./hr in production mode and 50 sq.m./hr express mode.

The Acuity Advance HS X2's print bed has a dual zoning system with independent vacuum control which holds all types of media, including irregularly shaped substrates with uneven surfaces, ensuring accurate registration on multiple passes. As the substrate can be prepared in one zone while an image is printed in the second, or while the roll media unit is printing, downtime is minimised, increasing throughput.

This new printer also offers the possibility of an additional white ink option to complement the standard CMYK set.

Using Fujifilm's uniquely formulated Uvijet KI ink series, it offers fantastic post print finishing properties. Fujifilm's proprietary Micro-V dispersion technology is incorporated in the ink providing strong vibrant colours, with wide adhesion.

Another product launch from Fujifilm is designed to increase printing throughput is the Onset S20 handling system.

Fitting perfectly with the Onset S20 machine, its design and simplicity is designed to improve material handling efficiency by up to 36% whilst maintaining the flexibility of swapping between substrate types and sizes which is such an important factor for printers.

The Onset S20 is a UV curing inkjet flatbed printer that can print edge to edge onto rigid and flexible substrates at production speeds of 275 sq.m./hr and 50 full bed sheets (3.14 x 1.6m), with the ability to process substrates as thick as 50mm to give users even more flexibility in wide format UV flatbed printing.



*Faster throughput made easy with Fujifilm's Onset S20 handling system.*



# DIGITAL PRINTING *Focus*

## Speedy printing and dual roll abilities to tempt customers

Two new HP printers from William Smith, the HP Scitex LX600 (104ins/2.6m) and super-wide Scitex LX800 (126ins/3.2m), utilise optional dual roll functionality to offer faster production speeds with high quality print.

The dual roll functionality allows the full width of the printer to be used to enable continuous and automatic adjustment of tension between the two media rolls; rolls of varying widths and length can be accommodated and two different jobs can be printed at the same time.

Prints come off the Scitex range dry and ready to display, laminate or finish, meaning from print to vehicle wrap can be as little as 30 minutes. The Scitex machines have automatic colour calibration to produce consistency of colour and constant 1200dpx x 1200dpi printing.

The speed and efficiency of operation and productivity on HP's new Scitex FB500 UV ink printer, also available from William Smith, is largely due to its facility to print and load media simultaneously. Ideal for high volume production, up to four sheets of media can be loaded quickly with the aid of the printer's integral automated alignment and positioning features and no masking is required.

The FB500 offers exceptional image quality (up to 1200 x 600 optimised dpi) on virtually any rigid or flexible material (even corrugated plastic), with good ink adhesion. Quality is maintained when producing double-sided prints, matt or gloss and full bleeds, and it is easier than ever to use white ink for undercoats, overcoats and spot colour. A choice of printing speeds up to 37 sq.m/hr (398 sq.ft./hr) for prints that will be viewed at long distance, allows the user to select the appropriate combination of speed and quality to meet individual customer requirements.

Furthermore, no printhead maintenance is required and the machine can be monitored remotely via the HP Embedded Web Server, thereby minimising downtime. Print shop space can also be optimised



*Ideal for high volume production, the HP Scitex LX600 can print and load media simultaneously.*

with folding tables that store easily when the printer is not in use.

The latest offering from Grapo Technologies, the Gemini X10/1080UV, is another flatbed printer claiming to far surpass the speed of earlier machines. In this case, with speeds of up to 90 sq.m./hr, the new Gemini claims double the speed of previous generation Manta printers when printing with white ink at 15-30 square metres per hour. High quality printing of skin tones and better quality flat colours also differentiate this new printer, says Grapo.

The new Gemini has a printing area of 2x3 metre for rigid sheets as well as the ability to handle rolls up to 165 cm. Capable of printing on rigid substrates as well as roll-to-roll, it's designed to offer new business potential to sign and display printers at an affordable price point.

The Gemini features CMYK and white ink and is being targeted at screen printers seeking to move to digital as well as at digital sign printers wanting to migrate from solvent printing.

Much of this new capability is enabled by the 10 XAAR 1001 printing heads with unique Through-Flow™ system and variable drop sizes for greyscale printing embodied in this new generation printer, as compared to eight printing heads with a fixed drop size of the previous generation.

## Printing onto textiles offers new opportunities



*The Rhotex 320 from Durst uses environmentally friendly water-based dye inks.*

One area that has seen good growth in recent years for sign makers looking to widen their markets is the printing onto textiles. Printed fabric graphics are lightweight, easy to handle and fold, which cuts down storage space and transportation costs, and whether it's production of flags, banners, wallcoverings or other promotional items, this is a market that looks like it's set to continue growing in years to come.

In the last issue of *Sign Update* we featured Mutoh's new Viper TX printers (see page 16) and almost all of the major machine manufacturers have developed systems to print onto textiles.

Durst launched its Rhotex 320 industrial textile printer for soft signage at this summer's FESPA event, claiming it as the first inkjet printer for the industrial soft signage sector.

Unlike other textile printers which either use harmful solvent based inks or small cartridges of water-based inks for short print runs, the Rhotex is a true industrial standard printer. The Rhotex uses water-based dispersed dye inks which are entirely environmentally friendly, recyclable and disposable. The dyes are harmless



to the skin, completely odour-free and produce no VOCs. They are also flame-retardant and provide bright, vibrant and impactful images. In addition, they comply with the Blue Wool scale 7 and can therefore be used in an outdoor application for up to two years and printing does not affect the textile's inherent feel.

The Rhotex's robust design and reliability provides for continuous operation and unattended printing. It utilises MEMS technology long-life piezo inkjet print heads to print up to 70 sq.m./hr at 600dpi in six colours.

Productivity is further enhanced by the ability to print two 1.6 metre rolls with different print queues, simultaneously. Other features include an automatic, self-cleaning jet system for continuous industrial printing and a controllable hot air drying system for consistent drying over the whole width of the printed material. Material-specific machine settings can be stored and recalled in the media channel and the dispensing system also includes a fold-compensation device and an antistatic system.

For soft signage, apparel and interior décor, Roland DG Corporation has developed a new dye sublimation solution for its VersaArt series of four-colour CMYK wide-format inkjet printers.

The new VersaArt S series sublimation printers deliver rich, vivid saturated colours and exceptional print quality while optimising productivity and performance, all at an affordable price. Two models are available: the 64" RS-640S and the 54" RS-540S.

Businesses can easily add sublimation to their workflow with a VersaArt S Series, to give a competitive advantage as well as a quick return on investment. The new printers are designed



*Roland DG has further enhanced the choice for sign makers with a new dye sublimation solution for its VersaArt series.*

for easy operation and to deliver unmatched print quality and reliable performance for applications ranging from soft signage and apparel to interior décor items.

VersaArt sublimation printers are flexible production tools featuring Roland's proven SBL2 sublimation inks and patent-pending Roland Intelligent Pass Control technology for exceptional print quality in every mode. They produce vivid images well at print speeds up to 31.8 sq.m./hr (342.6 sq.ft./hr) and are also available as eco-solvent models featuring Roland ECO-SOL MAX ink. All Roland inkjets come complete with VersaWorks, Roland's professional RIP software for precision colour management.

## New flatbed offers up to nine colours

**SwissQprint has brought out a UV flatbed that can print in up to nine colours (or add primer and varnish) on a wide range of stock up to 2.5m wide x 4m in length. The Impala printer is available this autumn.**

The standard CMYK may be supplemented by up to five additional channels, including effect varnish, or primer for printing onto media that have traditionally resisted inkjet methods. An adjustable vacuum system retains standard panels as well as heat-sensitive substrates and mesh. The anodised printing table can carry media as heavy as 400kg.

### Contact details

**Durst** – [www.durst-online.com](http://www.durst-online.com)

**Fujifilm** – tel. 01234 245245 or <http://graphics.fujifilm.co.uk>

**Grapo Technologies** – tel. +42 0587 435631 or [www.grapo.com](http://www.grapo.com)

**Océ** – tel. 0870 600 5544 or [www.oce.co.uk/](http://www.oce.co.uk/)

**Roland DG** – tel. 08452 309060 or [www.rolanddg.co.uk](http://www.rolanddg.co.uk)

**SwissQprint** – tel. +41 717 271190 or [www.swissqprint.com/en](http://www.swissqprint.com/en)

**William Smith** – tel. 01833 694707 or [www.williamsmith.co.uk](http://www.williamsmith.co.uk)



*The nine-colour Impala from SwissQprint.*



## Sign up to Broadview

**A Dorset company is bucking the economic trend by increasing its range of services and opening a new 16,000sq ft manufacturing facility to meet growing customer demand. Family-run business Broadview has diversified its service offering to launch Broadview Signs, Print and Graphics.**

Established in 1969, Broadview is currently renowned for manufacturing and supplying blinds and awnings to both the residential and commercial markets. Due to an increase in customer requests for digital printing on awnings and promotional pavement and event barriers, Broadview has introduced the innovation and technology to make sign and graphic solutions in-house within its new manufacturing facility in Poole.

Headed by Brian Allen as sign and print manager, who has more than 20 years signage and digital printing industry experience, the Broadview Signs team work with clients to create and install the perfect sign or graphic solution. The decision to launch Broadview Signs, Print and Graphics was because it complements Broadview's long-standing business of manufacturing awnings, parasols, canopies and blinds. By employing effective signs and graphics, businesses of all sizes and in all industries can make the most of that first impression. Signs are valuable to a business helping consumers become aware of its service or an event, helping to encourage purchases, change purchase decisions and raise brand awareness.

Broadview Signs, Print and Graphics can design, print, manufacture and install a firm's corporate identity and message on virtually any surface or material, including vinyl, wood, glass and vehicles. Whether its banners, shop signage, point of sale material, vehicle graphics, promotional pavement and event barriers or signs for windows, walls, doors, ceilings or floors, Broadview use the latest sign-making and graphic systems and techniques to create high-impact signage solutions that effectively communicate to a target audience.

The company has introduced the technology to create large format imagery using environmentally friendly solvent inks and it has the ability to digitally print on materials of up to 1600mm wide and provide a 24-hour banner service. The product range includes pavement signs, illuminated signage, banners, vehicle and window graphics, café-style and event-style promotional barriers and portable exhibition equipment such as pop-up



display stands, flags, Foamex poster boards as well as printed awnings, parasols and canopies.

Ian Pratt, managing director at Broadview, says: "As an established business already servicing blind and awning contracts with artwork and graphics, we decided to introduce our own in-house signage facility due to an increase in requests. The launch of the new service which covers in-house design, print and manufacturing techniques means that our customers can come to us for everything from interior blinds, exterior awnings and parasols through to a full vehicle livery or promotional banner. During a slow economy, advertising is crucial and it helps create a long-term competitive advantage. Maintaining an advertising presence through signs helps build long-term brand awareness."

For further information, please contact Broadview Signs, Print and Graphics on 01202 679012 or visit the website [www.signs-print-graphics.co.uk](http://www.signs-print-graphics.co.uk)

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# COMPANY Focus

## Create more opportunities with the Mimaki product range

In challenging times, creative opportunity can lead to new customers, new products and higher profit. Mimaki currently boasts what is arguably the widest printer product portfolio for the sign and graphics professional, including aqueous graphics and dye sub machines, a variety of UV curing technologies and, of course a range of outdoor durable printers too. The UV and outdoor inksets feature white ink for under and overprinting on clear and non-white substrates and from this autumn customers' JV33 and CJV30 printers can be retro-fitted with metallic ink capability to provide even more exciting opportunities.

Mimaki's award winning outdoor durable printers offer a fast, reliable and very low maintenance solution, delivering punchy, vibrant graphics on a huge range of materials. The low cost of ownership and wide choice of models (from 60cm printer/cutters to 3.2m production machines) ensures a solution for most user needs. As pioneers in the wide format industry, Mimaki's range of sign and graphics printers is now well into its third generation, running proven inks through reliable, high quality print heads at an astounding combination of speed and quality.

Mimaki's competitive ink prices and printers' ability to output to inexpensive materials ensures minimal production costs. The broad range of materials that Mimaki machines can print to offers users high creative potential with inks that are flexible enough to be used on a wide and unrestricted range of substrates. Importantly, Mimaki's solvent ink cartridges are fully recyclable as part of its UK & Ireland distributor, Hybrid's "Let's Do More" scheme.



Mimaki believes it has the most productive print and cut workflow on the market.



Duncan Jefferies, Hybrid's Marketing Manager.

### Hybrid makes recycling simple

The phenomenally successful scheme (the first of its kind) is almost entirely co-ordinated online. Hybrid arranges collection of cartridges at its cost and recycles all the components. The programme has led to many tonnes of landfill being removed in the past year alone. In addition to the environmental benefits of the scheme, there is a financial incentive to the customer.

Hybrid's Marketing Manager, Duncan Jefferies told *Sign Update*: "The scheme works because of widespread customer commitment which we reward with a rebate towards valuable consumables for their business. So far, this has resulted in well over £50,000 worth of ink being supplied free to our customers as an acknowledgement of their contribution to the programme."

"The success of Mimaki's sign and graphics printers has come about for many reasons: great creative capability, top quality inks and output alongside long warranties to name a few, but having so many machines in the market place means that there are a lot of cartridges we can take out of landfill through recycling, and that's an important cornerstone of our green philosophy."

### Creating creative opportunities

The availability of white ink for all of Mimaki's UV and outdoor printers opens up unique creative opportunities, enabling clear substrates to be printed to for the production of stickers, labels, window graphics and attractive bespoke products. Mimaki's low solvent inks are an industry proven solution with the inherent light fastness and durability that comes with the technology and the new metallic eco-solvent ink to be introduced this autumn is yet another creative string to Mimaki owners' bows.



The popular JV33 printers form part of Mimaki's substantial outdoor hardware range.



Duncan explains further; "Mimaki's inks have been developed to run through these print heads and our complete solution (printer, ink and software with media profiles) gives our customers a reliable, high quality investment. Longevity of print is a key consideration for the end customer."

## Mimaki's powerful UV solutions

The ultra low energy consumption of the company's outdoor printers is a key benefit of Mimaki's printing technologies. The company's ground breaking LED UV printers use a fraction of the power compared to metal halide UV printers and some other print technologies; this has played an important part in the success of products like the flatbed / roll-to-roll Mimaki UJV-160 (awarded Printer of the Year upon its launch) and its bigger brother; the grand format JFX-1631.

UV printing direct to board simplifies the graphic production process, using fewer materials (no vinyl, no mounting tape), with less potential for waste. A further advantage of the new technology is that over-lamination (where required) can take place immediately after printing. Catering for printing to paper, banner, canvas and vinyl, the Mimaki UJV-160 with its roll feeder and stretchable inks, or printing to 10mm thick board weighing up to 12kg in its easy-to-operate flatbed mode, the Mimaki uses proven technology to provide an excellent solution for sign and graphics professionals.

## Opportunities in soft signage

Current buzzwords in the sign and graphics market are "soft signage" which affords a great opportunity for print providers to show off their green credentials and creative skills. A dye sub or direct print to recyclable polyester with aqueous ink ticks the environmental box, with huge creative potential for tactile and arresting point of sale. Products such as the 3.2m wide JV5-320DS print direct to polyester or to paper for transferring to stretchy materials at stunning quality and are key to several large companies' ability to respond to the POS needs of the big retail brands.



*Perfect for personalised goods is the Mimaki UJV-3042 which prints up to A3 size and 50mm thick.*

## The importance of great support

Whether it's industry leading warranty cover, unrivalled technical knowledge or the support of a Mimaki product well into its life, Hybrid guarantees its customers' investment in a Mimaki will be expertly cared for. Via the company's specialist reseller network and substantial in-house team, Hybrid has the closest ties to Mimaki for updates and information, and stand by its commitment to providing total operational continuity for its customers' businesses.

## A choice for every application

Mimaki offers a choice of print technology for every application. Be it a decision motivated by cost, production volume, output size, install space, environmental concerns or a combination of them all; Mimaki has a product portfolio (and through Hybrid, a supporting "eco" programme) that should be complete enough for most needs.

Find out what Mimaki could do for your business by contacting Hybrid Services via [www.hybridservices.co.uk](http://www.hybridservices.co.uk) or telephone 01270 501900.



*The widest machine in Mimaki's range is the 3.2m soft signage printer for outputting direct to textile or transfer paper.*



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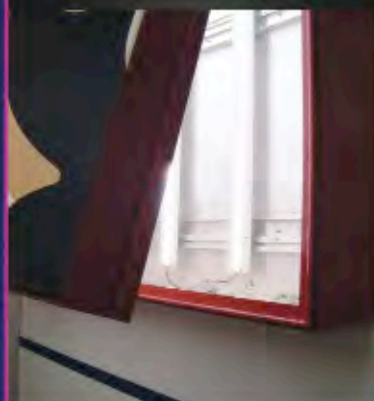
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## PROJECT *News*

### A bold front - with Metamark

**It's a sad fact of life and a reflection of the tough times of late but a lot of the High Street's retail activity is punctuated with gaps where businesses once thrived. Now, empty windows and an accumulated pile of uncollected post is a sight that most are familiar with.**

It's a phenomenon that does nothing to lift the fortunes of the businesses which remain to trade, or to buoy the marketability of the High Street overall. Unhappy with the fate of some properties within its influence, Thanet District Council set about filling in the gaps.

The Council decided to cover vacant premises with colourful boards protecting the empty windows behind, resisting the efforts of fly-posters and radiating a sense of colour and activity in waiting rather than the picture of lost hope and direction the boards replace.

The Council's designer produced a series of montages which look like colourful wrapping paper rendered in vivid, strongly contrasting colours. With themes ranging from pork pies to clowns' faces, the boards say nothing in particular but do the job of filling in the blanks, look closer though and poems are to be found, each submitted by a local business or resident. Other designs produced have involved local designer Dan Bass. He was commissioned to produce some designs that illustrated Sir John Betjeman's poem 'Margate 1940,' a job involving some 35 eight by four feet panels. Now, the vacant premises look more like businesses in waiting that empty shops without the prospect of an occupier.

Eyeball Signs was commissioned to print the boards and the company elected to use Metamark MD5 for the job. No stranger to being specified where thermo-nuclear colour is needed, the MD5 performed faultlessly despite the heavy ink-loading. The finished boards were laminated by Eyeball Signs with Metamark's new MetaGuard 850, anti-graffiti laminate. With the MetaGuard 850 applied, Eyeball Signs' boards present a glass-like, highly resistant finish that not only protects the print, but makes it "pop" too. MetaGuard 850 is manufactured from practically inert, plasticiser free PVDF and was chosen by Eyeball signs because it's insoluble in many cleaning products.

The job evidently worked. The boards are now down and several small businesses now occupy the once vacant site. Eyeball Signs's services are in demand for the same class of work from other Councils in the area.

For further information visit the website [www.metamark.co.uk](http://www.metamark.co.uk) or [www.eyeballsigns.co.uk](http://www.eyeballsigns.co.uk)



*The colourful boards protecting windows of empty premises were produced using Metamark MD5 and laminated with the new MetaGuard 850.*



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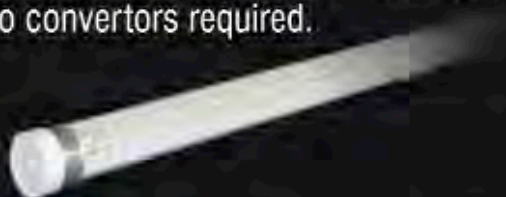
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## GTMS gets Mallorca Rocks ready to roll

One of the coolest and most renowned hotel brands in the Balearics brought a leading event branding and production company on board to brand and theme a new music venue hotel.

The Ibiza Rocks brand and Big Active, which oversaw the design element, enlisted GTMS to get the new Mallorca Rocks Hotel ready for its opening.

This was GTMS' second installation for the Ibiza Rocks brand in the last two years, following the rebrand of the Ibiza Rocks Hotel in San Antonio, Ibiza. The new Magaluf complex follows the same trend as Ibiza Rocks, offering 18-30 year olds an opportunity to stay at one of the island's trendiest hotels with six live music events throughout the year staging local and international rock and indie bands.

GTMS' role included installing 180m of pink LED inset floor and ceiling feature in the main reception and backstage bar area, which was a 'first' for the team. The main entrance now features lines and angles of hot pink light carved into the seamless grey floor resin.

Dawn Hindle, the architect and designer for the Ibiza Rocks project said, "The new hotel complex looks incredible and the talented GTMS team has once again pulled out all the stops to ensure the Ibiza Rocks brand offers the coolest and most original music hotel venue.

"The attention to detail is fantastic and GTMS undertook the Mallorca Rocks installation with expertise, enthusiasm and great skill," added Dawn.

The GTMS team also manufactured a giant 2m plectrum



180m of pink LED was inset into the floor and ceiling.

shaped logo from aluminium and constructed an 18m wide x 1m height sign for the front of the Mallorca Rocks hotel.

Additional branding and signage supplied by GTMS included flag and poles, directional signage, room numbers, neon signs, wallpapering and window vinyls.

Dominik Short, Director of Hampshire based GTMS said, "This was a fantastic project to work on and was completed by a specialist team of six in just eight days, despite major transport delays and disruptions due to the volcanic ash cloud airport closures. We are extremely pleased with the completed complex especially as it features a number of 'firsts' for us."

GTMS provides exceptional large format print services for large scale and complex projects, in addition to offering Design and Build and event production services. With 25 years' experience under its belt and a wealth of prestigious clients – including the BBC, Bacardi, Fat Face and an array of experiential, marketing and PR agencies, GTMS takes care of every aspect from the initial design through to the production and installation by its expert team.

The forward-thinking team of 26 employees operates from under one roof – a 38,000 sq. ft purpose-built site complete with offices, workshops and warehouse.

For further information visit [www.gtms.co.uk](http://www.gtms.co.uk) or contact Dominik Short on 08453 101112.



An 18m wide x 1m height sign was constructed for the front of the Mallorca Rocks hotel.



# Sign 2000 adds vitality to top London borough's image

In collaboration with south London-based Service Graphics, the UK's single largest display and graphics production company and now part of the influential St Ives print and display group, corporate signage specialist Sign 2000 has completed a large and multi-faceted re-branding programme on behalf of the London Borough of Newham.



As a core part of the Thames Gateway, Europe's biggest regeneration project, the multi-cultural London borough is undergoing a radical transformation. Investments of over £15billion, a predicted growth in population equivalent to that of the City of Cambridge at 150,000 and the creation of 62,000 new jobs for projects such as the 2012 London Olympics and its legacy, the new Stratford City development (including building of a 80,000-seater stadium and 4,500 new homes), Canning Town and Custom House and the Royal Docks collectively have contributed to the transformation of the larger part of London's revitalised Docklands.

Described as 'London's best connected borough', with easy access to the centre of London and an abundance of land for future development, Newham has become an area rich in culture and atmosphere as well as a centre for industry and commerce. With over 40 per cent of its 254,000 population under the age of 25, it has also become home to a young, energetic and increasingly skilled workforce. This vitality is evident from the number of new shops, offices, hotels, leisure facilities and schools and conveyed via the re-branding programme implemented by Sign 2000 and Service Graphics.

A key element of the re-branding project is the main boundary borough statement markers that were designed and manufactured with a twin curved post configuration retaining three metre-wide oval sign cases and partially LED-illuminated. The programme of works covered re-branding of the borough's leisure and community centres (including various DDA manifestations), the Town Hall and a host of associated interior and exterior signage requirements, including additional information and directional signs and boundary signs at main road and exit points.

For further information, visit [www.sign2000.co.uk](http://www.sign2000.co.uk)



# PROJECT *News*

## Partnership and solutions approach wins the day for William Smith

The ability to provide bespoke solutions and to work in partnership with its customers were key factors in Leicestershire County Council's decision when awarding William Smith the contract to provide new hoop signs, complete with graphics, for Hinckley Town Centre.

Leicestershire County Council's Assistant Engineer, Robert Kane explains: "Following a town centre improvement scheme, a number of custom-made frames were designed to take shaped backing boards for signs in support of various traffic regulation orders that were integral to the scheme. These were installed at strategic locations in an effort to reduce street clutter and provide an aesthetic solution to a multi-signing problem."

However, the positioning of the signs to make them clearly visible meant that they were easily accessible to pedestrians and, over the course of time, they became the target of maltreatment.

"A number of the sign boards were vandalised, making the traffic regulation orders unenforceable. Various attempts were made to rectify the problem with little success, mainly due to an inherent



*Hoop signs, complete with graphics, supplied by William Smith to Leicestershire County Council for a town centre improvement scheme.*



design flaw that could not be altered without removing the entire sign assembly and effectively remaking and recoating the units as well as replacing the original signs."

William Smith was invited to provide costs for all new units and signs. The company was known to Leicestershire County Council through previous contact, in another local authority, on a bespoke signing project.

The new units and signs had to be robust and match the sizes of the previous signage and by working closely with Council officers, William Smith was able to meet all their requirements and to deliver to a very tight deadline to correlate with a crew specially scheduled to install the signs.

"Our working relationship with William Smith has been excellent," continues Robert Kane. "What was even more pleasant was to find that, although it has been a number of years since our original contact, most of the people we had previously dealt with were still working within the company, which made for very effective communication and liaison. We look forward to working with William Smith again on future projects."

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





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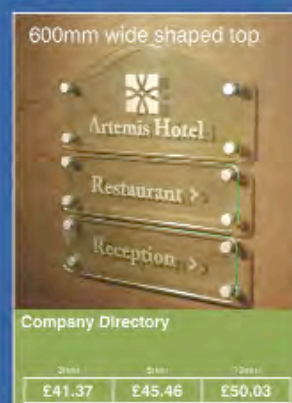
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## Inks - equally as important as your hardware

*Inks are a hot topic so in this issue Sign Update gets the thoughts of Ken Kinsner, President of INX Digital International Co.*

Ken Kinsner is President of INX Digital International Co and has more than 20 years expertise in the digital imaging market. He manages a company with offices in California, China, and Europe that makes inkjet ink products for industrial-grade wide and super-wide format digital inkjet printers.

In 2009, Mr Kinsner helped manage the transition of Triangle Digital INX as it became a member of INX Digital International Co ([www.inxdigital.com](http://www.inxdigital.com)). The new company represents the combined digital resources of Sakata INX, INX International, Triangle Digital INX, Innovative Solutions INX, MegaINX Digital and Antepima Engineering. He was also part of the NAPIM committee assembled to define bio content and is a member of Specialty Graphics Imaging Association, Print Industry Networking Group, Digital Printing and Inkjet Printing Professionals.



Ken Kinsner, President of INX Digital International Co.



### How has ink technology changed over the years?

**KK:** We are noticing the continued evolution of digital printing in many industrial markets, from wallpaper printing and ID card printing to printing on glass. Digital printing has allowed mass customisation so companies can target specific demographics for their customers. As speed and quality of inkjet technology continues to increase, it will allow companies to afford short-to-mid size runs with variable information.

Our company's core product line includes traditional solvent based chemistries. However, through recent collaboration we have created a new line of UV and bio ink that is more suitable for the green aspects of the market. Latex inks and UV LED are new, hot type inks, and LED curing technology has significant advantages that make it very attractive such as using less energy compared to other light sources.

### If, as an industry we should be using less solvent inks, what is INX and Triangle doing about this?

**KK:** At INX Digital, including the Triangle brand, we concentrate on using mild and eco solvent formulations or other ingredients that not only reduce the impact on the environment, but also create a healthier work environment and have a long, useful life.

### What is INX doing about helping the sign and graphics industry move toward greener products?

**KK:** Recently at FESPA we saw the debut of our water-based Textile inks and new Eco Bulk ink delivery system, which is part of INX Digital's green recycling programme, and represents a continuation of our commitment to green products. We developed a number of sustainability and green initiatives more than 10 years ago, and have been committed to finding greener solutions during this period of time. We have strong corporate policies in place so customers know they are not being misled. The website [www.greeninx.com](http://www.greeninx.com) outlines our efforts.

### How well are Triangle inks being received in the UK?

**KK:** There are many advantages that are driving customers to use Triangle inks. Josero is the sole distributor of Triangle products in the UK and Ireland. We chose them because they are forward thinking, are technically astute and have excellent customer service. With their comprehensive dealer network dedicated to selling Triangle inks, nearly 200 sites have been installed throughout the UK.



Sales are growing at a vast rate and Josero plans to invest in a new facility so they can expand their demonstration suite.

They often go the extra mile. For example, they explain how our inks are certified by many print-head manufacturers around the world such as Xaar. They truly understand how integrated our products are.

### What do you see as up and coming ink technology?

**KK:** Our BIO standard, rates each of our products as a percentage of renewable resource such as our BIO25, which includes 25 percent of renewable resource materials. Our task has been to increase the use of renewable resource while continuing to focus on products that exceed our customers' expectations.

Our ECO standards will grade products on the environmental and human safety effects of the formulation. We have developed 10 criteria to determine the ECO rating to determine whether or not the product has Hazardous Air Pollutants, Toxic Air Pollutants, the odour level and other items that affect the overall friendliness of the product. We are working closely with NAPIM (National Association of Printing Ink Manufacturers) to give this either a national or global acceptance as a standard."

Our Evolve programme is a key strategy for the next 4-5 years to help traditional printers move to inkjet technology. Our field service tech group, our inside technical staff, and our R & D group are all working towards helping this customer base succeed. We also are developing specialised UV inks that will meet certain food packaging regulations, as well as water based inks that are durable for outdoor signage.

INX Digital has defined the words BIO and ECO and established our own standards to adhere to so customers know exactly what they are getting with our products.

### How do you see the market going forward in the next few years?

**KK:** In North America and Europe, we are seeing growth in the UV printer market. In price sensitive markets like much of Asia, South America, Eastern Europe and parts of the Middle East, we still see solvent based products dominate the market.

All of the traditional industries are looking for some digital equipment, but the display graphic market is growing very fast. The market is dedicated to flags and decoration and the textile market, which includes fashion textile, was one of the first to evolve to digital 10 years ago.

INX Digital continues to invest heavily in technology.





*INX Digital's research and development facilities include state-of-the-art application labs in Europe and the USA.*

Our new state-of-the-art application labs in Europe and the U.S.A. allow us to fine tune formulations which optimise the long-term 'jettability' of our products.

We are focused on new markets and helping our parent companies "Evolve" to digital. Bridging the gap between traditional and digital printing is important for several reasons. Not only does it drive revenue in tough economic times, but digital printing helps reduce costs and increase production.

#### **What do you perceive as the greatest challenges the ink industry faces in the next decade?**

**KK:** Reducing inventories, customisation for test marketing, and advertising is allowing inkjet to dive into packaging, textile and other markets where it is just beginning to emerge. We predict seeing a huge growth in these markets over the next 5-10 years.

Digital is all about possibilities and creativity. With digital, it is possible to do many things that isn't possible or is problematic in the traditional industry. Speed is an issue. Technology is growing very fast in the digital industry and in many ways; certain applications can only be made with digital."

#### **How would you respond to the view that only OEM inks work and that third party inks damage printers?**

**KK:** Third party inks have a long history in the UK, which is the birthplace of industrial inkjet.

The UK market has always been open to experimenting with third party products. OEMs capitalised in the first half of this decade when admittedly there were problems in the marketplace. But since we signed-up Josero, they have significantly reduced the market share that was dominated by the original inks. Josero's ability to convince print operations about Triangle's capabilities, which includes super-wide and BIO products and our outdoor print and full ink train warranties, has made a huge impact on the market.

#### **Printer manufacturers imply that using third party inks invalidates customers' warranties. What is your response to this?**

**KK:** INX Digital backs all of our products with a warranty. If a printer is under warranty with the OEM and our Triangle inks are running it, in essence what the OEM is saying doesn't really matter in this case.

INX Digital steadfastly stands behind our products with both an Outdoor Durability warranty as well as an Ink Train warranty. In addition to the warranties our products come with, we also stock and source common replacement parts for the OEM printers. We have a qualified technical support group comprising engineers and technicians that operate globally.

Further information at the website [www.inxdigital.com](http://www.inxdigital.com) or [www.josero.com](http://www.josero.com)





## The results are only as good as the inks

**Using the best inks is critical to producing top quality signs and graphics. However much you spend on a printer, if the inks aren't right, the results won't be good.**

Sign makers and graphic professionals want the widest colour gamut and most vibrant colours possible to produce stunning graphics for their customers. They also look for durability, flexibility, and factors such as health and safety and environmental concerns also determine their ink choices.

Ink manufacturers are constantly striving to improve their inks provide an even greater choice for a growing range of

applications, such as high quality printing on to textiles.

Results from ongoing research and development include inks that are safer to use, don't need ventilation, and the growing availability of white inks. A particularly exciting innovation is the introduction of metallic inks for digital printing. While not all users may yet be convinced, this opens up a whole new world of possibilities for sign makers and graphics professionals.

Advances in inks go hand in hand with developments in digital printers, see pages 40-43.

## Water based alternatives provide green solutions

**Epson has responded to environmental concerns with the introduction of an aqueous based white ink. The new ink, which can be used in combination with new metallic film on its Stylus Pro WT7900, is aimed at users who want to produce vibrant display graphics for retail and point-of-sale applications.**

Epson proudly claims that the Stylus Pro WT7900 is the only inkjet in the world to offer a water-based opaque white ink. Originally developed for high-quality packaging proofing and sampling applications, the unique capabilities of this printer make it ideal for display graphics where white ink plays an important role in the overall impact of high-end display, signage and POS graphics. Stylus Pro WT7900 prints high saturation Epson UltraChrome HDR ink on a choice of media, including clear films, paper and the new Metallic Film, on rolls or cut sheets up to 24 inches (609mm) wide.

The UltraChrome HDR ink set plus white not only produces a wide colour gamut and accurate spot colours but also enables unusual effects and finishes to be created on a variety of media. An opaque white base layer can be created on the material to produce greater saturation and vibrancy or the white can be used to generate pastel shades when blended with the printer's existing colours.

More information at [www.epson.co.uk](http://www.epson.co.uk) or telephone 01442 227275.

Concentrating on green alternatives to conventional ink-jet printing processes IGS UK has introduced a range of durable water-based ink alternatives.

Designated Elements H2O, this new pigmented formulation is designed to be totally water-based yet retains high abrasion, weather and UV light resistance across a broad range of display and industrial materials.



*IGS's range of Elements H20 inks are designed to output vivid and abrasion resistant prints without producing any hazardous emissions.*



*Epson's Stylus Pro WT7900 includes white ink for users to create striking images for retail and point of sale applications.*

The innovative Elements H2O series uses harmless chemistry to produce high quality colour accurate prints, with the vivacity of solvent-based solutions but without any VOCs or other hazardous emissions. Because the inks are completely odourless, no extraction or ducting is required in order to comply with Health and Safety requirements.

The Elements H2O family of water-based inks is ideal for use by all those who want to produce greener output in accordance with growing environmental pressures and the need for greater sustainability. They are suitable for print service providers, display producers, digital bureaux, photolabs, in-plants and office sites plus those who hitherto have been prevented from outputting durable print because of ventilation restrictions.

Elements H2O inks are totally water-based and non-flammable. They are also kind to print-heads, with no clogging or damage in use and no need for time-consuming maintenance procedures, says IGS UK. The water-based formulation has been developed to enable a wide range of materials, both coated and uncoated, to be printed with durable results complemented by a wide colour gamut and excellent vivacity on all surfaces.

More details at [www.igsuk.net](http://www.igsuk.net)



## British manufacturer aims to stay ahead with new products

**Inks are developed and manufactured all over the world but one company whose product development and manufacturing takes place in the UK only is Ink Technologies (UK) Ltd (ITL).**

Founded in 2000, ITL's products span a multitude of applications, including eco- and full-solvent, aqueous-based, UV-curable and industrial coding and marking inks. The company has launched three new products this year: Versatile Textile and Vinyl, MS5 True Solvent and i-BiO; all developed to provide innovative and cost-effective alternatives for production onto rigid, flexible and textile materials.

Versatile Textile and Vinyl (VTV) has become popular due to its ability to produce results of equal quality on either textile or vinyl substrates, thus eliminating the need to change inks when switching material types. Other popular features include its resilience against fading and the strikingly vivid results and wide gamut produced with its CMYK, orange and green.

Sustainability was central to developing ITL's MS5 True Solvent ink. ITL says this ink is capable of reducing expenditure whilst maintaining colours consistent with a printer's original CMYKLcLm ink set. MS5 is also able to withstand the elements, including extensive UV exposure, and has an outdoor durability of up to 24 months.

For companies eager to improve their environmental practices ITL's is offering its new i-BiO as an ideal solution. This mild-solvent choice offers all the colour density associated with more traditional inks whilst reducing VOCs and bettering the biodegradability of most mainstream alternatives, says ITL.

Find out more at [www.itlgb.com](http://www.itlgb.com) or telephone 061 495 3900.



*ITL uses the iconic red phone box to reinforce its message of quality British manufacture.*

## More markets mean more customers

**Increasing the number of markets a sign maker supplies can mean much greater potential for success. One potentially lucrative market is decoration of glass using digital technology which is currently an area of growing interest to architects and interior designers.**



*Durst's glass decoration system offers sign makers an extra income stream.*

Durst has developed a glass decoration system featuring organic Sol-Gel ink chemistry for use with its Rho 700 and 800 flatbed printers. Sol-Gel UV ink is an organically pigmented ink system with high ecological standards. It is 100% VOC free and capable of UV curing, giving the same printing properties such as speed, curing and resolution, for example, as our POP inks. Unlike standard inkjet UV inks, which, if exposed to moisture or chemicals, result in strongly or totally delaminating from glass unless time consuming primers are applied, Durst Sol-Gel ink actually forms a chemical bond with the glass to provide unique resistance characteristics.

Durst says many tests on have been conducted on the Sol-gel ink and they prove its excellent adhesion, durability and chemical resistance.

The system is capable of full scale production runs of interior fittings for large retail chains or glass furniture, for example, and is also able to produce one-offs and prototypes, such as boutique interiors or temporary outdoor signs.

Sol-Gel ink is available in CMYK with options of white and Satinato, for imitation of satin glass.

Further information at the website [www.durst-online.com](http://www.durst-online.com)



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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) Other thicknesses available on request

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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	

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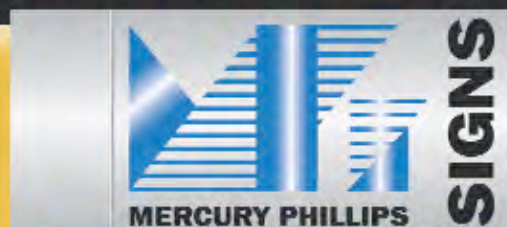
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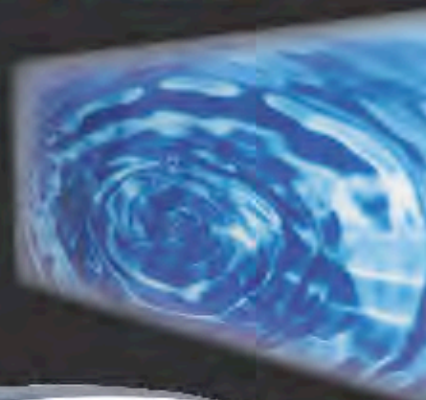
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# PRODUCT *Choice*

## Fosco Hayes & Hurdley finds instant success with HP Scitex FB7500 Printer

**HP announce that Fosco Hayes & Hurdley (Fosco's), of Birmingham, UK has installed the HP Scitex FB7500 Printer.**

Established in 1936, Fosco's has kept up with changes in imaging technology and today carries out a range of large format digital printing services including flexible and rigid substrate printing, die cutting, finishing and installation work.

The company was running at capacity with its existing printers, so the new machine was taken on in order to absorb existing work as well as to allow the company to pitch for new jobs. In preparation for the arrival of the FB7500 and the anticipated increase in work the company doubled the size of its facility to 20,000sq.ft.

"Clients expect high quality and fast turnarounds these days and there is normally a trade-off between these two desires. However, with the FB7500 you get both high quality and speed," said David Nicholas, Managing Director, Fosco's. "A job which would have previously taken us two days to complete can now be done in as little as two or three hours. The machine creates the potential for increased capacity, which will allow us to put more jobs on-press and offer a new trade print service at a low cost, with fast turnarounds."

The HP Scitex FB7500 printer is highly efficient, featuring three-quarter automated loading which reduces loading time between sheets by up to 85 percent. The printer maximises uptime using HP Scitex X2 piezoelectric printheads that are easily accessible and can be replaced and calibrated quickly, without the need for a service call. With these features and print speeds of up to 500m<sup>2</sup> per hour the HP Scitex FB7500 printer delivers the highest productivity of digital flatbed printers in its price class, ensuring that it is ideal for print service providers in fast paced production environments.

The FB7500 uses UV-curable inks to achieve vibrant colours with two years outdoor durability. For maximum versatility the FB7500 can print on a wide range of flexible and rigid materials.

"Our new machine has already made it possible for us to pitch for work we wouldn't previously have considered," continues Nicholas. "Clients are particularly impressed with the quality of the FB7500 and its ability to print on such a wide variety of substrates."

For further information visit [www.hp.com](http://www.hp.com) or [www.foscoco.uk](http://www.foscoco.uk)



David Nicholas, managing director Fosco's, alongside the new HP Scitex FB7500 Printer.



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## PRODUCT *Choice*

### Dressed and protected by Spectral Design and Print

Spectral Design and Print is no stranger to a steady queue of powerful and exotic cars finding its way to the company's doors. In addition to offering a wide range of output from litho to labels via large format, banners and more, the company has built itself a towering reputation as an exponent of the wrap. With its efforts and expertise polarised on performance vehicles in particular, Spectral entertains enquiries from some of the country's most notable and fastest teams and from those who simply want the best dressed vehicle around.

Spectral's founders are as passionate about motorsport as the company's customers and have been known to explore the limits of their own cars' limits at tracks such as the Nurburgring among others. At such events, Spectral entertains a lot of enquiries about its wrapping art and, on occasions, its experience leads it to propose some very creative solutions to satisfy customers' needs.

The expression "less, is more" could have been penned for motorsport. As anyone who has had to dig deep to buy a carbon, or magnesium bolt-on goody would agree, less is more usually means more expensive - saving weight rarely, if ever means saving money too. Consequently, the very fastest, the most competitive, and simply the best dressed vehicles are usually dripping with gravity-defying carbon fibre and other worldly metals.

One such vehicle, a lightweight BMW M3 CSL, recently found its way to Spectral Design and was treated to an interesting application by the Spectral team. Some of the car's lightweight and damage-prone carbon fibre components were wrapped in a protective cocoon of Metamark MM-CF4 simulated carbon fibre effect film. The cosmetic effect is totally convincing looking for all the world to see, just like the genuine article safely protected underneath.

The Metamark MM-CF4 film is very heavily textured and constructed from multiple layers of cast film. Superbly conformable, the film presents a perfectly flat application layer to the substrate despite having a highly textured and cosmetically convincing face film.

Spectral Design has used the film in its intended, decorative applications on many of the vehicles that come its way. It allows any major panel work on a car to do a convincing job of looking like a costly composite version of itself. Its application as a protective measure was a first for Spectral and, as far as Metamark is aware, a first for its carbon fibre film too.

For further information call Spectral Design on 01256 761101 or visit [www.spectraldesign.co.uk](http://www.spectraldesign.co.uk) Information on Metamark's product range can be found on [www.metamark.co.uk](http://www.metamark.co.uk)



*The Metamark MM-CF4 film is very heavily textured and constructed from multiple layers of cast film.*



# XYZ router cuts the mustard at Revolution Signs

**An XYZ 4010 router supplied by CNC routing specialist XYZ International has enabled Braintree, Essex-based Revolution Signs to meet its considerable routing requirements in-house. This has eliminated the need for sub-contractors and the attendant time/cost issues and enabled a speed up in production and an ability to offer customers lower than normal prices that would not otherwise have been possible.**

Established in 2002, Revolution Signs has expanded rapidly during its relatively brief history. The company is renowned for the high standard of its work and the reliability of its service, both of which have led to the creation of an impressive customer base. Integrated sign and graphics solutions have been provided for such well-known names as Tesco, Honda UK, Taylor Woodrow and Merton Borough Council. More recently, a re-branding project was carried out on behalf of the nationwide waste management and recycling company Biffa, 90 per cent of which was router-based. In-house design and printing facilities are also provided, the latter being founded on an AGFA Anapurna printer that is used in conjunction with the XYZ router.

Director Ryan Fairweather commented: "The XYZ 4010 router can be used for the production of cut-out letters and for multiple routing and engraving applications on a wide range of substrates. It also works in conjunction with the AGFA printer to provide a highly cost-effective print and cut facility. Investment in the XYZ router has enabled us to offer a more bespoke service to our customers. From day one, we have been impressed by the router's capabilities

and in particular the contribution it has made to keeping production costs to a minimum."

The XYZ 4010 router is part of the 4000 series of machines that has assumed virtual benchmark status in the sign and graphics industry. It has an effective bed size of 3,048 (length) x 1,524 (width) and is particularly suited to the processing of eight x four sheets of material (typically, acrylic, aluminium, plastics and their derivatives, polycarbonate, foamed board, PVC, ACM and MDF). The router is available with a host of optional additional features. These include an Automatic Tool Change (ATC) facility that has recently been upgraded from seven up to 21 stations to accommodate multiple tooling requirements and the latest ICS (Intelligent Cutting System) that enables owners of XYZ routers to provide unprecedented levels of accuracy when processing both digitally-printed media and thicker sign making materials.

Ryan Fairweather concluded: "Whilst we are not planning any system upgrades at present, we would inevitably use XYZ as our first port of call. We have been very pleased with the after-sales service provided which is so essential to the smooth running of our operation and it is reassuring to know that there is always someone available in the event of any machining problem or when we might need technical advice."

For further information, visit the website: [www.axyx.co.uk](http://www.axyx.co.uk) and [www.revolutionsignslimited.com](http://www.revolutionsignslimited.com) for information on the services provided by Revolution Signs.





# PRODUCT *Choice*

## JKN Digital first off the blocks for HP Scitex LX800

**Almost a year to the week after they had its very first HP latex printer installed, nationwide digital print centre, JKN Digital, has become the first UK company to purchase and install the latest HP Scitex LX800 printer through leading large format reseller City & West End Solutions.**

At 3.2m wide, the HP Scitex LX800 will be installed at its Preston site, joining the existing latex family of two LX6550 and two LX2550 printers. Peter Nicholls, Managing Director JKN Digital was invited by CWE Solutions to the product launch event in Barcelona, Spain. He was so impressed by the advancements and refinements HP had made that he placed an order immediately on his return.

Peter Nicholls explains, "The functionality on the new and existing products provides us with the tools to add flexibility and speed that would increase our production output and service offering massively. By having a machine in-house that can offer 3.2m wide, dual-roll printing and is able to print one-off jobs without de-webbing, means our ROI is realised a lot faster than some of the other printers we looked into."

The new LX800 printer will replace one of JKN Digital's existing LX6550 with the other LX6550 having the dual-roll retro-fitted by the end of the month as well. Peter Nicholls' excellent relationship with City & West End Solutions has been built steadily over the years and all its HP printers have been purchased from them.

In addition to the new features, JKN Digital's business has evolved with the advent of this greener technology; moving away from direct print and solvents and embracing benefits such as the lack of waste on rigid media, recyclability and excellent print quality on a massive range of media.

The HP Scitex LX800 uses water-based HP latex inks, producing prints that are odourless, eco-friendly and said to be scalable for printing graphics up to 3.2m (126in) in width, with production speeds of up to 88sq.m./hr.

From an excellent start to 2010, Peter Nicholls says, "Our aim is to continue to increase production but also push the business forward into market-sectors we previously didn't have the flexibility to approach."

For more information contact JKN Digital on 01772 722735 or email [peter@jkn.digital.co.uk](mailto:peter@jkn.digital.co.uk).



*JKN Digital has become the first UK company to purchase and install the latest HP Scitex LX800 printer.*



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# ITC Tooling lights up at GDI Trade Signs

**Market leading lettering supplier and manufacturer of special effect signage, GDI Trade Signs Ltd has won a string of major awards for projects manufactured with the help of tooling from ITC of Tamworth.**

In the last couple of years the company has been awarded the 'Overall Winner for Best Sign for a Company under £2m Turnover' and the 'Best Overall Sign Runner Up' for its 'De La Warr Pavilion' sign plus a highly commended award for the 'Best Illuminated Sign' for its design at Aldo Zilli's Restaurant at the prestigious Sign Industry Awards.

The high profile signs for the De La Warr Pavilion, Zilli's Restaurant and the Coventry Motor Museum were all manufactured with tooling provided by ITC.

As GDI Trade Signs, Production Manager John Larkin comments: "We use ITC tools on just about every project we manufacture. The relationship started over 11 years ago and we haven't looked back since. The ITC tooling has exceptional tool life and is capable of cutting di-bond, aluminium, perspex and just about any other type of material we machine."

This remarkable capability has noted the use of ITC tooling on some of GDI Trade Signs' most prestigious projects.

"The lettering on the three projects has all been produced from aluminium, Perspex and Di bond. With these materials we utilise ITC's single flute 180 series of LG and STA cutting tools. We predominantly use the 4mm diameter cutters and they have performed remarkably well on all three projects. The cutters have outstanding tool life and the capability to machine most materials, so we have little need to change the tool for each individual job. This saves us on tool changeovers and above all, the purchase cost and stocking of a large number of cutters," says John Larkin.

"The universal 4mm cutter performs so well that it is rarely taken out of the machine. We only change the tool for wood machining letters and signs. To this end, we implement ITC's twin flute downcut range of cutters. We generally use the 1/4 or 1/16 inch cutters that cater for all our wood machining demands," states John Larkin.

The ITC series of LG and STA cutters are both solid carbide cutters manufactured from micro grain carbide to enhance tool life and productivity. Both series incorporate a straight reinforced shank with 45 degree right hand helix; this gives the end user a robust cutter for most applications that can machine to tight tolerances with exceptional surface finishes and burr removal.

The two flute downcut series for wood machining is also a solid carbide cutter with a 30 degree helix. This innovative series has a right hand spiral and right hand cut at the bottom of the tool whilst the top of the cutter has a left hand spiral with a right hand cut. This reverse helix design has the effect of pulling the top and bottom of the workpiece towards the centre to eliminate de-lamination.

GDI Trade Signs uses ITC tooling as a multi-purpose solution for all its materials and sign designs and despite trialling competitor products, the company is yet to find anything close to the quality of the ITC cutters.

As John Larkin concludes: "The ITC cutters offer outstanding quality and this is only beaten by the service and technical support that we receive. The ITC representative is always at hand to answer any technical queries we may have. If we ever encounter a new job with a material or design geometry that is new to us, ITC is always on hand to deliver a solution."

For further information contact ITC on 01827 304500 or visit [www.itc-ltd.co.uk](http://www.itc-ltd.co.uk)



*The Aldo Zilli's Restaurant sign received a highly commended award for the Best Illuminated Sign at the Sign Industry Awards.*



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# METAMARK *Feature*

## Making better banners with Metamark

*Today banners are used to promote just about anything. Printing banners is a significant part of many sign making businesses, but what do you look for in a banner material? Mark Godden spoke to Metamark and found out more.*

**If the output of a typical digital printer were segmented by application, it's a foregone conclusion that banners would be right up there with vehicle liveries in terms of popularity regardless of whether the measure was raw volume, market value or simply line orders from customers.**

Banners have erupted onto the ambient advertising market since the advent of the materials and digital manufacturing technologies that make them candidates for a wider scope of promotional duty than ever before. Today, most cityscapes, shops and other establishments feature a colourful scribble of banners somewhere on the horizon.

Banners are big business. Banners promote big business. Banners come in big, bigger and even bigger sizes to do the jobs they do. Banners are also the ubiquitous medium called upon to promote the smallest businesses and endeavours. They're small and easy for the end user to handle and install. They're affordable too. Clearly, banners are all things to all men and markets.

Serious banner production starts, where home-made efforts end and doesn't stop until whole buildings are wrapped in acres of printed material or yawning chasms across a huge atrium or High Street are bridged.

Clearly, a banner of any size at all, needs little more than an obliging gust of wind to rip out its anchors and then flap itself into tatters. Banners need an inner strength and, for something evidently so simple, the material from which they're made is actually quite complex.

According to materials manufacturer Metamark, banner material is, by definition technical coated fabric, or at least it should be if it's to survive its application. The element of the material's make

up, which most readily resembles conventionally understood fabric, is known as the scrim.

The scrim is what gives well made banner material its strength and its poise. Metamark's MD-FL500 banner material has a woven polyester scrim at its heart and it's coated with print-receptive vinyl which encapsulates the scrim. A very smooth, MD class print receptive finish characterises the material which weighs only 500gsm despite its great strength. In Metamark's view, it's this construction that would constitute a staple banner material with the qualities needed to do its job well.

Banner materials are among the most variable of all materials used by signmakers in terms of quality says Metamark. Many products sold as banner materials are in fact used for entirely different purposes in markets totally unconnected with making signs. A material that simply by chance happens to print in a reasonably acceptable fashion may not have been properly qualified as a banner material. Typical modes of failure noted by Metamark among materials it has seen include delamination and wildly unstable colouring. Often sold under the implied apology of being for short term applications, a poor banner often results and it sends a poor message as a consequence.

Banner materials are available in many weights with those hovering around the 500-600 gsm level being neither too heavy or too light for most of the mainstream applications a banner is used for. On those occasions where something lighter is desired, something has to be left out. Surprisingly, it's possible to leave out a percentage of the banner's face film and still present a great looking, vivid image to the world. The voids within the otherwise filled scrim which result produce a banner material known as a mesh.







Photo courtesy of Poppy Signs.

Metamark MD-MB mesh banner tips the scales at around 300 gsm and so is a light material when compared to conventional scrimmed banner fabrics. It's supplied on a liner so that ink that would otherwise pass straight through the voids and into the innards of the printer is trapped. In use, at least some of the pressure exerted by wind on the face of the printed banner passes through the voids too. So, taken in tandem with the weight reduction, the mesh-like construction delivers real benefits to those producing larger banners to be located in positions of an exposed nature.

Another abundant presence which is known to pass straight through banner materials is light. This can present application issues, especially when a banner is designed so as to display a right-reading message on both of its faces and one face or the other is strongly lit. In such situation, a mirror image of the second surface is seen through. Where there's a problem, invention finds a way and in Metamark's case, that means a so-called blackout banner fabric.

Metamark MD-FLB answers the show-through problem by including within its construction an engineered layer of opaque material. This means that no light can get through the material and it can be used in the most challenging of situations either single or double sided. The material retains all its strength, still prints like MD class materials are expected to and still belongs on the weight-watchers' radars, coming in at only 550 gsm. The material has built a very dedicated following since its introduction and proves out Metamark's contention that the banner market is best served by quality materials.

Getting vivid digital images onto banners is a little more challenging than cutting and applying self adhesive vinyl. Inkjet printers are quite particular about the surface they print upon. Banners on the whole set an expectation for colour and plenty of it. Unfortunately, this sees many materials awash with ink that will never dry and detail lost in mess. Metamark says that quality starts with the material's appetite for ink and profiles its banner materials accordingly. By handling what, by some standard, would be termed generous ink loading, Metamark says its materials liberate more of the available gamut. The result is vividly rendered images with larger than life colour and eye popping resolution; a stark contrast with a material that has to be used with a throttled back, restrictive profile and one that customers readily appreciate.

Metamark has always operated a generous sampling policy and its banner materials are freely available to anyone who'd like to compare the difference that a properly engineered banner material can make to any job they undertake. Metamark cites advantages other than outright quality. Apparently, faster drying makes the company's material a touch more tolerant of high print speeds and the treated surfaces are much less likely to exhibit artefacts of accelerated drying too. Another point Metamark makes about its banner materials is that they're fire retardant - an important consideration when a material is specified for retail applications in particular.

A banner is nothing more than a piece of printed material until it's finished of course. While the finishing has only a minor impact on print quality, it can have a bearing on productivity. Metamark offers a range of finishing aids including a tape that can be used for hemming so eliminating the need for daunting steps like sewing or ultrasonic welding.

Further information can be found by visiting [www.metamark.co.uk](http://www.metamark.co.uk)

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## PEA6 (Print, Embroidery and Apparel) is a different type of road show

Rather than concentrating on one type of product or business, PEA6 brings together different and varied aspects of the garment supply and decoration industries. Six companies, all leading lights in their respective field, have joined forces to offer visitors much more than a chance to just view products. They'll also have plenty of opportunity to investigate in detail product lines and techniques to help them develop their business and add additional income streams.

The idea for the shows came not only from those taking part but also from their customers who wanted more than single or dual company road shows which promise much but, in truth, often provide little.

At PEA6, garment supply is represented by BTC activewear and Sharon Lee; embroidery and print is represented by Your Embroidery Services Ltd; the transfer market by Target Transfers, Cad Cut™; print by Grafityp UK; and embroidery threads and accessories by Madeira.

"By joining together," said Glenn Hyams of BTC "We offer the visitor the chance to check out other allied products as well as the one in which they have a key interest."

Your Embroidery Services Ltd will be showing machines from SWF and DTG, two of the best known names in their respective industries of embroidery and direct to garment ink jet printing.

For those interested primarily in garments and clothing BTC activewear and Sharon Lee will be displaying the latest lines from their catalogues. Labels you can expect to see from BTC include Helly Hansen, Panoply and Snickers while Sharon Lee will show selections from the single largest range of hats and caps on the market.

The transfer market is still vibrant and active and will be represented by Target Transfers, part of the Stahl group. They will be showing custom printed heat transfers, cad cut materials, heat presses and vinyl cutters.

Grafityp UK, part of the International Grafityp Self-Adhesive



*Six leading companies are working together to offer customers more.*

Products Group, has served the cad cut and print markets since 1991 and will have a selection from its massive range on display at the road shows.

Madeira UK, part of the global Madeira Group, whose name is synonymous all over the world with high quality embroidery and decorative threads, will be showing examples from the largest thread catalogue available to today's garment decorator.

The idea of any show is not only to showcase products and services but also to give visitors personal access to a level of expertise that they may otherwise be unavailable.

Sharon Lee's Toby Pache puts it succinctly when he said: "I feel that the PEA6 road show, a collaboration between six specialist companies within their fields will open up a new dimension for the trade, enabling a more in depth platform for distributors to be informed about the very latest products and service available to them."

The road show will be visiting Leeds, Dublin, Belfast, West Bromwich, Newcastle, Scotland, Ipswich, the Home Counties and Bristol. The first one in Leeds takes place on Sunday 19 September 2010.

For more information about the dates and venues visit [www.PEA6.co.uk](http://www.PEA6.co.uk) or contact any of the six participating companies.



*John-Paul Burton (YES Ltd), Neil Stevenson (Grafityp), Glenn Hyams (BTC), Stuart Gambles (Madeira), Robin Bull (Target), Toby Pache (Sharon Lee).*



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## Mimaki SS21 inks now available in two litre sacks

Mimaki's exclusive distributor for the UK and Ireland, Hybrid Services Ltd, is pleased to announce new, more environmentally friendly and financially attractive two litre ink sacks for the popular Mimaki SS21 outdoor inks.

These run in Mimaki's MBIS (Mimaki Bulk Ink System) an option for use with Mimaki's JV33 and JV5 printer range and provide 16 litres of onboard ink for ultra long print runs. Currently available in 440cc cartridges, which themselves form an integral part of Hybrid's successful Let's Do More rebate linked recycling scheme, the introduction of the two litre ink sacks tackle the environmental issues that are commonly linked to plastic cartridges.

The two litre ink sacks offer an 18% saving over the 440cc cartridges, and require Mimaki's MBIS to run with. Payback on the MBIS unit on even a JV33 can be easily achieved within three months of printing with many thousands of pounds of extra savings made for the remainder of the first year alone. Savings when used with a Mimaki JV5 are achieved significantly faster and the whole system offers excellent value all round. The MBIS features auto switching between sacks and delivers the ink in a highly precise manner ensuring the ultimate in print quality and head control.

The two litre, SS21 ink sacks are available via Hybrid's sign and graphics resellers. Further information can be found at [www.hybridservices.co.uk](http://www.hybridservices.co.uk) and the solvent ink recycling scheme website is [www.letsdomore.co.uk](http://www.letsdomore.co.uk)



*The two litre ink sacks tackle the environmental issues that are commonly linked to plastic cartridges.*

## 'Green' on wheels at Sign 2000

Leading manufacturer of corporate signage, Kent-based Sign 2000 has further enhanced its known 'green' credentials through investment in a new fleet of vehicles that complement the company's carbon reduction policies. It is said to represent a key milestone in the ongoing success of Sign 2000's Green Team that comprises directors, senior management and shop floor personnel whose main objective is to implement both resource and efficiency improvements.



*Sign 2000's new fleet of vehicles complement the company's carbon reduction policies.*

Significantly, Sign 2000 was one of the first sign manufacturing companies to adopt the environmental guidelines set out under the UK government's Acorn Environmental Programme BS855 2003. It is also one of the first to be accredited to the stringent environmental and health and safety standards ISO 14001 and the latest OHSAS: 18001.

The chosen vehicles were the Mercedes long wheel-base 316 Cdi Sprinter featuring the new emission-efficient Euro 5 engine, complemented with the smaller Vito Mercedes for use by the company's surveyors and installation supervisors. Prior to purchasing the vehicles, Sign 2000 analysed performance criteria from a number of manufacturers and in particular the capability to meet the company's in-house environmental policies. These focussed on fuel consumption, predicted mileage, the life cycle of parts and their potential for recycling, the life expectancy of the vehicles and general wear and tear.

Additional benefits of the Sprinter vehicles included an internal capacity that enabled the transportation of four metre-long fabricated aluminium or composite sheet panels and an ability to include access equipment within the vehicle, thus eliminating the need for any form of roof rack and leading to a 15 per cent saving in fuel consumption.

For further information, visit the website [www.sign2000.co.uk](http://www.sign2000.co.uk) or telephone 01892 834 383.



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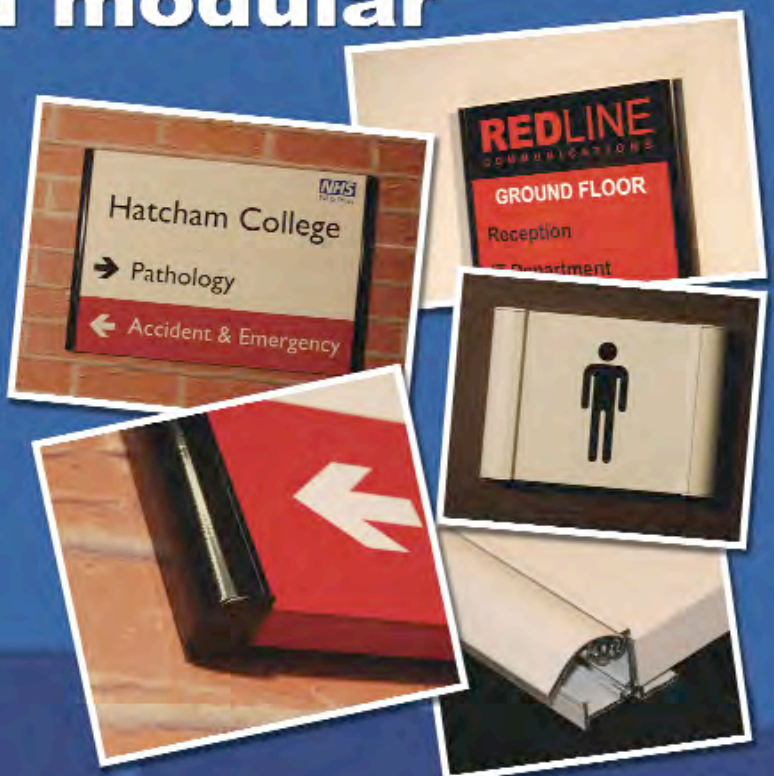
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## New Contra Vision Performance perforated window films from William Smith

*William Smith has become a key distributor of perforated window films in the UK.*

**Contra Vision® Performance™ window film is a comprehensive range of materials, providing flexibility of choice for the production of see-through graphics, for internal or external window applications.**

There are material options suitable for digital inkjet, solvent, UV-cure and latex printing, and also for screen printing. Contra Vision Performance film prints well, is easy to apply, maintains its adhesion and can be removed cleanly when required.

All Contra Vision Performance perforated window films also feature Contra Vision's Grayliner™ technology, a significant improvement to other perforated window materials. The Grayliner colour, which is visible through the perforation holes, enables



*Contra Vision Performance window film see-through graphics, for internal or external window applications.*



printers and end users to see a close approximation to the effect of the applied graphics. This prevents the use of excessive amounts of ink that often occurs in order to compensate for the washed-out appearance of print on the standard white liner. It also avoids the rejection of finished print by end users due to the misperception that the pale appearance resulting from a white liner is how the graphics will appear when applied to a window.

As well as vehicle windows Contra Vision Performance is ideal for application on retail and office windows, and comes with three years' exterior durability.

The full range of Contra Vision Performance products, including Thermal Transfer Backing Layers and Laminate, is available from William Smith ex-stock in 50m and 10 rolls, with a width of 1370mm.

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

## Graphic Printing Technologies acquired by Amari Plastics plc

After just over two years of trading, which have already seen it become one of the UK's leading wide format printing solutions providers, Graphic Printing Technologies (GPT) has announced its acquisition by Amari Plastics plc. The move gives GPT the commercial backing it needs to meet the next key phase of its business strategy, allowing it to expand its physical presence and market coverage.

Plans are already in place for GPT to move into a new and larger building, which will offer increased office and warehouse space, as well as boasting one of the UK's largest and most advanced product showroom and demonstration facilities. GPT will also benefit from working with Amari Plastics' established business management and administration systems.

The acquisition took place in July. Graphic Printing Technologies

is now trading under the same name, but as part of Amari Plastics plc, not as a limited company. Until the move to new premises, all phone numbers, contacts and emails will remain the same.

Stuart Cole, General Manager of GPT says, "It was always our intention to build a business that would catch the attention of acquisitive organisations like Amari Plastics. My only real surprise is that it has come as soon as it has. However, this is very much due to the better than expected performance we have achieved in the market, despite operating through one of the worst recession in living memory. We have all worked really hard to achieve what we have so far and are very much looking forward to taking GPT on to the brand new levels that it was simply not possible to achieve on our own."

For further information contact Stuart Cole on 01753 727128 or visit [www.g-p-t.co.uk](http://www.g-p-t.co.uk)



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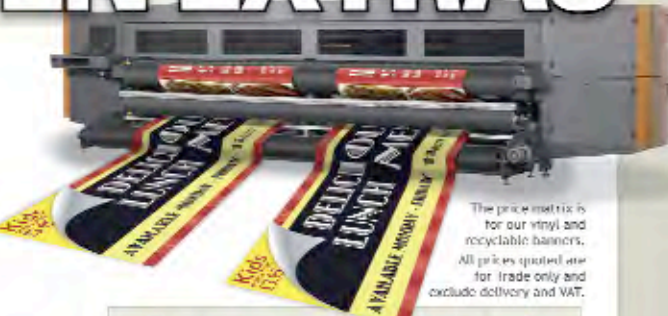


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## CMYUK Digital appointed reseller for Seiko ColorPainter H-Series

Wokingham-based CMYUK Digital has been appointed as a key UK reseller for the Seiko Infotech ColorPainter H-Series of mild solvent production printers from Colourgen. This appointment extends the close working relationship between the two companies, which has been in place for more than 15 years.



CMYUK Digital has been appointed a key UK reseller for the Seiko Infotech ColorPainter H-Series.

Jeff Biggs, Managing Director of Colourgen, comments, "The Seiko H-Series has established itself as a printer of choice for companies requiring high quality solvent printing at very fast speeds. It is ideal for major production projects, such as floor graphics, where quality is important and getting the work finished on time."

Jon Price of CMYUK Digital, says, "We are finding that companies with hybrid UV-curable machines are looking to off-load some of the roll-fed work they are getting onto solvent machines, but this needs to be done at a production speed that makes it worth their while. The Seiko H-Series delivers this speed in spades, together with phenomenally good print quality. At CMYUK Digital we always ask the customer what they want to do before offering them a solution and if we don't have the right products, we don't try and shoehorn something in for the sake of a sale. By adding the Seiko to our portfolio, we are extending the range of printing solutions we can offer and increasing our overall capabilities for our customers and their business."

He continues, "Colourgen has always been one of our main suppliers and we have always had very good service and support from them. We will be able to take customers and prospects to Colourgen's demo facilities to show what the Seiko can do. We can also take advantage of their technical expertise, support capabilities and the extensive product testing they provide on all their printing systems."

The ColorPainter H-74-S and H-104s are claimed to be the fastest printers in their class, with printing speeds of up to 50 smph in eight colour mode and 100 smph in four colour mode. They achieve this while maintaining high image quality and colour density, meeting the requirements for professional quality outdoor graphics and high volume users.

For more information, please visit [www.colourgen.com](http://www.colourgen.com) or [www.cmyukdigital.com](http://www.cmyukdigital.com)

## Top safety award for Display Signs Limited

West London's Display Signs has achieved SAFEContractor accreditation; the programme recognises very high standards of health and safety practice amongst UK contractors.

On receiving the certificate, Director Jane Kelvey said "We have always worked hard to ensure that every aspect of our work is conducted in a safe and as risk free environment as possible and I am delighted this has been officially recognised."

Display Signs provide all types of signs and banners to all commerce including Local Authorities, construction contractors and many of Britain's blue chip companies.

It is anticipated that SAFEContractor accreditation and the company's commitment to safety will attract new contracts and expand Display Signs Limited's client base.

For further information telephone 01895 812161 or visit the website [www.displaysigns.net](http://www.displaysigns.net)



Jane Kelvey of Display Signs with the SAFEContractor certificate.





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# NORFOLK Signmakers

## Ideas transformed to reality at PKM Signs

Peter Millichamp set up PKM Signs & Digital Studio in 1982. Like many other new sign making businesses he started off in a garden shed, but soon his customer base grew sufficiently for him to rent a 600 sq feet workshop in Great Yarmouth.

"Wow! What a transformation it was having that amount of space to work in, and it meant I could take on even more customers," remembers Peter.

As his reputation for quality and reliable production spread, Peter decided the only way to keep up with the increasing workload was to invest in what were then latest computerised systems available. Consequently he bought a computer, Electric Sign Studio software, the forerunner of Signlab, and a Roland plotter.

"I was only the second company in my area to have equipment like that, meaning I had trade customers coming to me as well as my own commercial clients," he says.

Peter spent significant amounts of time learning the new skills necessary to make the most of his investment, talking to other sign makers throughout the UK and even travelling to the USA to share knowledge. He became an acknowledged expert, to the point that he was recruited to organise the Live Demo Area at Sign UK for 10 years, following which he organised the same for The Sign Show.

PKM moved to its current premises, a 2000 square feet workshop in Great Yarmouth in 1998. Current equipment includes two large format printers, one of which is a brand new Epson Stylus Pro 44", plus screen printing facilities and standard computer vinyls.

Peter has employed staff previously but has scaled down now to a level where he can choose work to fit in with his commitments as a carer and still sub-contracts staff in for specific projects. Today, most of his work is custom design and build for individual client's specific requirements.

He explains: "My customers come to me because they know I can develop their vision, and do it within budget. My practice has always been for them to be able to contribute their ideas, which I develop into workable designs and products that capture the imagination. Obviously, I have to be realistic and guide some in the right direction for their business. Many smaller firms have no idea what will or won't work, so we help them, and we benefit through the many referrals and recommendations we receive."



Featuring a life size Tigger character, this is one of 16 directional panels produced for a Norfolk holiday park.



Professional livery helped raise the profile of this new start business.

As well as working closely with Norfolk & Waveney Enterprise Services and other local enterprise agencies to assist start-up businesses, PKM's regular customers also includes several large national companies with local depots.

As a result of a demand from the trade some years ago for vinyl handling training Peter set up Stickyends Training. This is now complemented with airbrush technique courses; all of which, more often than not these days, are provided on a consultancy basis.

Another success of Peter's is retailing Createx Autoair special effects paints, airbrushes and accessories via the website [www.createuk.co.uk](http://www.createuk.co.uk) which he started more than seven years ago. This business is self-sustaining with a wide range of customers both in the UK and Europe, from individual artists to large international users such as Cirque de Soleil.

Looking to the future, Peter says "The current climate is tough, but once we are through this I see a great future with developments in the Norfolk area of new business parks and young, new entrepreneurs starting up. Along with all the latest products and equipment being made available, it's an exciting time. Newcomers to the industry must not think it's easy, but get some good training and be open to learning from day one to the day you retire and you can be successful and enjoy your work."

Visit [www.pkmsigns.co.uk](http://www.pkmsigns.co.uk) or telephone 01493 330100 for further information



# Something different from The Signsmith

**The Signsmith (formerly Andrew Smith Signs) was set up in 1991 when the sign company Andrew had worked at for three years ceased trading.**

Confident of his abilities Andrew decided to go it alone, starting off from his home (well, an 8 by 16 foot garage) for the first three years or so. He then shared a 1600 square foot workshop with a friend who was a theatrical designer and prop-maker for a couple more years.

In the early days Andrew's work was traditional hand painted and illustrated signs, such as those he produced for public houses owned by Adnams Brewery, Southwold. For several years he painted around 12 double sided pictorial hanging signs a year for Adnams but times change and in 1997 Andrew put his brushes into semi-retirement and bought a computer, plotter and SignLab software.

That same year he purchased a small workshop close to his home, on the Gapton Hall Industrial Estate in Great Yarmouth. The site is ideal as most of The Signsmith's work is local (within a 10 mile radius) and quite a few customers are on the same estate.

Andrew is hands-on with every part of each project from design and manufacture through to installation, which he says can be the most challenging aspect.

Recently he installed 36 tee signs on a local golf course, digging out and concreting each pair of posts by hand.

Andrew was also involved in the installation of a six metre tall steel column and wrought iron frame for a local pub/hotel. This involved planning permission and structural engineers, calculations for a 1.4m cubed hole to be dug, four tons of concrete poured and M20 studs cast into the foundation for fastening the base-plate. He was involved with every stage from designing the ironwork and sign to overseeing the pouring of the concrete.

Today, vinyl graphics with an increasing amount of digitally printed vinyl forms the majority of Andrew's work, although he still occasionally supplies hand painted signage, which most of his local competitors don't offer. Andrew has employed staff in the past but currently The Signsmith is solely Andrew. Choosing to concentrate on his creative and design skills rather than trying to be 'a jack of all trades', he out-sources his digital printing to an experienced trade supplier.

"Every sign I do is custom made, I don't really do any off the shelf stuff apart from the usual pavement signs, clip frames, etc," he explains. "I really enjoy the digital imaging side of things. I've taken the creative skills I learned as a sign writer and illustrator through to the designs I now create using modern design programs. I purchased Adobe Photoshop a few years ago which I'm still getting to grips with and am learning new tricks all the time! I get a real kick when I see a van or sign with artwork on that I created in Photoshop – much the same as I used to get with the pictorial, hand painted work. It's my replacement paint and brushes!"

"I think my customers continue to use me because I provide something that's well made with attention to detail, creative and a little different sometimes (as well as keeping appointments and deadlines)."



*Hand painted signs were everyday work for The Signsmith in the nineties.*

"The recession did have an effect towards the end of 2008, but I count myself lucky that in 19 years I've always had enough work to continue in business and I am grateful for that. You can't afford to rest on your laurels and expect orders to continue seamlessly. Now there is only me to keep busy and that's just the way I like it."

View Andrew's portfolio at [www.thesignsmith.co.uk](http://www.thesignsmith.co.uk) or telephone 01493 444100 to find out more.



*Andrew used Createx airbrush paints and polyurethane car lacquer to produce a finish tough enough for this tiger to survive outside at a local golf course that has a pre-historic theme.*



# NORFOLK *Signmakers*

## Fitt Signs – still growing after more than four decades

Fitt Signs and Graphics was established above a garage on Gloucester Street, Norwich, in 1963, by the company's current Chairman, Terry Grint.

Throughout the ensuing years Fitt Signs and Graphics continually expanded and moved several times to successively larger premises until finally arriving at its current 22,000 square foot facility at Pitt Street, Norwich.

Terry says the company's growth was fuelled not just by increases in business, but by adding new products and services to its range, all of which have been located in-house, to ensure the desired standard of quality is always delivered. As the nature of the whole sign industry has shifted over the years, Fitt Signs has always strived to be at the forefront of these changes. It was one of the early pioneers in vinyl cutting and digital printing technologies, and was re-named Fitt Signs and Graphics in 2005 to reflect these trends.

"We've grown to be East Anglia's leading sign and graphics company," says Terry. "The key to success is our ongoing commitment to quality and service, together with creativity and an uncompromising attention to detail."



*The team at Fitt Signs and Graphics has considerable experience in production and management of many different sign projects.*

"One of our proudest claims is the fact that Norwich Union was one of our first customers when the company started and, although it has since become AVIVA, the relationship between the two businesses continues to this day."

Working with a wide variety of clients over many years has given Fitt Signs and Graphics has invaluable experience in producing and managing a multitude of projects both locally and on a nationwide basis with a service tailored to suit each and every client.

Today, Fitt Signs manufactures 90 per cent of its clients' needs in-house, and to ensure quality of both service and product, its impressive production capabilities are complemented with advice, surveys, design, and project management services, through to installation and after sales, with reactive or preventative maintenance. Services range from small plaques through to national re-branding contracts and include exterior fascia and projecting signs, vehicle graphics and full wraps, educational and healthcare, point of sale items, neon, banners and pavement signs, LED illumination, and much more.

The company is currently using its specialist knowledge in LED technology in the development of new and imaginative forms of illumination.

Find out more at [www.fittsigns.co.uk](http://www.fittsigns.co.uk) or telephone 01603 619128.



# Award winning designs from Signwaves

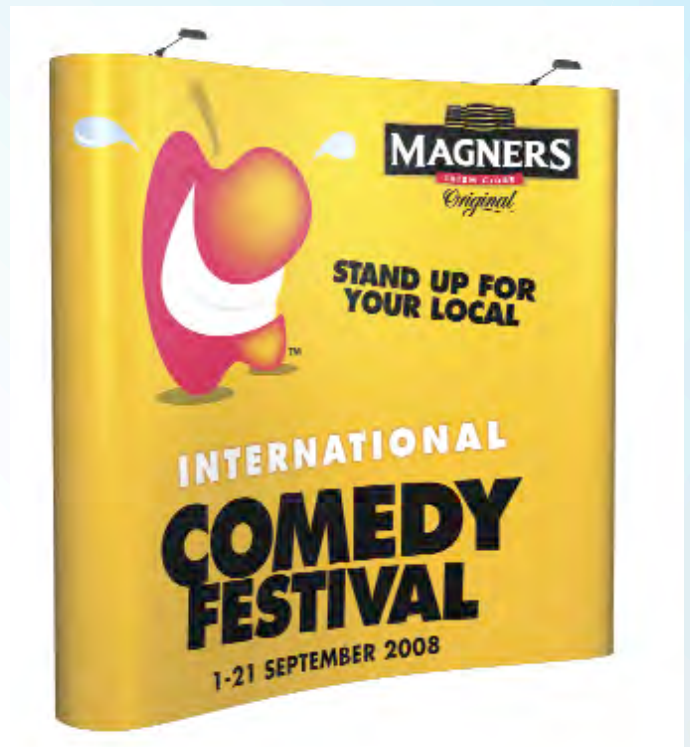
Signwaves was established in 1989 by father and son team Ashley and Mark Ford in Lowestoft, Suffolk. Due to steady but significant growth, the firm relocated to larger premises in nearby Great Yarmouth across the border in Norfolk in 1998, which houses design, print and manufacture in the 35,000 square foot facility. A 12,000 square foot finished goods warehouse was added in 2006.

Now with a staff of 80, including office and production teams, Ashley and Mark are two of the firm's six directors which include Bob Brown (Operations and Finance Director), Lynn Ford (Human Resources Director), Steve Gilbert (Sales Director) and David John (Innovation Director).

With an excellent reputation and enviable client/project portfolio established over the last 21 years, Signwaves supplies signs and displays to the trade and blue chip brands and retailers throughout the UK, across Europe and further a field.

Many trade customers choose Signwaves' plain hardware and add value through print, whilst others take advantage of Signwaves' screen and digital printing service. The company's most popular products include pavement signs, poster snapframes and forecourt signs, with growing demand for its portable exhibition displays, projecting signs, flags and cafe barrier system.

Key to the firm's growth and continued prosperity is aligning first class customer service to market leading products, many with unrivalled features and benefits. Signwaves' focus on continually improving existing products and developing new ones results in an ever-evolving and expanding range which stays fresh and forward-looking but never forgets the basics – effective promotion, functional purpose and return on investment.



*Demand for portable exhibition displays is growing, says Signwaves.*

Looking forward, many more new products and product improvements are in the pipeline for 2010/11, along with plans to increase export sales and further improve the flexibility, quality and competitiveness of the company's print offerings.

View the Signwaves range at [www.signwaves.co.uk](http://www.signwaves.co.uk) or telephone 01493 419300 for more information.



*An example of the popular Swinger Pavement sign from Signwaves.*



*Signwaves supplies a choice of lightweight and affordable Flying Banners.*



# NORFOLK *Signmakers*

## A new company with a history etched in Norfolk

**Founded in the 1930s, Illuminated Road Signs as it was originally known has become one of the UK's longest established sign companies, its name accurately describing its inaugural product portfolio.**

Since those pioneering days the company based in Swaffham has more commonly become known as IRS Ltd and while traffic signs are still at its core, the product range has been extended to include airport passenger gauges, bus shelters, vehicle livery and commercial signs.

In 1905 in the French Alps, Asene Girod began the tentative steps in forming a company that by 2010 has grown into a €150 million turnover business operating in seven European countries, North America and Africa. From its humble beginnings of making enamel traffic signs the Girod group is now one of Europe's leading traffic and commercial sign companies.

In 2009 these two established businesses came together with the Girod Group purchasing a 50 per cent shareholding in the IRS business. The UK commercial division now named IRS-Girod was formed at the beginning of 2010.



*A recent innovative application for enamel, this Victor Hugo School building is now adorned by 35 enamelled panels depicting the image of this world famous poet and extracts from one of his works.*

The company is currently involved in the re-launch of one of the group's oldest products – enamel signs. Modern print technology when applied to this product makes the application possibilities virtually endless. It is graffiti resistant, stuck on notices and paint marks are easily removed and of course the product has a high fire resistance. Unlike many digital print technologies enamel signs are highly resistant to UV radiation giving a working life of 20 years or more. One innovative application of this material is the side elevation of the Victor Hugo School building, now adorned by 35 enamelled panels depicting the image of this world famous poet and extracts from one of his works.

The Girod group is equipped with a high performance production line, enabling the company to use enamel in this millennium to create products of prestige and distinction.

Find out more by visiting the website [www.irs.uk.com](http://www.irs.uk.com) or telephone 01760 721399.

*IRS-Girod, based in Norfolk, was formed at the beginning of 2010. The Girod group is one of Europe's leading traffic and commercial sign companies.*



# Creative Solutions and latest technology breeds success for Repro Arts

Repro Arts Ltd, established in 1953, originally as a screen printing company has continued to steadily grow over the years moving into an all ground floor purpose built 35,000 sq ft premises in Great Yarmouth. During the last 20 years Repro Arts, with its incorporation of Creative Solutions, has become a leader in the digital printing market providing a one stop source for large format printing. The company delivers to multi-national and independent companies all over the UK.

The array of in-house equipment at Repro Arts includes the New Fujifilm Acuity Advance X2, which was the first installation in the UK. This advanced flat bed is capable of printing direct to flat sheets to the size of 3.05m x 2.5m edge to edge with precise accuracy, and it also has the option to print white, making it possible to carry out double sided work on clear materials or to use white as a spot colour on coloured materials.

Complementing this is the Zund XL-Line. With its continuous feed and automatic camera registration for precise cutting of printed materials this machine is capable of cutting anything from self adhesive vinyl to 20 mm thick rigid materials using the optional 1Kw milling head. Other equipment includes roll to roll digital machines for the production of banners, vehicle wraps including one way vision films and window graphics; a complete screen printing department consisting of four semi- and automatic Sevica lines all with UV driers; guillotine and platen finishing facilities up to 1680mm wide.



One of two 16-seater minibuses wrapped for the Palace Casino in Great Yarmouth. The buses are frequently seen driving around the local area.

Repro Arts Ltd can provide a complete service from production to installation or fitting if required. So, for anything from a one off sticker to a complete vehicle wrap or a sign panel to an advertising hording or even a pull up to a pop up, or for more information or quotation, contact Repro Arts ([www.reproarts.co.uk](http://www.reproarts.co.uk) or telephone 01493 855515) or Creative Solutions ([www.creativesolutionsprinting.co.uk](http://www.creativesolutionsprinting.co.uk) or tel. 01493 851899).



Creative Solutions designed and supplied all signage and scenery for the front of the 4D cinema at Great Yarmouth Pleasure Beach. This included printing direct to rigid sheets for the main mural running across the front of the building, lots of printed vinyl graphics and rigid signs. In addition, the company also fitted raised off Perspex letters for the film titles, and floor graphics for a walk of fame.



# NORFOLK Signmakers

## Loyal customers opt for Mr Signs' personal service

Mr Signs Limited is a family owned business in King's Lynn, Norfolk. Established in 1994 by David and Kim Pratt, the company initially opened in a small 250 sq. ft. first floor office of a shared unit.

Business grew steadily and in 1999 David and Kim were joined by their first employee, who is still with the company today. The following year a vehicle window tinting service was introduced and then extended to various applications in offices and homes. Today this generates a considerable percentage of Mr Signs' business.

In 2005 David and Kim purchased premises that, fortunately, were only two units away from the first office and offered 1500 sq. ft. of space with a dedicated fitting bay.

The team at Mr Signs aspires to provide a friendly, competitive and comprehensive service offering all aspects of sign making and installation. They strive to offer the customer the best products for their needs and generally give the option of a higher specification along with a more practical, budget option. Being located near Hunstanton, a very seasonal resort, many customers hold short leases only and consequently require signage with a short lifespan.

Most of Mr Signs' business is local and the company has many local and long standing customers.

"Notwithstanding that," says David. "We have travelled to neighbouring counties carrying out installations on behalf of larger companies. We even have customers in Spain and Canada who have emigrated and still place orders with us!"

Business changed dramatically with the introduction of the company's first full colour digital printer, a Roland Versacamm.

"Persuading customers to move with the times was difficult at first and the machine had little use (except for label runs) but demand has increased and we now use a Roland SoljetPro XC540 on a daily basis," says David.



Local customers are the biggest source of work for Mr Signs.



Mr Signs offers all aspects of sign making and installation, from vehicle livery to short term promotional signage.



Whatever you want, Mr Signs aims to provide it.

David adds that the company is planning to add full vehicle wrapping to its list of services but in his experience there will always be demand for simple but effective vinyl cut lettering.

"Approximately 40 per cent of our vehicle livery customers still have no requirement for full colour graphics when a like for like price comparison is given. We don't see that changing too much in the near future," he explains.

"During the current recession we have daily requests for short term promotional signage and banners, meaning that existing businesses are trying to reach out to their market. We have, however, had to keep prices keen and absorb many sheet/vinyl based price increases, hence turnover is on a par but profit is much tighter," says David.

"As a company we plan to progress steadily but remain small and personal. We know this is what King's Lynn and our customers need."

To find out more, telephone 01553 761100 or email [sales@mrsigns.ltd.uk](mailto:sales@mrsigns.ltd.uk)



## Latest profiles for KPMF films

The HP Designjet L25500 Printer, and its stablemate the L65500, utilise HP's Latex Printing Technologies to provide print durability, comparable to eco-solvent inks, within a wide range of large format applications. Scratch, smudge and water-resistant images, up to 1200dpi, can be produced with users benefiting from the knowledge that they are significantly reducing the impact of printing on the environment and increasing customer value, making the printers ideal for small and medium digital print and sign shops.

Two of Kay Premium Marking Films most popular products were recently profiled by European experts. K88011 VWS I is suitable for long term applications in outdoor and indoor environments. The 100 micron thickness offers superior cutting and weeding properties, excellent conformability and the facility to remove the film without leaving adhesive transfer. K75211 VWS II is a premium quality, 50 micron Matt White cast vinyl film, specially developed for digitally printed vehicle wrapping applications, where adhesion in recesses is highly important.

Both films were profiled on the L25500 Printer by Color Concepts BV in Holland, a leading European service organisation whose stated goal is 'to make difficult technology easy to understand.' Customers include manufacturers and end-users of digital imaging equipment around the world. During the

last 12 months, they have worked closely with the HP development team to develop profiling and testing methods on the latest Latex technology. Marco Roos, CEO of Color Concepts, observed: "Our profiling and testing lab reported excellent results with the KPMF self adhesive film. It passed the certification without any hassle and prints excellently on the HP Latex printer."

KPMF's Gloss digital polymeric film K52011 was also profiled by HP, in Barcelona, who ran it on their L65500 Printer. The programme led by HP ensures that end users have total confidence in the performance of their printers in relation to a variety of substrates, and that media manufacturers can check the compatibility of their products with the new generation of Latex-based printers. Once a producer's film has passed the registration process HP authorise them as Registered Latex Developers for the named printers.

Profiles can be downloaded at the website [www.kpmf.com](http://www.kpmf.com) and for details of the HP Latex-based printers email [alix.oriol@hp.com](mailto:alix.oriol@hp.com)

## Gravograph wins Award

Gravograph was awarded the first prize at the Icona d'Or award ceremony in the 'Technical Innovation' category for its new fully automated Braille system. The competition was organised by professional sign association Synafel. Gravograph's Braille kit comes at a time when demand for Braille signage is considerably increasing in response to stricter requirements following the 2004 Disability Discrimination Act (DDA).

So what's different about Gravograph's Braille kit? Other systems rely on drilling holes into the sign, covering the signs with beads and using a simple press to push some of the beads into the holes. This method is somewhat messy as beads invariably end up on the workbench or floor and is described by some users as 'hit and miss' as several attempts are generally required to get all the holes inserted with a bead.

In response to this problem Gravograph has developed a bead dispenser kit that fits onto the engraving machine's head. The machine starts with drilling the holes and will then quickly and accurately insert a bead into each hole. The kit remains on the machine even when not in use, eliminating any time consuming set-up time when Braille signage is required. The company has also developed a range of tools specifically designed for drilling into Gravotac™ engraving laminate, acrylic, brass, aluminium, stainless steel and more. Gravograph's GravoStyle software also includes a Braille wizard that will ensure that even inexperienced users will create fully DDA compliant signage.

Gravograph's Braille kit was praised for its ease of use as well as efficiency and recognised as a significant steps towards improved Braille sign making.

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



Jesus Cervantes Head of Product Development and Franck Martinez Head of European Operations show off the Icona d'Or trophy.



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# SIGN *News*

- More Colours
- More Materials
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**Metamark's range of SignVinyl is among the largest ranges of self adhesive sign and graphics materials on offer anywhere. Metamark's new SignVinyl Selection Chart covers it all.**

Anyone looking for cut and applied coloured self-adhesive materials for signing and graphics production would do well to take a look at Metamark's SignVinyl range. The range covers all needs, performance requirements, applications and tastes, and Metamark's new SignVinyl Selection Chart helps the user find just the right one for the job at hand.

The new SignVinyl Selection Chart is delivered in a format that makes it suited to practically any role in the material selection process. When folded, its A4 dimensions ensure it can take its place among other business documents on a bookshelf. When unfolded, it can be adhered to any surface and serves as an at-a-glance reference. It's well suited as a permanent desktop reference too, always in reach, always there with the answer.

According to Metamark, its customers will be keen to put the new SignVinyl Selection Chart into a selling role too. It can slip easily into a salesman's folder and be used to guide customer choices regarding colour and material type. The chart is printed on 500 gsm board so is rugged enough to survive repeated use and handling. The company says it may be the most versatile selection and selling tool it has produced.

The new SignVinyl Selection Chart includes a real, strip mounted sample of each material in the SignVinyl range it covers allowing rapid comparison of colours and types to be made with ease. In addition to Metamark's 7 Series range, its 4 series in gloss and matt are represented together with materials from Metamark's cut and applied specialties range.

Metamark says it backs up the contents of its new chart with stock. Apparently, if it's in the new SignVinyl Selection Chart, it's on the shelves at Metamark and ready to ship the day it's ordered, even when the order arrives late in the day. So, anyone looking for an elusive colour or hard-to-find speciality is likely to find the answer and the material which backs it up in the Chart and in stock at Metamark.

Copies of the new SignVinyl Selection Chart are available free of charge by contacting Metamark at sales@metamark.co.uk or by telephone on 0845 345 5645.



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



## Folding Swing Sign

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

Available in 3 heights  
1 metre high • 1.5 metre high  
2 metre high



## Bus Stop Sign

A useful sign for marking meeting points or giving direction. Suitable for indoor and outdoor use. Available with lightweight or located base (as shown).

Available in 2 sizes in any combination  
635 x 457mm (A2)\*  
530 x 450mm\*  
(\*Image area)



## Handysign

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

- Powder coated in white as standard
- Integral carry handle

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



## Banner Frame

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

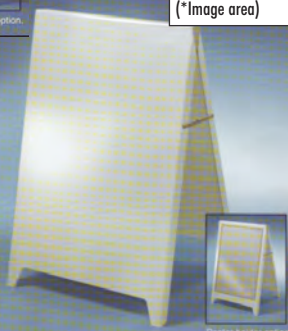
Available in 3 sizes  
from £33.08  
864 x 533mm\* • 876 x 635mm\*  
1170 x 838mm\* • (\*Image area)



## Pavement Sign

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

Size: From £45.11  
915 x 610mm\*  
(\*Image area)



## Legged Pavement Sign

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

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## SignGeer Mats



## Rulers



## PVC Framing



## Dust Removers



## Wheelcovers



## Make your own



## Alu Framing



## Wood Framing



## Tapes & Velcro



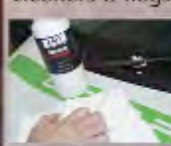
## Fixings



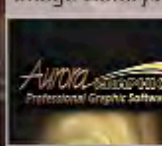
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# Architech<sup>TM</sup>

CURVED ALUMINIUM SIGNAGE SOLUTION

*the complete workplace signage.*

**A** 50x250mm




**Wall mounting**

**£3.81**  
50 x 250mm

- Staff photo
- Push / Pull
- Door name plate,

**B** A4 wall



**A4 Wall mounting**

**£9.05**  
215 x 297mm

- Public Liability Certificates
- First Aid Qualification
- Fire Instructions

**C** Desktop




**Desktop**

**£10.90**  
50 x 300mm

- Reception
- Name plate
- Instructions

**D** Suspended




**Suspended**

**£32.71**  
150 x 600mm

- Directions
- Name plates
- Reception

**E** Projecting



**Projecting**

**£20.65**  
100 x 200mm (slim)

- Reception
- Toilets
- Cafeteria

**F** Wall




**Directory**

**£19.46**  
300 x 400mm (4 dividers)

- Floor levels
- Room locations
- Office suites

**G** Totem



**Totems**

**£155.43**  
300 x 2000mm (double sided)

- Company name
- Directions to offices
- Promotional display

The Architech system provides a curved insert aluminium signage solution that is stylish, practical and cost effective.

Architech fulfils almost every signage requirement, rivalling other systems on style, quality and price.

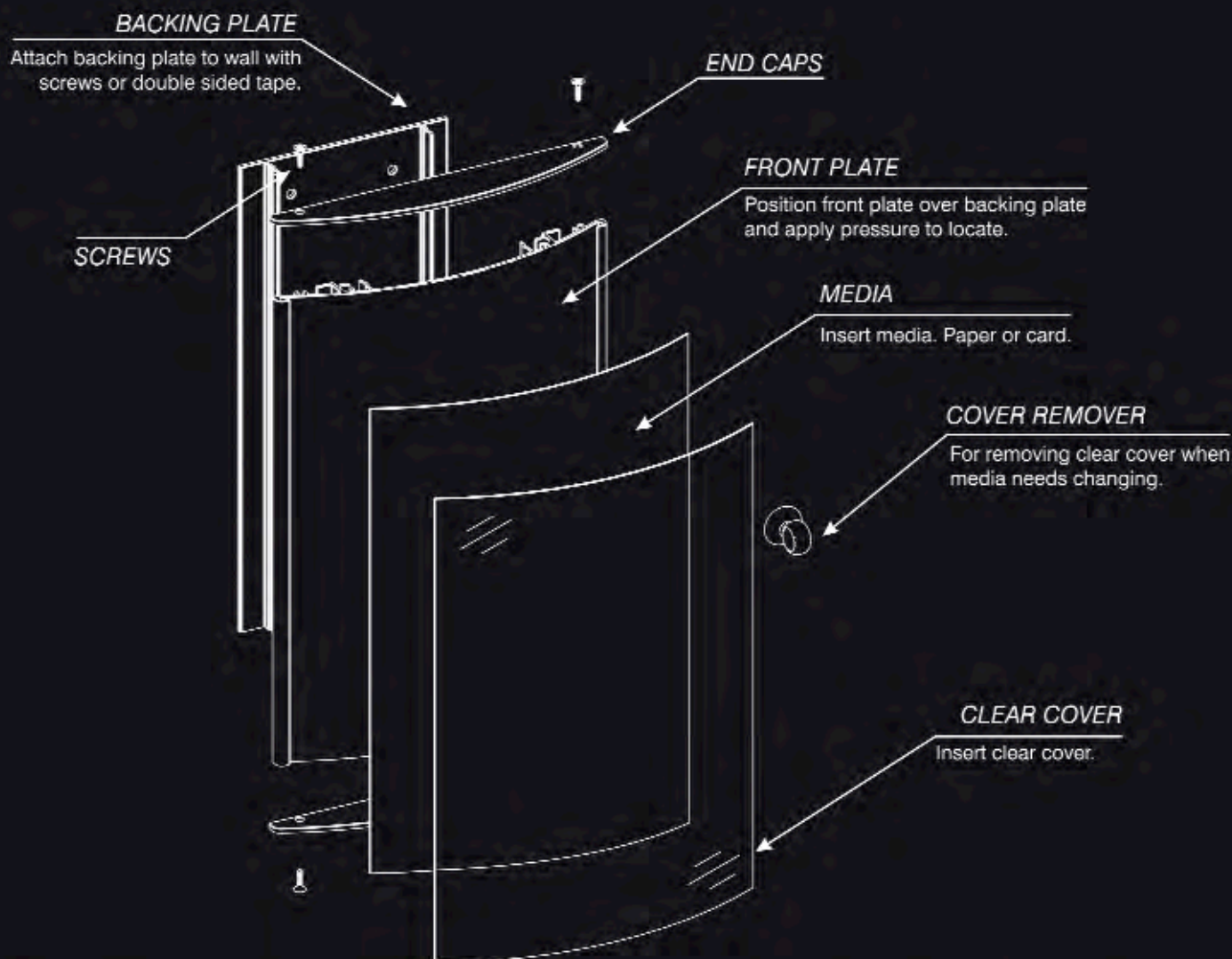
For interior and exterior use, Architech is simple to install for the signmaker or end user.

- 7 widths available
- 7 style options
- Unique CLIC-LOC mounting system (wall mounted only)
- Silver anodised finish
- Plastic or metal end caps
- Available powder coated
- Available pre-manufactured or as component parts





# Easy to install, easy to change



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**Ashby**<sup>TM</sup>  
Trade Sign Supplies



## Diversify your business at Euro Trophex 2010

For 2010 Euro Trophex comes to the Rai in Amsterdam, The Netherlands, from 23rd to 25th October. With direct flights from all over the world and just a 15 minute drive from Amsterdam airport, Euro Trophex 2010 is the European trophy, awards, engraving and personalisation show to attend.

The Rai is located in the heart of Amsterdam alongside Amsterdam's A10 ringroad with its own underground car parks. It also has excellent links by bus, tram and train making it an ideal location in a world class city.

Euro Trophex is an excellent exhibition for your company to meet a variety of people from throughout this industry, launch new products, show new catalogues and give live demonstrations. Meet customers from over 60 countries worldwide, both old and new face-to-face and gain valuable contacts for the future.

Visiting Euro Trophex is a must if you work in the trophy, awards, engraving and personalisation industry.

*The show, in association with Biemans, is free to attend.*



Where else can you find all of the latest machines to hit the market? See free live demonstrations of how they work and how they can benefit your business, and be the first to pick up the very latest worldwide catalogues launched exclusively at the show? Euro Trophex also allows you to gain valuable knowledge and ideas which you can then put into practice in your business.

Pre-register online at: [www.eurotrophex.com](http://www.eurotrophex.com)

**THE  
EURO TROPHEX  
SHOW**  
**2010**  
**RAI, Amsterdam, Netherlands**  
**23rd - 25th October 2010**  
**Awards, engraving and much more**

## E-Learning at the Avery Graphics Academy

**Signmakers and other graphics converters, graphics applicators, and designers can now expand their knowledge of their craft online, in their own time, at their own computers. The Avery Graphics® Academy at [www.academy.averygraphics.com](http://www.academy.averygraphics.com) is a new initiative from Avery Dennison Graphics and Reflective Products Division that broadens its professional service platform for the self-adhesive graphics industry.**

The Avery Graphics Academy offers training courses aimed at showing how to achieve the best possible results with self-adhesive graphics of all kinds. It includes a series of 'how-to' videos as well as theory study modules. Topics covered include material selection for specific tasks; substrate preparation and cleaning; application

techniques (including vehicle wrapping); and maintenance of applied graphics. Each module incorporates a test in which students' knowledge of the topic is assessed, and a 'passed' or 'failed' result registered.

Live now in English, French, German, Italian, and Spanish, and with additional languages to follow, the Avery Graphics Academy provides everyone involved in the self-adhesive graphics industry with valuable practical insights.

Register at the Avery Graphics Academy at the website [www.academy.averygraphics.com](http://www.academy.averygraphics.com) or for further information about Avery Graphics professional products and services, visit the Avery Dennison Graphics and Reflective Products website, [www.europe.averygraphics.com](http://www.europe.averygraphics.com)

## New website goes live

**Specialist fabric branding company Live Event Branding has launched its new website.**

The site ([www.live-event-branding.com](http://www.live-event-branding.com)) has the banner, Live Event Branding, marketing in outer space.

The company, founded by Rory Blackwood has been operating for the past three years.

In that time it has worked on a number of major projects, including The FA Cup and League Cup finals at Wembley, as well as the divisional play offs.

It has also had its banners on display at the RBS Six Nations, and other projects have included the X Factor and the British Lions Tour.

Rory said: "In the past three years the company has gone from strength to strength and we are now an established force in the market place, working with major clients on a range of fantastic projects."

"Our website offers a wide range of information on the company and the projects undertaken and is an important part of our continual growth."

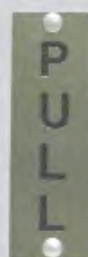
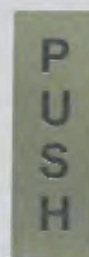




**Engraved or Chemically Etched  
Stainless • Brass • Laminates etc.**  
*style and wording of your choice*



76mm dia.



with or without holes



**Brushed Stainless - with or without holes**  
actual size 125 x 80mm

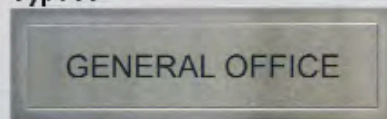


**Personalised**

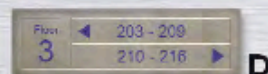


**Brushed Stainless**

**Type A**



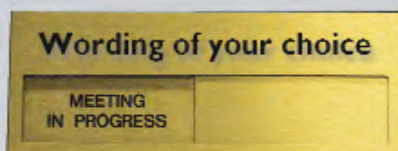
**Magnetic Interchangeable Nameplates** 254 x 80mm



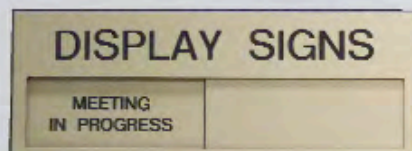
**B**



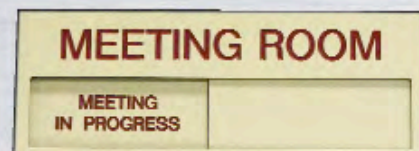
**C**



**Gold Laminate**



**Silver Laminate**

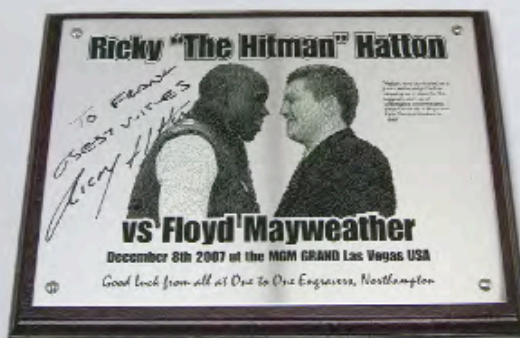


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# Signmaster Systems Ltd

## UJF 3042 LED UV printer

Mimaki announces the launch of the UJF-3042, a desktop size UV LED inkjet printer aimed at companies wishing to produce precise and vivid images onto uncoated substrates.



- Print onto many substrates
- glass, wood, metals, acrylics
- Pens, phone cases & more
- Up to 50mm thick
- Print white as overprint or primer
- Print over varnish
- A3 print area
- 1440x1200dpi

## Mimaki UJV-160 Roll to Roll and direct to Board

Print onto a huge range of substrates with just one printer. Flexible ink for roll to roll and rigid boards.

From acrylic board, aluminum composite board, corrugated cardboard, pasteboard, PVC, synthetic paper to PET, print on the broadest range of substrates with just one single printer.

UJV-160 prints not only on roll media but also on rigid media. Equipped with a feed and delivery table, it enables direct printing on rigid media up to 10 mm thickness. Compactly designed, the table can be folded when not needed thus allowing for a smooth changeover between roll and rigid media.

- 1600mm hybrid machine
- Roll media or rigid boards
- Flexible UV curable ink
- Led UV lamps
- 50% less energy usage than normal UV lamps
- Up to 10mm rigid media
- Rasterlink PRO 5 Rip
- White Ink option
- Choice of ink types
- Instantly dry prints



## Roland VS-640 64" Print & Cut with Metallic & White

There has never been so much you can do with one printer with metallic and white prints.

Print and cut just got even better. The VS-640 is an essential part of any business. With the ability to choose a configuration that best suits your business needs, the VS-640 offers 64" print & cut capability which covers almost every application imaginable. Choose from high production, high quality or metallic and white ink configurations depending on what you need for your business.

- Metallic & White ink
- Ink recirculation system
- Print & cut
- 1625mm width
- Roland OnSupport
- Roland Versaworks RIP
- Print & Cut take-up
- New generation printhead



Sales line: **0845 130 55 65**

All pricing subject to VAT.



# Mimaki

## JV33 Solvent Printer



Call  
for best  
price.

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

## CJV30 Solvent Print and Cut



Call  
for best  
price.

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

# Roland

## VersaCAMM SPi series Print & Cut



Call  
Free install  
training, &  
software

- 760 or 1370mm cut width
- Versaworks RIP software
- 1440 dpi photo quality
- Print and cut in one unit
- Instantly drying printing
- Eco-Sol Max Ink

## Soljet PROIII XC540 Print & Cut



Call  
for best  
price.

- 1370mm cut width
- Versaworks RIP software
- 1440 dpi photo quality
- Print and cut in one unit
- High Speed Production
- Metallic & White ink available

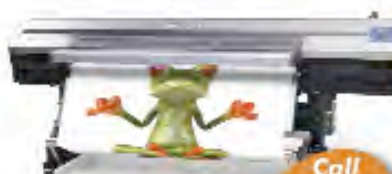
## VersaCAMM VPi series Print & Cut



Call  
Free install  
training, &  
software

- 760 or 1370mm cut width
- Versaworks RIP software
- 1440 dpi photo quality
- Print and cut in one unit
- Very low running costs
- Eco-Sol Max Ink

## Soljet PROIII XJ640/740 Printer



Call  
for best  
price.

- 1625 or 1880mm print width
- Versaworks RIP software
- 1440 dpi photo quality
- 6 colour Eco-sol Max
- High speed up to 40M<sup>2</sup>/h
- Intelligent pass control

## VersaART RS640 series printer



Call  
for best  
price.

- 1625mm print width
- Versaworks RIP software
- 1440 dpi photo quality
- Instantly drying printing
- Very low running costs

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- Mimaki
- Roland



# Mimaki

# unifor

# Summa

# GRAPHTEC

[www.signmaster.co.uk](http://www.signmaster.co.uk)



# NEW Appointments

## Sign & Digital UK appoint Berni Raeside for 2011 show

The organisers of Sign & Digital UK, Faversham House Group, has announced the appointment of Berni Raeside from Berni Raeside Public Relations (BRPR) to spearhead the press and publicity campaign for the 2011 show.

Berni is a well-known and respected marketing consultant and PR professional covering wide-format print and the imaging industry in particular. Berni will be working with exhibitors to help increase their profiles within the show and to improve communications to visitors on breaking show news, product launches, seminars and many other exciting show features that will be taking place.

Berni adds; "I'm thrilled that we have got the opportunity to work with the team behind Sign & Digital UK. I first got involved as an exhibitor over 13 years ago, so I'm very excited to be able to put this knowledge of the industry and the skills that I have



Berni Raeside.

gained over the years into helping make this year's show better than ever. It's a great opportunity to take a fresh look at the event from a PR point of view and help give companies that are involved with the show a voice as well as a platform to showcase their ideas, products and services."

The UK's premier sign making and digital printing event returns to the Birmingham NEC on the 12th, 13th and 14th April 2011.

For more information on Sign & Digital UK, log onto [www.signanddigitaluk.com](http://www.signanddigitaluk.com).

To contact BRPR email Berni at [berni@brpr.co.uk](mailto:berni@brpr.co.uk) or alternatively telephone +44 (0) 7970 509758



David Catanach.

## BSGA appoints new Director of Operations

The British Sign and Graphics Association, the UK's principal trade organisation for the sign and associated industries, has announced the appointment of David Catanach as its Director of Operations. He replaces Albert Baxter, who retired from the post at the end of June.

With over 23 years experience working in the sign industry, David is already well known to a many signmakers, specifiers and end users. His career in the industry started in 1987 with his appointment

as Area Consultant and then Sales Manager for a market leading aluminium sign system. In 2000, following a series of senior appointments with a number of sign-related businesses, he joined Spandex as Business Manager for its Signs Systems Division, a position he held for nine years.

He now plans to use his experience of the sign industry and as a business manager to drive the BSGA forward.

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

## Scriptus appoint Project Support Manager

Bradford based Scriptus, leading innovators in sign design, installation and manufacture, has announced further expansion plans with the appointment of Project Support Manager, Kalpesh Prajapati, in a bid to continue its outstanding levels of customer service and allow for a more retail focused business development across Yorkshire, the UK and internationally.

Kalpesh, originally from Bradford, has a strong interior design background,

having worked at West Park Interiors for six years. He has spent the last two years managing graphic design, advertising new products and services, which will now enable Scriptus to expand their client and consumer base.

Adding a variety of new skills and experience to the Scriptus team, Kalpesh will play a key role in further expanding the company growth, working towards a new product launch scheduled at the end of this year for the retail marketplace.



Kalpesh Prajapati.

## New appointment as Horizon continues to grow

After investing in a new powder coating works and setting up a sister company to focus on the education market, Horizon Signs, the sign manufacturing specialist, has announced the appointment of a National Accounts Manager.

Julie Charlton has joined the team in this new role. She has over 10 years experience working in sales as an Account Manager for blue chip companies such as Wrigleys and will work on key accounts at

Horizon, overseeing the entire process from order through to completion.

George Foster, Director at Horizon, added: "We're delighted to welcome Julie to the sales team here. She brings with her valuable skills and experience that will benefit the business and our clients as we continue to expand."

For further information contact Horizon Signs on 01484 460909 or visit [www.horizon-signs.co.uk](http://www.horizon-signs.co.uk)

## Two for Antalis

Antalis Printall has appointed Kelvin Furniss and Dawn Smith to its dedicated Northern based team specialising in the display, digital and sign markets.

Kelvin Furniss is a field sales specialist who has spent many years in the trade working for ADP, Quantum Plastics, Amari and a multitude of sign making companies, while Dawn Smith has worked for Robert Horne and Preston Board and Paper and is very complete

and experienced internal salesperson. Together they bring specialist knowledge of the needs and requirements of the modern and fast moving sign and display market.

Antalis Printall is bringing together the market knowledge and resources of one of Europe's leading merchant operations under one roof and is coupling it with local industry expertise to forge a new kind of national supplier; one with a local attitude and a friendly approach.



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## VACANCIES



signs display print design clothing promotions

**ASAP UK is one of the leading and most respected sign companies in the South. Due to the Company's continued growth and success the following vacancies have arisen.**

### Estimator/ Account Handler

Your main responsibilities in this role will include preparing estimates, liaising with clients and may include site visits/surveys. To be successful in this role you will need proven experience of preparing quotations within the sign industry and knowledge of Clarity would be advantageous. Strong communication skills, both verbal and written are also essential.

### Sign Maker/ Fitter

This role involves the production and installation of an extensive range of signage products from vinyl graphics, vehicle graphics and shop fronts to signs, banners and fascias. You may also be required to carry out site surveys and liaise with customers onsite. Therefore the ideal candidate will have extensive experience in the manufacturing and installation of signage.

The successful candidates for both roles will be flexible and enthusiastic with a positive can-do attitude. You must possess strong attention to detail combined with the ability to work under pressure. A valid UK driving license is also a requirement for both roles.

If you enjoy the challenge of working in an exciting and fast paced business and meet the above criteria please e-mail your CV to: [beccy@asapuk.net](mailto:beccy@asapuk.net)

Both roles are full time positions Monday to Friday with occasional weekend working. Salary is dependent upon experience.

Unit 8 Rushington Court, Chapel Lane, Totton, Southampton, Hampshire SO40 9NA  
T 023 8086 1861 W [www.asapuk.net](http://www.asapuk.net)

## Account Manager

Based in South England/London



Graffiti Design is one of the best regarded sign companies in the UK working predominantly in the Retail sector.

We are seeking an Account Executive to be based in South England and London. This position has become available due to recent success and growth.

If you have experience in sales and marketing and a good knowledge of signage the please get in contact.

Respond in the first instance with salary expectations and required start date to [sales@graffitidesign.co.uk](mailto:sales@graffitidesign.co.uk)

## VACANCIES

### Project Manager

Endpoint are international brand implementation and visual identity management specialists.

The role is to manage signage projects from concept through to installation and ensure all design, manufacture, cost and delivery requirements are met to the highest standard.

This is a great opportunity for an experienced project manager with a technical knowledge of manufacturing and materials.

Please apply now by sending your CV and a covering letter to [sharon.heath@endpoint.co.uk](mailto:sharon.heath@endpoint.co.uk) or call on 020 7089 2670 for further information.

Endpoint

### Production/Workshop Manager

Required by medium sized sign company in South West Midlands,

Candidate will need to have experience in this field and be able to lead a small production team to full potential with a hands on approach, to contribute to the maximum profitability of the company.

A knowledge of digital printing an advantage and other sign making processes including vehicle wrapping, and vehicle graphic production and application.

Please email details to :- [mike900@o2email.co.uk](mailto:mike900@o2email.co.uk)

## SIGN\*A\*RAMA

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Extending outwards from our Florida based home office we enjoy a first class reputation for servicing and supporting our Franchisees worldwide.

The ideal candidates should possess an energetic and positive attitude along with the drive and commitment to succeed as well as a willingness to learn.

As part of the corporate team you will assist in the growth and development of our company and have excellent career prospects.

We currently have the following positions available:

### Marketing/National Accounts Representative

This person will provide ongoing marketing support to our store owners on a daily basis, provide a central point of contact and offer solutions for clients who have a need for a fully integrated, full service national sign management program.

Consulting with clients on specific requirements and coordinating projects from concept to completion, you will take responsibility for the planning and design of system-wide signs and graphics, you will liaise with our franchisees briefing them on client's specifications and over see production and installation making sure the tightest schedules are met.

A minimum of two years related experience, plus computer and customer service skills are required. Mobility within the UK is essential.

Please apply to:

Adrian Strong - Sign\*A\*Rama  
7 Herald Business Park, Golden Acres Lane, Coventry CV3 2SY  
[adrianstrong@signarama.com](mailto:adrianstrong@signarama.com)



## FOR SALE

### Summa DC4sx

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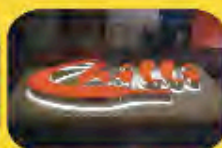
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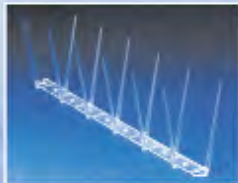


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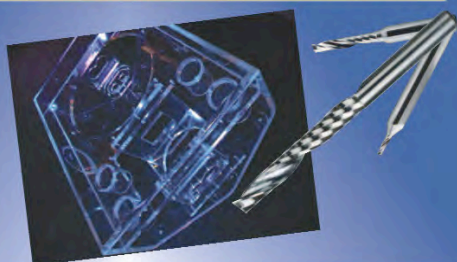


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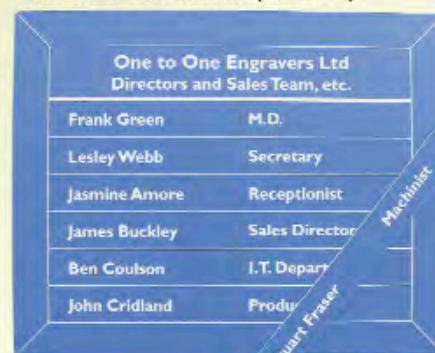
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Stud Base Dia: 15mm (11mm)			



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Measurements	Socket Length	Socket Width	Overall Standoff
Socket Width: 11mm	15mm	11mm	16mm
Stud Base Dia: 15mm (11mm)			

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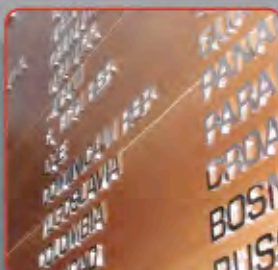
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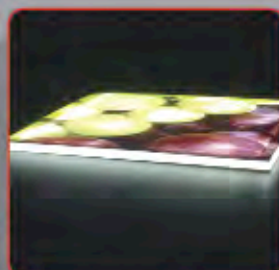
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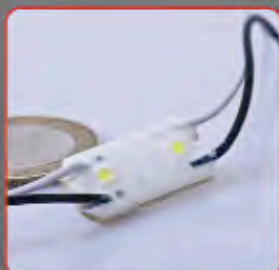
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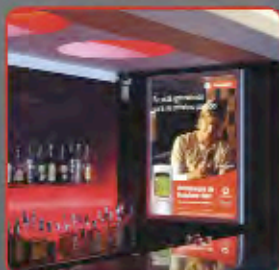
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mailus@fabricut.co.uk

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**Fax: 01670 707 365**

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

### PROJECT PLASTICS LTD

7 Grange Way Business Park, Whitehill Industrial Estate, Colchester CO2 8HF  
**Tel: 01206 868696**  
**Fax: 01206 793737**  
project.plastics@btinternet.com  
www.projectplastics.co.uk  
Manufacturers of acrylic domes and shapes, tubes, point of sale displays and showcases. Bespoke plastic fabrication. CNC routing, diamond edge polishing, 3m x 2m moulding oven for oven forming, vacuum forming and screen printing. Plastic cut to size service.

## MOULDED LETTERS

### ACCENT SIGNS LTD

Units 1&2, Broadcott Ind. Est., Station Rd., Cradley Heath B64 6NT  
**Tel: 0121 561 4600**  
**Fax: 0121 561 5458**  
accsign1@aol.com  
www.accent-signs.co.uk  
Largest range of moulded acrylic letters in the UK. Mirror effect moulded letters, LED illumination, logos, panels, complete fascia panels, blow moulding, aluminium, composite trays and more! Samples on request.

### MERCURY & PHILLIPS SIGNS

51/59 Waterworks Rd. Norwich NR2 4DA  
**Tel: 01603 666699**  
**Fax: 01603 616781**  
mercphil@globalnet.co.uk  
www.mercuryphillipssigns.co.uk  
Moulded letters and logos in all standard Perspex colours and UV stabilised gold and silver acrylics, in 8 standard sizes, bespoke sizes available on application. Press, vacuum and blow moulded pans, in acrylic and petg also available.

### SIGNTRADE LETTERS LTD

225 Long Lane, Finchley London N3 2RL  
**Tel: 020 8346 8515**  
**Fax: 020 8349 0294**  
sales@signtrade.co.uk  
www.signtrade.co.uk  
Moulded letters are our speciality with stock of 20 fonts 8 letter heights in coloured Perspex and 1000's of flat cut letters as well. Your own font or logo is made by our own toolmakers. With over 50 years of experience to call on.

## NAMEPLATES

### ALAN ROBERTS ENGRAVERS LTD

39a Knight Street, Liverpool, L1 9DT  
**Tel: 0151 709 3404**  
**Fax: 0151 707 8081**  
mail@alanrobertsengravers.co.uk  
www.alanrobertsengravers.co.uk  
Fast confidential service to the trade. Nameplates in ALL materials (see our web site), Labels, Nameplates, Plaques, Control Panels, Rating and ID Plates etc. Also Vinyl Signs and Stickers, Banners, Vehicle Livery, Window Graphics and more.. Always top quality - Always on time!

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**Tel: 020 8368 9017**  
**Fax: 020 8368 9018**  
info@aspectsigns.com  
www.aspectsigns.com  
Over 40 Years experience in etching and engraving nameplates and plaques. All Metal. Normal turn around 5-7 working days. Express service available from 1 day turn around. For a Reliable Trade Service, contact us.

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**Tel: 0151 6665400**  
**Fax: 0151 6661079**  
sales@lexicraft.co.uk  
www.lexicraft.co.uk  
Sign panels, plaques, company registration plates. Panels and industrial name and data plates. Chemically etched stainless steel, brass and aluminium. Press work and fabrication. High volume production for end user and trade customers.

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

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**Fax: 01241 828 331**  
info@signindustries.com  
www.signindustries.com  
SIGN INDUSTRIES are specialist TRADE MANUFACTURERS of etched Stainless Steel, Brass, and Bronze. We also Laser Engrave Plastics and Wood as stand alone products as well as moulds for castings. SIGN INDUSTRIES normally work with 3 mm thick material, and can etch bend and weld Stainless Steel up to 3 metres x 1.5 metres, and down to small sequential tags for wiring looms.

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Unit 9a, Wandle Technology Park, Mill Green Road, Mitcham CR4 4HZ  
**Tel: 020 8646 9886**  
**Fax: 020 8646 9478**  
enquiry@a1designs.co.uk  
www.a1designs.co.uk  
Neon & Cold Cathode Manufacturers to the Trade. Fast turnaround & Delivery, Quick repair service. Installation, Fault diagnosis, Repairs & Maintenance. Confidential Service. All neon accessories, Transformers, Cable, Tube supports etc.

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**Fax: 01634 841420**  
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Full computerised design service neon and cold cathode lighting. Fully qualified installation engineers, fault diagnosis, fast repair service. Complete sign service from vinyl through to acrylic to polished stainless steel to transformer and neon accessory supplies.

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



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Knowledge Centre, Wyboston Lakes,  
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Bedfordshire, MK44 3BY

**Tel: 01480 479231**

**Fax: 01480 404951**

info@jansen-display.co.uk

www.jansen-display.co.uk

We are a supplier of Snap Frames, A Boards, Lockable Notice Boards, Light Boxes and other Retail & Office communication products. We manufacture in The Czech Republic with our UK sales and distribution centre located near Cambridge. We offer products straight from stock with no minimum order. Please request a copy of our 200 page brochure if you want to see more.

### SIGNCONEX LTD

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

**Tel: 0161 764 9500**

**Fax: 0161 764 9600**

info@signconex.co.uk

www.signconex.co.uk

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

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

## NOTICE BOARDS - LOCKABLE/EXTERIOR

### ASHBY TRADE SIGN SUPPLIES LTD

Youngs Ind Est, Aldermaston,  
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**Tel: 0118 981 5343**

**Fax: 0118 981 5335**

Sales@ashbytrade.co.uk

www.ashbytrade.net

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

### JANSEN DISPLAY LTD

Knowledge Centre, Wyboston Lakes,  
Great North Road, Wyboston,  
Bedfordshire, MK44 3BY

**Tel: 01480 404951**

**Fax: 01480 404951**

info@jansen-display.co.uk

www.jansen-display.co.uk

We are a supplier of Snap Frames, A Boards, Lockable Notice Boards, Light Boxes and other Retail & Office communication products. We manufacture in The Czech Republic with our UK sales and distribution centre located near Cambridge. We offer products straight from stock with no minimum order. Please request a copy of our 200 page brochure if you want to see more.

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Queensgate house, 48 Queen Street,  
Exeter, Devon, EX4 3SR

**Tel: 01392 247577**

sales@onthecase.biz

www.onthecase.biz

onthecase are providers of a high quality range of showcases, noticeboards and poster cases for both internal and external use. A wide selection of models, sizes and finishes are available. New developments include vitrum, an outdoor back illuminated case for post mounted or wall applications using LED technology.

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Lancs BL9 5BP

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3. Menu cases, foyer boards, welcome boards and illuminated menu boxes designed specifically for hotels, restaurants and other prestigious venues.

## NUMBER PLATES

### TENNANTS UK LTD

Tennant House, Mount Street, New  
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**Tel: 0115 973 8080**

**Fax: 0115 973 8090**

sales@tennantsuk.com

www.tennantsuk.com

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

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**Fax: 01902 404006**

sales@rotosigns.com

www.rotosigns.com

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

### SIGN MAKERS PRODUCTS LTD

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**Tel: 01508 531183**

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www.signmakersproducts.ltd.uk

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

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Part sheets. All types of sheet, rod, tube & block in stock. 1000's sizes & thicknesses. Next day delivery on most items.

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**Fax: 020 8308 9995**

sales@neplastics.co.uk

www.neplastics.co.uk

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

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Dorset BH15 4HF

**Tel: 01202 670567**

**Fax: 01202 667768**

transplas@transdev.co.uk

www.transdev.co.uk

As well as being an official Perspex distributor, we stock a wide range of Display and Engineering Plastics, including: Perspex, Polycarbonate, Palight Foam PVC, Alu Panel aluminium composites, EZ Frame Systems, Engraving Laminates, Polyethylene, Nylons, Acetal, Polypropylene, ABS and PVC. Full machining facilities from 3m x 2m flat bed cnc router, flame polisher and heated line bender.

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**Tel: 0161 4314400 /**

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

## POLYSTYRENE SIGN SERVICE

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Unit 3, 181 Verulam Road, St Albans,  
Herts AL3 4DR

**Tel: 01727 832146**

**Fax: 01727 898828**

studio@fontynesigns.co.uk

www.fontynesigns.co.uk

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

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Reading, RG7 4PW

**Tel: 0118 981 5343**

**Fax: 0118 981 5335**

Sales@ashbytrade.co.uk

www.ashbytrade.net

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

### BROWNING'S LTD

5 Williamson Street, Hull, HU9 1ER

**Tel: 01482 380900**

**Fax: 01482 380901**

sales@browningltd.co.uk

www.browningltd.co.uk

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

### GREEN MAGIC CO.

Waltham Business Park, Brickyard Road,  
Swanmore, Southampton SO32 2SA

**Tel: 01489 896999**

**Fax: 01489 895899**

info@green-magic.co.uk

www.sign-holders.co.uk

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

### INSIGHT SIGN SYSTEMS

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

**Tel: 0141 774 5990**

**Fax: 0141 774 6653**

sales@insightsignsystems.com

www.insightsignsystems.com

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

### ONTHECASE

Queensgate House, 48 Queen Street,  
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**Tel: 01392 247577**

sales@onthecase.biz

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onthecase are providers of a high quality range of showcases, noticeboards and poster cases for both internal and external use. A wide selection of models, sizes and finishes are available. New developments include vitrum, an outdoor back illuminated case for post mounted or wall applications using LED technology.

### ROTOSIGNS

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Unit 10, Cannon Business Park, Gough  
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WV14 8XR

**Tel: 01902 404008**

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



## SIGN MAKERS PRODUCTS LTD

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www.signmakersproducts.ltd.uk  
Manufacturers of sign boxes, frames and display cases to the trade. Fast delivery.

## SIGNCONEX LTD

St Johns Works, Fern Street, Bury, Lancs BL9 5BP  
**Tel: 0161 764 9500**  
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info@signconex.co.uk  
www.signconex.co.uk  
Signconex are a UK manufacturer of Changeable Displays in 3 main product areas:  
1. Interior and exterior, Lockable and Open notice boards and whiteboards.  
2. Bespoke interior and exterior modular, directory, wayfinding, and post and panel signs.  
3. Menu cases, foyer boards, welcome boards and illuminated menu boxes designed specifically for hotels, restaurants and other prestigious venues.

## SIGNSCAPE SYSTEMS LTD

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

## UK POINT OF SALE GROUP LTD

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

## PRINT/POSTER FRAMES

### BROWNING'S LTD

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

## GREEN MAGIC CO.

Waltham Business Park, Brickyard Road, Swanmore, Southampton SO32 2SA  
**Tel: 01489 896999**  
**Fax: 01489 895899**  
info@green-magic.co.uk  
www.sign-holders.co.uk  
Easy change print frames and poster holders for all commercial and retail applications. Various styles including aluminium snap frames, low cost injection moulded frames, natural wood frames etc., all available in wall-mounted, suspended and free-standing versions. Browse and buy online.

## JANSEN DISPLAY LTD

Knowledge Centre, Wyboston Lakes, Great North Road, Wyboston, Bedfordshire, MK44 3BY  
**Tel: 01480 479231**  
**Fax: 01480 404951**  
info@jansen-display.co.uk  
www.jansen-display.co.uk  
We are a supplier of Snap Frames, A Boards, Lockable Notice Boards, Light Boxes and other Retail & Office communication products. We manufacture in The Czech Republic with our UK sales and distribution centre located near Cambridge. We offer products straight from stock with no minimum order. Please request a copy of our 200 page brochure if you want to see more.

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

## PROJECTING SIGNS

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**Tel: 0118 981 5343**  
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Sales@ashbytrade.co.uk  
www.ashbytrade.net  
Ask for any of our wide variety of aluminium projecting signs to suit your signage needs. Budget projecting, Bordeaux, Modular, Curved insert, Trays, Hanging brackets with flat plate. Styled to your measurements, colours to suit. Bespoke manufacture, for next day despatch on many styles.

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www.ironsigns.com  
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Suppliers of Micro prismatic reflective tapes and glass bead reflective vinyl for use on emergency vehicles (police cars & chapter 8 legislation etc) also HGV markings as per EC 104. We stock Conspicuity tape manufactured by Reflexite and Nikkalite and are most reflective materials available on the market.

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www.tennantsuk.com  
As the UK's Master Distributor of Oralite Reflective and affiliate member to L.A.S.M.A. a full range of reflective vinyls are available conforming to BS EN 12899-1. Our stock range includes Class Ref 1. 3 Year Economy and 7 year Engineering grade reflectives, through to 10 year reflectives for Permanent Road Signs and Micro-Prismatic for Emergency and Highways vehicles. Overlay Films, inks, vinyl and application tape for road signs are also available ex-stock.

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Tennant House, Mount Street, New Basford, Nottingham NG7 7HX  
**Tel: 0115 973 8080**  
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Tennants are now one of the UK's largest manufacturers of Temporary Road Signs and distribute Economy Grade Zintec Road Signs through to BS EN 12899-1 Specified Permanent Signs. Many years have been spent working closely with leading Traffic Management and Construction companies enabling Tennants to supply anything from one road sign to a complete Chapter 8 traffic management layout, including Metal Frames, Cones, Barriers and Lamps!

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Extensive range of high quality solid carbide, PCD, carbide tipped and HSS cutters manufactured by ONSRUD CUTTER offer routing solutions for most types of material.

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Specialist manufacturers/suppliers of tungsten carbide plotter blades and router cutters. We don't just sell blades, we are the UK's leading manufacturer. Note - we have no connection with any other company who sell or re-sharpen blades.

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Buy your router tooling direct from the manufacturer. ITC specialise in all types of cutters for all types of material used in the sign industry. We also offer free technical advice - just call us.

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Latest technology for clean crisp edges. 1 off bespoke jobs catered for. Large runs expertly run and managed by a dedicated team. Specialists in the intricate and different.

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**Fax: 01484 539806**  
darrel@dtbs.net  
www.dtbs.net  
Privately owned company. Providing a trade-only 3-Axis routing service at competitive rates, with a cutting bed of 8' (2.4m) x 4' (1.2m) and up to 200mm deep, cutting a wide range of materials.

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tony.sayers@pj-signs.com  
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Using our flat bed CNC 3mx2m routers there is virtually nothing that can't be cut out. Also using latest 3d software a wide range of finishes can be achieved. Offering excellent trade prices and a fast turnaround.

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sales@apollocolours.co.uk  
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A family company providing the Screenprinter and Signwriter economically priced quality inks for PVC, Correx, Polypropylene, metal and various other materials. Apollo Colours, Gloss and Matt Vinyl ink offers a wide colour range including special matches. Due to its flexibility it is particularly suitable for the production of curtain-sided vehicles and banners. Depot also in London.

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www.3s-signs.co.uk  
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Screenprinters to the sign trade. POS, Estate Agency boards. Full colour up to 8' x 5', vinyl stickers, mark resist, Foamex. Contact us for best trade prices on large or small runs.



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Trade service for high quality screen printing, large or small runs on to most substrates. Providing high quality service and products since 1978.

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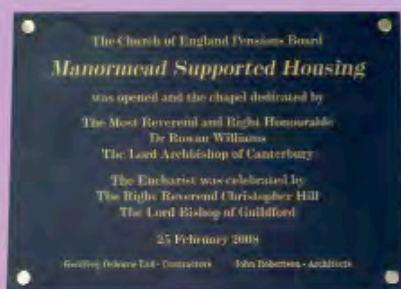
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**NO MINIMUM ORDER**

height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
3mm	£0.61	£0.80	£0.93	£1.22	£1.46	£1.82	£2.42	£3.03	£3.28	£3.76	£4.61	£6.86	£8.37	£10.31	£12.49	£48.51
5mm	£0.91	£1.15	£1.46	£1.82	£2.30	£2.79	£3.63	£4.48	£5.76	£6.31	£7.88	£9.70	£10.92	£13.94	£16.98	£66.71
10mm	£1.83	£2.32	£2.91	£3.64	£4.61	£5.57	£7.28	£8.98	£11.53	£12.61	£15.77	£19.40	£21.83	£27.90	£33.96	£133.40

## 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	£0.42	£0.53	£0.85	£1.03	£1.14	£1.39	£1.57	£2.12	£2.42	£2.72	£3.03	£4.00	£4.85	£5.76	£7.88	£18.20
5mm	£0.48	£0.72	£1.09	£1.46	£1.60	£2.30	£2.67	£3.75	£3.64	£4.37	£5.75	£6.07	£6.87	£8.00	£11.03	£30.32
10mm	£0.85	£1.33	£1.70	£2.55	£3.52	£4.37	£4.98	£6.07	£7.28	£8.32	£9.34	£11.52	£13.34	£16.98	£21.59	£58.21
19mm	£1.82	£2.55	£3.64	£4.24	£4.85	£6.67	£8.49	£9.41	£10.92	£12.42	£14.86	£16.98	£20.01	£23.05	£27.90	£78.83

## EXTERIOR MDF (MEDITE comes in its raw form for painting)

**NO MINIMUM ORDER**

height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
6mm	£0.37	£0.85	£1.22	£1.63	£2.42	£2.60	£3.03	£3.81	£4.37	£5.22	£6.67	£9.46	£10.92	£12.37	£14.55	£43.66
12mm	£0.91	£1.57	£1.94	£2.84	£3.88	£4.66	£5.46	£6.31	£7.52	£9.22	£10.31	£11.70	£13.94	£17.16	£19.40	£58.21
18mm	£1.57	£2.42	£2.96	£4.06	£5.03	£6.18	£7.64	£8.61	£10.92	£12.42	£14.92	£17.10	£20.84	£21.83	£29.11	£87.32

## 3mm ALUMINIUM COMPOSITE (Dibond, Alupanel)

**NO MINIMUM ORDER**

height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
standard colours	£1.09	£1.52	£1.99	£2.55	£2.91	£3.39	£4.85	£5.70	£6.67	£7.28	£8.24	£9.70	£11.28	£15.77	£19.40	£60.71
Chrome	£2.00	£2.55	£2.91	£4.28	£5.82	£7.01	£8.19	£9.46	£11.28	£13.79	£15.52	£17.56	£20.93	£25.76	£31.75	£98.25
Brushed finish	£1.33	£1.70	£2.31	£2.86	£3.88	£4.67	£5.46	£6.31	£7.52	£9.22	£10.31	£11.70	£13.94	£17.17	£21.83	£65.49

## MILL FINISH ALUMINIUM (Comes in its raw form ready for coating) - Other thicknesses available on request

**MINIMUM ORDER £95**

height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm
3mm	£2.94	£3.67	£4.54	£5.63	£6.26	£7.18	£8.10	£9.38	£10.59	£12.08	£13.67	£17.88	£21.41	£27.22	£36.14
5mm	£3.46	£4.33	£5.36	£6.64	£7.39	£8.47	£9.55	£11.07	£12.49	£14.25	£16.11	£21.10	£25.26	£32.12	£42.64

## 2mm 316 MARINE GRADE STAINLESS STEEL - Other thicknesses available on request

**MINIMUM ORDER £95**

height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm
Satin Brush	£4.72	£5.09	£6.18	£7.10	£7.64	£10.74	£13.61	£16.01	£17.20	£19.01	£21.83	£31.11	£34.80	£43.65	£52.75
Polished	£5.09	£5.49	£7.46	£8.00	£8.91	£12.19	£15.64	£17.10	£18.37	£21.83	£23.93	£33.59	£40.20	£47.48	£60.03

### ADDITIONAL OPTIONS

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

Add 10% for VHB tape to rear

Add 25% to price if soldered brass locators 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

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Add 25% to price list for Flame Polished Edges (clear acrylic only)

Add 25% to price list for Gloss Finish Foam PVC

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

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

Additional Glue 500ml of Adhesive £23\*

\*no discount available

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