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3mm	£0.83	£1.27	£1.99	£2.95	£4.10	£5.40	£6.57	£7.34	£8.48	£9.05	£10.41	£12.69	£14.41	£40.82
5mm	£1.33	£2.03	£3.06	£4.69	£5.25	£7.51	£8.46	£9.98	£12.49	£13.77	£14.72	£18.89	£22.83	£52.50
10mm	£2.66	£4.06	£6.12	£9.38	£10.50	£15.01	£16.91	£19.95	£24.99	£27.53	£29.43	£37.77	£45.66	£105.00

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LARGER SIZES ON REQUEST

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3mm	£0.75	£1.03	£1.38	£2.22	£2.75	£3.45	£3.99	£4.76	£5.30	£6.77	£7.33	£8.17	£9.79	£19.30
5mm	£0.95	£1.70	£2.30	£3.25	£4.80	£5.18	£5.99	£6.80	£7.15	£9.44	£10.05	£12.25	£14.69	£27.03
10mm	£1.47	£2.98	£4.42	£6.45	£8.40	£10.01	£11.89	£13.36	£15.34	£16.52	£19.66	£23.59	£28.28	£52.03
19mm	£3.30	£4.50	£7.74	£10.06	£13.75	£15.34	£18.01	£19.99	£21.40	£24.01	£25.77	£33.02	£39.59	£72.00

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C/Height	100mm	150mm	200mm	250mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	650mm	700mm	1200mm
Colours	£1.78	£2.66	£4.40	£6.09	£6.50	£7.65	£9.54	£11.67	£14.78	£16.04	£18.34	£19.33	£21.02	£55.68
Brushed	£1.95	£3.42	£4.82	£6.70	£9.15	£10.55	£12.44	£13.44	£15.80	£17.09	£19.22	£22.25	£23.43	£59.31
Mirror	£2.60	£5.41	£7.45	£10.45	£14.25	£16.05	£17.90	£22.45	£23.91	£24.96	£28.90	£30.66	£31.67	£89.89

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2mm Brushed	£5.02	£6.21	£10.98	£10.12	£17.55	£23.90	£26.01	£28.26	£35.19	£40.57	£42.75	£48.46	£53.93	£216.80
3mm Brushed	£6.93	£9.28	£11.27	£17.87	£18.85	£24.76	£28.76	£39.49	£48.68	£54.10	£60.80	£74.25	£81.58	£259.90
2mm Polished	£5.65	£6.99	£12.35	£11.37	£19.75	£26.89	£29.27	£31.79	£39.59	£45.64	£48.10	£54.51	£60.66	£243.90
3mm Polished	£7.80	£10.44	£12.68	£20.11	£21.20	£27.86	£32.35	£44.43	£54.76	£60.86	£68.40	£83.54	£91.77	£292.39
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Published by **SignUpdate** Ltd

[www.sign-update-magazine.co.uk](http://www.sign-update-magazine.co.uk)

Allens Orchard, Chipping Warden, Banbury, Oxon, OX17 1LX.

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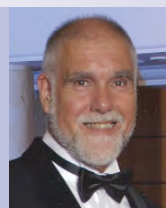
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**Subscriptions** - Annual subscriptions are £14.00 including postage and packing • Europe €28 • Rest of world £28

Send Cheques and postal orders made payable to Sign Update Ltd to:

Subscriptions Department, Sign Update Ltd., Allens Orchard, Chipping Warden, Banbury, Oxon OX17 1LX

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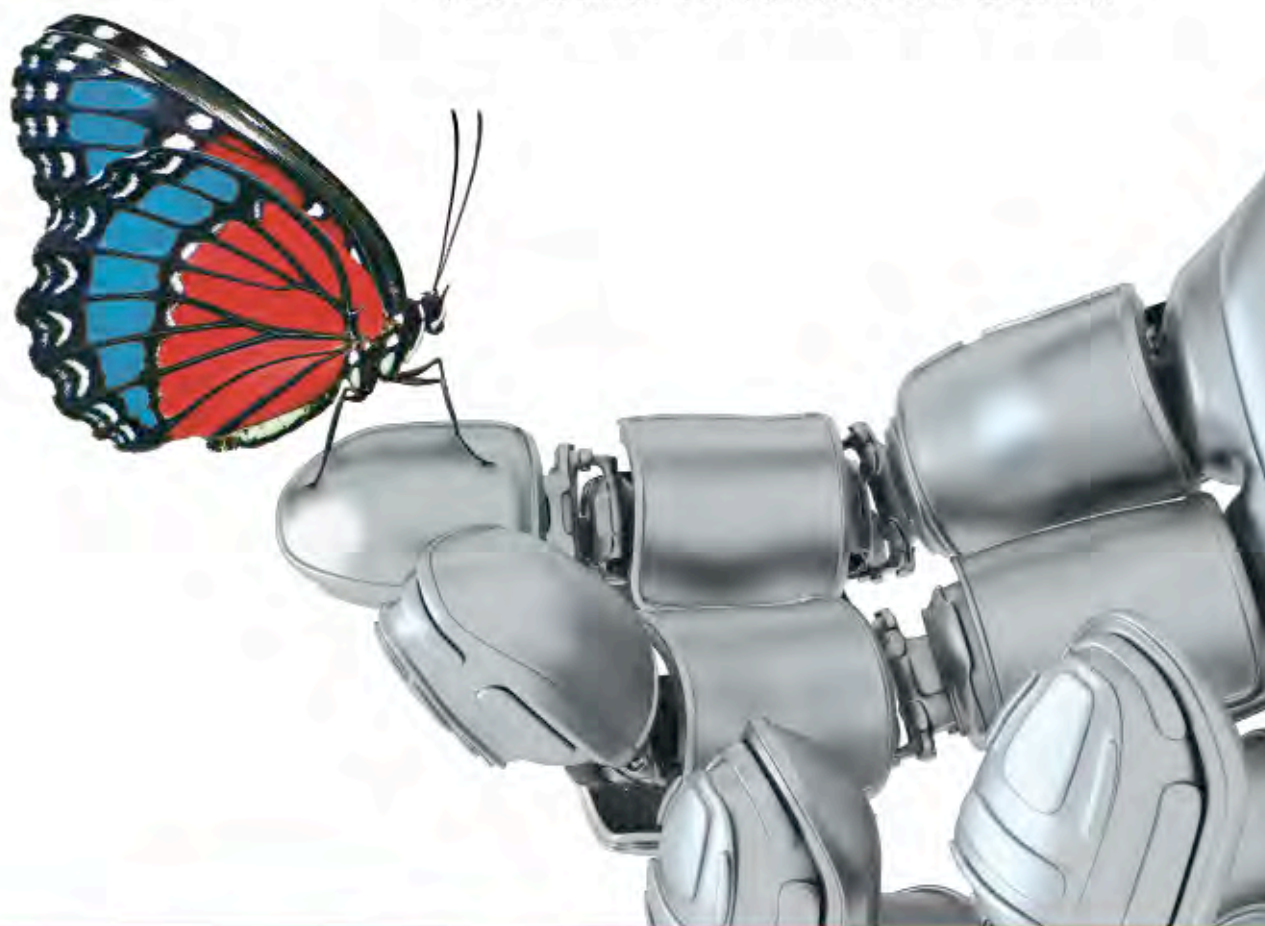
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# WELCOME *Page*

## The old resolutions are the best

I think that all New Year resolutions have probably not only been broken but long forgotten by now. One resolution that I made many times at New Year was to stop smoking. Any smoker will tell you how hard it is to give up but each year I would promise to kill the habit, until about 10 years ago when I actually did it and I've not had a cigarette since.

Sitting in a warm pub and looking at the smokers huddling outside makes it even nicer to have stuck to that resolution. Poor little souls, shaking with the cold and suffering the rain, it makes us non smokers even more smug. Now all I have to do is stick to the "going teetotal" resolution. That's been my New Year's resolution for the last seven years. And this year I nearly cracked it. I got through the first week with no trouble, apart from the shakes and licking empty beer glasses, I will add they were clean as they had just come out of the dishwasher. If you lick really hard and I do mean really hard, there is just the hint of alcohol. Or maybe the dishwasher is working perfectly well and it's all in my mind? Then came the second week and yes, you guessed it, I caved in. That first beer is unbelievable, the flavour and the buzz you get from it after more than a week without made it even more enjoyable. It was almost worth going a week without, except now I'm back where I started and have to wait 'till next New Year to crack my only vice\*.

Putting all that aside, I have to remind our readers about this year's Sign & Digital event on 12th-14th April at the NEC in Birmingham. Our next Sign Update issue will include a show preview and to any exhibitors that have not yet sent a preview, do it right now, today, (email maximum 250 words plus photo to [roger@signupdate.co.uk](mailto:roger@signupdate.co.uk) or [janet@signupdate.co.uk](mailto:janet@signupdate.co.uk)), or you might miss the deadline (21 February) for free inclusion in the preview.

And finally, my next county visit will be Hampshire. I will be calling on sign makers in that area persuading them to show off some of their work in the pages of Sign Update. I have said it before and will say it again, even if you're a one man (or one woman) business you're not too small to be included, so take the opportunity to shout about how wonderful you are. If you don't, no one else will do it for you, and it's free of charge.

That's me finished for the night. I'm off now to watch some rubbish on the box with a nice pint of Speckled Hen or two.

*Roger Hinchliffe*

\* Who said that's your only vice? It's not, according to what your wife said! - Editor



*Tell you something George, I reckon I could pull her, I just feel it's my lucky day.*

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## Roland's VersaArt RS-640S represents cost-effective textile printing solution

With the growth in popularity for digitally printed textiles being seen in the UK, Roland DG has introduced the RS-640S, which is a dye sublimation version of its VersaArt RS-640. This 1.62 m (64 inch) unit produces high quality output which can then be finished using any heat press or calender.

"Typical textile applications include soft signage, flags, banners and home and commercial furnishings, and the compatible polyester-based fabrics are robust, light weight and versatile," explains Adam Wyles, Business Manager – Promo, Screen and Digital at Roland DG (UK). "Their durability and potential for recycling are complemented by completely odourless print using aqueous-based inks, making dye sublimation suitable for a wealth of interior and exterior jobs."

Roland's VersaArt RS-640S is an attractively priced entry-level option for sign-makers and display producers wanting to print to soft signage and textiles. The package includes the printer, the take-up unit and a bottle unit. The machine has a maximum resolution of 1440 x 720 dpi and incorporates Roland Intelligent Pass Control technology which eliminates banding in all print modes. Precise control of droplet placement results in smooth graduated tones and vivid solid colours, with production speeds of up to nearly 32 square m/hour.



*The VersaArt RS-640S is an attractively priced entry-level option for sign-makers and display producers.*

The Roland VersaArt RS-640S dye sublimation printer includes a 1.62 m (64 inch) take-up system that complements its media handling system for stable performance. Prints output onto sublimation transfer paper are ready for the calendering process immediately, with the VersaArt's two-step integrated heater system controlling the temperature needed for optimum results. Individual settings can be saved in the printer, for later recall.

As with all Roland printers, the VersaArt RS-640S sublimation system includes the company's powerful VersaWorks RIP software which incorporates fully embedded ICC profile support, variable data printing (VDP), precise spot colour matching and advanced tiling, nesting and cropping features.

"Roland has now simplified the route into soft signage and textile printing with its VersaArt RS-640S printer, and this is a welcome move for sign-makers and display producers wanting to produce soft signs, flags, décor and home furnishings using this technology," concludes Wyles. "The benefit of high quality, colour accurate production can now be applied to a whole range of indoor and outdoor applications which can be produced onto polyester-based fabrics for lightweight, durable and eco-friendly results."

For more information visit [www.rolanddg.co.uk](http://www.rolanddg.co.uk) or telephone Roland on 0845 230 90 60 or [sales@rolanddg.co.uk](mailto:sales@rolanddg.co.uk)





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# PRODUCT *News*

## Eurobond combats cold weather with new product launches

Eurobond Adhesives has added a brand new product, Clear-Fix, to its range of adhesives specifically for signmaking applications.

Clear-Fix from Eurobond Adhesives Ltd is a clear, high strength polymer hybrid adhesive and sealant. It has all the high bond strength and chemical resistance of a polyurethane plus the fantastic sealing properties of a silicone. Clear-Fix offers excellent adhesion to a huge range of substrates, whilst providing toughened flexibility throughout the bond-line. This new product also has a unique adhesion promoter which enables it to be applied to damp surfaces or in wet conditions.

Very versatile and able to bond a wide range of substrates without the need for surface primers or conditioners, Clear-Fix is ideal for many different applications. Typical bonding applications encompass plastics, metals and modern composites in commercial signage, clear letters into sign faces, glass to metal and wood, and carbon fibre panels. Further applications include bonding/sealing sign systems and sealing and weatherproofing joints.

Clear-Fix will not shrink on curing, will tolerate  $-55^{\circ}\text{C}$  to  $+100^{\circ}\text{C}$ , has an open time of around 10 minutes and gains a very fast initial grab with thorough cure in approximately 24 hours.

### Cold weather

With this winter being one of the coldest in recent years, it's worth remembering how much cold weather can affect the integrity of some adhesive tapes. Applying adhesive tapes in low temperatures or on to cold surfaces can result in a slower cure time and weaker adhesion to the surface, leading to failure that in turn costs sign makers money in repair work, as well as damaging their reputation.

To help overcome this problem, Eurobond Adhesives has launched EB3040G, an adhesive tape developed specifically for use in low temperatures approaching zero degrees C. Able to tolerate huge temperature variations, from  $-40$  to  $+160$  degrees C, this new adhesive tape is also ideal for application to those difficult to bond 'low surface energy' materials such as EVA, polypropylene, polyethylene and even silicone surfaces.

EB3040G is a foamed acrylic adhesive tape available in 12mm, 19mm, 25mm and 50mm widths with various tape thicknesses and roll lengths.



### Prices frozen

When the standard VAT rate increased to 20% in January, some suppliers might have used this as an opportunity to mask their own price increases but Eurobond Adhesives has announced a price freeze.

"We recognise that the current state of the UK economy is adding to the pressure on sign making businesses already struggling to remain competitive. In order to help, I have decided to freeze all our prices for signmaking adhesives and adhesive tapes until July 2011. In six months we will review again and hope to be in a position to continue the price freeze until January 2012," explains Simon Dearing, Managing Director at Eurobond Adhesives Ltd.

Discover the Eurobond Adhesives range at the website [www.eurobond-adhesives.co.uk](http://www.eurobond-adhesives.co.uk) or telephone 01795 427888.

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## ITC extends Clearcut series

The unparalleled success of ITC's range of Clearcut single flute routing cutters for the sign making industry, now sees the series extended to incorporate three stub-cut additions to further improve rigidity and surface finishes of the range. The solid carbide single flute routers with an upward spiral are regarded as the industry benchmark and the new additions will enhance performance and improve the productivity capabilities of the already market leading series.

The Clearcut series has been developed to provide an exceptional surface finish on Perspex and acrylic materials as well as Foamex and similar materials. The cutters are renowned for drastically reducing or even eliminating flame polishing and hand finishing operations that can prove costly and time consuming. The micrograin carbide cutters are currently available in 3, 4, 5 and 6mm diameters with each diameter having a variety of cutting lengths available. Despite the reduced length of cut, the new

additions improve rigidity and reduce vibration, two contributing factors to improving surface finishes and productivity levels.

Productivity is enhanced by the cutters' ability to run at higher feeds and speeds, credit to the reduced length of cut. The new additions enable customers to select either a shorter length of cut for improved productivity and surface finish or a longer cutting length for flexibility and the accommodation of increased material thickness machining. The new additions now see the 3mm diameter cutter with its 8 and 11mm length of cut extended to incorporate a 6mm cutting length. The same cutting length is added to the 11 and 15mm lengths on the 4mm diameter cutter and the popular 6mm diameter cutter now has a 14mm length of cut that is offered alongside the existing 21 and 26mm variations.

With highly polished flutes machined to extremely tight tolerances, ITC recommends that customers use the cutters on well maintained machines and cut in an anti-clockwise direction using minimum amount lubrication techniques to achieve the best results possible.

For further information on the three new additions or for specifications on additional tooling products, please telephone ITC on 01827 304500 or visit [www.itc-ltd.co.uk](http://www.itc-ltd.co.uk)



*The Clearcut series has been developed to provide an exceptional surface finish on Perspex and acrylic materials as well as Foamex and similar materials.*

## Eurostand Display kicks off 2011 range expansion with DLSolo roll-up

Graphic systems supplier Eurostand Display has implemented the first of several new product launches planned for 2011.

The trade-only company, whose business serves all of Europe, says the launches are in line with its policy of continuously growing and regenerating its product portfolio.

Eurostand Display anticipates the DL Solo becoming a staple product line because of its universal suitability for a wide range of applications, including trade exhibitions and retail showrooms.

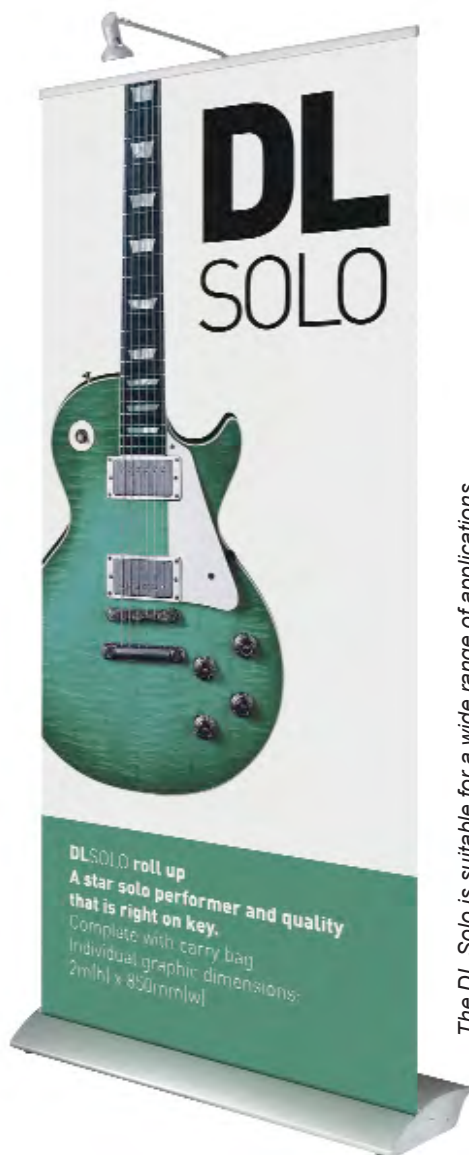
The DL Solo has an internationally-registered design and, like all of the products in the Eurostand Display range, comes with a five-year guarantee.

The roll up is, says Eurostand Display, quickly and easily assembled, making it the ideal solution for point of promotion, seminar and promotional work. It combines elegant design with robust build quality to ensure that the system performs perfectly every time it is used.

After use, the DL Solo's 2m(h) x 850mm(w) graphic retracts neatly into its metal cartridge base, making the lightweight system supremely compact and portable.

Eurostand says the system is available now for immediate despatch to any sign or graphics supplier in the UK or, indeed, anywhere in continental Europe.

For further information on Eurostand Displays product range telephone +44 (0) 1277 350925 or visit the website [www.eurostanddisplay.com](http://www.eurostanddisplay.com)



*The DL Solo is suitable for a wide range of applications.*



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# PRODUCT *News*

## Insight adds style and elegance to trough lighting for signs

**Insight Sign Systems is set to enhance its range with the addition of a new overhead trough lighting profile named Eco-Star in this spring of 2011.**

As an innovator in extruded, made to measure aluminium trough lighting, Richard Rinn, managing director of Insight has been producing Highlight since his previous company back in 1976. After that company was sold, in November 1986 he formed Insight. At that time, Richard claims that Highlight was the main choice of the sign and electrical trade (the only choice) for external illumination.

Over the past 10 years, competition has arrived, which although taking sales from Highlight, has, Richard explains "helped keep us aware, and never become complacent. During this period, Highlight has been modified four times, and thanks to Insight's own brand of LEDs "Lumirescent", Highlight Mk4 is doing very well, offering the brightest LED trough light on the market (up to 15/05/10—after that others may have modified)."

To keep ahead of the competition, Insight is set to launch Eco-Star overhead trough lighting, shown at a previous sign show to gauge reaction and which at the time was very good. This is a very stylish profile, measuring just 65 x 50 mm. It is complemented by the "wave" bracket to give an overall sleek look, aimed at clients who want an elegant light, such as jewellers, salons, banks and building societies. Brightness is assured, thanks to the full range of Lumirescent LEDs, which allow you to choose



*Eco-Star overhead trough lighting.*

between economy and high brightness. A vast range of powder coated finishes will be available, with white, black, and anodised being the standard colours.

As you would expect from Insight, quality and service will be top priority. Prices will be very competitive, and deliveries fast.

For further information telephone Insight on 0141 774 5990 or visit [www.insightsignsystems.com](http://www.insightsignsystems.com)

## Increased productivity with XYZ multi-head CNC routers

**A winning combination of increased productivity and commensurate profitability is now available through the high-performance multi-head CNC routers supplied by XYZ International. One of the greatest known strengths of XYZ routers that tends to set them apart from other machines is the ability to provide customised cutting head configurations to accommodate virtually every conceivable manufacturing requirement.**



A typical example is the XYZ 5010 router shown. This incorporates five identical cutting spindles mounted on a single carriage to allow the simultaneous processing of five individual components. The result is a significant increase in production capacity and to a correspondingly higher profit capability for companies using this type of router.

Multi-head XYZ routers can incorporate one or two carriages, each of which could feature up to three individual cutting heads mounted on independently-controlled Z axes driven by precision ball screws. To further enhance this capability, the routers can also incorporate two gantries, each with its own set of carriages and cutting heads.

When multiple spindles are mounted on the same carriage they can operate together (as in the five-head example shown)

to allow the simultaneous processing of a number of different components to enable optimum production to be achieved via a single machine.

Alternatively, each head could be fitted with different tooling devices (for example, routing spindles, knife units and drills) and configured to cut independently of the other heads to enable jobs requiring multiple tooling to be carried out without the need for an automatic tool change facility.

The manufacturing options available with these multi-head routers are virtually endless and will dramatically improve the production capacity and profitability for all XYZ customers.

For further information, visit the website [www.axyz.co.uk](http://www.axyz.co.uk) or telephone 0190 237 5600.





### foam pvc

10mm available in black & white only.  
19mm available in white only

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

no minimum order

### acrylic

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

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

no minimum order

### 3mm Aluminium Composite

(bond, reynobond or alupanel)

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

no minimum order

### exterior mdf

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

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

no minimum order

### stainless steel

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

£85 minimum order



### lettering options

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

### delivery

FREE DELIVERY on orders over £280\* (exc. v.a.t.)  
£13.50 on orders up to £280 (exc. v.a.t.)

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e-mail > sales@signright.com

fax > 0870 706 1711

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# flat cut letters



\*Delivery prices and free delivery are for mainland England only. Delivery to highlands, islands and international are price on application.

Terms and conditions apply. Prices subject to change without prior notice. E&OE.



# PRODUCT *News*

## Graficast's auto-deco films

**The fabulous collection of automotive and deco special films in the Graficast range from Grafityp UK continues to expand, with even more scheduled in the near future.**

The well established range of Grafitack Graficast self-adhesive vinyl is a gloss cast film of the highest quality and available in 45 colours. At only 50 microns thick, it is extremely thin and flexible making it easy to apply over rivets or corrugations. It is the perfect choice for long term applications on to vehicles of all kinds, as well as high quality sign work and has a 10 year lifespan, or five years for metallics. Graficast films are ideal for vehicle wrapping used in conjunction with GrafiPrint Laminate reference 040, or GrafiPrint cast stardust laminate.

During 2010, Grafityp decided to take the Graficast self-adhesive range a step further by introducing the new Grafityp automotive and deco films range.



*Graficast Colourwave.*



*Leather look.*

Graficast automotive films give you the power to create totally personal designs and give vehicles an exclusive look on the exterior and interior of the vehicle. The unique composition of Graficast Automotive films allows you to apply them on any vehicle. They are so smooth and conformable that they can be applied with ease into deep indents and even around mirrors and bumpers.

The auto-deco films available at present include Graficast matt black and white, Carbon Fibre look films in black and anthracite. Graficast Colourwave in Extreme Purple, Electric Violet, Blue Metal, Laser Green and Mother of Pearl will give changing colour effects depending on the light. There is Brushed Aluminium and Stardust which is a black film with a stardust sparkle effect as well as metallics in red, blue and green and two Stone Chip films in 120 micron and 240 micron thicknesses. Leather look in two colours at present with more scheduled soon and finally cast Deco Effects in two styles, Galactica and Antiqua, again more are scheduled.

Samples are available on request by telephoning Grafityp on 0033 (0)296 240 659 or further information can be found by visiting [www.grafityp.co.uk](http://www.grafityp.co.uk)



*Carbon fibre look.*



*Brushed aluminium.*



# SUMMA F SERIES™ Pro Flatbed Systems

## The Summa F Series Pro takes you to the cutting edge!

The new **Summa F Series Pro flatbed** digital cutters brings you a better way to maximise your workflow with Summa engineering excellence. With a rich range of features that enable highly productive workflows to be implemented the F Series Pro is a key element for increasing productivity for rigid and semi rigid print applications. The Summa F Series Pro is capable of cutting rigid materials as well as roll stock and has a host of features designed to give maximum capability within a single unit.

### **Summa F Series Pro Flatbed Systems F1612** 63 in. x 47.2 in. (160cm x 120cm)

- Three tool holders can be inserted at one time on the multi module tool holder. Changing tools is quick and easy.
- Automatic tool recognition.
- Digital and mechanical depth control insures precision cutting on a wide variety of materials.
- Equipped with a swivel knife tool module and an optical camera recognition system for accurate contour cutting of printed flexible or rigid substrate materials.
- Laser pointer for manual origin registration.
- For roll stock, media handling support rollers and conveyor system make cutting over long distance trouble free.
- A variety of tool modules and blades are also available, depending on different applications.



Be the first to see the **Summa F Series Pro** in January, contact:



## **Summa®**

Tel: 0115 9380 380 Email: [marketing@artsystems.co.uk](mailto:marketing@artsystems.co.uk) Web: [www.artsystems.co.uk](http://www.artsystems.co.uk)



## New entry-level roll laminator less than £4000

SEAL Graphics, the specialist mounting and laminating division within Neschen AG and an international leader in the image finishing market, has extended its machine range with the launch of the entry-level roll laminator, the SEAL 54 EL.

The new model allows printers and finishing houses new to film mounting and laminating to enter this sector of the finishing market at minimal cost while still enjoying all the benefits of the SEAL brand in terms of quality of production, performance and ease-of-use.

Equipped with all basic functions, the device is perfectly suited for the professional application of high-quality finishing and protective films, as well as double-sided adhesive films.

Thanks to the well-proven technology built into the machine, two silicone rollers provide a high level of uniform quality. This powerful model reliably processes pressure-activated materials up to a thickness of 25 millimetres. The maximum width is 1400 millimetres while the working speed can reach four metres per minute.

"With this new machine, users obtain everything they need for the professional finishing of various types of materials," stated Frank Seemann, marketing and communication manager for the SEAL brand.

In the UK, the new model is priced at just £3958.

SEAL has a comprehensive range of protective, finishing and mounting films in its product portfolio which can be viewed online at [www.sealgraphics.com](http://www.sealgraphics.com) or alternatively UK readers can telephone 01268 722 400.



*The SEAL 54 EL  
entry-level roll laminator.*

## Avery Dennison street graphics film brings a new dimension to road graphics



New patent-pending Avery® MPI 6121 Street Graphics film brings graphics applied to roads, pavements, and other rough surfaces in exposed outdoor environments to a higher level. With a paint-like finish for graphics printed with digital UV inks, Avery MPI 6121 Street Graphics film delivers a genuine technology advance.

Its on-the-street performance is not limited to pedestrian pavement applications; on the road itself, it can withstand the constant pressure of vehicle traffic for up to three months. Avery MPI 6121 Street Graphics film is a next-generation product for all kinds of outdoor promotions, for example at sporting and retailing events, trade shows, where heavy traffic may be expected.

The non-PVC Avery MPI 6121 facefilm delivers an innovative engineered approach to floor graphics. It features the ability to 'micro-fracture' in order to conform effectively to very rough surfaces. It also permits moisture to be channeled through the substrate, minimising slip hazards; and, at just 40 micron thick, it virtually eliminates the likelihood of edge lift.

A non-glare, matt finish means that Avery MPI 6121 Street Graphics film offers eye-catching, high-quality graphics using digital UV-curable inks, graphics that will last for up to three months exposed to road vehicle traffic, and up to six months exposed to pedestrian traffic. The film requires no overlamination, and meets international slip resistance testing standards. At the end of its working life it can simply be removed with a standard high-pressure washer.

Avery MPI 6121 Street Graphics film is available from Avery Dennison Graphics and Reflective Products distributors across Europe, full details are available via the website [www.europe.averygraphics.com](http://www.europe.averygraphics.com)



## Pop-the-Banner Premium **BUY 5 GET 1 FREE**

completed with print, base and carrying bag

Size: 850x2000mm

Photographic print quality

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Aluminium stand

Padded carry bag

Price for 1-5 unit: £35

Average Price  
per unit

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**GOLDWELL**

Professional Hair Care

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PVC  
Outdoor Banner

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a quote now!



# PRODUCT *News*

## New Tekcel cutters deliver a polished performance

**Tekcel CNC Solutions, leaders in the manufacture and supply of CNC routing and cutting systems, has recently announced the availability of its 2011 Guide to Router Tooling and Accessories.**

New products featured for 2011 include an exciting new range of single flute cutters that, Tekcel claims, deliver ground-breaking cutting performance and tool life cycles. The direct result of a long period of research and development, involving Tekcel and one of the world's finest tool manufacturers, Tekcel CP and CP-AI cutters have been designed specifically to produce an incredible edge finish across a wide range of sheet materials used in the sign industry. In fact, customers already using the new range say that the CP and CP-AI cutters produce a edge finish that they would normally associate with parts that have undergone the additional time and expense of a secondary polishing process.

Tekcel's new, easy to use, tooling and accessories guide offers owners of any make of CNC router a simple path to choosing the right tool for every CNC application. According to Tekcel, every product in its tooling range has been carefully researched, manufactured and tested to ensure that they deliver the optimum combination of exacting performance and long service life.

Marketing Director, Huw Davies, went on to say, "Based on our own broad experience of CNC routing spanning many years, and the feedback from our customers across many different industries, we built up an unbeatable range of tooling that can deliver a fast and cost effective response to any CNC application that comes through the door."

In addition to offering substantial savings for quantity purchases and regular special promotions, Tekcel also offers its tooling

### High Performance Tools



### For High Performance Routing

customers a range of further benefits including discounts on accessories, parts and technical support.

Companies wishing to receive the 2011 Guide to Router Tooling and Accessories can telephone Tekcel CNC Solutions on 01275 342 668 or email [info@tekcelcnc.com](mailto:info@tekcelcnc.com)

## Spectron launches new LED trough light system

**To complement its extensive range of LED products, Spectron LED has now launched the Lumenlinear® LED Trough Light System.**

This unique registered design features a fully flexible fixing bracket, which enables the trough light to be positioned in any direction, to suit any kind of situation.

The Lumenlinear fixing bracket requires a space of only 25mm, and its light weight construction means you can fix it directly onto the aluminium sign frame or tray, on the face, or at the top. Fixing onto sloping fascias or overhangs has never been easier thanks to the ingenious multi-positioning facility and extendable bracket.

The main body is the size of a Snickers bar and houses a special coated LED (not the encapsulated type, but tailor made for better heat dissipation and minimum light deterioration) providing superb lumen claimed to be the brightest on the market.

The slick designed Lumenlinear is available up to five metres in length and in silver or black anodized finish. Other colour finishes can be easily achieved by covering with self-adhesive vinyl.

Lumenlinear is suitable for internal and external usage such as sign illumination; architectural down-lighting and up-lighting; retail lighting and display, plus many more. For exhibition lighting a special adjustable G-clamp is available.

Lumenlinear is IP63 rated and consumes 21 watts per metre at 24 volts.

For further information, visit the website [www.lumenlinear.com](http://www.lumenlinear.com) or telephone 0161 236 8828.

The Lumenlinear LED trough light system can be positioned in any direction.





## Why buy new when you can buy “virtually new” for a fraction of the cost?

It is sometimes easy to ignore the second hand market when considering upgrading your printers. At first look this is understandable as ink jet printers are complex machines and you don't really know a printer's history when buying second hand. However, in the current economic climate we think it would be a mistake to ignore this market, particularly when you have offerings like those from Josero.

Josero has recently invested in second hand printers, which are available via its website. The printers on offer are listed within a new section of the website, along with prices. At present most are superwide printers but it's with these printers that the most significant savings are to be had. The printers on offer from Josero are all fully refurbished, and come with a one-year parts and labour warranty.

So, why should you consider buying a second hand superwide printer from Josero? There are many reasons.

Whilst the superwide market has come a long way over the past decade, for about the past four years print quality has remained fairly stable with the biggest improvements being in terms of speed. If you're looking to upgrade from wide format printing you'll see such an increase in throughput that the actual speed of your superwide printer won't be too much of an issue.

It is also fair to say that the build quality of the mainstream superwide printers has been excellent for a fair number of years now, in fact a printer less than about three years old could hardly be seen to be more than “just about run in”. There are obviously perishable parts on every printer, but once these have been refurbished or replaced the printer will be as good as new.

Another major advantage of buying a second hand printer is that you'll avoid beta testing it for the manufacturer. It is not uncommon for the first few of any new model of printer to have teething problems with the hardware or software. By the time it gets to be second hand the software will have been updated and the small hardware modifications will have been done.

If you already have a superwide printer but need another, buying a second hand one to match the one you already have gives you the advantages that you already know the capabilities of the printer and your staff already know how to get the best from it.

Of course you could still go for a new printer if you've got money to burn but with new models costing between £100,000 and £200,000, you are talking about a significant investment. Buying a virtually new printer through a reliable source like Josero will save you around 50%, as well as provide you with a one-year labour and parts warranty.

Take a look at [www.josero.com](http://www.josero.com) and you could be amazed at the money you can save. Alternatively, telephone 01954 232564 or email [info@josero.com](mailto:info@josero.com) to find out more.



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## Metamark responds to customer demand for roll-up banner stand

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Free colour charts  
Digital media  
Sign vinyl  
Speciality materials  
Textiles  
Banner materials  
Meshes  
Art canvases  
Wrapping films  
Window films  
Laminates

**In response to customer demand, the materials company, Metamark, has introduced a range of competitively priced roll-up banner stands.**

Since their introduction, Metamark's MD-Class roll-up banner materials, MD-RU160 and MD-RU170, have attracted a loyal and enthusiastic following who appreciate the products' ease of handling and superb print quality. When taking orders for the materials, Metamark was repeatedly asked by its customers why it couldn't supply the roll-up banner stand to go with them.

With its usual eye on service, quality and value, Metamark has now added a range of attractive, competitively priced roll-up banner stands to its product range and, like everything Metamark sells, the stands are on the shelves and ready to dispatch.

Three stands are currently offered. The DS300 a high quality mid priced Roller Banner Stand. It accommodates an easily changeable graphic with its snap top rail and Velcro graphic attachment, it has a high quality anodised finish, and single twist out foot. The finished graphic size is 800mm x 2000mm.

The DS-200 banner stand offers cost effective performance and rapid set-up. The finished graphic size for this stand is 2000mm by 800mm.

Completing the range is the DS-400, a premium quality, solidly weighted stand with an attractive, anodised base and a fully adjustable telescopic pole. Finished graphic size for the DS-400 is 2000mm by 800mm.

All the stands include a carrying case and Metamark reports that the products are simple to operate both for the end user and for the signmaker installing the graphic. The units are well constructed, assuring the end-user of long-term mechanical reliability and top quality presentation of the loaded graphic.

Banners have always represented a great value means of getting a promotional message across and now that digital imaging simplifies their production and helps producers contain costs, the more venues they can reach the better. What better way to expand the opportunity than to offer a truly portable banner solution to your customers. It's easy, when you shop at Metamark.

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



## What can Metamark do for you today?

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The Materials Company

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  - + ??% If typeface is extended
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  - + 25% For gloss foam PVC
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## FLAT CUT

**Foam PVC All colours 10 mm black & white only - 19mm white** NO MINIMUM ORDER

WEIGHT 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	1.82	2.20	2.60	2.80	3.70	4.50	5.35	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	4.75	5.60	6.35	7.30	10.30	28.06
10mm	0.78	1.20	1.49	2.30	3.15	3.98	4.45	5.59	6.60	7.72	8.38	10.67	12.37	15.30	18.22	52.13
19mm	1.89	2.22	3.10	3.80	4.10	6.20	7.00	8.73	10.00	11.52	13.44	14.78	18.85	21.34	26.00	75.24

**Acrylic standard colours including gold & silver 10mm black, white & clear only** NO MINIMUM ORDER

WEIGHT mm	50	75	100	125	150	175	200	225	250	275	300	375	425	500	600	1200
3mm	0.55	0.74	0.84	1.12	1.30	1.87	2.20	2.60	2.86	3.46	4.21	8.10	7.40	9.47	11.00	42.97
5mm	0.84	1.05	1.25	1.68	2.20	2.56	3.15	4.13	5.30	5.72	7.30	8.97	10.02	12.89	15.67	62.10
10mm	1.66	2.15	2.55	3.30	4.40	5.08	6.30	8.28	9.99	11.56	14.10	17.05	19.87	25.01	31.04	124.03

### Aluminium Composite

WEIGHT mm	50	75	100	125	150	175	200	225	250	275	300	375	425	500	600	1200
Colours	1.00	1.36	1.78	2.29	2.64	3.12	4.40	5.08	5.97	6.64	7.38	8.68	10.43	14.08	17.69	54.20
Brushed	1.18	1.50	2.05	2.54	3.43	4.26	4.98	5.72	6.89	8.92	9.18	10.42	12.45	15.50	19.80	60.87
Mirror exterior	1.80	2.28	2.68	3.64	5.25	6.22	7.75	9.10	9.98	12.20	13.88	15.75	18.65	23.67	28.18	90.00

### Mill Finish Aluminium

WEIGHT 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	5.82	6.65	7.40	8.65	9.80	10.59	10.95	14.65	17.60	22.50	28.95	88.50
3mm	2.82	3.55	4.35	5.32	5.80	6.74	7.70	8.92	10.00	11.30	12.45	16.45	20.30	25.60	34.10	92.00
5mm	3.10	4.08	5.00	6.50	7.12	7.88	9.05	10.45	11.30	12.45	14.45	19.85	23.00	29.95	40.00	94.50

### Exterior MDF

WEIGHT mm	50	75	100	125	150	175	200	225	250	275	300	375	425	500	600	1200
3mm	0.35	0.82	1.10	1.59	2.25	2.45	2.78	3.50	4.05	4.50	6.28	8.30	11.30	12.40	13.85	42.18
12mm	0.85	1.52	1.85	2.75	3.70	4.35	5.15	5.85	7.10	8.50	9.55	10.90	12.95	16.00	18.00	55.00
18mm	1.45	2.35	2.75	3.80	4.75	5.65	7.35	8.00	10.00	11.58	14.25	16.35	19.00	21.10	27.85	83.00

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# PRODUCT *News*

## Take advantage of tax concessions with new Hybrid range from GDI

GDI has just launched the Hybrid range of energy efficient illuminated letters and signs that offer major tax breaks for end-users under the government approved ECA scheme (Enhanced Capital Allowance).

"Hybrid products are no more expensive than the previous generation we made and supplied to the sign industry. They're at least the same high quality of build and illumination but under the ECA scheme their cost can be 100 per cent written off against taxable profits," says Damien Pestell Sales & Marketing Manager at GDI Signs.

"The financial savings possible for the end user makes the choice between a new and old generation illuminated letter a 'no brainer'."

The ECA scheme was set up by the [www.carbontrust.co.uk](http://www.carbontrust.co.uk) in order to provide an incentive for businesses to decrease their carbon output by using carbon efficient products. It offers tax concessions to reward businesses that use LEDs with a certain level of efficiency in signs and letters, as measured in Lumens per Watt.

While the benefit of paying less tax is not applicable directly to GDI's customers in the sign trade, their clients who are the end users of Hybrid products can make considerable financial savings, which gives sign companies offering Hybrid an important competitive edge.

But it's more than just a question of paying less tax that will attract customers to Hybrid. The sign trade can also sell on the basis of the product being energy efficient and environmentally friendly, hot topics with a lot of companies currently strengthening their corporate social responsibility policies.



*Choosing Hybrid can mean significant savings, even if it's at one location.*

Damien continues: "This product is going to be a big deal for the sign trade in 2011 because it will help them win more contracts, especially for chains with multiple shops, restaurants or garages, that are having a re-brand or similar. Work it out; per £1000 spent on Hybrid LEDs and signs, £280 in first year alone can be written off, so the potential saving for bigger customers is well into six figures. Even for a sole trader with one shop, the potential tax saving is a great selling point."

"We have big hopes for this new product as we think it comes at a time where people are starting to take products that reduce carbon seriously. This is partly because the government has stepped up and is giving incentives for using such products, but also because people would rather take a product which emits less carbon and is less harmful to the environment. Of course, because the LEDs are more efficient it means the cost of an end user's electricity bill is decreased and they save more money that way too."

Ladies fashion retailer Oasis recognised the benefit of switching to Hybrid letters in the company's recent roll out programme and is now making huge cost savings through a reduction in tax. The Hybrid product was critical to GDI and their sign trade customer winning the contract.

Choosing to use Hybrid letters also helps large companies meet the requirements of the Carbon Reduction Scheme. The Carbon Reduction Commitment Energy Efficiency Scheme (CRC) is a mandatory carbon emissions reporting and pricing scheme to cover all organisations using more than 6,000MWh per year of electricity (equivalent to an annual electricity bill of about £500,000). All companies who meet the above criteria will be put into a league table and their carbon usage measured. If no reduction is seen, then there will be financial penalties in the form of having to purchase increased carbon output allowances.

Find out more at [www.graffitidesign.co.uk](http://www.graffitidesign.co.uk) or by telephoning 01825 763690.



*Oasis was one of the first major retailers to take advantage of switching to Hybrid letters.*



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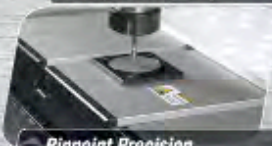
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## New 'Talking Sign' from Innova Solutions

Lancashire-based Innova Solutions has demonstrated its propensity for diversification with the introduction of the NovActive™ 'talking sign'. A custom-fit, slim-line and aesthetically pleasing solution to making signs 'talk', it uses the latest micro-engineering technology and dedicated software to provide a powerful but passive reinforcement for promotional campaigns and to enable signs to be more inter-active with their target audience.

Key features of the sign include multiple triggering options, high-quality acoustics and distortion-free volume to allow excellent reproduction of voice and music, an ability to record programmed messages on any PC or an SD (Secure Digital) Memory Card message storage facility. The NovActive talking sign can be designed as a Health & Safety advisory/cautionary tool, as an audible reinforcement for DDA-compliant signage or as a more innovative medium through which to carry out a wide variety of tactical commercial marketing campaigns.

The sign is fully programmable via a series of prompts simply by scrolling through the options on the remote control handset. Activation of the message can be timed to avoid too frequent delivery, as can the delay before activation. For example, this function will detect a person entering a washroom and will wait a pre-determined time before issuing the message 'wash your hands'. Language and sequential delivery of stored messages can also



be selected to enable delivery of constantly changing messages used typically in promotional campaigns and to provide a more inter-active mood.

A demonstration video of the NovActive sign can be accessed at: [www.innovasolutionsonline.co.uk/promo.asp](http://www.innovasolutionsonline.co.uk/promo.asp)

For further information, telephone Innova Solutions on 01282 867390.

## PixelRange launches PixelSmart pioneering a new wave in intelligent lighting

**PixelRange has extended its range of LED lighting fixtures with the newly launched PixelSmart, the game-changing luminaire that takes multifunction to a whole new level.**

PixelSmart is the first product in a line up that pioneers a new wave in intelligent lighting. Not only is PixelSmart a veritable workhorse fixture able to light at 15-degrees, as a wash or a par can, it's also a dark horse, offering eye candy in abundance.

The unit comprises 13 CREE XPG warm white LEDs alongside 12 CREE MCE Quad LEDs RGBW to give the advantage not only of a vast spectrum colour palette, with a huge choice of both vivid saturates and subtle pastel colours, but unusually, a choice of brilliantly cool (XPE) or golden warm (XPG) whites.

PixelSmart's LED configuration gives a total of 61 channels and each one is individually addressable so each colour of each LED can be controlled in any combination at a given time. With no limitations, arrays of layering can be created via media server or lighting desk.

Further to the colour configuration and control, PixelSmart also features 40 internal chase effects programmable in two channels. Again though, that's just the start as PixelSmart has infinite capacity for any effects required.

PixelSmart combines 20 degree Ledil colour mixing optics FWHM

(MCEs) with an 11 degree Ledil LXP-G Real Spot optic FWHM (XPGs) for maximum versatility as standard via a glass front panel lens. Further light-shaping diffusing lenses are available to vary the output beam angle. The optical design produces an extremely smooth, uniform output with outstanding colour blend while providing real power.

The fixture also offers a choice of dimmer curves, handing full control to the operator. Alongside standard and TV, is Tungsten, a new smooth dimmer that emulates the dimming of a tungsten lamp. PixelSmart is manufactured in heavy duty, machined billet with ABS (thermoplastic) back cap and external heatsink. Durability and longevity are assured. The unit is cool running and draws only 185 watts at maximum power.

PixelRange's PixelSmart is ideal for designers and rental or production companies looking to invest in a single fixture solution for theatre, concert touring, corporate event, exhibition or TV lighting applications. In size and shape it mimics the traditional PixelPar, and any one of the number of lamps made in its image, which allows PixelSmart to be very simply retrofitted in the place of all those already in existence.

For further information telephone PixelRange on 01905 363616 or visit [www.pixelrange.co.uk](http://www.pixelrange.co.uk)





## Third generation mild solvent ink set from Mutoh

Wide format inkjet printer manufacturer Mutoh Belgium nv announces immediate availability of a new set of CMYK mild solvent inks, called MS Ultra, for its Blizzard, Spitfire 65/90 Extreme and Spitfire 100 Extreme printers. This third generation Mutoh mild solvent ink will increase productivity through more efficient printing.

"Our new MS Ultra inks have been tuned specifically to our Spitfire Extreme and Blizzard printer families, offering the highest level of image quality and printer reliability," comments Arthur Vanhoutte, President of Mutoh's European Operations.

"They offer excellent stability and ensure uninterrupted printing for extended periods. Compared to our existing Mild Solvent and Mild Solvent Plus inks, the new MS Ultra inks will provide printer users an even wider media compatibility and a higher performance in number of square metres printed per hour. They also have a longer shelf life (18 months), require less maintenance (once a week) and last but not least, do not require daily printing, as typically is the case when using mild solvent inks. The new inks are available for both new printers and for installed-base printer users," Vanhoutte concludes.

The new MS Ultra cyclohexanone and NMP free inks are offered in safe and easy to use 440 ml ink cassettes and bulk ink bottles of one litre. For typical sign images (720 x 720 dpi) with an ink coverage of 67 %, ink cost amounts to 0.92 €/m<sup>2</sup>. The inks are suited for indoor and outdoor commercial print applications. Outdoor UV durability is rated up to three years, without lamination. For heavy-duty applications involving mechanical stress, lamination is recommended.

Using a unique ink chemistry controlling the drop size on the media, the Mutoh MS Ultra ink offers a wide media compatibility across the broadest range of self adhesives as well as other flexible substrates. MS Ultra will give photorealistic prints as the printed dots will have perfect dot quality, even at the highest carriage speeds. The inks offer an excellent colour gamut and gloss preservation. Typical high quality banding-free production speeds of up to 16.5 sqm/h (Spitfire Extreme 65); 36 sqm/h (Blizzard 65) and 42 sqm/h (Spitfire 100 Extreme) can be obtained.

The new MS Ultra inks will be marketed all over Europe, the Middle East and Africa through Mutoh's network of authorized resellers.

The MS Ultra one litre ink bottles can be used in combination with Mutoh's bulk ink system (BIS) developed for speed-intensive, volume oriented users requiring a high-volume ink delivery and refill system. The bulk ink system offers unattended printing options along with minimum user intervention.

Each bottle can provide 1.2 litres of ink to the bulk feed cassette before requiring a refill. Each bulk feed cassette incorporates a floater level adjustment to accurately set the proper ink fluid pressure to the print head.

Mutoh's ink refill system can be easily mounted on top of the printer. No extra footprint is required. As such, the system will save space and will not disturb the operator during the print jobs.

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



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# PRODUCT *Choice*

## Zapkut panel saw in the frame at Minitec

**A chance encounter at the North Hampshire (England) Inspire business awards ceremony in late 2009 led to major production process improvements for Basingstoke-based Minitec UK Ltd, following the introduction of a vertical panel saw from Zapkut Limited.**

Minitec manufactures a unique light construction system consisting of lengths of T-slotted extruded aluminium rod. These lengths are joined together using the firm's patented Powerlock fastening system to form a virtually limitless variety of finished products. Typical applications include safety guards, IT racking systems, workbenches, conveyor systems and dugouts for sports venues.

As well as supplying lengths of the Minitec framing material for customers to use as they wish, the company also supplies kits of parts to build specific items, as well as finished articles. Kits of parts and finished items often involve sheet materials – polycarbonate and polyethylene, for bench tops and shelves, for example.

Until recently the company bought such materials pre-cut to the required sizes. Sharing a table with Keith Bunker, Zapkut's Managing Director, at the 2009 Inspire Awards ceremony

was to change that. "I bumped into Keith at the Inspire Awards," Gary Livingstone, Minitec's Managing Director, recalled. "As we chatted it became clear that the Zapkut vertical panel saw could be ideal for us. The ability to cut sheet materials on site would improve our flexibility and responsiveness, both of which are key to the Minitec proposition."

Both companies have seen recent success in the Inspire Awards. Minitec won this year's Export Award, with Zapkut named runner up. Minitec was also declared 2010's Entrepreneur of the Year, and last year Zapkut took home the Micro Business of the Year Award.

Having checked out the detailed specification of the Zapkut ZK8, Gary ordered a unit. "Zapkut were very helpful, especially when it came to selecting the best blade to use. Cutting polycarbonate sheet can result in chipping if you don't get this right. Zapkut gave us invaluable advice which shows in the excellent results we're getting from the machine."

The Zapkut ZK, a portable vertical panel saw, is an ingeniously designed unit offering all the benefits of a traditional fixed wall saw, in a genuinely portable package. It can be deployed or stowed in seconds by a single operator, and can be transported in the back of a small van or even a family estate car.

The ZK8 cuts sheets of up to 8 x 4 feet while the ZK10 caters for sheet sizes of up to 10 x 5 feet. Both offer excellent sheet support and outstanding stability on almost any surface. Prices start at just £945.

The ZK8 has made a significant difference to Minitec's day-to-day operations. By maintaining a stock of polycarbonate and polyethylene sheets, correctly-sized pieces can be cut quickly, easily and accurately as they are required for each customer order.

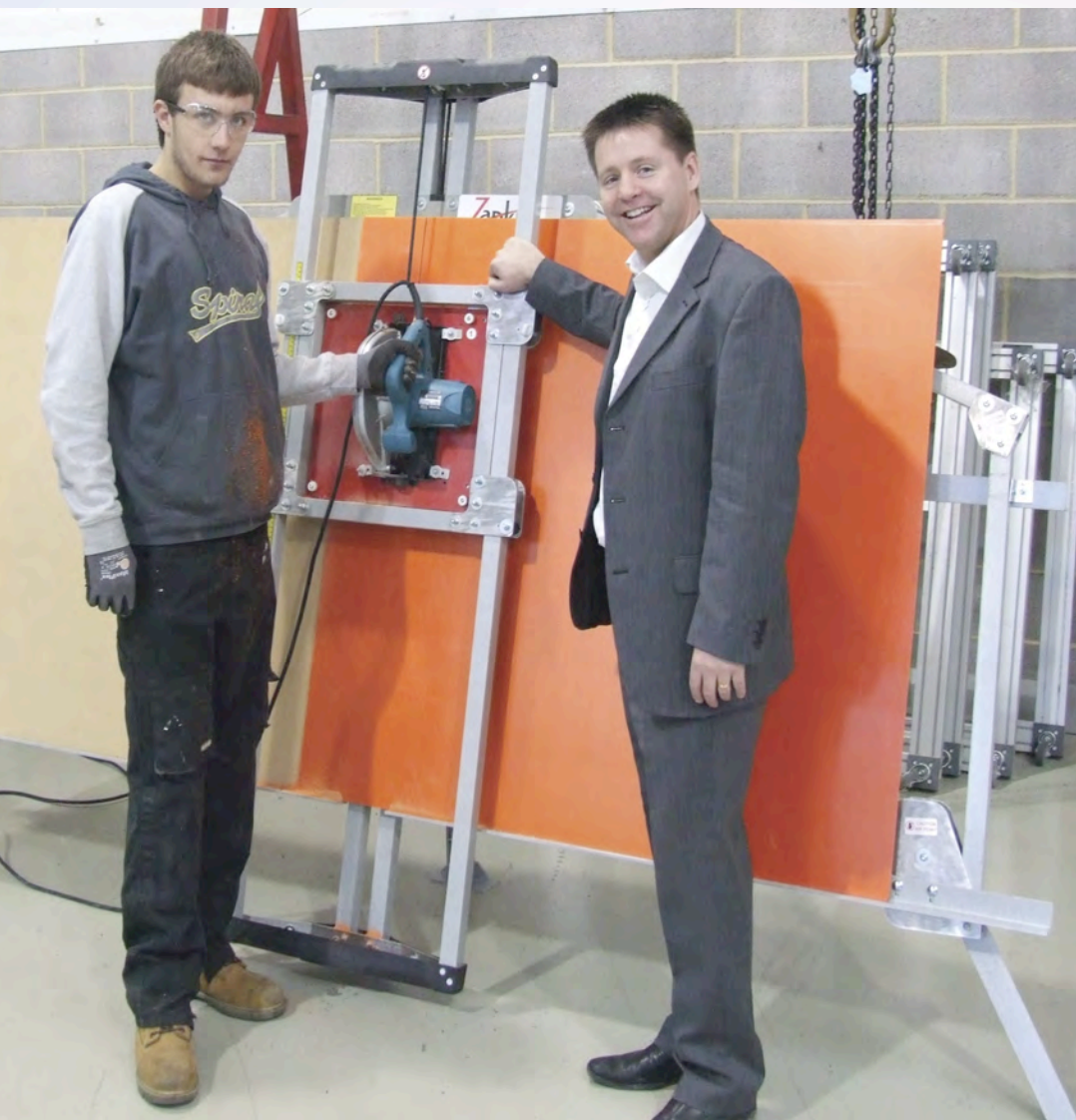
"It does exactly what I wanted," said Gary. "By improving Minitec's responsiveness and flexibility, the Zapkut is actively and directly supporting our USP. We can deliver to, and therefore quote, tighter lead times, respond more effectively to rush orders, and generally offer an enhanced service."

The Zapkut has also reduced Minitec's costs, as the company can now buy sheet materials in bulk rather than cut-to-size.

Gary summed up his thoughts on the Zapkut enthusiastically: "It's a good value machine, and it does exactly what it promises. I'd recommend it."

For more information on the Zapkut range of vertical panel saws, please telephone 0118 970 1950 or visit the company website, [www.zapkut.co.uk](http://www.zapkut.co.uk)

Zapkut Limited is currently expanding its international dealer network and welcomes all dealer enquiries.



*Minitec trainee Sam Holbrook and MD Gary Livingstone with the company's Zapkut ZK8.*



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**Acrylic** (Perspex - including gold & silver) (10mm: white, black & clear) no minimum order

Height	50mm	75mm	100mm	125mm	150mm	200mm	225mm	250mm	300mm	375mm	425mm	500mm	550mm	600mm	750mm	1200mm
3mm	0.58	0.72	0.84	1.16	1.28	2.00	2.80	3.00	4.26	6.15	7.00	8.25	9.25	10.50	17.00	38.00
5mm	0.85	1.05	1.35	1.55	2.09	3.14	3.90	4.74	5.34	8.28	9.25	12.82	14.00	15.50	25.88	53.00
10mm	1.70	2.10	2.75	3.10	3.30	6.10	8.50	10.00	12.50	17.00	19.50	25.00	28.50	32.00	48.00	113.00

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

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

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

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
6mm	0.35	0.80	1.10	1.50	2.25	2.40	2.80	3.57	4.11	4.92	6.25	8.90	10.32	11.70	13.80	42.00
12mm	0.85	1.50	1.85	2.70	3.70	4.35	5.10	5.90	7.00	8.60	9.50	10.80	12.90	16.00	18.00	57.00
18mm	1.45	2.30	2.80	3.80	4.80	5.90	7.30	8.20	10.40	11.80	14.20	16.30	19.00	21.00	28.00	84.00

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

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
Standard colours	0.95	1.35	1.80	2.35	2.70	3.10	4.50	5.30	6.20	6.80	7.70	9.10	10.60	15.00	18.50	56.00
Chrome	1.90	2.35	2.70	4.00	5.50	6.65	7.80	9.00	10.70	13.10	14.80	16.50	19.80	24.50	30.00	95.00
Brushed finish	1.20	1.50	2.00	2.50	3.50	4.20	4.95	5.80	7.00	8.50	9.50	10.80	12.90	16.00	21.50	62.00

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

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm
2mm	2.68	3.34	4.13	5.13	5.70	6.54	7.38	8.54	9.64	10.69	11.00	14.56	17.44	22.19	29.11
3mm	2.80	3.50	4.30	5.30	5.80	6.70	7.60	8.80	9.80	11.20	12.50	16.60	20.00	25.70	34.00
5mm	3.30	4.10	5.10	6.30	7.00	8.00	9.00	10.50	11.00	12.60	14.50	18.40	23.50	30.20	40.50

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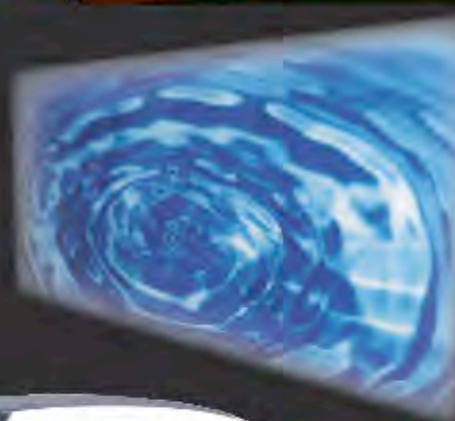
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# PRODUCT *Choice*

## Prototyping specialist opts for the versatility of Roland DG's VersaUV LEC-540

**The first Roland DG VersaUV LEC-540 UV-curable printer to be sold in Europe has been installed at Kent based packaging specialist, Beams International.**

This innovative wide-format print-and-cut system, which offers colour managed proofing and prototyping as well as high quality display production, features a 1.37m width plus white ink and clear varnish. It was selected for its unparalleled versatility, low investment cost and accuracy of output on all materials.

Beams International specialises in the design and manufacture of gift packs, and packaging of goods for promotions in the food and drinks' industry. The company creates and produces branded and bespoke items for the retail market in the UK and overseas, designed to build awareness for consumers through innovative and unusual packaging solutions.

Realising that its existing wide-format proofing system was limited because its aqueous-based inks were not able to output to the actual materials used in a final production run, Beams wanted a solution which would provide a true simulation of its packaging creations. Working with UK specialist Roland DG's partner, Revolution, the company opted for the print-and-cut versatility of the VersaUV LEC-540 which uses flexible UV-curable inks and outputs extremely high quality results onto a broad range of substrates.

Because of the special finishes incorporated into its packaging prototypes, Beams also required a combination system which not only could print, crease and cut but was able to simulate accurate proofs on a variety of materials. Being able to produce precise mock-ups, incorporating both matched colour and accurate folding, was of vital importance to the company so that brand owners and customers could view and touch a true representation of finished products.

Based in Coalville, Leicester, Revolution supplies a wide range of printers, materials and software, and has developed a strong reputation for providing added-value solutions for all wide-format users including display producers, fine art specialists and proofing companies. The company also concentrates on colour management and profiling, an area of particular importance and relevance to the prototyping market.

Further information is available by telephoning Matthew Russell at Beams International on 01634 265480, website [www.beamsinternational.com](http://www.beamsinternational.com) or Revolution on 01530 510080, website [www.revolutiontransfers.co.uk](http://www.revolutiontransfers.co.uk)



*Chris Browne, senior designer at Beams with Roland LEC-540.*



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# PRODUCT *Choice*

## One stop shop for signs plastics supplies

Leicestershire based Eagle Plastics Limited is a well established supplier of a wide range of thermoplastic sheet materials, many of which have extensive applications with sign and displays manufacturers.

By accessing sheet materials that are available in a range of colours or textures, and even in food grade quality if required, the choice of creative plastics raw materials can add another dimension to a sign project.

For those involved in fabrication, one of the favourite materials is High Impact Polystyrene (HIPS) which is a rubber modified version of General Purpose Polystyrene (GPPS). It exhibits much higher impact strength and in sheet form is easily fabricated and vacuum formed. It is also a very versatile material and in commercial use is used in the production of displays in point of sale, handling trays, in-store promotional signs and model making. It is also well suited to moulded bespoke enclosures, boxes and housings while another major advantage of HIPS is its suitability for food and medical outlets.

To ensure that sheet materials are cut to pin point accuracy, Eagle Plastics has recently installed a new CNC beam saw in the distribution centre at Leicester and this cuts thermoplastic sheet, and a range of other products, with extreme precision and offers a new dimension for customers.

The saw is a state of the art Biesse Artech Sektor 430 CNC controlled unit that is constructed around a highly stable welded monobloc frame. This is a cornerstone in the cutting accuracy - the saw can cut materials to an accuracy of 0.25mm. Further, because of the fine cut blades fitted to the saw, a range of thin materials can be cut without fear of edge shattering.

Already the saw is proving its worth to Eagle Plastics customers. A recent cutting project saw the creation of 10,000



*The beam saw can accommodate sheets 3m x 2m in size.*

panels that were all guaranteed perfectly square and accurate. Importantly, the cutting process was undertaken in a fraction of the time it would have taken on a conventional guillotine and the computer planning ensured the best yield for the customer.

"This gives us a whole new dimension offering added value to our customers," explains Eagle Plastics' Darren Clarke. "Customers need precisely cut materials and we can now comfortably handle sheet sizes up to 3m x 2m where accuracy of cut is all important."

For details on the extensive range telephone Eagle Plastics sales team on 0116 276 6363 or visit [www.eagleplastics.co.uk](http://www.eagleplastics.co.uk) for a detailed product listing.

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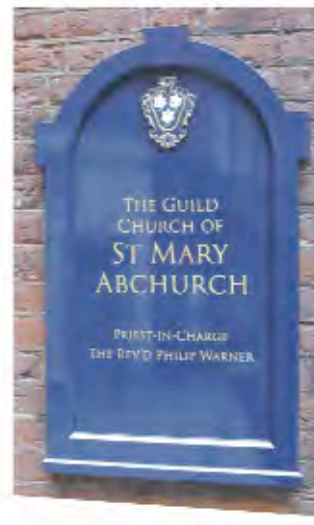
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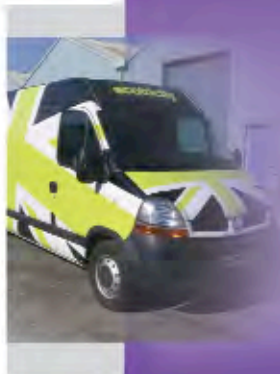
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# PRODUCT *Choice*

## XYZ router helps boost productivity at Think BDW

An XYZ 4010 CNC router, incorporating a combined XYZ ICS (Intelligent Cutting System) and oscillating knife, is helping boost productivity at ThinkBDW. Established in 1988, ThinkBDW has grown steadily to attain its present status as the UK's foremost provider of integrated sign and display solutions to the house building industry that are designed and produced at the company's 3,600 square-metre facility in Colchester, Essex.

The core business of ThinkBDW is based on both rigid external signage and flexible point-of-sale and exhibition display material used in the marketing suites and show houses of developers throughout the UK.

The XYZ router featuring the combined ICS and oscillating knife facility is used for cutting and shaping materials after printing. Rob Jupp of ThinkBDW explains: 'We can now more accurately cut pre-printed material used for signage and associated display applications, with the oscillating knife enabling the processing of flexible media such as card and paper. Significantly, the XYZ solution has eliminated the need for any third-party supplier and enabled us to carry out all production in-house. This has helped speed up productivity, removed the frequently inevitable variables in the quality of output when using outside resources and enabled faster delivery of finished products to customers with a commensurate increase in profitability.'

The XYZ 4010 router has a processing area of 3,048 (length) x 1,524mm (width) and a proven capability for handling material in a thickness of up to 150mm to accommodate the special requirements of sign manufacturers. It is also available with a host of optional production facilities, including the XYZ ATC (Automatic Tool Change) function for work requiring multiple tooling.

The XYZ ICS facility is powered by the latest I-cut® compensation algorithm technology to provide incomparable levels of accuracy when processing both flexible media and thicker sign making



*The XYZ ICS function working in conjunction with the XYZ 4010 router in operation at ThinkBDW.*

materials like aluminium, aluminium composite material (ACM), PVC, acrylic, plywood and medium-density fibreboard (MDF). Compatible with all XYZ CNC routers and available as an upgrade for existing machine installations, the ICS incorporates both a high-resolution camera imaging function that captures print registration marks and the industry-leading I-cut control software. It also allows connectivity with all industry-leading RIP programs and printers.

For further information on the routing solutions available from XYZ, visit [www.axyz.co.uk](http://www.axyz.co.uk) or telephone 01902 375600. For information on the services provided by ThinkBDW, visit [www.thinkbdw.co.uk](http://www.thinkbdw.co.uk) or telephone 01206 827311.

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# CUTTERS & PLOTTERS

## In search of perfect cutting precision

Whatever you're cutting, perfect precision is essential and the latest machines are designed to make it easy to achieve that accuracy with every job. Whether it's labels, contour-cut decal signs, window films, or anything else, there's a varied range of machines to suit different budget and needs.

### FineCut software makes Mimaki cutters even more desirable

Mimaki's cutting plotter range starts with the fully featured 610mm wide desktop CG-60SL / SR machines (the latter having an optical eye for registering print and cut jobs) and goes right up to the huge 3.1m x 1.6m CF3 model, a flatbed cutting table with routing head for shaping rigid materials such as acrylic and aluminium composite sign materials.

In between these products come the CG-SR11 and CG-FX11 range of stand mounted pinch roll cutters, with sizes from 75cm through to 1.6m, all with Mimaki's free FineCut plugin software that works in conjunction with industry standard design applications.



A screenshot from Mimaki's free cutting software (FineCut) showing the image to be printed and half cut.



The printed and cut image being peeled off the backing paper.

Often ordered alongside one of Mimaki's outdoor durable inkjet printers, these machines all feature a unique die cut feature that allows the user to cut right through the backing sheet, leaving only tiny tabs to hold the sticker or label in place. When combined with a contour kiss kit, the end product becomes a valuable shaped decal, delivered ready to sell, rather than requiring hand trimming or peeling off a sheet.

In addition to the pinch roll cutters, Mimaki's strong heritage in cutting technology includes flatbed tables too. Flanking the CF3 sits the popular CF2 model that is frequently found in large signmakers and graphics production houses running in conjunction with a Mimaki UJV-160 LED UV printer. Using flexible inks to print direct to board, the UJV / CF2 combination is ideal for point of sale, lightweight signage and packaging output thanks to its excellent colour yield, accurate print and cut technology and integrated workflow.

For further information on Mimaki's cutter range and more, visit [www.hybridservices.co.uk](http://www.hybridservices.co.uk) or telephone UK & Ireland distributor, Hybrid Services Ltd on 01270 501900.

## High-performance vinyl cutters from William Smith

William Smith supplies high-performance vinyl cutters from Graphtec and Summa. These include the CE5000 and FC8000 machines from Graphtec and the S Class machines from Summa, each of which offers both individual and shared superior cutting capabilities.

A key feature of the CE5000 cutter is the ARMS (automatic registration mark sensing) facility that detects printing positions for high-precision cutting and greatly increases the accuracy of cut and overall productivity.

Described as the best precision cutter currently available, Graphtec's FC8000 series comes in a choice of five different models. They provide ease of operation and claim the highest in class levels of cutting speed at 1485mm/sec and cutting force at 600gf on a wide range of materials. The machines also provide an ultra-reliable long-length tracking capability and multiple cutting areas.

The S Class range of cutters from Summa is available in a choice of either True Tangential (T Series) or the superior Drag Knife (D Series) machines. The cutters incorporate what is claimed to be the world's most popular OPOS X Print/Cut Alignment facility that features an even more advanced optical scanner. Other key design features include a touch-sensitive control panel, variable-tension



William Smith offers all five models in Graphtec's FC8000 series.



pinch rollers for superior tracking, individual cut and pounce protection strips and an optional roll-up system. There is also a redesigned D-Series cutting head that includes a new auto sheet-off knife to enable an optional media slicing function at the end of each job.

The S Class range of cutters has a maximum speed of up to 1.4 sq m/sec. It is supplied with a wide range of accessories, consumables and software options for both Mac and PC systems.

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



*A Summa S Class cutter as supplied by William Smith.*

## Graphtec's four point registration for ultimate accuracy

The entire range of Graphtec cutting plotters now comes with ARMS 4.0, the company's proprietary automatic registration mark system, included as standard. The result is enhanced accuracy in print and cut operations, improved ease of operation and superior productivity from all Graphtec cutting plotters.

ARMS 4.0 is unlike other registration systems because it reads four registration points rather than the usual three. So advanced is this system that it provides distance adjustment, axis alignment and distortion compensation on both the X and Y axes. The sensor on the latest version of ARMS has the advantage of being able to read registration marks on a coloured background (some contrast is needed).

Four-point registration mark sensing and two axes correction ensures high-precision cutting on graphics that have been distorted during the printing and laminating process. Even skewing on long-length printing is compensated for, by the system cleverly detecting intermediate registration marks using its four-point correction for each individual segment area.



*All Graphtec's cutting plotters have ARMS 4.0 registration mark system for enhanced accuracy.*

All registration marks are detected automatically; there's no need to move the sensor to the first mark and subsequent ones are automatically redetected if a sensing error does occur.

High accuracy cutting of multiple copies is trouble-free thanks to the multiple registration mark correction feature in ARMS, which sends layout instructions together with the cutting data from layout functions such as set in a RIP.

A perfect example of typical Graphtec cutting accuracy and ease of productivity is the FC8000 series. Available in a choice of five widths up to 64" (1625 mm), all models come with a media basket included to facilitate

dust-free operation and enhanced media tracking on long, continuous applications. Features include a dual configuration capability which allows two separate user settings to be selected and saved, each with eight individual conditions; or to quickly change settings for different media or software packages.

Find out more at [www.graphtecgb.com](http://www.graphtecgb.com) or telephone 01978 666700.

## More exciting print and cut with Roland VS family



*Roland's VS series is an ideal print and cut solution with great versatility.*

By offering purchasers the choice of a configuration to best suit their business needs, the VersaCAMM VS family's versatile capability covers almost every application imaginable.

There's a choice of cutting widths, from the VS-640's 1,625mm, through the VS-540 at 1,370mm and the VS-420 at 1,071mm, to the compact VS-300 at 762mm. But all models offer the same high production and excellent quality printing and cutting, as well as metallic and white ink configurations for optimum flexibility.

From the smallest label or decal through to full width displays, the VS series from Roland is an ideal solution. Featuring a top print speed of 23.1 sq m/hr and the benefit of fast and accurate cutting technology, the VersaCamm VS series meets a variety of business and customer needs.

All models come with Roland's OnSupport for remote updates, the all-encompassing Roland VersaWorks RIP software, bespoke training at the Roland DG Academy and the support of a RolandCare Service Agreement.

Telephone 08452 309060 or go to [www.rolanddg.co.uk](http://www.rolanddg.co.uk) to find out more.



# PROJECT *News*

## PixelSmart debuts at the Royal Variety Performance

The Royal Variety Performance held annually at The London Palladium Theatre is a vast, live command performance showcasing over 30 acts in the presence of HRH Prince of Wales and the Duchess of Cornwall.

Undertaking the lighting design for a rarely offered second year, Lighting Designer Steve Nolan and associate Tim Routledge, jumped at the chance to use the newly launched PixelSmart from PixelRange because of its unprecedented versatility.

"When you have so many different acts to manage, you need as many tricks up your sleeve as possible and the PixelSmart certainly helped with that. It can do so many different things. It can be a wash light, it can be an effect, anything, but we used it mainly as 'sparkle'."

The PixelSmart luminaires, 24 in number, were positioned facing straight out towards the audience, distributed across four lighting towers at the back of the stage. Controlled via a Grand MA lighting console, Tim explains, "Instead of talking to the PixelSmart as one light, it became 25 lights because of the individual sections within so I was able to control each individual element within the PixelSmart as an individual light."

"Being able to address each colour of each LED, I could make shapes – it is so flexible. So, for Kylie, we created little Pacman shapes that were dancing around. It gave us something different for each act."



*The PixelSmart luminaires created a stunning array of backdrops for the various acts appearing on stage.*

"Taking advantage of the warm white LEDs we were able to create slow, 'tungsten-y' eye-candy in the back of shot for Jamie Cullum. Featuring both a warm and a cold white in the one fixture is very helpful, we could create a warm sense on stage as well as the modern stark white electronic pop look."

PixelSmart is the very latest innovation from LED lighting Pioneers, PixelRange. The fixture is comprised of 13 CREE XPG warm white LED's alongside 12 CREE MCE Quad LED's RGBW, giving the advantage not only of a vast spectrum colour palette but uniquely, a choice of whites. Brilliantly cool (XPE) white or golden warm (XPG) white.

PixelSmart's LED configuration gives a total of 61 channels and each one is individually addressable. So each colour of each LED can be controlled in any combination at a given time, making it simple to create light shapes other than the traditional beam. With no limitations, arrays of layering can be created via media server or lighting desk, incorporating the further 40 internal chase effects.

PixelSmart is shipping now and further information can be obtained by telephoning 01905 363616 or visiting the website [www.PixelRange.co.uk](http://www.PixelRange.co.uk)



*Photos courtesy of Andy Newbold EABF.*



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## Wood is top choice for garden centre sign

**John Matthews, Proprietor of Sign Vision, explains how a local award winning garden centre looks for a winning entrance sign.**

"I was contacted by the garden centre and asked to survey the entrance and come up with a few ideas for a quality product that offers longevity, as well as looking in keeping with their image and type of business," says John.

"At first my customer spoke about having an aluminium plate and post system, and initially I thought this was the right product for this installation. However, after looking into what other garden centres were using in the area, I thought it was time for something different as most, if not all, the garden centres I saw used a variation of an aluminium plate and post. To be honest, it was time for something that offers more than just a way of displaying the name of the business."

John started looking for a trade company with CNC capabilities that had a particularly good knowledge and track record of timber sign products. A few web sites and a couple of phone calls later he stumbled across a Cornish sign company, The Grain.

He continues: "I could see from the outset that this was who and what I wanted to go with. I was aware from the quality of their signs that this option was going to be a few pennies more, but thought the final product would be well worth it."

"I felt confident following conversations with the owner of The Grain, Pete, and his son Sam, that they knew their products inside out and had tested their signs time and time again. Together we spoke about the design options, materials, longevity and colours until all parties were happy."



*Sign Vision worked with The Grain Sign Company, a specialist in three dimensional wooden sign systems to, produce the finished sign.*

Installing the sign went smoothly and was all complete within a few hours, just in time before heavy rain started.

"I wish every installation was that easy!" says John. "As far as my customer (Sidmouth Home and Garden Centre) goes, they're over the moon, and the remarks from their customers have been exceptional."

James from Sidmouth Home and Garden Centre says: "It's been a real pleasure to work with John on this project - he made the whole experience exciting from start to finish. His designs showed us that we were getting a superior sign, and his enthusiasm showed us we were getting a phenomenal sign. 10 out of 10."

Contact Sign Vision via [www.sign-vision.co.uk](http://www.sign-vision.co.uk) on telephone 01395 513388, and The Grain Sign Company via the website [www.thegrain.co.uk](http://www.thegrain.co.uk) or telephone 01579 349911.



*The entrance sign is designed and built to fit in perfectly with its surroundings and the business it's promoting.*



*Installation complete - still in sun, just before the rain came.*



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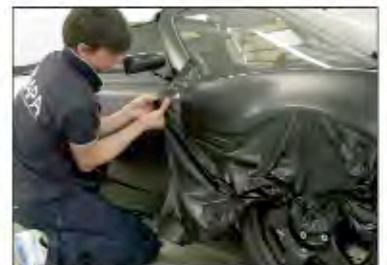
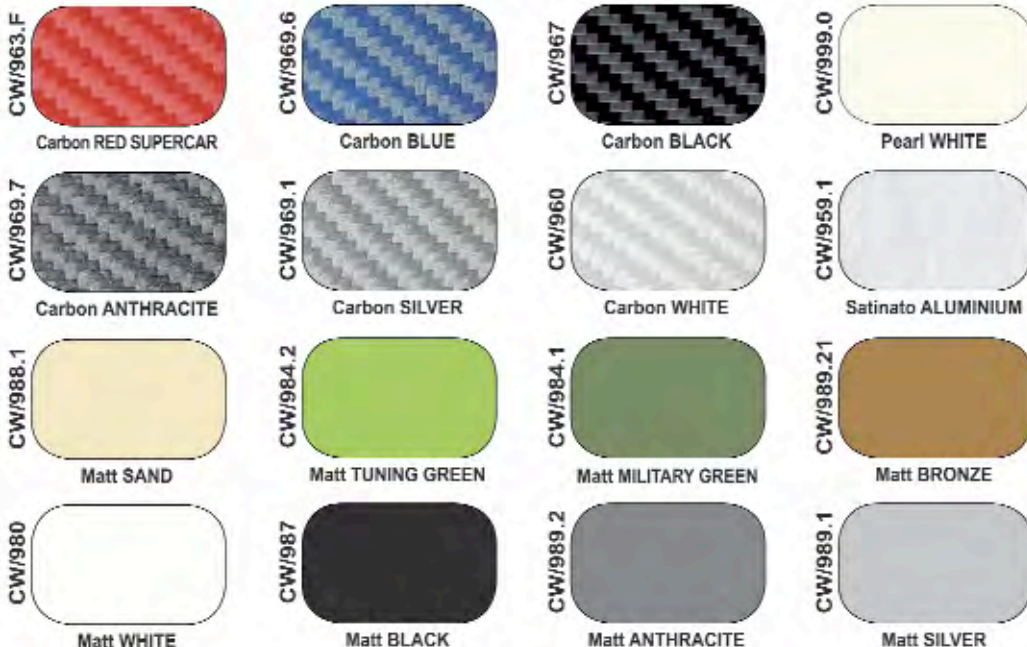
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# PROJECT *News*

## Light Tape lights up red carpet at Burlesque London film premier

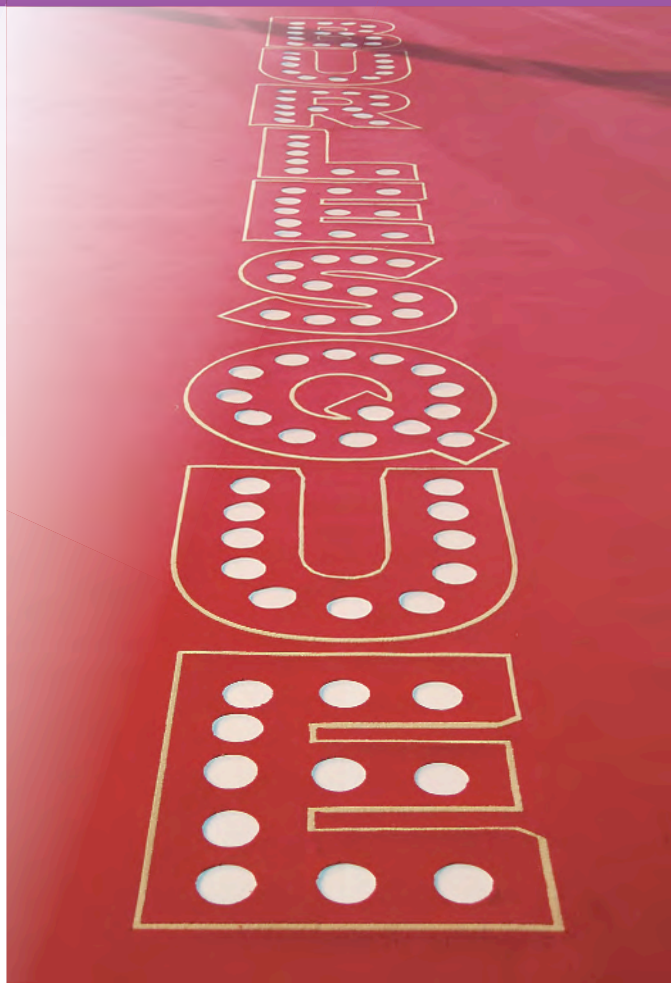
Once again Light Tape UK Ltd provided just the right solution with the idea to light up the word **Burlesque**, cut out in a section of the red carpet used at the London premier of the newly released movie of the same name, starring Cher and Christine Aguilera.

As the Light Tape product is only as thin as a business card, it proved perfect for the job. A large sheet of Light Tape was placed directly under the section of the red carpet that had the name of the movie expertly cut out central of the walk way. Each letter had circles cut out within it to resemble Hollywood style dressing room mirror lighting. An underlay was placed on the pavement of Leicester Square and the carpet rolled over the sheet of Light Tape.

The effect was truly impressive as the Light Tape flashed on and off adding yet more Hollywood glitz to the already spectacular event.

Light Tape even stood up to the rigors of being walked over by the female stars in their 5" heels and driven over by limousines at the end of the event.

For more information about Light Tape and associated products telephone +44(0) 8456 170 697 or visit the website [www.lighttape.co.uk](http://www.lighttape.co.uk).



## Banner welcomes HMS Ark Royal home for the last time

As HMS Ark Royal sailed into Portsmouth harbour for the last time, her crew were greeted by a huge banner hung on the sea walls welcoming them home.

Leading flag manufacturer, Hampshire Flag Company, produced the 22m x 1m banner, in partnership with The Portsmouth News.

Crowds of well-wishers braved the freezing temperatures and gathered round the banner, which said 'Farewell to The Mighty Ark' the nickname that the ship is affectionately known as.

The PVC banner, which was produced on a Dupont Cromaprint printer, was turned round in just three days.

Graham Wilkinson, Hampshire Flag's Managing Director, said: "We are delighted to have produced this banner. HMS Ark Royal is very special to Portsmouth and we were glad to be able to help celebrate her final return to the city."

"As the ship sailed in, the crew posted a picture of the banner on twitter – it was great to know that they had spotted it despite the thick fog," added Graham.

Mark Acheson, Deputy Editor of The Portsmouth News, said: "The banner was a big hit with everyone who turned out to welcome HMS Ark Royal home, as well as the crew of the ship itself. We were glad to help celebrate its final return."

This recent banner is just the latest that Hampshire Flag Company has produced to support a local cause or event, working alongside The Portsmouth News. Earlier this year produced the huge 40ft flag that travelled to Wembley to support Portsmouth Football Club in the FA Cup final.

For further information telephone Hampshire Flag on 0845 6443129 or visit the website [www.hampshireflag.co.uk](http://www.hampshireflag.co.uk)





## Broadview creates new-look for Broadstone-based Hillier Wilson Estate Agents

Independent Estate Agents, Hillier Wilson, has invested in re-branding and upgrading the external and internal areas of its office with the help of Broadview, a manufacturer and supplier of print and signage solutions.

Following an initial consultation with the management team at Hillier Wilson, Broadview were appointed to design and develop signage, window graphics and interior window display and property feature boards for the firm. Broadview worked with the team to develop a new look logo which was then incorporated on to the new façade signage and all other branded materials.

Broadview manufactured and designed two, four metre by 1.25 metre, perspex sign trays for the branch in the firm's new corporate colours, green and golden yellow. To give the signs extra impact the lettering of the company logo has been mounted on to each sign tray using acrylic perspex and an internal light has been inserted within the trays for illumination. A swing pavement sign has also been supplied.

Internally, six double-sided 1.75 metre by 0.75 centimetre perspex window displays have been manufactured and fixed via cable systems and a perspex feature board has been installed to display 'properties of the week'. To complete the project, Broadview has applied frosted window graphics to the windows and entrance door to create a visually stunning and eye-catching frontage.

Toby Wilson, Director at Hillier Wilson, says: "We are delighted with our new look branding which has been incorporated onto our bespoke signs, window graphics and display boards. Following our initial consultation the Broadview team took on board our ideas to create a new look which we are extremely pleased with. The team worked within our budget and their ideas to achieve an eye-catching look have been effective."

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



Broadview helped achieve this smart new frontage for Hillier Wilson.

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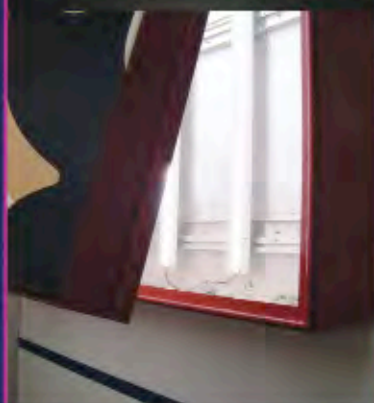
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# PROJECT *News*

## Icon brings Aviva's Big Picture campaign to life with MEI

Icon:MEI, the event production arm of leading environmental branding specialist Icon, has been instrumental in the design and implementation of Aviva's The Big Picture campaign. This innovative, global campaign has involved wrapping and projecting a selection of customers' images onto major buildings in cities around the world.

Richard Dale, Director of Icon:MEI explains more: "We were involved with this project from its inception. Identifying suitable sites was the first step, followed by complex, and in many cases protracted negotiations with building owners, occupiers and planning authorities in each of the cities. Having successfully completed this, the physical design and implementation of each of the installations was relatively straight forward. However the unpredictable weather, not least in London, did provide additional challenges for our technical installation teams. The varying construction materials used in each of the buildings meant we had to utilise a range of different solutions to achieve a coherent appearance for the campaign. Methods used include one-way vision, brick vinyl and standard PVC wrap and the biggest technical challenge was presented by Sea Containers House in London."

The total amount of self-adhesive vinyl used in the worldwide project, amounts to over 12,000 sqm.



*The National Theatre.*

Throughout the project the company worked closely with its client Not Actual Size to ensure that the core message and key elements of the Aviva brand and campaign were epitomised in the final installations. The global sites included London, Paris, Singapore and Warsaw, and the buildings that were wrapped include

The National Theatre in London, CNIT in Paris and Hotel Intercontinental in Warsaw.

A second phase of the campaign ran for a week in London, when visitors were able to have their image projected live on to the National Theatre building on the South Bank. A webcam recording of the personalised image being projected onto the building was then sent direct to the individuals' computer as a memento of the experience. Icon:MEI not only arranged the installation and projection facilities for this element of the campaign, but also designed all the software to enable the storage and transmission of the numerous pictures that were generated during the week. "Each hour we projected 360 images, and the London installation ran for five hours each night so in total approximately 12,600 images were projected and captured by the system," added Richard Dale.

Video footage of the installations can be seen at: [www.icon-world.com/content/aviva-you-are-big-picture](http://www.icon-world.com/content/aviva-you-are-big-picture) and on You Tube.

Further information can also be obtained by telephoning +44 208 269 6213 or emailing [enquiries@icon-world.com](mailto:enquiries@icon-world.com)



*Sea Containers House London.*



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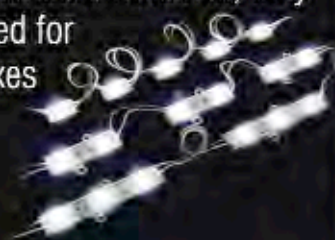
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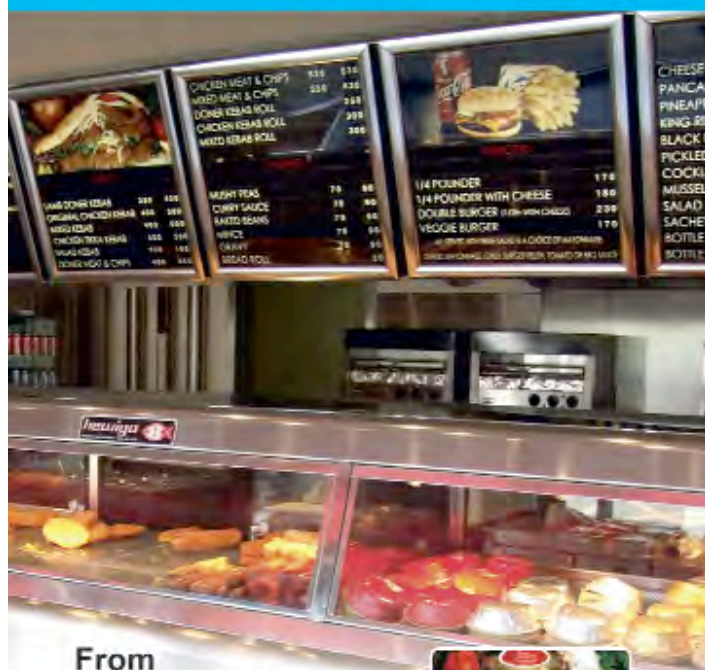
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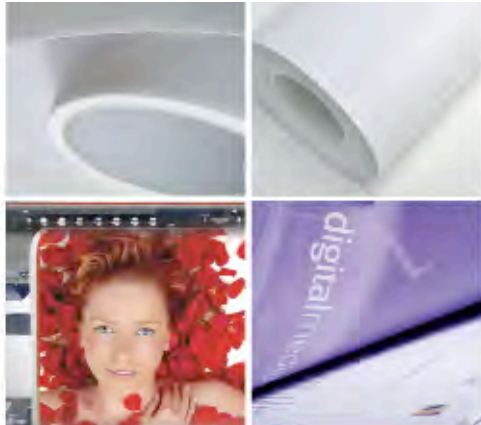
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# PROJECT *News*

## Time to reflect - Signs Express turns heads with Metamark reflective liveries

**The Humber Estuary once stood as a barrier to commerce between the river's banks and local business campaigned for over a hundred years to fix the problem.**

The first serious scheme proposed in 1872 was a tunnel, and over the next hundred years a variety of other schemes were also considered. The Humber, which has a shifting bed and a channel along which craft can travel, is always changing so eventually a suspension bridge was chosen and approval for its construction granted in 1959 with the passing of the Humber Bridge Act. Work didn't begin until 1973 though and the bridge finally opened for business in 1981. The Humber Bridge must have saved literally millions of vehicle miles and drivers' time.

Since 1999, over one hundred and fifty million crossings have been made by bridge traffic making "incidents" of one sort or another a statistical certainty. Dealing swiftly and safely with these incidents, within minutes of their happening, so as to keep the huge volume of traffic running efficiently is a job that falls to the bridge's Incident Support Team and its distinctively liveried new vehicles.

The job of designing and fitting the vehicles' liveries was awarded to Signs Express in Hull. Rob Gibson and his team had undertaken a lot of work for the Bridge Authority previously and responded quickly to the brief with a crisp visual that was approved for production.

The livery was printed using Signs Express's Mimaki JV-3 on Metamark's innovative MD-RF, printable reflective media. Being an MD class digital material, the MD-RF reflective fully resolves the subtle fades within the design and, working with the potent printed inks' transparency, creates a very accomplished and head-turning result. In ambient lighting conditions, the fitted liveries are virtually indistinguishable from those printed on ordinary vinyl. When lighting conditions are poor, in bad weather or at night, the livery lights up brilliantly when caught in car headlights so serving the need for conspicuity.

The Signs Express team in Hull sent its expertly fitted work out for a lifetime of duty in all manner of conditions that the bridge sees, confident that it'll get the incident vehicles noticed and play its part in keeping the Humber Bridge running smoothly.

For further information telephone Signs Express Hull on 01482 629966 or visit [www.metamark.co.uk](http://www.metamark.co.uk)



*The Incident Support team's newly liveried vehicles.*



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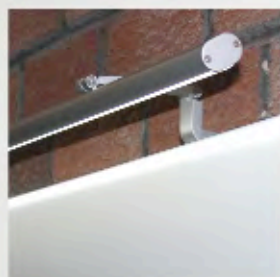
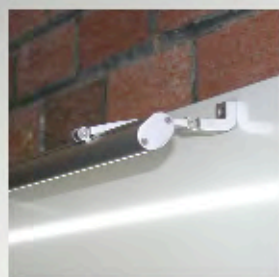
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# SIGN & DIGITAL

## Sign & Digital UK Awards – call for entries

Sign & Digital UK has today called for signmakers and graphic display companies, manufacturers and suppliers to enter the 2011 Sign & Digital UK Awards. There are 10 categories in all and the focus is on rewarding both the creative and business aspects of the industry.

Rudi Blackett, the show's event director comments; "We are very excited to launch the Sign & Digital UK Awards & Networking Event this year. Exhibitors and visitors attending the show will now also have the perfect opportunity to network and socialise with business contacts and colleagues and entertain customers as well as coming together to celebrate the high level of skill, innovation and creative flair apparent in our industry today."

The 10 categories are:

**BEST INDIVIDUAL SIGN PROJECT**

**BEST MULTIPLE SIGN PROJECT**

**BEST VEHICLE WRAPPING PROJECT**

**BEST WIDE FORMAT PRINT PROJECT**

**BEST TEXTILE PRINT PROJECT**

**BEST NEW USE OF WIDE FORMAT PRINT**

**GREEN AWARD**

**RISING STAR AWARD**

**BEST WIDE FORMAT PRINTING COMPANY**

**BEST SIGN COMPANY**

The accolades will be awarded at the Sign & Digital UK Awards and Networking event to be held on the evening of the second day of the exhibition (Weds 13th of April) at the National Motorcycle Museum, near the entrance to the NEC, Birmingham. All entries will be judged by a panel of experts and the judges will be looking in detail at the methods used and creativity demonstrated and how



these were used to deliver the required results. All award entries are specifically for work done during 2010. Closing day for entries is 25th February.

Please visit the show website [www.signanddigitaluk.com](http://www.signanddigitaluk.com) where you can click on the awards logo down the left hand side – this will take you through to the awards page where you can find the awards entry form.

The Rising Star Award calls for nominations for an individual that has really made their mark in 2010. The individual must be working in the industry and be aged under 30.

Best Sign Company Award and Best Wide Format Printing Company Award recognise the very best company that has demonstrated a high level of success in customer service, business growth or development, business retention, innovation and creativity and should be backed up by solid results and testimonials. Our strict criteria will make these two awards the most sought after in the industry.

Even if you don't enter, this event is set to be the biggest networking opportunity for the signmaking and graphics industry in the UK this year. You will need to be quick to book a table but single tickets are also available if you prefer. The ticket price includes pre-dinner drinks, a three course meal and entertainment as well as the Awards ceremony itself. Don't be disappointed - book your place now by visiting the website, [www.signanddigitaluk.com](http://www.signanddigitaluk.com), where you can click on the Awards logo on the left hand side – this will take you through to the Awards page where you can find the table / single seats booking form.

For further information on the awards, the latest show news and to register for FREE entry to the show please visit the show website [www.signanddigitaluk.com](http://www.signanddigitaluk.com)

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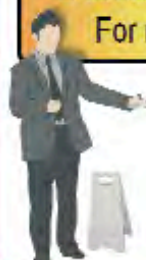


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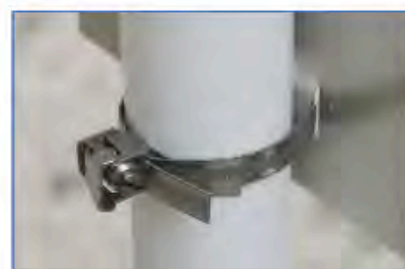
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\* bulk of 50+ signs



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# TRADITIONAL *Signmaking*

## Fashions come and go but hand made style and quality pass the test of time

A hundred or so years ago the arts of traditional sign writing, reverse glass decoration and ornate gilding were widespread, but then these crafts declined to the point where there were few people with the skills to do this work and knowledge was lost.

Fear not, these arts are making a strong comeback and with exponents such as David Adrian Smith they are far from finished. David is one of, if not the most, experienced artists of his type in the UK and reports renewed interest in his work and increasing demand for the gold leaf glass workshops he runs.

David made his first hand-lettered sign while still at school and at the age of 16 he gained an apprenticeship at a sign company in Paignton, Devon. David spent six years there learning the techniques of hand sign writing and gilding from Gordon Farr and Jeff Skinner, two experienced traditional signwriters.

By the early 1990s the growth of computerised signwriting and modern manufacturing meant that the market for traditional skills had shrunk to almost nothing. Undaunted, David set up on his own in 1992, near Torquay in Devon and continued to hone his skills, predominantly working on projects for the pub trade.



*This is one of four decorative cut glass bevelled mirrors David made for ornate fairground gypsy caravans. The techniques include brilliant cutting, four toned acid etching and a large mica stipple. The centre pictorial was acid etched and a technique called ver eglomise was used for the detail in the pictorial. 24 carat gold leaf was then applied using gelatine water-size.*



Gary Millie, an artist from Edinburgh, learning traditional skills at one of David's workshops.



An example of French Embossing, the corroding of glass with an acid to produce a great variety of tones, textures and decorations.



## *A turning point for David was making contact with Letterheads in the USA.*

"Letterheads are groups of sign makers and artists that get together and share techniques. The meetings are very popular right across the States," he says.

"I learnt so much from those artists. For example, they showed me glue chipping, where you put glue on glass and chip it off to achieve the required finish. That technique wasn't being used in England at that time, even though it had started over here. We'd lost the skills and knowledge and a whole generation of our sign makers missed out. Back in this country others were interested in learning the technique so I started showing them how to do it.

"I probably made 30 trips to the States over the last 20 years and someone I have to thank in particular is the late



*David created this sign in 2009, based on a design dating from the end of the nineteenth century.*



*Sign makers and artists learn traditional skills of working with gold leaf and glass at David's workshops.*

Rick Glawson of the Fine Gold Sign Company. I still attend Letterhead meets regularly and enjoy sharing ideas just as much now and am looking forward to the big meet in Belfast next year, 2012.

"At the turn of the 19th century, there would have been lots of different departments, each with its own set of craftsmen doing different bits, but now I do it all."

David says customers in the UK are increasingly realising value of traditional skills, although when a single glass panel can take weeks of work, the number of customers who are willing and able to pay may be limited. David's finished works of art may not be taken up by high street shops that come and go, but they have real permanence and impact.

Amateur film maker Danny Cooke was so impressed when he saw David's workshop when visiting in another role as a computer repairman, he just had to make a film. Initially intended to be three minutes long, there was so much to show it ended up running to 15 minutes. Danny's film, David A Smith – Sign Artist, was featured on the front page of the prestigious Vimeo website, on its HD channel, a showcase for the finest films made by amateur film makers worldwide and can also be watched now on the Sign Update website at [www.signupdate.co.uk/gold-leaf-glass](http://www.signupdate.co.uk/gold-leaf-glass)

The film was an instant internet success with more than 100,000 hits in just a few weeks and the number of enquiries about David's work has rocketed.

"The film and the internet generally is a brilliant showcase for my work. Since the film was released, I've had enquiries from all over world, including a lady coming from France next week for a workshop. As a result of the film I've also just completed a front book cover for a major publisher in New York, which they absolutely love," says David.

His biggest surprise was when he was approached by the Disney Corporation in USA about giving workshops to some the company's leading creative people.

"I sent a sample glass panel to Disney, showing what can be done on glass. They were really impressed and I'm just waiting to see what will happen later this year," he says.

*.....Continued on page 60*



# TRADITIONAL Signmaking

## Fashions come and go

.....Continued from page 59

In the meantime David is busier than ever, both with increasing orders coming in and with running regular workshops for sign makers and artists.

"A lot of sign companies don't offer this type of work to their customers because they don't know they can get it done. I'm busy now and getting busier; and the people I teach are getting work too. There's still not many people skilled in these techniques, especially acid etching," he comments.

David says a five day course is sufficient for most people to start offering traditional sign writing and a glass panel service to their customers, if they continue practising the techniques learned, but he laments what he sees as many sign makers' lack of design skills.

"I see a lot of sign writers with no understanding about laying out text and space around it so I include some design on the course. Even if your technique's perfect, the design has to be right or the finished sign won't be any good," he says.

David has also been invited to put on an exhibition later this year in the Spanish Barn in Torquay, the town's oldest building and a focal point in the area for the arts.

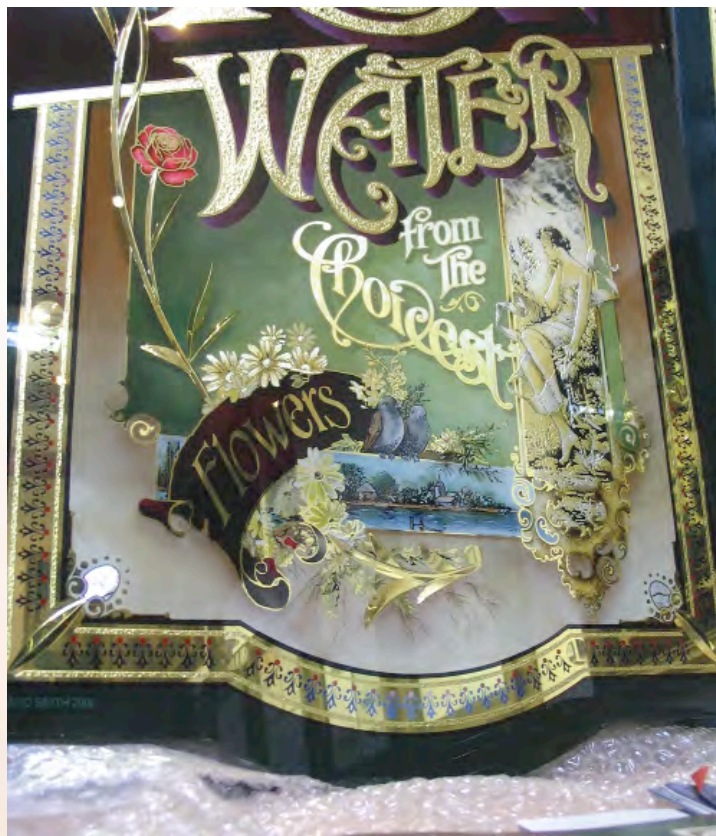
"It's where Damien Hurst and Anthony Gormley have had exhibitions, it's amazing, I can't quite believe it," he says.

Looking at David's work, what seems amazing is that it has taken so long for him to receive the accolades now coming his way. The good news is that by passing on traditional techniques and his knowledge gained over 30 years, another generation of sign makers and artists won't miss out and we'll keep the skills alive and developing in this country.

View more of David's work at [www.davidadriansmith.co.uk](http://www.davidadriansmith.co.uk) or telephone 01803 613753 to find out about his gold leaf glass workshops.



Millie Smith proudly shows off her dad's work.



Different techniques, including acid etched pictures, gold leaf in various shades and brilliant cutting, was used in this Rose Water glass panel. Mother of pearl and abalone shell was laid around the circle design and the girl pictorial is hand painted in reverse. Backgrounds are finger blended along with cast shadows painted and blended around the letters by hand.



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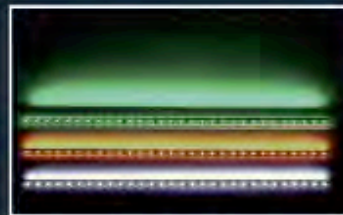
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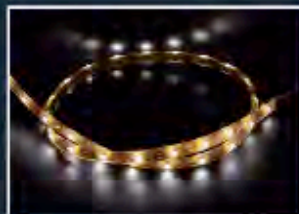
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# WIDE FORMAT *Printing*

## In house large format printing can boost profits and win customers

Wide format printing is becoming more popular with sign makers because of its relatively low start-up costs and the range of solutions for different customer applications that these printers provide.

### Pyramid Visuals prints record breaking image

This huge image measuring 22 metres by 22 metres is believed to be the biggest artwork of its kind in the world. It's broken two world records, one for the largest image of its kind drawn by a single person and the second as the largest image ever printed on an eco friendly canvas.

The anamorphic image is the result of collaboration between Avaaz (an international civic organisation) and Greenpeace International, together with renowned 3D street artist Kurt Wenner and UK based digital print specialist Pyramid Visuals. Anamorphic images produce different optical imaging effects when viewed from different angles.

This artwork includes a million signatures around the perimeter calling for a moratorium on genetically modified crops until safety testing has been improved and is the first of its kind to be presented as a Citizens' Initiative. The world record breaking banner was unveiled to the European Commission in Brussels on the 9th of December 2010 to help focus attention on an EU-wide objection towards genetically modified crops.

Pyramid Visuals is able to print in widths up to five metres although the specially sourced eco-friendly substrate for this project was only three metres wide. Each section of the image was individually printed and then bonded together before being transported.

Pyramid Visuals' Director, Justin Murray said: "We've had a lot of experience producing large scale projects before, such as

Choosing the correct system and maintaining optimum performance are both critical and manufacturers and distributors provide a mixture of installation, training, support and maintenance options to choose from.



*Pyramid Visuals printed this massive image that is believed, at 484 square metres, to be the biggest artwork of its kind.*

when we wrapped the Monument in London for its restoration, but this took on a whole new dimension."

Go to [www.pyramidvisuals.co.uk](http://www.pyramidvisuals.co.uk) or telephone 01932 338899 for more information.

### Inspirational graphics for Q3 Academy's new site



*The 5m x 5m montage of students at the Q3 Academy in Birmingham.*

**When Stewart Hills, freelance project manager, was engaged to move the Q3 Academy to its new purpose built premises in Great Barr, Birmingham, part of the brief was to secure some huge inspirational graphic displays. The brief specifically required the large graphics be installed in one piece and have the appearance of pictures hanging on the wall.**

Stewart found that only a few suppliers had the ability to supply and install the high quality, durable images in one piece, and after research, chose Graphic Alliance, attracted by the company's claim to be able to 'offer creative solutions'.

A site survey identified and confirmed that the Crystal Graphic Tensioning system could be used for most of the graphics.

The Graphic Alliance team was enlisted to organise the supply and installation of a total of eight displays, including an 8m x 2.8m print overlooking a large dining area.

Six of the graphics were fixed using the KT+ profile from the Crystal tensioning system range, an aluminium extrusion that allows a flexible graphic, in this case PVC, to be discretely tensioned to any size and gives the appearance of a large, frameless stretched canvas.

Other graphics feature in the conference room, students' reflection room, around the restaurant, meetings rooms and walkways, culminating in an impressive 5m x 5m montage of all students printed onto PVC along with a printed Dibond board bearing the Q3 Academy Mission Statement positioned below it (see photo opposite page bottom left).

The final series of three hanging graphics covered an atrium area, spanning roof to ground level visible from all three floors comprised portrait images each measuring 7m x 3m.

For further information or to book a site survey, contact Graphic Alliance via [www.digital-interiors.co.uk](http://www.digital-interiors.co.uk) or tel. 01767 679048; Sign Up Systems can be contacted via [www.isermatic.com](http://www.isermatic.com)



## Add value with the Epson Stylus Pro GS6000

For those wishing to produce 64inch formats and a wide range of display graphics the roll-fed Epson Stylus Pro GS6000 is an ideal option. The quality, flexibility, speed and reliability of the Stylus Pro GS6000 (RRP £22,794) enables it to add real value to the highest-quality signage, exhibition graphics, point-of-sale, marketing and photo applications as well as making it ideal for fine-art reproduction.

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

Integral to the quality and durability of print output is the new Epson UltraChrome™ GS, an 8-colour eco-solvent type ink set (cyan, magenta, yellow, black, light cyan, light magenta, plus orange and green) available in efficient 950 ml cartridges. It has an exceptionally wide colour gamut which provides enhanced support for commonly used spot colours, making the Stylus Pro GS6000 ideal for branded applications.

Find out about all Epson's wide format printers at [www.epson.co.uk](http://www.epson.co.uk)



*The 64 inch wide Epson GS6000 offers particularly wide colour gamut for both indoor and outdoor applications.*

## A Spyder for every occasion

The Inca Spyder range starts at about £160,000 for the 4-colour model and can be upgraded to 8-colours when needed; in addition to the CMYK set, orange, violet, light cyan, light magenta and white can be added. The entry-level flat-bed Inca Spyder 320 is an 80 sq m/hr (860sq.ft/hr) machine and has the option of excellent quality bi-directional printing, a 3.2 x 1.6m (126 x 63") bed as well as a small operational footprint, highly accurate pin registration plus sharp image resolution and crisp text using a 28 picolitre printhead.

There is a Spyder to suit every business and application focus and they are all available from Fujifilm. The Spyder 320+ has the option of printing with white ink or with six colours; adding light magenta and light cyan to the standard CMYK process colours. The white ink can print before, during or after the CMYK image with no change to settings required, offering flexibility and speed in set up.

The Spyder 320Q unlike the rest of the 320 range has a 10 picolitre printhead to produce high quality images. Achieving maximum speeds of around 37 sq m per hour the 320Q delivers smoother tones and very crisp text and is most appropriate to smaller print, closer viewing applications.

Finally, The Spyder V features a large print engine that provides a significant uplift in print speed, delivering an extra 40 per cent capacity in comparable print modes.

Go to [www.incadigital.com](http://www.incadigital.com) for more details.

*.....continued on page 64*



*The Inca Spyder range is available from Fujifilm.*



# WIDE FORMAT *Printing*

## GPT helps Pawprint Signs boost in house abilities



*The Mimaki CJV30, one of many solutions from Graphic Printing Technologies.*

Graphic Printing Technologies (GPT) uses its extensive industry knowledge and experience to identify specific requirements and deliver the best possible solution for customers' needs and budget.

So, when Pawprint Signs calculated that it was losing revenue by farming large format digital printing work to outside companies and wanted to invest in its own equipment, Pawprint Signs selected GPT to deliver, install and support the very latest in combined sign printing and cutting technology – the Mimaki CJV30 solvent inkjet printer/cutter.

Pawprint Signs, based in Wakefield, specialises in retail signage and wrap-around graphics for vehicles, and wanted to take control of its customer service provision as well as increase the overall profitability of its business.

John Balmer of Pawprint Signs explains: "Large format was becoming an increasingly important element of retail signage and we were in danger of losing significant revenues and control by not being able to offer this directly. We looked at the options available to us and were very interested in the combined printing and cutting capabilities of the Mimaki CJV."

Since installing the Mimaki CJV, Pawprint has won some important business and has been able to deliver complete solutions in-house.

John says "The CJV has revolutionised how we do business. It is a powerful, versatile and easy-to-use machine that allows us to meet all customer requirements ourselves. We have also been pleased with the support given to us by GPT. They have listened to our requirements and have always done their best to resolve issues quickly and efficiently and to make sure we are up and running as much as possible."

Contact GPT at [www.g-p-t.co.uk](http://www.g-p-t.co.uk) or telephone 01189 294429; Pawprint Signs at [www.pawprintsigns.co.uk](http://www.pawprintsigns.co.uk) or telephone 01924 370393.

## Versatility a winner for Screen Truepress

The hybrid (roll/flat-bed) Screen Truepress Jet2500-UV (£195,000) is an industrial wide format UV inkjet printer that offers superior quality and productivity with both rigid and roll media. It is suitable for a wide range of applications in a variety of industries, including the printing of signs, displays, backlit displays, interior building materials, large format posters, POP displays, mercantile equipment, construction flags and fleet graphics.

It is perfect for applications that require photo-quality output with its high resolution 1,500dpi output and Screen's unique high image quality screening, with a multi level greyscale printhead and a variety of functions that support high quality and high precision output. It can print on PET, PVC, acrylic, glass, stone, wood and metals such as aluminium and stainless steel. It is a versatile printer that can be used for practically any application.

The Truepress Jet2500UV's high output and precision linear motor and linear scale support a top printing speed of 67.5 sq m per hour, enabling it to output large format billboards, banners and fleet graphics at high speed. It comes with a roll transport system and a board transport system as standard. It can create images up to 50m long on roll media and handle sheets up to 2.5m wide by 1.3m long and up to 50mm thick. The addition of an optional media feeder increases the length of rigid media that can be used.

Go to [www.screeneurope.com](http://www.screeneurope.com) for further information on the 2500UV and other printers in the Screen Truepress range.

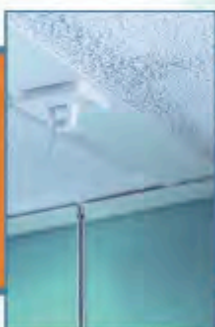


*Screen Truepress customer, BD+H Director James Fox, with BD + H's Screen Truepress Jet 2500UV wide format printer.*



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# EXHIBITION PREVIEW

## In house finishing solutions from Solent Sewing & Welding

**An area that is often overlooked is the finishing side of large format printing but the soft signage and banner market is growing rapidly and almost all soft signage and banners require some sort of finishing, whether it's hemming, eyeleting or welding.**

The ability to control the quality of the finishing and increase the overall profit margin of a banner or soft signage product by bringing finishing in house is becoming more commonplace. One such company helping signmakers and print businesses make this transition from "printer" to "print solution provider" is Solent Sewing & Welding Solutions. The company is a fourth generation family run business that specialises in sewing and welding equipment for technical textiles. It manufactures its own range of industrial long arm sewing machines as well as supplying high quality standard sewing machines and offers a full range of hot air, hot wedge and impulse welding machines from Miller Weldmaster.

Melanie Jenkins, Marketing Director of Solent explains the company's ethos: "Our emphasis is on improving the customers' production times and finish quality by finding the best sewing or welding solution for the customer. The wide range of welding equipment we offer means our customer can weld PE and Digital Textiles as well as PVC. The technological developments of printers with increased speed and print width has meant that we have to find faster finishing solutions to keep up with the print capacity. This can be a real issue for businesses and that's why we offer a very comprehensive range of solutions that range from standard machines for joining and hemming graphics through to custom automated systems."

There are many needs for soft signage today and the demand is growing for high quality tested graphics for building wraps, flags, banners and scaffold mesh. All these require finishing to the highest standards, often to meet health and safety requirements, so reliability is of paramount importance. For the smaller banner maker who would traditionally send banners out to be finished, bringing this

process in house offers some real benefits including increased quality control, quicker turnaround times and increased profits. For example, a 1.8m x 1.2m banner can be hemmed on all four sides in under one minute with no consumables required (i.e. no additional costs) using the Weldmaster T300 Extreme Edge.

Hampshire Flag Company first saw Solent Sewing & Welding Solutions three years ago at Sign & Digital UK and was convinced that the products were the way forward and as a result, purchased its first finishing machines. Hampshire Flag Company creates a huge range of banners, bunting and burgees for clients local, national and international.

The reasons, says Hampshire Flag Company, that they bought the products was because of their ease of use and the build quality.

"Three years on and we are still happy with them," Graham Wilkinson of Hampshire Flag Company states. "They have been extremely reliable, economical and cost effective. Over the last five years, advances in digital textile printing has led to quicker production speeds in addition to the demand for allowing greater complexity of design and full photographic design with UV resistance. This has meant we have to respond equally and we can achieve this through our state of the art production facilities that deliver first class results to meet the high expectations of our clients."

Melanie from Solent concludes, "Solent has exhibited at Sign & Digital UK for a number of years. We have found it to be the best show of its kind in the UK to meet potential customers with a need for our products – from one man businesses to the biggest names in the Industry – and we look forward to meeting them all again at the show in 2011."

For further information contact Solent Sewing & Welding Solutions via [www.solentsew.co.uk](http://www.solentsew.co.uk) or telephone 02392 325975; Hampshire Flag Company can be contacted via the website [www.hampshireflag.co.uk](http://www.hampshireflag.co.uk) or telephone 02392 237130.



The Miller Weldmaster Impulse Extreme can weld digital textiles using a heat activated tape.





## Signs and Plaques

- Sign Industries specialise in the production of fine engraved brass, bronze and stainless steel signs.
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Most metal is 3mm thick.

Surface areas range from matchbox sizes up to 2m diameters.

Comprehensive fitting packs, including masonry drills, are provided.

The company has full artwork facilities, and can easily work from a rough layout, incorporating logos and ornate work, as well as special shapes and fittings.

Any Pantone or BS colour can be matched.



# SIGN INDUSTRIES

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## Serving the Sign Trade

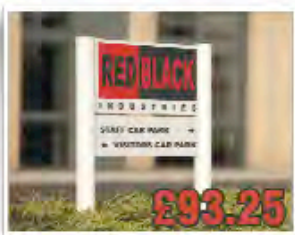
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## PREMIUM POST MOUNTED SOLUTIONS



### Plate & Post

- Single or multi piece 3mm aluminium
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- 11 Post sizes available in grey, white or painted



### Modular (double sided)

- Double sided planks in mill finish or white powder coated from stock
- 4 plank depths: 300, 165, 100, 50mm
- Round or square pre-drilled posts in white or painted
- Can be delivered assembled or bought in component form



### AS760 (double sided)

- Single or multi piece 3mm aluminium
- Can be a shaped top panel
- Extrusion wraps around posts to hold panel in place
- 2 Post sizes available in grey, white or painted
- Max recommended width of 1200mm and min depth of 150mm



### Plaza

- Single or multi piece 3mm aluminium tray with return edge all round
- Smooth welded & dressed corners
- Hidden nut inserts fitted to posts
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## Metamark covers the subject of reconciling quality and cost when exhibiting

**Just how do you satisfy the need for materials and media which deliver short term durability without compromising quality and visual impact? Metamark has an answer...**

Exhibitions and other staged events where printed, or cut and applied graphics, play a key role in informing visitors and promoting exhibitors' businesses or in generating ambience, impose a specialised discipline on material and media selection.

On the one hand, exhibitions and events usually run for a week or less and so there's only a need for correspondingly short-term durability from an exhibitor's stand and anything applied to it. On the other hand, exhibitions are all about the calibre of the exhibitors' overall presentation and so marginal quality can't be excused in any part of an exhibiting company's customer-facing presence.

The days when an exhibiting company could show up with a wall of dense lettering and a table laden with samples are long past. Exhibition attendance is now extremely competitive; every stand is competing to be the most memorable and to be the one that makes the biggest and most positive impact on the audience.

Companies buying exhibition stands and graphics have expectations of quality. They're also mindful of the fact that they need to keep up appearances for a matter of days in a fairly benign venue. They're looking for value, and nothing less than the best they can get for the money they have available to spend.

According to the materials company, Metamark, the market for materials suitable for the production of high profile exhibition graphics is a discerning one. With lessons learned from the failures that have resulted when material selection was made by price first and performance a long way beyond second, the exhibition graphics market now has expectations which pivot around performance and value. Metamark reports that it has products expressly designed to satisfy on both counts.

Although it's a specialist and limited application area, the appetite for variety is very highly developed in intermediate term and promotional grade materials and media, says Metamark. Accordingly, the company manufactures and supplies a range of cut and applied Sign Vinyl, MD-Class digital media and a useful range of design enhancing speciality materials expressly engineered for such applications.

Metamark's E-Series cut and applied coloured vinyl is available in a range of punchy colours suited to the nature of its application and in both gloss and matt finishes. Matt finished are generally preferred where spot lighting is used so as to avoid hot-spots. Metamark says that, despite the short-term nature of its E-Series' application, the product is still designed to perform flawlessly with clean weeding and easy cutting characteristics.

For applications where potent print is required, Metamark brings MD-Class print quality to the intermediate application space with its MD3 range of media. Available in white gloss and matt and in clear, MD3 has a big appetite for ink and resolves a remarkable level of detail. Despite its undoubted quality though, MD3 is engineered for short and intermediate term applications and is priced to deliver value too.

In addition to mainstream self-adhesive materials and media, Metamark also offers a range of speciality products some of which are for promotional grade application, but all of which are capable of adding impact and interest to event graphics. The range includes printable mirrored-metal finished materials, simulated etch effects, floor graphic materials and other products designed to deliver the most from every available space.

More information on Metamark's promotional materials can be found at [www.metamark.co.uk](http://www.metamark.co.uk), samples are available on request and you can speak to a real person by calling 0845 345 5645.



*Interior applications and flat surfaces work brilliantly with intermediate performance graphics. Poppy Signs for PlayTown 01257 241222.*





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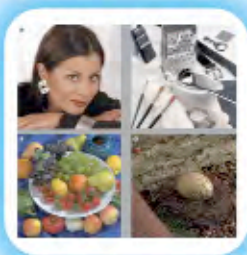
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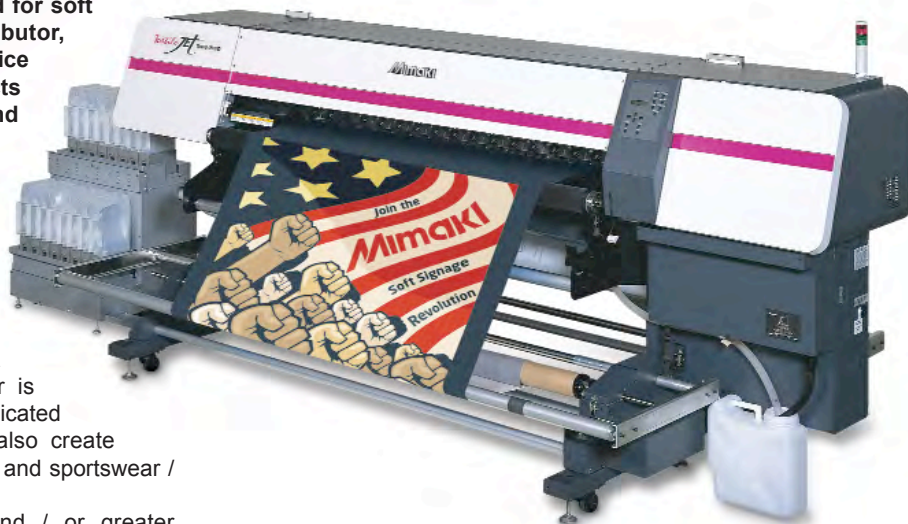


## Hybrid to open new Mimaki soft signage showroom

With the ever increasing interest and demand for soft signage, Mimaki's exclusive UK & Irish distributor, Hybrid Services Ltd, is expanding its head office showroom to accommodate the latest products for this market. A long heritage in textile and dye sublimation printing sees Mimaki at the forefront of this market and the current excitement around aqueous printed polyester flags, signs and retail POS plays perfectly to their considerable strengths.

Mimaki's range of textile solutions starts with the highly affordable 1m wide TPC-1000 model, capable of producing feather flags and fabric drops of any length when combined with a rotary heat transfer press. The Mimaki printer is unique in incorporating a cutting plotter into a dedicated dye sublimation printer, allowing the user to also create high value promotional products, branded goods and sportswear / apparel from the same machine.

For customers seeking a wider print and / or greater productivity, Mimaki has aqueous versions of their successful JV33 and JV5 printers; both able to output significant quantities of



*Mimaki's production textile printer – the Tx400-1800D.*



*Polyester flags can be printed using Mimaki's textile & dye sub hardware.*

transfer paper for pressing to polyester cloth to then make into a similar type of end product. The JV5 Series is available not only at 1.6m wide but also as a 3.2m machine and has already proved to be the "grand format printer of choice" for a number of large exhibition graphics, POS and signage companies – delivering phenomenal quantities of vibrant, punchy and creative output with its production speed in excess of 50sqm/hour.

Sister machine to the JV5 is Mimaki's dedicated transfer printer; the TS5-1600AMF, featuring a powered feeder / winder for large rolls of paper, powerful heater / dryer, a dancing take-up bar arrangement and Mimaki's Bulk Ink System, making long, unattended runs of output an easy operation, with reduced running costs and high quality of print.

At the top of its range, and for direct to fabric prints, the Mimaki Tx400-1800D is aimed at not only the flag, exhibition and POS market but the fashion and furnishing sector too, with its choice of inks to suit silk, cotton and wool fabrics in addition to polyester. At 1.8m wide and with the latest print heads, it is capable of hitting high speeds married to an impeccable print quality, and is the ideal solution for companies seeking a flexible, production textile printer.

Hybrid's Marketing Manager, Duncan Jefferies, describes the new showroom as "a perfect opportunity to introduce our customers to the potential of textile printing."

"Mimaki's reputation and experience in textile printing is unsurpassed in the digital industry, and at Hybrid, we will have representation across the whole range for visitors to try out," he says. "The expansion of our showroom is a significant commitment for us and should allow people to really appreciate why there's so much excitement around the technology at the moment."

Visitors to Hybrid's showroom in Cheshire will be able to trial not only Mimaki's textile and dye sub range, but also their complete selection of market leading UV and outdoor durable printers, cutters and associated software.

Further information on the Mimaki product range can be found by visiting Hybrid's website at [www.hybridservices.co.uk](http://www.hybridservices.co.uk) or by telephoning 01270 501900. The showroom extension opens in the spring.





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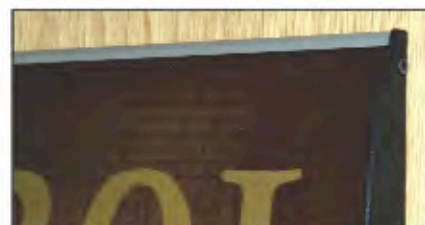
Door signs  
Wall signs  
Certificates  
Posters  
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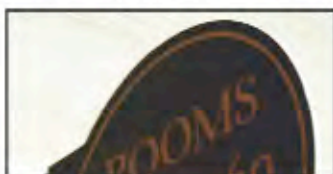
**ARCHITECH  
SUSPENDED**  
(single or multi level)



**CORNICHE**  
(with stand-off  
connectors)



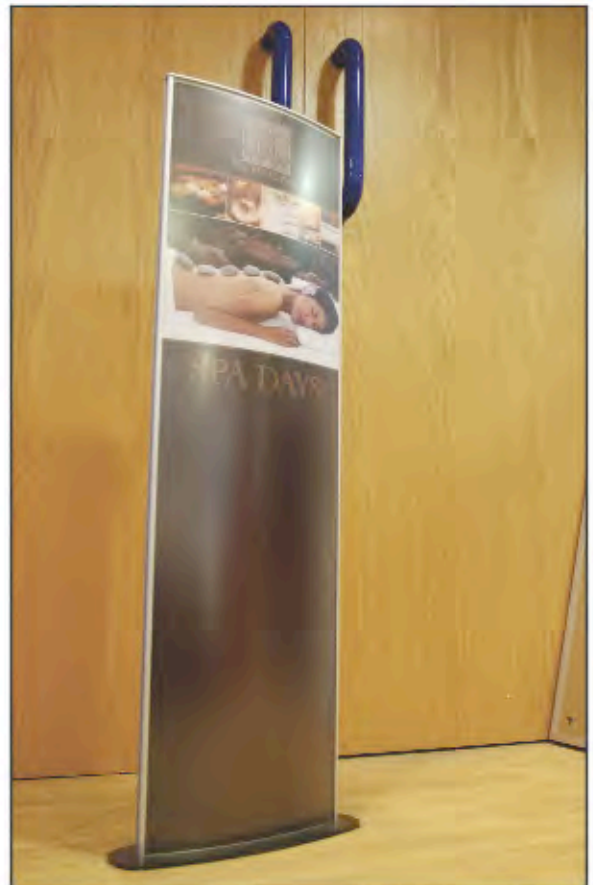
**BUDGET  
PROJECTING**  
(using folded return)



## ● TOTEM



**ARCHITECH  
PROJECTING**



**ARCHITECH  
TOTEM**  
(single or  
double sided)





## Spandex achieves ISO 9001 re-certification in the UK

**The UK operation of Spandex, the pioneering one-stop supplier of solutions to the digital printing and sign making industries worldwide, has announced its re-certification to ISO 9001:2008.**

This was awarded in recognition of Spandex's compliance with quality process standards and effective quality management systems in the sales and distribution of sign making and digital materials and equipment.

Phil McMullin, Spandex UK Country Manager, comments: "Achieving the re-certification translates to excellence in customer service which is at the heart of what we do at Spandex. Conformance to ISO 9001 quality assurance standards required the implementation of procedural changes, training and adjustments to operating systems in many aspects of our business. Our continuous improvement initiative in achieving this goal is due to the tremendous teamwork of everyone in the company. It underpins our customer-centric approach and ongoing improvement in the quality of service we deliver.

"A concrete example is that in the last two years we've improved our on-time, next-day delivery performance from 96% to 99.4%. This is a real benefit to our customers especially those in more remote locations who rely on us to turn around jobs quickly without carrying inventory themselves."

The certification audit was carried out by Lloyd's Register Quality Assurance (LRQA), a world leader in assessing business processes against internationally recognised standards. ISO 9000 is a series of internationally-recognised standards developed by the International Organization of Standardization which define requirements for the implementation of quality systems in operational procedures.

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



*Phil McMullin, Spandex UK Country Manager receives the ISO 9001 re-certification.*

## Visitors flock to road shows covering garment print, transfer and embroidery

**Last year saw six diverse companies put their heads together and come up with a new style of road show which they christened PEA6. PEA6 stands for Print, Embroidery and Apparel with the numerical suffix representing the number of companies taking part.**

What made these road shows different from what had gone before was the fact that the products on display covered more than one aspect of garment decoration and supply. Grabbing people's interest was always going to be a challenge as road shows are nothing new but the diversity of product at PEA6 did the trick. With print, transfer and embroidery all being covered at one event meant that visitors could check out all of the latest garment decoration developments in one visit. To make it even more enticing the road shows visited various venues around the UK and Ireland to keep travel for visitors to a minimum.

Karen Burrows of Madeira UK said "These shows were a really good idea for all concerned especially as they were held towards the

end of the year when there are few chances for customers to see new products." She continued: "Visitor numbers were good with a mix of new and existing clients."

This sentiment was echoed by John-Paul Burton of YES Ltd who added: "Road-shows give you a bit more time for that one on one contact so visitors don't feel pressured to ask and move on. I think everyone benefited from these and they are something that we will consider again for 2011."

For one visitor, George Grimshaw of Asterisk-Direct the visit was especially worthwhile as he was the winner of the weekend in New York. Each visitor that attended any of the road-shows was encouraged to enter their business card into the draw which took place at the end of the last show.

Hopefully the success of the PEA6 road shows is a good sign not only for those taking part but for all the industry.

To contact any of the companies referred to please visit [www.pea6.co.uk/contact.html](http://www.pea6.co.uk/contact.html) and click on the appropriate link.



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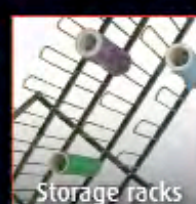
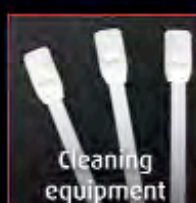
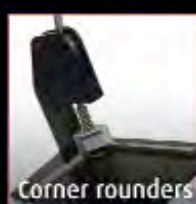
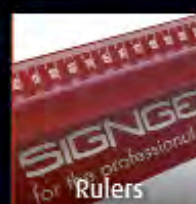
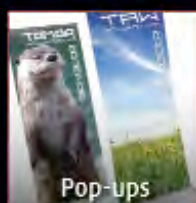
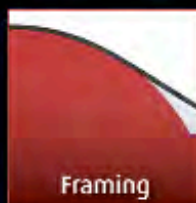


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## Printer breakdown insurance - too important to ignore

**Has the manufacturer's warranty expired on your printer?  
Are you looking for Breakdown Insurance for your Printer?**

Printer Breakdown cover is a common topic of conversation especially as the costs involved for this type of cover can be high. Whilst there are varying insurance products available, not all of these will include the extent of cover you might require for wide format printers used by the Sign Industry.

When your printer is new, the manufacturer provides its guarantee and covers any faults and/or breakdown of the machinery but once this guarantee expires you could be on your own. The manufacturer may offer you the option to extend the guarantee/warranty with them, however, extended warranties can be costly, so do shop around as there are alternatives that can be more cost effective.

There are various Insurers on the market who provide Printer Breakdown Insurance or Extended Warranties for large format printers and other capital equipment and include cover for Accidental Damage too. However, do read through 'what's covered' and 'what's not' as print heads, as an example, can often be considered as consumables and therefore may be excluded under the product offered.

Wear and tear is usually a standard exclusion but the interpretation of 'wear and tear' may differ between providers.

### **So, what sort of premium could you be looking to pay?**

This very much depends on the cover you take. The manufacturer warranty will provide parts and labour as well as providing you with ongoing maintenance, independent repairers may wish to do the same thing.

An alternative is Breakdown and Accidental Damage Insurance. This is based on the value of the printer "as new" and all that is required is that the printer is maintained in accordance with manufacturers recommendations, after that it's up to you. You have the comfort of knowing that you would be covered for the parts and labour (subject to a policy excess) BUT you are free to use whoever you wish to maintain the machine, and also in the event of a claim, you can choose who repairs the machine. This method cannot only be more cost effective for you but gives you total flexibility.

To find out more telephone SignElite, Specialists in Insurance for the Sign, Graphics and Visual display Industry on 0845 034 1365 or visit [www.signelite.co.uk](http://www.signelite.co.uk)



## Reprographic Technology International enters the display graphics arena

Reprographic Technology International (RTI), a leading alternative supplier of OEM and OEM-compatible spares and consumables to both the digital production print and wide format plan print marketplaces, announces its entry into the display graphics arena.

Combined with projected year-on-year growth in the display graphics sector, the company has also recognised that the traditionally disparate markets of repro and signage are coming together, creating an opportunity for RTI to bring its 20+ years experience to display graphics customers.

RTI will stock a full range of its ColorMatched brand, high quality, inks and media for aqueous, solvent and UV-curable digital printers. As an ISO 9001-2008 registered company, RTI will bring to sign and display customers the level of service and support that has traditionally been demanded by production print customers.



Erik Norman, VP of Sales and Marketing, says, "We have observed the trend for our conventional reprographic customers to move more and more into display graphics as volumes in the reprographic market fall, and profits are eroded. A strong indication of this is that, for the first time ever, the 2011 ISA (International Sign Association) show is to be combined with the IRgA (International Reprographics Association) show in Las Vegas.

"Combining our current business in the digital production and wide format sectors with our entry into the supply of consumables and media for display graphics customers means that RTI is one of the first global suppliers across these sectors. I can't think of another single entity doing this, and it enables us to provide a one-stop shopping experience for customers participating in all three sectors. We are piloting our display graphics business in Europe from our UK office, and will then roll this out across the organisation.

"We will continue to trade on our strengths in building strong, long-term, relationships with our customers and with the world's best manufacturers of media and supplies, and we intend to bring our goods and services to every digital print discipline."

For further information telephone Reprographic Technology UK on 01594 825825 or visit [www.reprographic-intl.com](http://www.reprographic-intl.com)



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# APPOINTMENTS

## Drytac Europe announces two new appointments

**Drytac Europe Ltd, a Bristol UK based laminating film and machinery manufacturer, has announced that Steve Broad is to step up to the role of Sales Director.**

Steve is currently Drytac Europe's UK Sales Manager and was chosen from a panel led by Drytac Group President Marc Oosterhuis, who said "his drive, energy and appetite for change meant that he was, without doubt, the right person for the position."

Steve's role will be to direct and manage the sales and marketing activities across Europe, Asia and Australasia; not only for the Drytac brand but also Hot Press and the recently acquired Teneka brand.

Broad brings with him a wealth of experience at the Director level. Prior to joining Drytac Europe, Steve was the joint owner and Managing Director of Print Finishing Solutions Ltd.

With his excellent technical knowledge and thorough understanding of the graphic and print markets, Steve is available to give Drytac's customers sound advice on both products and applications.

Following the promotion of Steve, Drytac are also pleased to announce the appointment of Graham Smith to its sales team as the new Northern Area Sales Manager.

Graham, who has worked within the print and exhibition industry for over 10 years, will cover sales for the North of England, Scotland and Ireland, operating from his base in Warrington, Cheshire.

Steve can be contacted at [stevebroad@drytac.com](mailto:stevebroad@drytac.com) and to contact Graham telephone 07817 815 837 or email [graham.smith@drytac.com](mailto:graham.smith@drytac.com)

Further information on the Drytac range of products can be found by visiting [www.drytac.com](http://www.drytac.com)



*Steve Broad, newly appointed Sales Director.*



*Graham Smith, Northern Area Sales Manager.*



*Terry Prichard.*

## New recruit at Robert Horne

**Robert Horne is delighted to announce that Terry Prichard has joined the Sign and Display - Plastics for Industry Team. Terry will be covering the burgeoning London and South East area of England, which is certain to keep him busy.**

Terry boasts a wealth of experience in the field as he has enjoyed working in the plastics industry for 28 years. He joins Robert Horne from Quinn where he worked largely in manufacturing processes, having previously spent 25 years in sales and distribution.

Adrian Dennis, Divisional Director, Sign and

Display comments: "We are very pleased to welcome Terry onto the team. Sign and Display is a huge growth area for Robert Horne and we like to offer expert advice and insight to our clients and Terry's knowledge is certainly a real asset."

Robert Horne Group is a leading UK supplier of a vast array of materials, from paper and board to plastics. A unique combination of high quality, cost effective products is supported by added value services and in-depth industry knowledge.

For more information visit the website [www.roberthorne.co.uk](http://www.roberthorne.co.uk)

## Sygnnet Signs just keeps growing

**In order to keep customer service a main priority, Sygnnet Signs, have added another member to its estimating team.**

Darren Jones will work very closely with some of the existing customers as well as the steady increase in new business acquired over the past few months.

Darren comes from one of the UK's leading blue chip companies where service is king and he has gained years of experience problem solving whilst also providing solutions for both International and UK customers.

Darren felt that after looking at various trade suppliers within the industry he saw something original at Sygnnet Signs and stated: "They actually seem to care about the quality of its products and customer's individual projects."

Darren has joined the team with the intention of adding his corporate training to Sygnnet's already customer focused objectives.

For further information telephone 0116 262 6288 or visit [www.sygnnetsigns.com](http://www.sygnnetsigns.com)



*Darren Jones.*



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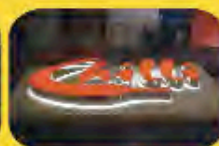
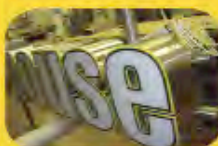
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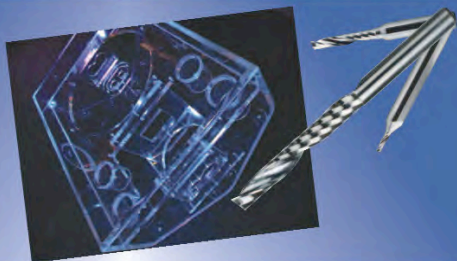
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Stud Base Dia	8mm	Stud Ball Dia	5mm
		Overall Standoff	11.5mm



Medium	250	500	1,000
Complete Fixing	£23	£38	£68
Sockets only Black or white	£16	£23	£39
Studs only	£17	£27	£40
Measurements			
Socket Width	11mm	Socket Length	13mm
Stud Base Dia	11mm (11.5mm)	Stud Ball Dia	8mm
		Overall Standoff	15mm



Large	250	500	1,000
Complete Fixing	£34	£60	£100
Sockets only Black or white	£23	£36	£62
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Measurements			
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Socket Length: 8mm	Socket Length: 13mm	Socket Length: 23mm
Stud Base Dia: 8mm	Stud Base Dia: 11mm	Stud Base Dia: 20mm
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Branches: Unit 1 Chesterfield Trading Est, Chesterfield / Unit 12c Bates Industrial Est, Romford  
**Tel: 0845 222 5008**  
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www.tradeactive.co.uk  
We offer a Trade Digital Print & Cut service with no minimum order charge. From one colour to full photographic quality images up to 1370mm wide by any length printed and cut on to numerous vinyls and pvc banner materials, poster paper and photographic paper. We can take your artwork from e-mail, disk or CD in various formats.

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**Tel: 01858 431 642**  
**Fax: 01858 466 992**  
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Specialists in vinyls for digital printing, 'Doro Digital' supply products mainly from Ritrama and Aslan. Whether it's a glossy exterior vehicle graphic; a matt interior exhibition display; a floor graphic or vehicle wrap, Doro can supply the right vinyl film. For Digital printing we also supply banners, pop up and roll up media and papers.

### HEXIS UK LTD

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

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www.roberthorne.co.uk  
Robert Horne Sign & Display are authorised resellers for Roland, Mimaki, Agfa, Seal, SignLab and Onyx. We can, through our specialised Digital Solutions team, offer everything from printers, plotters and cutters to a wide range of matching consumables including papers, vinyls and banners at competitive prices. Call to arrange a demonstration.

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sales@abbeydistribution.com  
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Large range of stock sizes. Bespoke sizes available on request. Clear, colours and frosted available.

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We are the only company in Europe stocking clear acrylic Domes & Dishes in 20 sizes. We have over 140 other special sizes available and can make ovals, squares and oblong domes. By covering any shape with vinyl or screen printing you can have your own special sign.

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Manufacturers of edge lit signs incorporating a variety of extruded profile options along with bespoke engraved acrylic panels. Add to this one of our award winning and cost effective LED modules, and one of our many mounting or hanging shop fitting kits, and you've an unrivalled edge lit range of trade components, so please ask a member of our staff for more details.

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Reflex illuminated sign system using T5 lamps and integral high frequency ballast units or Miniflex using Leds, both can be supplied with or without 8mm clear acrylic panels, plain or outline engraved to your design.

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**Fax: 0151 707 8081**  
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**www.mastergrave.co.uk**

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

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**sales@touchsystems.co.uk**

**www.claritypro.com**

Clarity Professional is an all encompassing Sign Estimating and Business Process software. It allows you to spend more time prospecting and selling. Clarity Professional includes Contact Management, Estimating / Order Processing, Job Management, Price List management, Works Orders, Delivery Notes and Invoices, Purchase Orders and Actual Job Cost Analysis. Links to Sage, Act, Goldmine, MS Office.

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**Fax: 01325 461726**

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**www.flagpoles.co.uk**

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**Mob: 07879 493386**

**mailus@fabricut.co.uk**

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**www.gess.uk.com**

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**www.insightsignsystems.com**

Insight is a trade only manufacturer, offering a made to measure service, with in-house powder coating. A range of cases are available to accept flexible substrates, covering most applications. Tensioning mechanism is fast and simple to operate, and can be accessed via hinged cover plates fitted around perimeter of case. Large hinged cases can be fitted with gas struts or mechanical arms to assist opening.

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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.

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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.

### ONTHECASE

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

**Tel: 01392 247577**  
sales@onthecase.co

www.onthecase.co

onthecase are providers of a high quality range of showcases, noticeboards and postercases 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, and solar powered cases and light posts.

## NUMBER PLATES

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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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**Tel: 01902 404008**  
**Fax: 01902 404006**  
sales@rotosigns.com

www.rotosigns.com

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

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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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sales@centuryplastics.co.uk  
www.centuryplastics.co.uk

Century Plastics are stockists of a large range of materials including; Palram Products, Palsun Polycarbonates, Palight Foam PVC, Palclad Hygienic Cladding and Palopaque PVC's, all manufactured in England. We also stock Alcom, Aluminium Composite and Hoarding Panel along with Cast and Extruded acrylics and many more products.

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

**Tel: 020 8308 9990**  
**Fax: 020 8308 9995**

sales@neplastics.co.uk  
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One of the largest independent stockholders of semi-finished plastics in the UK. Offering a huge range of both branded and own label products including Perspex, Marlon, 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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2-3 Lonebarn Link, Springfield Business Park, Chelmsford, Essex CM2 5AR

**Tel: 01245 232800**  
**Fax: 01245 232801**

sales.chelmsford@perspex.co.uk  
www.perspex.co.uk

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

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**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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Emery Court, The Embankment, Heaton Mersey, Greater Manchester, SK4 3GL

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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.

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**Tel: 01727 832146**  
**Fax: 01727 898828**

studio@fonteynesigns.co.uk

www.fonteynesigns.co.uk

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

## POSTER HOLDERS / CASES

### ASHBY TRADE SIGN SUPPLIES LTD

Youngs Ind Est, Aldermaston, Reading, RG7 4PW

**Tel: 0118 981 5343**  
**Fax: 0118 981 5335**

Sales@ashbytrade.co.uk

www.ashbytrade.net

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

## BROWNINGS LTD

5 Williamson Street, Hull, HU9 1ER

**Tel: 01482 380900**

**Fax: 01482 380901**

sales@browningsltd.co.uk

www.browningsltd.co.uk

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

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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 G3 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.co**

**www.onthecase.co**

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, and solar powered cases and light posts.

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Road, Coseley, West Midlands, WV14 8XR  
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**Fax: 01902 404006**

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**www.rotosigns.com**

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

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**www.signmakersproducts.ltd.uk**  
Manufacturers of trough lights, frames and sign boxes to the trade. Fast delivery.

## SIGNSCAPE SYSTEMS LTD

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**Tel: 01934 852888**

**Fax: 01934 852816**

**sales@signscape.co.uk**

**www.signscape.co.uk**

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

## UK POINT OF SALE GROUP LTD

Emery Court, The Embankment, Heaton  
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**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

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5 Williamson Street, Hull, HU9 1ER

**Tel: 01482 380900**

**Fax: 01482 380901**

**sales@browningstltd.co.uk**

**www.browningstltd.co.uk**

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

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**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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Emery Court, The Embankment, Heaton  
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**Tel: 0161 4314400 /**

**0161 4314411**

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**Fax: 01624 614766**

**sales@digiglass.com**

**www.digiglass.com**

Glass branding specialists. Supplier of optically clear printed PET window film, the ultimate glass branding and manifestation, once installed images appear as part of the glass. The film is printed using a 5 colour process (CMYK and White inks). 100 Micron PET material with shatterproof protection and a full UK Class '0' fire rating, even when printed.

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**Tel: 0118 981 5343**

**Fax: 0118 981 5335**

**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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**Fax: 01202 463564**

**enquiries@ironsigns.com**

**www.ironsigns.com**

Leading trade suppliers of high quality traditional and contemporary projecting signs and brackets, offering a large range of brackets, panels and lights off the shelf, as well as a comprehensive bespoke service. Competitive prices and next day service. Please visit our website or phone for a brochure.

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**Fax: 01706 710086**

**sales@apptape.co.uk**

**www.apptape.co.uk**

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**Tel: 0115 973 8080**

**Fax: 0115 973 8090**

**sales@tennantsuk.com**

**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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### TENNANTS UK LTD

Tennant House, Mount Street, New  
Basford, Nottingham NG7 7HX

**Tel: 0115 973 8080**

**Fax: 0115 973 8090**

**sales@tennantsuk.com**

**www.tennantsuk.com**

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!

## ROUTER CUTTERS/PLOTTER BLADES

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**Fax: 01442 231383**

**sales@ataeng.com**

**www.ataeng.com**

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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**Fax: 0151 727 8851**

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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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**Fax: 01827 304501**

**sales@itc-ltd.co.uk**

**www.itc-ltd.co.uk**

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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**Fax: 01494 449978**

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**www.abbeydistribution.com**

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**

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**Tel: 01268 764874**

**Fax: 01268 764883**

**tony.sayers@pj-signs.com**

**www.pj-signs.com**

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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Shropshire TF1 7EX

**Tel: 01952 677506**  
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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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www.firstsignsandlabels.co.uk  
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sales@humphreys-signs.co.uk  
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**Fax: 01603 616781**  
mercphil@globalnet.co.uk

www.mercuryphillipssigns.co.uk

High quality screen printing to all types of rigid and flexible base materials ie. self-adhesive vinyl, paper, plastic and metal. From single to full colour and small or large runs.

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**Fax: 0117 377 8816**  
bryan@bryanrawlings.com

www.bryanrawlings.com  
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Manufacturers of an extensive range of innovative semi-finished flat sheet products ensuring there is an option for every signage application - Foamalux®, Foamalux® Ultra and Foamalux® Xtra and Xtra S1 foam PVC options; Marlon® FS, Marlon® FSX and Marlon® FS Hard polycarbonate options and Marcryl® solid acrylic

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**Tel: 01909 773037**  
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sales@centuryplastics.co.uk  
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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.

### RIGHTON LTD

Righton House, Elliott Way, Nexus Point,  
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**Fax: 0121 344 4558**  
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Righton Ltd is the UK's leading supplier of semi-finished plastics to the sign industry. our extensive range includes: Cast and extruded acrylic available in clear, opal and a full range of colours. Aluminium Composite Sheet in a comprehensive range of colours, metallic, wood and granite effects. Polycarbonate. Foam PVC. PET-G. Painted aluminium sheet. Aluminium extrusion. Ultragrain stainless steel sheet.

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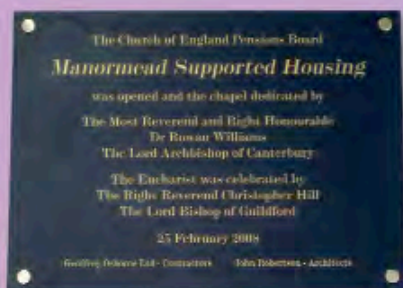
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height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
3mm	£0.61	£0.80	£0.93	£1.22	£1.46	£1.82	£2.42	£3.03	£3.28	£3.76	£4.61	£6.86	£8.37	£10.31	£12.49	£48.51
5mm	£0.91	£1.15	£1.46	£1.82	£2.30	£2.79	£3.63	£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	£2.00	£2.30	£2.67	£3.15	£3.64	£4.37	£5.15	£6.07	£6.87	£8.00	£11.03	£30.32
10mm	£0.85	£1.33	£1.70	£2.55	£3.52	£4.37	£4.98	£6.07	£7.28	£8.32	£9.34	£11.52	£13.34	£16.98	£21.59	£58.21
19mm	£1.82	£2.55	£3.64	£4.24	£4.85	£6.67	£8.40	£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	£16.13	£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

Add 25% to price list if a template is required for cladding  
(cladding gaps will be required)

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

Add 25% to price list for Gloss Finish Foam PVC

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

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

Additional Glue 500ml of Adhesive £23\*

\*no discount available

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