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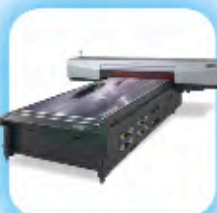
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C/Height	100mm	150mm	200mm	250mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	650mm	700mm	1200mm
3mm	£0.83	£1.27	£1.99	£2.95	£4.10	£5.40	£6.57	£7.34	£8.48	£9.05	£10.41	£12.69	£14.41	£40.82
5mm	£1.33	£2.03	£3.06	£4.69	£5.25	£7.51	£8.46	£9.98	£12.49	£13.77	£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

WHITE FOAM PVC**LARGER SIZES ON REQUEST**

C/Height	100mm	150mm	200mm	250mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	650mm	700mm	1200mm
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

3mm ALUMINIUM COMPOSITE**LARGER SIZES ON REQUEST**

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

STAINLESS STEEL 304Add 50% for Gold Stainless Steel
Add 20% for Marine GradeOTHER THICKNESSES
AVAILABLE ON REQUEST**LARGER SIZES ON REQUEST**

C/Height	100mm	150mm	200mm	250mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	650mm	700mm	1200mm
2mm Brushed	£5.02	£6.21	£10.98	£14.75	£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
Brass Fixings	£2.50	£2.50	£2.50	£3.00	£3.00	£3.00	£3.00	£4.00	£4.00	£4.00	£4.00	£4.00	£4.00	£6.00

PRICING OPTIONS

Add 10% to price list for template and nylon locators

Add 20% to price list if the percentage of extended font is wider than height

Add 20% to price list if cladding template is required

Add 25% to price list if polished edges are required (all colours laser cut)

Add 25% to price list for glass White Foam PVC

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Editor - Heather Rutter

Tel: 01525 377073

email: heather@sign-update-magazine.co.uk

Advertising Manager - Martin Hinchliffe

Tel: (inc. Advertising enquiries) 01784 463904

email: martin@sign-update-magazine.co.uk



Features Editor - Janet Brennan

Tel: 01582 584414

email: janet@sign-update-magazine.co.uk



Graphic Design - Tony Hinchliffe

Tel: 01295 660666/690862

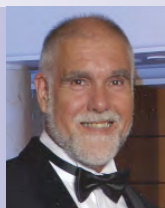
email: tony@sign-update-magazine.co.uk



Publisher - Roger Hinchliffe

Tel: (inc. Advertising enquiries) 01295 660666

email: roger@sign-update-magazine.co.uk



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Sign Update welcomes news and information relating to new and improved products for possible coverage within the news and review pages. Sign Update however accepts no obligation to provide coverage or return unsolicited products which are sent to it.

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The word 'Simplex' in a stylized font, with the 'i' in blue and the rest in grey. The background of the top half of the flyer is a blurred image of industrial machinery, possibly a CNC router or sign-making equipment.

Simplex

OPEN DAYS

17th – 19th May 2011

Simplex are pleased to announce a series of open days from the 17th – 19th May 2011. We would like to invite all signmakers along to see for themselves the products and services Simplex can offer you and your Company. As well as a tour of the workshop where you will be able to see sign systems, routing, and metal fabrications we will have specialists on hand from our partner Companies to deal with your LED and DiBond enquiries.

These open days have been a great success in the past and found to be beneficial to those who have attended. Please ring or e-mail our sales team as soon as possible to secure availability on the day of your choice.

Look forward to seeing you soon!

The word 'Simplex' in a stylized font, with the 'i' in blue and the rest in grey, followed by the word 'LIMITED' in a smaller, all-caps font.

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A circular graphic with a dashed border, containing the text 'what can we make for you today?'. The background of the bottom half of the flyer is a blue-tinted image of a workshop or factory floor with various equipment and materials.

**what
can
we make
for you
today?**

WELCOME *Page*

An exceptional show, but time will tell

I think this year's Sign & Digital UK was an exceptional show although I can't quite put my finger on why when there are still some companies out there that are short on work. Was it because people had time on their hands, or were they there to buy? We will find out in due course, by then my interest may have moved on to something else.

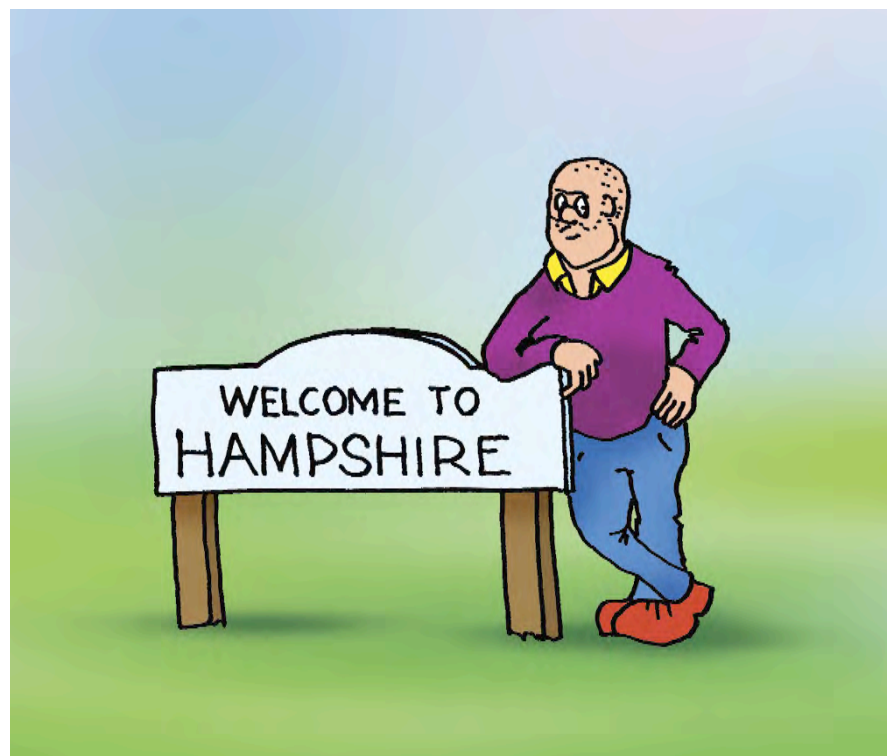
A kind thank you to the Hampshire Sign Makers for their time and help with our feature that runs between pages 56 and 72. As the weather was warm at the time of my planned visit to Hampshire sign makers I decided to start by visiting companies in Bournemouth. I'd arranged to visit two or three and then have an hour on the beach. It was while I was having my breakfast the following morning that I was told Bournemouth is in Dorset rather than Hampshire. Why didn't someone tell me earlier? So rather than waste the work I'd done in Bournemouth, I've included Bournemouth in with our Hampshire ones this issue and I will visit Dorset again soon. So you Dorset sign makers, give me a call on 01295 660666 to arrange a visit to your premises and you can appear in our magazine, *Sign Update*.

Tom Thomson from Ecosse Signs contacted me to ask when I will be visiting Scotland. Now loyal readers might remember that I went to Scotland two years ago, but as he's keen and wants to be in the magazine, I will arrange another visit. I'll dig out my kilt again along with my woollies and scarf for the visit. So if our Scottish cousins care to get in contact, I would greatly appreciate your call.

Finally, an apology from *Sign Update* for an incorrect article we published on page 82 in the April issue concerning Simplex's Open Days. This error was down to *Sign Update* and in no way the responsibility of any contributor. *Sign Update* apologises sincerely and wholeheartedly for the error and subsequent confusion.

Simplex's Open Days are on 17th to 19th May; turn to page 85 for more information and details of how to book your place. I'll be going along on one of the days, providing there's plenty of tea and cake of course! Look forward to meeting you there.

Roger Hinchliffe



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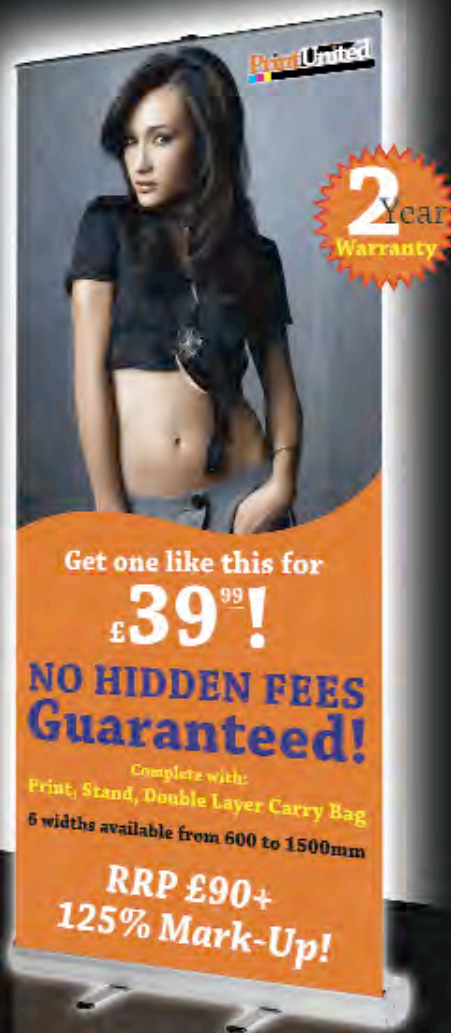
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Mutoh releases 3D UV inks

Wide format inkjet printer manufacturer Mutoh Belgium nv announces the immediate availability of a new set of CMYK stretchable UV inks, called 3D UV.

Specifically developed for Mutoh's Zephyr 65 UV inkjet printer, the Mutoh 3D UV ink offers 200% elongation capabilities, making outputs fit for wrapping on 3D curved, riveted or corrugated surfaces. This new non HAP, zero VOC and odourless ink will cover the widest possible range of roll-to-roll applications and is also suited for rigid printing.

Available in one litre bottles, the new 3D UV inks are already covered by Avery Dennison's® ICS Performance Guarantee. Certification by other media manufacturers will follow. Mutoh will market the inks all over Europe, the Middle East and Africa through its authorised distributor channel.

"The new 3D UV inks are an addition to our existing 2D UV and dedicated Traffic Sign inks for the Mutoh Zephyr printer platform and are the result of Mutoh's ongoing commitment to develop innovative and sustainable printing solutions for large format print providers," says Arthur Vanhoutte, President of Mutoh's European operations.

"The new inks are ideally suited for existing solvent users or industrial users with focus on 3D wrapping, looking for a productive machine offering best print quality, roll and rigid compatibility and last but not least offering the flexibility to immediately laminate and apply prints. Thanks to their extreme stretchability, they will allow the same application flexibility for fleet applications as conventional solvent printers, a feature not available on competitive high-end industrial UV systems. As our 3D UV inks do not contain any VOCs and finished

prints are odour-free, they will offer the same possibilities as water-based printers for indoor applications such as in-store decoration, branding, promotion and way finding," Vanhoutte concludes.

"The fleet market is a worldwide growing business," says Nico Jansen, Avery Dennison's GRPD – OEM Alliance Manager. "During the past years, we have been witnessing a new trend whereby print providers are looking for alternatives for their existing solvent printers for fleet and architectural applications, offering more environmentally friendly features. Mutoh's 3D UV ink is a great alternative to solvent for fleet applications. Apart from their 200 % elongation capabilities, the inks also offer the unique advantage that prints are immediately ready for lamination and application. This makes them a perfect solution for architectural prints.

"We have extensively tested the performance, durability and applicability of Mutoh's 3D UV inks. Tests included lamination tests, UV fading tests, application tests on different surfaces including simple curves, compound curves and riveted surfaces, 3D wrap testing, leaving prints for four months on a car and removal tests.

"We are pleased to confirm that Mutoh 3D UV inks qualify for Avery's ICS Performance Guarantee programme for high quality 3D fleet wrapping applications. Depending on the Avery digital media and graphics protection used, warranties up to four years are possible," Nico Jansen concludes.

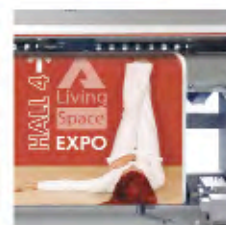
For further information visit the website www.mutoh.eu or www.averydennison.com



The 3D UV ink was specifically developed for Mutoh's Zephyr 65 UV inkjet printer.

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PRODUCT *News*

A clear cut winner for inspired designs on glass

Offering a combination of print and transparency in a single-sheet solution, 3M Scotchcal Clear View Graphic Film 8150 is reputedly the first perfectly transparent cast printable PVC film on the market to enable more imaginative glass and window decoration on vehicles and buildings.

It allows intricate designs to be achieved without the need to weed or cut around the printed design, with the film's transparent construction rendering unprinted sections invisible on both glass and opaque surfaces.

Use of the film will allow window graphics and manifestation markings to now feature a host of special effects, including fades and colour gradients, simulated etched and frosted glass, one-way vision and double-sided graphics.

The product is available from 3M primary distributors William Smith and Spandex.

For further information, visit www.3M.co.uk/graphicsolutions



Introducing Indasol Sign-Block

INDASOL recently announced it has been granted sole UK rights to a proven sign making material designed to make the signmaker's life easier.

SIGN-BLOCK is a polyurethane sign making material, and although new to the UK, has been in use for many years globally as a cost effective replacement for wood, metal and other sign making materials.

Sign-Block is a lightweight yet incredibly strong polyurethane product originating from the Aerospace Industry.

Its lightweight yet robust properties mean that Sign-Block can be used to produce large single piece letters and shapes which can be installed easily and quickly. Replacing wood, metal and plastics, Sign-Block offers a versatile and user friendly sign making media.

Innovative, yet used in a traditional manner, Sign-Block performs like wood being easy to

machine and route with the added benefit of removing chips without dust.

Available in a range of densities and thicknesses from 25mm to 75mm, Sign-Block can produce 3D letters, shapes and images on a standard CNC programme. Sign-Block can also be laminated using Indasol Sign-Block adhesives.

Indasol have added to its already extensive signmakers range of adhesives, Sign-Block adhesives, which allow you to face Sign-Block with finishes such as mirror, brushed and gloss. Sign-Block adhesives also allows you to bond Sign-Block together to create even larger thicknesses and overall letter sizes.

For a demonstration and your free samples of Sign-Block, please telephone Indasol on 02476 540909 or email enquiry@indasol.co.uk Further information can also be found by visiting www.indasol.co.uk



Sign-Block can be used to produce 3D letters, shapes and images.

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PRODUCT *News*

Extended range of flatbed media applicators from William Smith

Since its introduction five years ago, the RollsRoller Flatbed Applicator from William Smith has been widely recognised by the sign and graphics and digital printing industries to be one of the most cost-effective and accurate methods of applying self-adhesive materials, application tapes and digital prints to virtually any commonly used substrate up to a thickness of 65mm. Significantly, the machine has enabled owners to achieve time savings of up to 80 per cent by comparison with other forms of application and has resulted in the RollsRoller becoming the method of choice by well over 200 leading professionals where it has been used continuously with little or no maintenance under the most demanding conditions and with the need only of a single operator.

Now this highly innovative, patented and superbly engineered solution is available in 18 different machine configurations and in three distinct performance categories (Standard Duty, Premium Grade and Traffic that, as the grading implies, is specific to the production of road traffic signs). A host of optional design features, that include a height adjustment facility, extension tables, additional roller beam and self-sealing cutting mat, further enable the machine's production capabilities to be fully realised. The availability of fluorescent tube backlighting on selective models also enhances the accuracy of the media registration process and makes the RollsRoller particularly ideal for use with multi-coloured or translucent graphics.

Due to the particular design of the machine, important health and safety considerations are also more effectively addressed.



Standard machine in operation.

For example, lifting and handling of materials is greatly restricted, injury to operators is unheard of and most applications can be achieved in a single-pass process to further reduce employee exertions.

Leading sign and graphics companies like Butterfield Signs, Hawes Signs, Greens the Signmaker, Signs Express and Action Graphics have been fulsome in their praise of the machine.

Edward Butterfield of Butterfield Signs commented: "Since we installed the RollsRoller, production has increased dramatically. A job that would hitherto have taken 10 hours now takes just two hours to complete."

Equally enthusiastic was Simon Ward of Greens the Signmaker, who added: "We have been able to cut the time normally required to apply vinyl to a substrate by two thirds. Jobs that previously required two people now require only one."

Lee Eaton of Signs Express (Manchester) commented: "The RollsRoller has enabled us to achieve the increased productivity and improved quality that we required. It has tripled our output and, by reducing manual handling procedures, has made our work more effective overall."

Much of the success of the RollsRoller Flatbed Applicator is attributable to the level of service provided by William Smith via its in-house dedicated team of specially trained engineers. This facility is underpinned by the availability of on-site training, a comprehensive and easily navigated user instruction manual and a maintenance contract.

For more information or to arrange a demonstration, visit www.williamsmith.co.uk or telephone 01833 690305.



RollsRoller special Traffic version for road traffic signs.



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

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

£85 minimum order



lettering options

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

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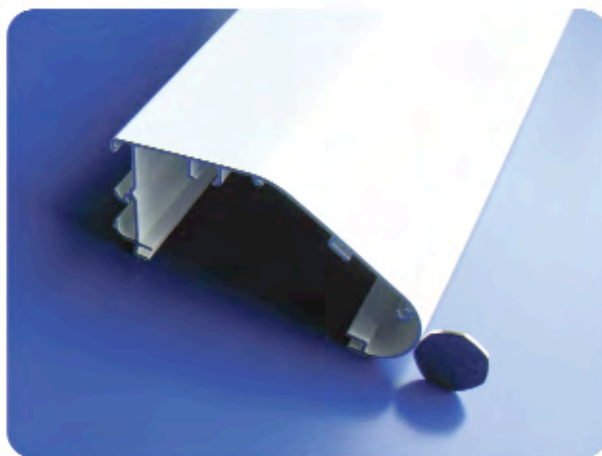
Terms and conditions apply. Prices subject to change without prior notice. E&OE.

flat cut letters



Highlight Mk.4

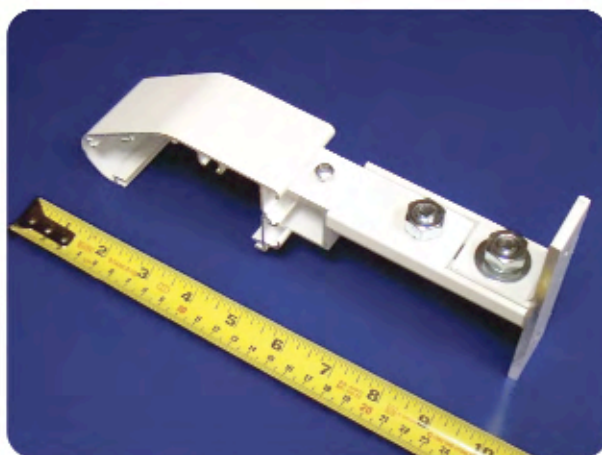
OVERHEAD TROUGH LIGHTING



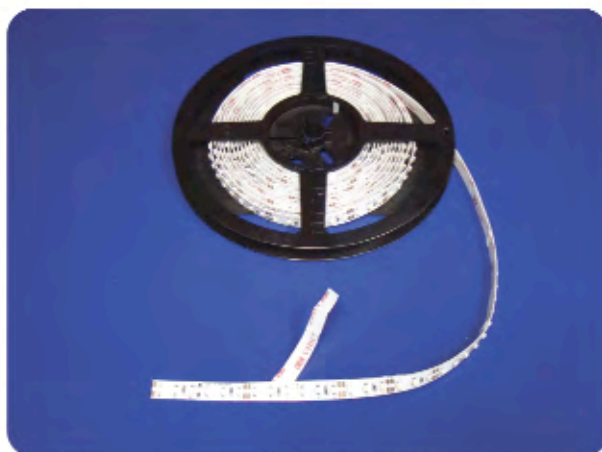
Highlight is a slim, sleek profile, yet functional to deliver optimum light diffusion on to the sign.



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PRODUCT *News*

A new generation of digital cast self-adhesive films from Avery Dennison

Avery Dennison is revamping its Avery® Digital Cast Films range to create a 'second generation' that meets the needs of today's increasingly sophisticated digital print capabilities, as well as the robust and complex applications for which durable self-adhesive films are used today.

Top of the list of changes is the introduction of new Avery DOL Overlaminates, Avery DOL 1460 Gloss and 1480 Matt, which have been formulated to deliver the high levels of conformability demanded by challenging three-dimensional applications.

The new Avery DOL Overlaminates make it possible for graphics converters to take advantage of using Avery MPI 1005 Supercast Easy Apply RS inkjet-printable film for rugged applications over corrugations. This product partnership brings several benefits. Avery MPI 1005 Supercast Easy Apply RS film combines an ultra-conformable long-life 53 micron conformable white gloss cast vinyl with built-in air egress characteristics, a permanent, transparent adhesive, and (for overposting applications) a separate grey primer layer for optimal opacity. The adhesive also features clean long-term removability, low tack, and repositionability. Combining an inkjet-printed graphic with one of the new Avery DOL Overlaminates provides not only protection of the printed substrate, but also the conformability required for applications over corrugations.

Avery Dennison has also extended the options in its inkjet-printable Avery 1900 cast films range to reflect the requirement for durable films – especially for 3D applications that offer special



functionalities. Avery MPI 1900 film, the long-established gloss white cast vinyl offering extra opacity, is now joined by Avery MPI 1900 Easy Apply film, with a low-tack, repositionable adhesive; and Avery MPI 1906 AP film, featuring a permanent adhesive designed for low-surface-energy, apolar surfaces such as HDPE, LDPE, and PP.

Full details and samples of the new products are available from Avery Dennison Graphics and Reflective Solutions representatives and distributors throughout Europe, or visit the website at www.europe.averygraphics.com.

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A more efficient ACM panel processing solution from AXYZ

A preferred system for the processing of aluminium composite and metal composite panels used in the manufacture of large-format signs and architectural cladding, the three-in-one PANELBuilder system from AXYZ International has evolved from years of testing and field interaction with fabricators of these materials. The system provides an all-embracing three-in-one panel processing solution, comprising a specially configured large-format CNC routing machine and a dedicated software program to simultaneously groove, drill and profile-cut single or multiple sheets of ACM/MCM.

The system can be configured to handle all standard ACM/MCM sheet sizes of up to eight x two metres. Key design features include a triple Z tooling arrangement (complete with three five horsepower router spindles), an automatic tool mister/coolant facility for machining plate aluminium, pop-up location pins for material alignment and a powerful vacuum hold-down system to firmly secure sheets during the routing process. Waste generated during this process is safely removed through a chip-extraction system complete with an automatic vacuum extraction manifold.

The supporting PanelBuilder software includes both 2D and enhanced 3D design and layout capabilities for more complex panel processing requirements, in addition to precise panel nesting to

maximise sheet utilisation and automatic tool path creation. Once a panel cyanotype has been created, it can be saved with parametric values for recall at any time. Panels can be easily created by changing the dimensions of the design, adding these to the job schedule and finally nesting onto the materials to be processed using the software's powerful nesting feature. Significantly, PanelBuilder software is supplied loaded with many usable existing panel designs to help start-up and accelerate panel processing. It will also link with and enhance existing software programs to increase the ability to create panel blanks for ACM façade systems.

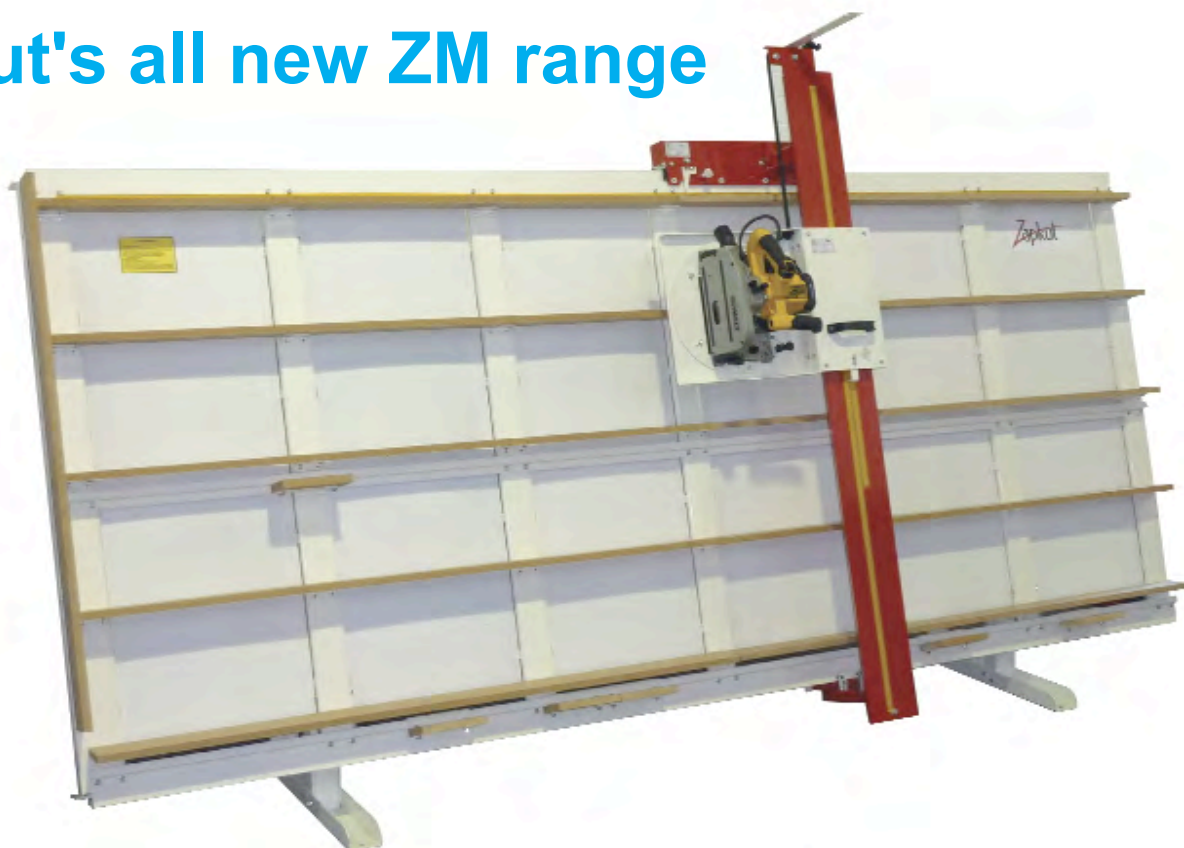
The system is supported with a comprehensive range of specially designed cutting tools and accessories to accommodate multiple panel processing requirements. These include tools to profile materials in a thickness of between three and six millimetres and those that will provide the required fold angle and bend radius and specially configured tool options for the processing of exotic materials.

The PanelBuilder system is backed by a comprehensive training programme to ensure the benefits are fully understood and maximised by operatives, together with ongoing technical support from the AXYZ International team of dedicated engineers.

For further information, visit www.axyz.co.uk or telephone 01902 375 600.



Zapkut's all new ZM range



The new Zapkut ZM range has been designed to meet needs identified by users across various sectors.

Panel saw specialist Zapkut has announced an improved version of its ground-breaking European-style moving column ZM range. British built from top to bottom, ZM units use an all-steel frame, delivering much improved strength and durability and a comprehensive range of features. ZM prices, starting at £2,495, will be attractive to companies of all sizes.

Zapkut Managing Director, Keith Bunker, explained: "The latest ZM is a completely new machine, redesigned from the ground up. By basing the machine on a steel frame and employing leading edge manufacturing and design methods, we've been able to remove significant cost from the production process without compromising specification or build quality in any way. In fact the rigidity of the new steel framed ZM machines is comparable to that of machines costing several times as much."

The new Zapkut ZM range has been designed with ruthless practicality in mind, its specification developed to meet needs identified by users across various sectors. Highly versatile, these units are suitable for a wide range of materials, including natural and man-made timber products as well as sign making materials such as aluminium sheet, Corex, Foamex, acrylics, polycarbonates, and aluminium composite sheets such as Dibond.

A key advantage for signmakers is that no blade changes are necessary. Zapkut has developed a special blade suitable for all these sign making materials. For those working with timber, Zapkut has a range of blades designed specifically for its machines, and the expertise to advise on the most suitable blade for any given application.

Chipping and shattering of thin materials such as acrylic sheets and laminates can be avoided by using a backing board, which with the ZM range's depth control can be used many times before needing replacement.

The ZM's moving column design means that once the sheet is positioned on the frame, it need not be moved again, whether rip or cross cutting. By contrast, on a fixed column saw, sheets must be fed through the machine in order to rip. There is no need for this on

the ZM, making it extremely compact in operation and ideal for smaller workshops, or even mounting in a van.

Further space-saving benefits accrue as a result of the various sizes of ZM available. The range includes three models: the ZM12 caters for sheets of up to 2.5m x 1.3m, ideal for 8' x 4' sheets, the ZM16 caters for sheets of up to 3.1m x 1.6m, ideal for 10' x 5' sheets and their metric equivalents and the ZM21 caters for sheets of up to 3.1m x 2.1m. This unit is ideal for the 3m x 2m plastics sheets common in the sign making industry, and the woodworking sector's 'jumbo' sheets.

Customers can select the model most suited to their needs - there's no need to make do with a 'one-size-fits-all' approach, with the wasted workshop space that entails.

The ZM's sheet supports can be relocated in seconds from the bottom of the frame to a waist height position, allowing smaller work pieces to be cut more easily. In both positions, the sheet supports can be moved horizontally, making dimensioning along the length of the work piece much simpler than on most vertical panel saws.

The column has twin vertical scales. One is zeroed at the lower material support position and the other at the waist height position. The powerful sawhead runs off a standard 240/110V single phase supply. Plunge (to 40mm) and bevel (to 45°) facilities further enhance the machine's capabilities. Designed with the international market in mind, the ZM range can be supplied to meet local electrical requirements around the world.

There has been strong interest in the machines from international markets, with initial orders already received from Holland and Germany, and the US and France are set to follow closely behind.

The steel framed ZM range joins the ZK range (the world's only true folding vertical panel saw) in the Zapkut stable. Zapkut Limited are actively looking for dealers across the world to market both ranges.

To find out more about the saws and the company, please visit www.zapkut.co.uk or telephone on +44 (0) 118 970 1950.

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PRODUCT *News*

Metamark Metaflex now available in 20 colours

Colourful banners are among the most popular products produced by the signing and allied industries and often represent the first port of call for customers enquiring after an effective and inexpensive means of promoting an event or enterprise.

Banners are, of course, widely produced by digital means these days but there remains a need, and it's growing, for cut and applied production too, particularly among those signmakers who choose to work with semi-finished banners that would be difficult, if not impossible to transport through a typical, roll-to-roll inkjet printer.

Ordinary cut and applied self adhesive vinyl can, on occasions, be problematic if applied to banner substrates as plasticisers can compromise the performance of the adhesives used and cause premature failure. Plasticisers are what impart the highly desirable flexible nature to filmic PVC products. Use Metamark's Metaflex cut and applied vinyl though and the finished banner product will have no such problems.



Metaflex is formulated and designed to be cut, weeded and applied just like everyday self adhesive vinyl but that's where the similarities end. Expressly engineered for application to PVC banner substrates, Metaflex features a super-soft face-film and a specialised adhesive system designed to resist plasticiser migration and its unwelcome effects on the reliability of the finished banner.

The super-soft face film at the heart of Metaflex is 80 microns thick and so easy to handle and apply. It has an attractive, semi-matt finish and the stock colours in which it's available are bright, resist fading well, and can be layered to create composite designs. The adhesive system used on Metaflex is acrylic based and has a very manageable low initial tack that builds over time to the strong ultimate bond the product features when the finished article is in service throughout its three-year life expectancy.

Metaflex can be used effectively with most scrimmed PVC banner materials, coloured or white, and is particularly impressive when applied to awnings and canopy constructions. The material is available ex-stock from Metamark and now comes in 20 colours in various roll widths up to 1220mm. Free samples of the product are available upon request from sales@metamark.co.uk

For further information visit www.metamark.co.uk

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PRODUCT *News*

Only £99... Now CAD/CAM software really is accessible to all sign-makers

For over 15 years, Delcam, an internationally recognised developer of Computer-Aided Design and Manufacturing (CAD/CAM) software, has been providing sign-makers worldwide with its range of software solutions to create 2D and 3D signs. Having worked closely with industry professionals throughout this time, Delcam is aware of the costs involved for smaller companies or those considering entering the industry.

To make this easier, Delcam has now launched its entry-level CAD/CAM package, ArtCAM Express 2011, for only £99. This solution provides an ideal introduction into the world of CAD/CAM and offers basic drawing, as well as 2D and 3D machining functions. Additionally, sign-makers can also tailor their software by purchasing additional modules to suit specific design and manufacturing requirements.

Harnessing recent developments from its sibling products, ArtCAM Express is also available in both 32 and 64 bit versions. This means that sign-makers using 64-bit Windows can increase the speed at which they work, as well as work with larger, more memory intensive files.

Grant Bailey from Artfacturing comments: "Calculations appear much faster and it loaded a 250mb file in three seconds!"

With complete freedom to work from their own saved customised interface layout, extremely useful when computer sharing, users can begin creating their design solely in ArtCAM or by importing pre-created 2D artwork or 3D files directly. Text can then quickly be added to the design by accessing ArtCAM's sizeable 'Font Library'. This text and any other vector artwork can then be used for any inlaid sign using ArtCAM Express's intuitive 'Inlay Wizard'. This makes precise male and female parts with a perfectly flat surface, great at stopping unsightly shadows from illuminated signs appearing.



Created with ArtCAM Express 2011 together with the Texture Toolpath Module.

To help visualise the design it can be rendered in a number of materials such as the popular wood varieties as well as showing the wood grain direction. If the sign requires outside approval, this can then be sent as a rotatable 3D PDF.

Once authorised, the sign-maker can then select the tools they want to use for machining from a database of over 250 routers and machine tools as well as benefit from a number of machining strategies to ensure that the piece is machined as accurately and efficiently as possible. Furthermore, if the user has a large production run, the Nesting module can place all the pieces to be cut according to their true shape preventing any material wastage.

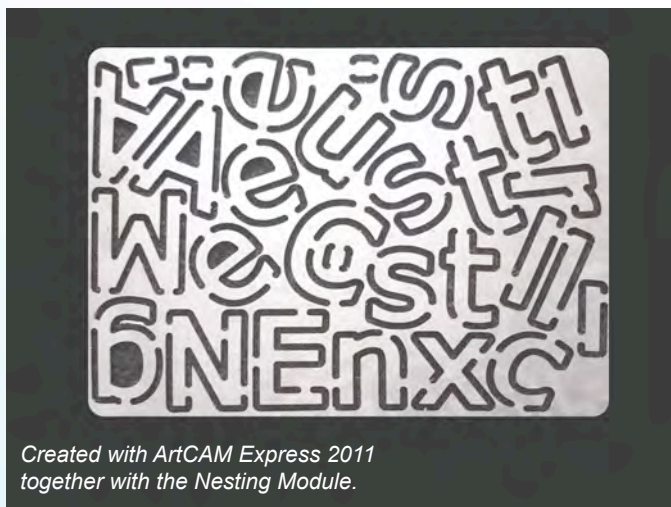


Created with Express 2011 together with the Advanced 2D Machining Module.

If the user however is looking to create dimensional signage, ArtCAM Express also provides a library of over 400 pieces of relief clipart.

Sign-makers can also choose from a number of modules to further aid the design process, such as the ArtCAM Express Vector Tools module. This allows vector designs to be created on several layers that can be shown or hidden to easily manipulate parts of a design. This module also includes further functionality to edit and create vectors suitable for machining.

There is also the Font Creator module which allows the user to create or alter any font and then store it in ArtCAM Font Library, ideal for logos, for example, that designers may use when creating multiple pieces for a customer. Hand-carving effects or unique textures can also be added in a matter of minutes with ArtCAM's Texture Toolpath module.



Created with ArtCAM Express 2011 together with the Nesting Module.

Finally, a simulation can be run of the pieces being machined using the chosen tools and the given material block dimensions. This has proven extremely beneficial to customers because they can change the tools or machining strategies prior to machining, saving them time and money.

If you would like to find out more about ArtCAM Express and its modules or to trial them please go to www.artcamexpress.com

New surface cleaner from Eurobond Adhesives

Eurobond Adhesives has launched its own heavy duty surface cleaning wipe.

Eurobond's Managing Director, Simon Dearing explains: "Correct surface preparation of any substrate prior to bonding is vitally important in helping to promote adhesion and a high integrity bondline.

"Our surface wipes are made of 64gsm heavy duty low lint material, impregnated with Isopropyl alcohol for fast 'flash off'. They are designed to clean any material surface used in sign making prior to bonding, or can be used as a general cleaning wipe."

The handy flip top pot contains 100 wipes and the empty plastic container can be rinsed out with water when empty and disposed of either in standard waste or plastic recycling.

For further information telephone Eurobond Adhesives on +44 (0)1795 427888 or visit the website www.eurobond-adhesives.co.uk



Antalis McNaughton makes 3D printing simple

Antalis McNaughton has launched iPrint Pure 3D, a 500 micron polypropylene film that when printed displays a full 3D image and can be printed using UV inkjet, UV screen printing, waterless UV offset, digital offset and hot foil blocking.

What sets iPrint Pure 3D apart from the lenticular 3D process is in the way the 3D effect is created. Unlike lenticular printing where the visual effect is activated by moving the image and viewing it from different angles, iPrint Pure 3D features a honeycomb, or 'fly eye' lens array that magnifies patterns to create the perception of depth which allows for a universal viewing angle, meaning you can see the 3D effect all around the printed image.

iPrint Pure 3D can be cut, creased, glued and finished to make visually stunning 3D packaging and point of sale items and is suitable for poster displays, direct mail campaigns, cartons, sleeves, binders, folders, wallets, post cards, business cards, posters, signs, and display presenters.

Antalis McNaughton Sign and Display Market Manager Chris Green says: "3D printing can create the illusion of depth with floating or holographic patterns which help attract consumers.

This works especially well at point of purchase – a critical decision making zone, where catching the consumer's eye is crucial, therefore we believe that iPrint Pure 3D will cause designers, advertisers and brand owners to rethink the way they can use 3D visuals in conjunction with cost effective 3D printed promotional marketing campaigns."

For further information telephone Antalis McNaughton on 07748 337631 or visit the website www.antalis-mcnaughton.co.uk



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Inca Digital launches Inca Onset S40 Wide Format UV Printer

Inca Digital Printers has launched the Inca Onset S40, the latest addition to its market-leading Inca Onset range of wide-format UV flatbed inkjet printers. Positioned between the flagship, super high productivity Inca Onset at 750sqm/hr (8,073 sqft/hr) and the Inca Onset S20 at 310 sqm/hr (3,340 sqft/hr), the new Inca Onset S40 prints at up to 470 sqm/hr (5,059 sq ft/hr).

Alongside the other products in the range, the Inca Onset S40 has been engineered to provide outstanding levels of performance, 'best-in-class' quality and flexibility at low cost per print. It meets the high-volume, fast-turnaround production needs of specialist display print companies, using up to 168 new-generation, user-replaceable, printheads (28 per colour) on a full width print bar delivering a 27 picolitre drop size. This, combined with Inca's precision ink drop placement, produces superb 600dpi print quality with the option of four or six colours using Fujifilm's UVijet OB ink.

With the addition of the Onset S40 to the Inca Onset range, there are now 18 different Onset configurations available, offering a choice of productivity levels and ink options. This enables companies to pick the right model, at the best price, performance, and therefore, return on investment (ROI) for their business.

Offering the features associated with the Inca Onset range, including wide colour gamut, satin and controllable gloss levels, variable job management and the option of automation, the Onset S40 produces superb POS-quality display graphics economically at throughput speeds of up to 470 sqm/hr (5,059 sq ft/hr), equivalent to 94 full bed sheets/hr (3.14 x 1.6m) and onto substrates up to 50mm (2in) thick. A choice of uni-directional, bi-directional and super high quality print modes can be selected depending upon specific job requirements. As a result, the versatile Onset S40 is ideal for the

production of single and double-sided display POS, exhibition graphics, backlit/frontlit displays, outdoor signage printing and cosmetic/fashion graphics etc.

At this throughput level, production efficiency is important to ensure maximum productivity and cost-efficiency with minimal downtime in order to deliver the best ROI. As a result, the Inca Onset S40 is compatible with Inca's flexible automation system which offers customers the choice to operate in manual, semi or three-quarter automation from the same configuration, as well as Inca's Print Run Controller (PRC) software module.

The first Onset S40 in the world has been installed at Kolorcraft (www.kolorcraft.com) in Ossett, West Yorkshire (see page 37). The POS specialist has rigorously tested the new printer over the past few months, experiencing significant benefits to its business by being able to mirror its retail client's objectives and maximise budgets.

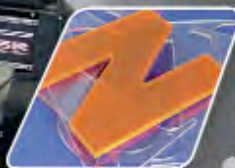
"The success of the Inca Onset and Onset S20 printers worldwide over the past three years has raised the quality bar in digitally printed graphics and demonstrated the considerable market for fast turnaround, quality display graphics on a wide range of materials and at a competitive price. It quickly became apparent that there continues to be a strong market for an Onset with all the features and functionality that it offers," says Dr Linda Bell, Inca Digital CEO. "The Onset S40 is the logical next step for us in our printer portfolio. It fits nicely into the market and is highly competitive. Many companies are starting to invest in multiple Onsets, and we are giving them the flexibility to mix and match the models to suit their customer's needs and production requirements and provide room for growth."

For further information visit www.incadigital.com



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FIXTURES & FITTINGS

FK Moore – supplying fixings of quality since the 1890s

FK Moore Ltd believes it not only has the largest variety of brass locators and cover-head screws in the marketplace today, but that it could also be the UK's oldest supplier of these products.

Along with Adam Stokes, Paul Farrant took over the reins of the business in 2010 after his father Bob retired. This marked not only the third generation of the Farrant family at the helm, but also the last interest of the Moore family as the change coincided with retirement of Michael Moore.

Ron Farrant, Paul's grandfather, joined forces with the Moore family in South London shortly after the Second World War, where the business had largely been located since 1890. The mid '60s saw the redevelopment of the Old Kent Road and with it a switch from the smog of London to the sea air of the Kent coast and a brand new, purpose built factory in Ramsgate.

As what may be the UK's oldest supplier of cover-head screws, stand-offs and brass locator fixings, F K Moore aim to continue providing their customers with an unrivalled product range, their focus clearly remaining on the quality and value of the fixings they offer.

"We have the advantage that we don't import anything, which is nice as it gives us the flexibility to listen to our customers needs on an individual basis, and where it is viable, meet those needs in a bespoke manner," Paul explains.



Circa 1960.



The Old Kent Road shopfront.

"Some of our most popular products have come from this kind of product evolution – we have the largest variety of brass locators and cover-head screws in the marketplace today."

It is this evolution that has seen the F K Moore portfolio of products grow to meet the needs of the glass and mirror industries, shop-fitters and sign manufacturers alike.

"We are fortunate to carry with us a wealth of experience that travels back well over a century. This helps our customers trust us to deliver the product they need

today, tomorrow, and for the years ahead. In uncertain times, they need to know that we will be around to do this, just as we have been since 1890."

During the recent transition, pre-war copies of customers' statements were uncovered that included names such as 'Pilkington's of St Helens'.

"It's nice to think that we had a tiny part to play in the success of such prestigious businesses, but more importantly we can still count them as valued customers to this day," remarks Paul.

Whilst flicking through black and white photos of the old London shop, a cigar-toting grandfather Ron dutifully overseeing a factory packed full of machinists, and father Bob at a trade fair in the seventies, Paul comments: "It was Winston Churchill that said 'The farther backward you can look, the farther forward you are likely to see', so I'm sure that, whether it is the next generation of Farrant or a Stokes, our customers can rest assured that for generations to come, F K Moore continue to be the name forever synonymous with a commitment to a quality product and excellent service that is unrivalled among its peers of the day!"

Telephone 01843 593440 or go to the website www.fkmoore.com to find out more.

Quality control and packing, roughly 50 years ago.

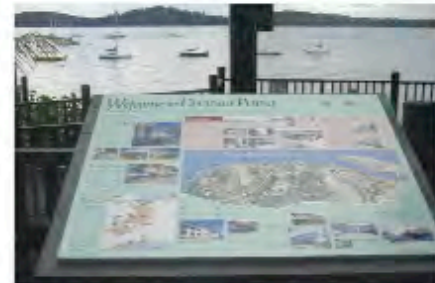
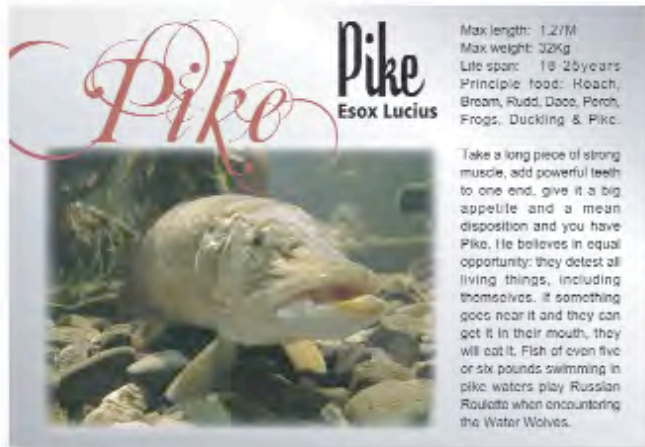


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..... Digital anoprinting **into** anodised aluminium



What makes this product so unique is that the image is not printed onto the surface of the sign, it is sealed inside the hard anodised layer, making it impossible to be peeled, picked out, or scraped off. And because the surface is totally smooth and easy to maintain, graffiti can be easily and safely removed without affecting the image. That makes it perfect for signage in public areas such as schools, courts and hospitals.

But that's not all.

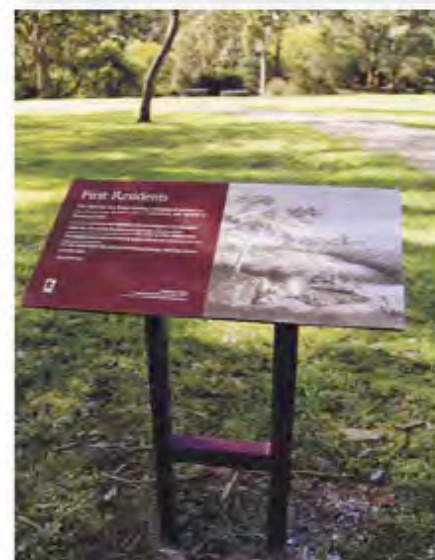
This is a full colour digital print of the very highest quality, straight into the surface of satin or matt anodised aluminium, and because there is no white, it can blend into the surface to create stunning metallic effects. Do not confuse this with sublimated printing, digital anoprinting is printed directly into the anodised aluminium, not on a plastic coating.

For outdoor information signs, digital anoprinting represents a massive step forward from reverse printed Polycarbonate. Now you can offer your clients clean, fresh looking signage that won't delaminate, with crisp, clear graphics at the surface, not buried behind a thick layer of plastic.

Already market leaders in chemical etching to the sign trade, Multitechnic are now delighted to offer DuraSeal quality assured digital anoprinting to the UK sign trade, a system which offers something totally new, whether for a simple one-off or a full signage scheme.

Digital anoprinting is set to revolutionise the decorative or informative sign.

We wonder what you'll make of it?



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FIXTURES & FITTINGS

Moss Express has it taped for sign solutions

Permanent and removable tapes are becoming an increasingly recognised fixing alternative to traditional screws and mechanical fasteners, especially where aesthetic appeal is important. Moss Express is seeing a growing demand for its range of high bond permanent tapes that are ideal for outdoor use owing to their UV exposure protection and closed cell foam adhesive that creates a moisture barrier. It is also tamper resistant and has high temperature tolerance ranging from -29 degrees C to 98 degrees C. They are being increasingly used for outdoor signage but also by other industries, most recently by a catering equipment manufacturer.

Moss's exclusive Remo tapes are proving popular with customers requiring a "clean store" solution for temporary signs and displays. A common problem in retailers where graphics are constantly being changed is the adhesive or holes left where a sign or display is replaced. Remo tapes remove cleanly from most non-delaminating surfaces whether flat or uneven. The tapes are available as Remo One™, permanent on one side and removable on the other, or as Remo Two™ which is removable both sides.



Remo One™ and Remo Two™ tapes from Moss Express provide a "clean store" solution for temporary signs and displays.

A completely new product that has made it onto one of Britain's most popular soap operas, is Moss's sign stand-off range that is available in aluminium, stainless steel, brass or plastic. They are ideal for mounting acrylic or glass panels and were recently used in Emmerdale's set changes owing to the fact that they can be rapidly unscrewed and re-positioned.

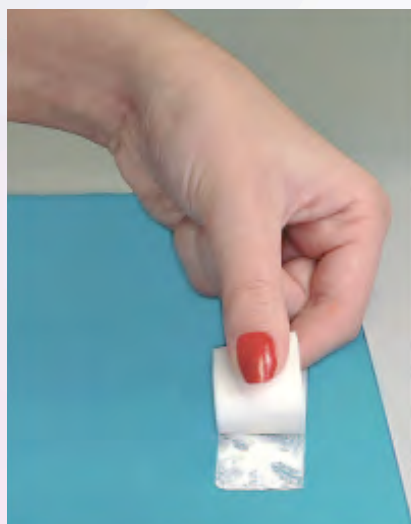
The sign stand-offs are part of an expanded POS range of more than 1300 products which are all in a new catalogue to showcase the complete product offer.

Product manager Hayley Mott said: "Over the last three years we have been rapidly growing our POS product range and this latest development has really strengthened our offering, further expanding our reach into retail, sign and display markets." The full range of products is available for next day delivery direct to customers.

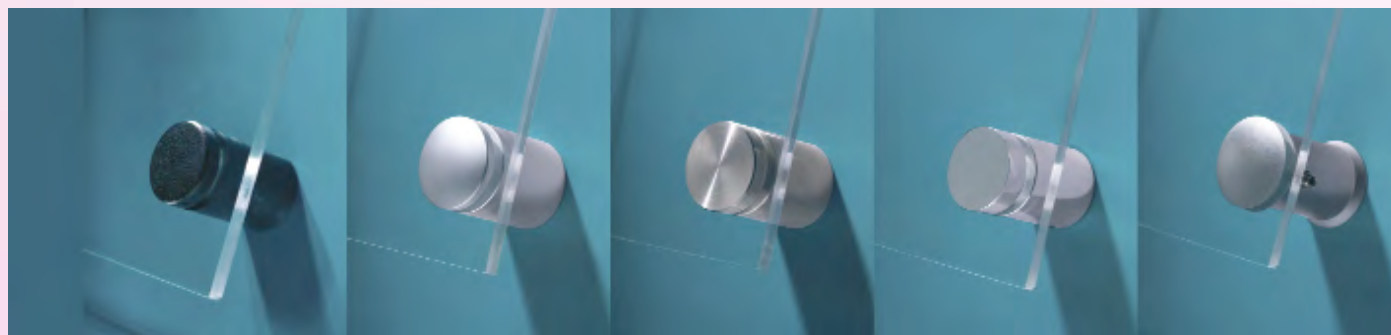
Product samples are also available as "try before you buy" free samples.

Moss Express manufactures and distributes protection, finishing and point of sale products from its main UK headquarters in Kidlington, Oxfordshire. The company offers 12,500 product lines and a huge range of 500 million parts in stock for immediate dispatch and next day delivery.

Telephone 08457 585070 or visit the website www.mossexpress.co.uk for further information.



No unsightly residue, whether removable one side or both sides.



Moss's new sign stand-off range can be rapidly unscrewed and re-positioned and is ideal for mounting acrylic or glass panels.

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FIXTURES & FITTINGS

Snapfix's lifetime guarantee wins customers from the trade



Snapfix manufactures and supplies its Snapfix range of letter fixings to customers across the world through a network of distributors.

The company's products have undergone rigorous testing over many years in South Africa, it is a location chosen specifically because of its incredibly high temperatures and high UV light levels combined with very low temperatures at other times. The fixings have proven their durability so successfully that Snapfix products have a lifetime guarantee.

Mark Ashcroft, Managing Director of Snapfix, knows the problems less durable fixings can cause: "Often the part that fails first is the cup that fits to the wall; UV light can degrade the cups just three years. Then when you go to buy a replacement you discover that cups aren't available on their own so you have to pay out for entire new fixings. Our cups simply do not degrade like that, no one asks us for replacements even though we would happily

supply just a cup."

The value of the Snapfix lifetime guarantee can not be overstated, says Mark.

He explains: "It is important you ask your letter supplier what locators they are using, particularly in the current climate; signmakers have repeatedly told us that the Snapfix lifetime guarantee is a deciding factor in them winning work time and again. It gives their customers immense confidence, both in the fixings and the sign maker using them. Also, trade letter suppliers using Snapfix letter fixings on their products can show the Snapfix guarantee logo on their website and corporate literature."

Snapfix also supplies adhesives for use with its locators, along with glue guns and mixer nozzles.

To view the Snapfix range, go to www.snapfix.com or telephone 08448 007866 for more information.

Huge choice of colours from Pro-Dec



The Pro-Dec group of companies claims to now be the largest manufacturer of fastener covers in the world. With the aims of top quality and best service, the group says it has a record of not just meeting customer expectations, but surpassing them.

For almost 40 years it has been supplying companies across the USA and Australia.

Pro-Dec does all its own manufacturing in-house, with its own technical staff, own moulding machines and own moulds. That way the group able to ensure that every single stage of the manufacturing and supply-chain process is carried out to its required 'worlds-best practice' standard.

Pro-Dec offers bifix caps, stemfix caps, snap caps, and holefix caps in a massive choice of 96 colours in the UK, meaning sign customers and those in other key industries can match to nearly all the popular laminate, vinyl, composite board and

powdercoat colours they use. The company also supplies electroplated snap caps in polished chrome, polished gold and satin chrome. Unlike some competitors' plated products these electroplated products provide excellent durability as well as looking good.

Pro-Dec prides itself on being able to supply customers with the quantities they want, when they want. Forget about unrealistic minimum quantities demanded by some suppliers, Pro-Dec will supply as few as 250 caps, meaning signmakers don't have capital tied up in stock that may take years to use, not to mention the cost and hassle of storing it.

All Pro-Dec products are bar-coded so customers can automate tracking of stock levels and deliveries to most mainland UK towns are next day.

Discover the Pro-Dec range at www.prodec.biz



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FIXTURES & FITTINGS

Innova Solutions for extra bonding strength

An expanded range of structural adhesives, pressure-sensitive bonding tapes and alternative mechanical sign fixing systems from INNOVA Solutions has evolved from the company's partnering with leading sign manufacturers. The products are the result of Innova Solutions' known ability to meet specific sign fixing requirements and in particular those where alternative solutions have failed or where a higher than normal bonding strength is deemed necessary.

Key products of the enlarged range include NovaBond SignFix, NovaBond SG and NovaFix high-strength bonding tapes, NovaWeld structural adhesives, NovaLok re-closeable fastening systems, NovaMag adhesive and non-adhesive magnetic media and NovaHead alternative mechanical fasteners. All of these products can be used with a wide range of commonly used substrates, including steel, aluminium, glass, acrylic and composite materials.

NovaBond acrylic tapes make provision for differential expansion between dissimilar materials, allowing the bond to stretch and recover during extreme environmental conditions. They are available in a range of thickness from 0.25 to two millimetres in white, grey and crystal clear formats. NovaBond SG tapes offer high initial and ultimate adhesion to a similarly wide range of substrates. Due to their high shear strength, they are particularly suited to the mounting of signs and displays on interior and exterior walls. They are also excellent for the edge-seaming of banners and eliminate the need for conventional welding or stitching.

NovaWeld structural adhesives incorporate the latest two-part methacrylate technology. They can be used to bond a wide range of sign making materials, including those requiring a lower

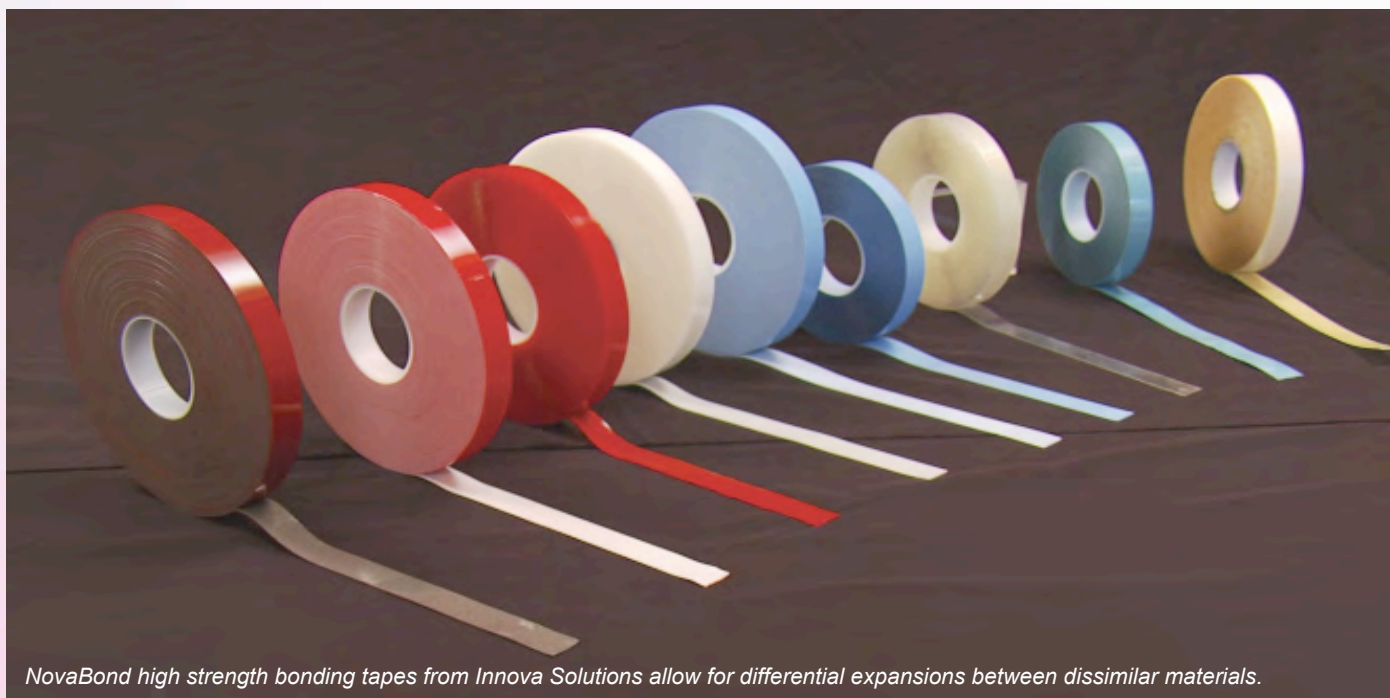


The NovaWeld range from Innova Solutions bonds a wide range of sign making materials, including those requiring a lower temperature cure process.

temperature cure process. NovaLok re-closeable heavy-duty snap shut fasteners incorporate a nylon locking system backed with NovaBond adhesive tape technology. They can be used for the temporary or permanent fixing of sign panels. The NovaMag range of adhesive and non-adhesive magnetic and non-magnetic-receptive media can also be used for temporary promotional material as well as for the mounting of changeable message systems.

Fast and easy to apply, NovaHead mechanical fastening systems are available in both zinc-plated mild steel and marine-grade stainless steel formats. They are the most cost-effective and reliable alternative to traditional mechanical fastening systems.

For further information, visit www.innovasolutionsonline.com or telephone 01282 867390.



NovaBond high strength bonding tapes from Innova Solutions allow for differential expansions between dissimilar materials.

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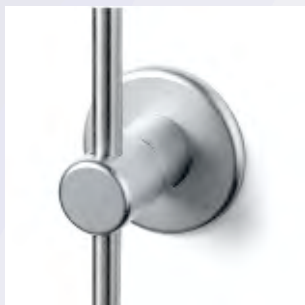
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FIXTURES & FITTINGS

Take a fresh look at how you create your signs

Design is key when creating an attractive signage system. It really does pay to be imaginative in the choice of fittings and materials you use to create your signage. Fairfield Displays & Lighting offers a huge choice of styles, materials, design and finish, all manufactured to the company's exacting standards.



To create directory and multi-panel information signs with real design impact, go chunky: use Fairfield Displays & Lighting's range of easy to install 6mm rods. Rods can be fixed directly to the wall and finished off with attractive end caps. Fairfield rods are supplied with threaded ends in 500, 1000 & 1500 mm lengths making so that longer lengths are easily created.

Rods can be made a main style feature of a sign by using panels pre-drilled with 6mm holes enabling them to be mounted on the rods. The size of the panel is only limited by the imagination of the sign maker as supports can be tailored to fit. Acrylic panels can be digitally printed in full colour and look stunning when they



recommends a WM06 fitted to the wall (or fix to a suspended cable or rod display using CH01 or RH01). These fittings will hold panels up to 3mm thick. The Fairfield specialist keyhole fitting has a small ridge on the front which locks in through a keyhole in the panel and ensures that your sign stays in place, making it difficult to remove unless you know how.



overhang vertical rods. Supports can hold panels up to 20 mm thick making it possible to use original materials.

The simplest and cheapest way to fix the sign to the rod system is to use a panel clamp. Standard panel clamps can take panels up to 10 mm thick. This style has an advantage as bays can easily be created with a common rod in the centre with panels linked with double sided clamps. This is perfect for large directory systems as it can reduce the cost of the installation and create a compact design.

For signs that need to be changed on a regular basis without the necessity of Allen keys or similar, Fairfield Displays & Lighting

"During Sign UK, I literally spoke to hundreds of visitors and one point came up time and time again," states Janice Fairfield.

A signmaker who has recently started using Fairfield products, explained: "I really did not realise now much easier the Fairfield fittings are to fix. The three part fitting makes a lot of sense, as I can use a robust screw to fix the boss to the wall and I can see what I am doing, then all I need to do is to screw the wall support onto the boss, the slight difference in price is more than made up with the reduce labour time it takes to install."

Visit www.fairfielddisplays.co.uk to see the full range of sign fixings or telephone 08451 665201. Ask about the free design and visuals service that can make the difference to the sign trade when closing an order.



Fixings and more at “the real trade price” from I-Spi

I-SPI offers a variety of standoff sign fixings. The family run business prides itself on its efficiency and keeps its overheads low to be able to offer the sign trade fixings at what it says is “the real trade price”.

I-Spi fixings range from as small as a 13mm head with and 13mm barrel all the way up to a 40mm head and 75mm barrel.

“We offer our fixings in high gloss aluminium as well as a satin anodised aluminium finish. Our aluminium fixings are lightweight, durable and very affordable. Our fixings are also available in solid brass with either gold, polished chrome, or satin chrome plating,” says Stephen Ferris, Managing Director at I-Spi.

The company also provides a popular bespoke service to the sign trade across the UK whereby other sizes and finishes are precisely manufactured to the customers’ specifications all at “the real trade price”.

All I-Spi fixings require a 10mm hole throughout the range and are available on a next day delivery service.

Additions to the choice available from I-Spi include a wider choice of colour finishes on the aluminium range, with some sizes available as standard in satin, black, red, blue and green. The company has added a 25mm x 25mm fixing to its stainless steel range and developed new and innovative products such as its Double Spacer Kit, allowing two offset panels on one fixing and a shelf support for simple POS shelving installations.

On top of the wider range of sign fixings, I-Spi has also launched its new Multipole Digital Display System as well as a range of new products including VHB tape, panel connectors and new bespoke products for picture framing

View the complete I-Spi range at www.ispitrade.com or telephone 0141 764 1600 for more information.



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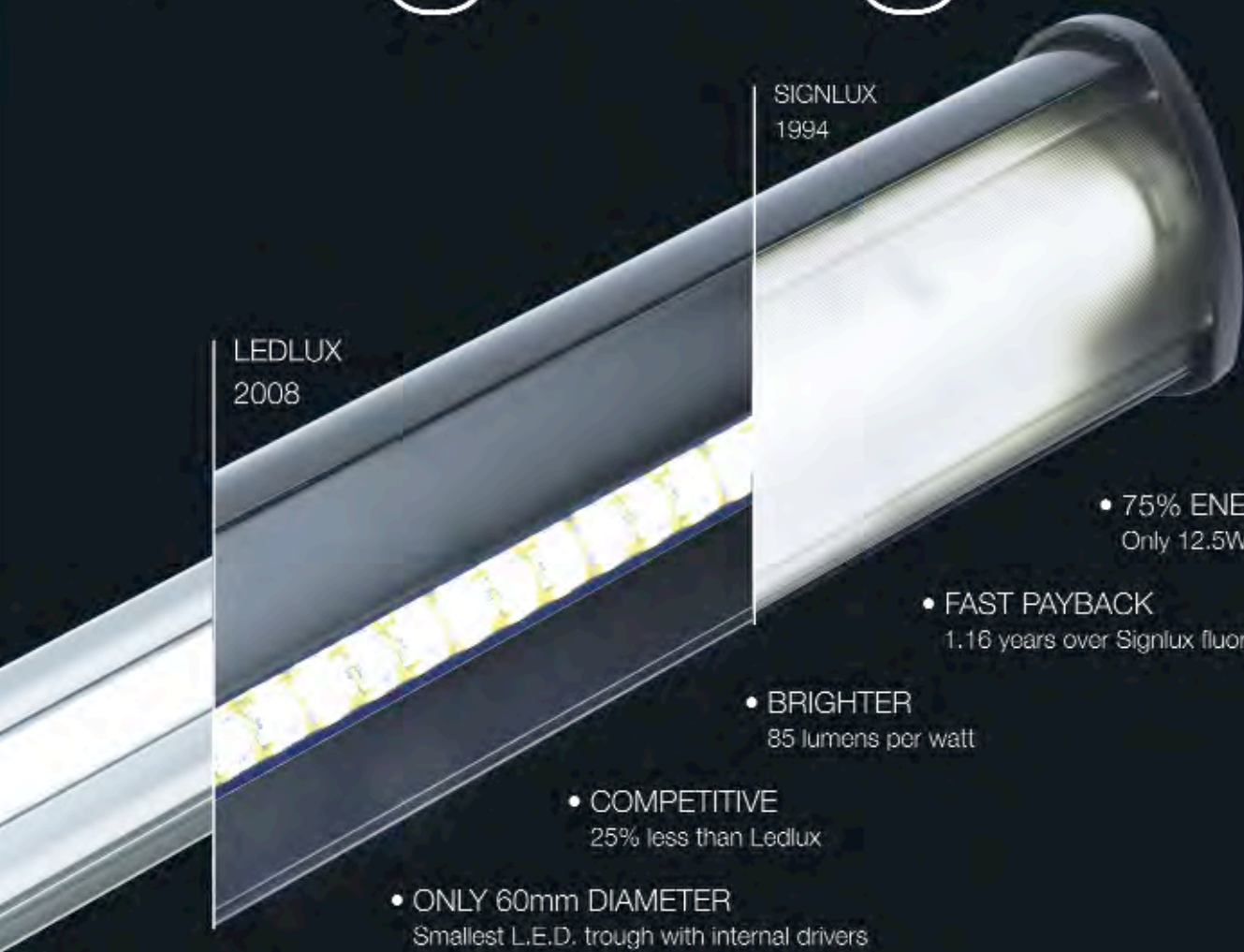
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PRODUCT *Choice*

Cannell Graphics puts growth plans into action with EskoArtwork

Specialist exhibition stand designer Cannell Graphics plans to significantly increase its market share following the installation of a Kongsberg i-XL44 table from new EskoArtwork reseller City and West End Solutions (CWES).

The first EskoArtwork order taken by City and West End Solutions will help the Essex operation produce a wider range of bespoke designs to help its customers stand out.

Managing Director Kevin Cannell explains: "In a very competitive market it is important to offer something extra. A lot of our work is bespoke and with this investment we can be more innovative with the solutions we offer and have a wider choice in our portfolio."

After a careful review of the market, Kevin chose the table on the feedback he received from existing users and the advice offered by CWES. "We have been working with CWES for the past 15 years. They know our business inside out and we trust them to recommend solutions that will best address our needs," he says. "Coincidentally we had been looking for a new cutting table for a while and the Kongsberg from EskoArtwork was very highly recommended. When CWES became a reseller and also suggested the table would be the perfect choice we were sold."

"One of the main benefits of the Kongsberg table is its ability to reduce raw materials used in the production process and because of its accuracy it cuts out a lot of waste. We also liked the fact it could work with such a wide range of substrates from Dibond to corrugated board.

Equally important was the build quality and its operational capability, making it easy to get jobs on and off very fast," adds Kevin. "Because of our bespoke service we needed to be confident that every cut will be right and every job will meet the exacting requirements of our customers. With the Kongsberg we are," he states.

The Kongsberg i-XL is equipped with V Groove tooling, meaning the table cuts and creases materials from both sides in perfect registration. Other benefits include automatic tool bar code identification, which speeds up tool insert changeovers and prevents user error. The job memory set-up saves significant time between jobs, while a tool head laser pointer and camera ensures fast and accurate registration.

EskoArtwork's accompanying structural design software also played a vital role in the buying decision. Kevin explains: "The fact the software seamlessly delivers the job to the table means we are not duplicating a process. Before, we had to complete the design work on one package and then import it to another to put it on the table. This is a big benefit to us as it gives greater control and ensures we can work much faster."

"As both solutions are supplied by EskoArtwork, it means that the whole process is accurate and has integrity. We can be fully confident that the table will cut what we expect it to. The two work in tandem and that is fantastic," concludes Kevin.

For further information about EskoArtwork visit www.esko.com

Kevin Cannell, Managing Director of Cannell Graphics chose the Kongsberg i-XL44 table following feedback from existing users and new EskoArtwork reseller City and West End Solutions.



Kolorcraft installs Inca Onset S40 printer

A leading UK point-of-sale specialist Kolorcraft, announce it is the first company in the world to invest in an Inca Onset S40 wide-format UV inkjet printer. Supplied by Inca's exclusive distributor Fujifilm, the Onset S40 was beta tested thoroughly by Kolorcraft prior to its global launch earlier this year.

The investment is part of Kolorcraft's aggressive strategy to grow the company by using the very latest technology to provide high quality, value-added, digital print very competitively.

Based in Ossett, West Yorkshire, the company has a turnover of £25m with 250 staff working around the clock in its 180,000sq ft production and warehousing facilities. It provides complete design, print and fulfilment solutions to leading High Street and Out-of-Town retail clients.

"These are exciting times for us," says Phil Findley, Managing Director of Kolorcraft. "We have strengthened our management team and are investing in leading-edge technology to deliver top quality whilst shortening the route to market, so that we mirror our client's objectives and maximise their budgets. We exhaustively researched the market before we chose the Onset S40. Inca is a well-established manufacturer with a good reputation for delivering next-generation technology and Fujifilm provides excellent ink and sales support. This combination plus the quality, productivity and flexibility of the machine were all the key decision factors behind this investment. Not only has the Onset significantly increased our production capacity, but it has also enabled us to offer competitive new products and compete in new sectors. Quite simply, our strategy is to do to more of what we do well to grow the business."

Sited alongside Kolorcraft's existing KBA large format and Heidelberg B1 offset presses and its multi-colour screen printing lines, the new Onset S40 is operational 24 hours a day and has added considerable digital print capacity and versatility to the company. Part of the successful Onset series of high-quality, high-productivity printers, Kolorcraft's high-performance Onset S40 is an automated six-colour inkjet model capable of printing at 600 dpi and delivering 94 full bed sheets at (3.14 x 1.6m) per hour.

Martin Hampshaw, Sales and Marketing Director at Kolorcraft, says: "The POS market is highly competitive and to be successful we have to work smarter, use the latest technology to improve quality, make efficiencies and reduce costs. The quality and speed of the Onset S40 is important. It fills the production gap between screen printing and large-format litho perfectly to allow us to handle any project quickly and efficiently. It reproduces brand and corporate colours accurately, as well as allowing us to print



The Inca Onset S40 wide-format UV inkjet printer.



Martin Hampshaw, Sales and Marketing Director Kolorcraft.

edge-to-edge and use a wide range of materials up to 40mm thick. Using variable data to deliver regionalised or store specific campaigns offers great benefits to our clients and reflects the ever-changing retail arena.

"The flexibility and the quality of the Onset S40 is already helping us deliver new products to our customers and enables us to open up new markets. We recently produced large format fashion graphics for one client, which featured 30 different image changes. Using conventional technology, this would have involved producing 120 large format plates and considerable make-ready times. The Onset S40's direct-to-print ability enabled us to bring forward the in-store date and deliver cost savings back to our client.

"The addition of the Onset S40 to the Onset family means that there is now a configuration available with an appropriate business model to suit any high volume, wide format printer," comments Keith Harley, head of marketing, wide format, FUJIFILM Europe. "Kolorcraft's use of the Onset S40 to produce new products for its customers and open up new markets is an excellent example of what can be achieved by choosing the best configuration to suit their needs."

For further information visit the website www.fujifilm.co.uk/gs or www.incadigital.com or www.kolorcraft.com

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PRODUCT *Choice*

Océ helps CPS focus on white ink capability and expansion

Contact Photographic Services Ltd (CPS), which specialises in high quality digital display printing, has become the 2000th company throughout the world to invest in Océ's multi award-winning Arizona print production system.

Exceptional print quality and speed, plus the ability to print white ink for the first time digitally, is already opening new expansion opportunities for CPS, which was founded more than 20 years ago and employs 15 people from its Manchester-based headquarters. This is the third Océ Arizona for the large format specialist, which first purchased an Océ Arizona 250 GT in 2007 before taking an Océ Arizona 350 GT two years later and now upgrading to the super-fast Océ Arizona 550GT.



Steve Phythian, Managing Director of CPS, invests in his third Océ Arizona production system.

"People know our reputation for fine art finished products," says Andrew Bruce, Head of Printing at CPS Ltd. "We do a lot of museum work, which stipulates extremely high quality printing, and now more and more of our work is being printed on the Océ Arizona which has a fantastic print quality and is super-fast. Really fine detail is achieved and 6pt text can be read easily. One of the additional benefits is that we can now do white ink on the machine. Registration between the colour and the white is exceptional, which was the case when we did full-size colour proofs for Dulux on the Arizona."

CPS, which has been an Océ customer for 15 years, was using the latest Arizona within 24 hours of it arriving in Manchester.

"We needed to print 42 8ft by 4ft panels, which was done on the same day," said Andrew Bruce. "The same job on the Arizona 250 would have taken four days and about two and a half days on the Arizona 350. Production speed has rocketed and the quality is just as good."

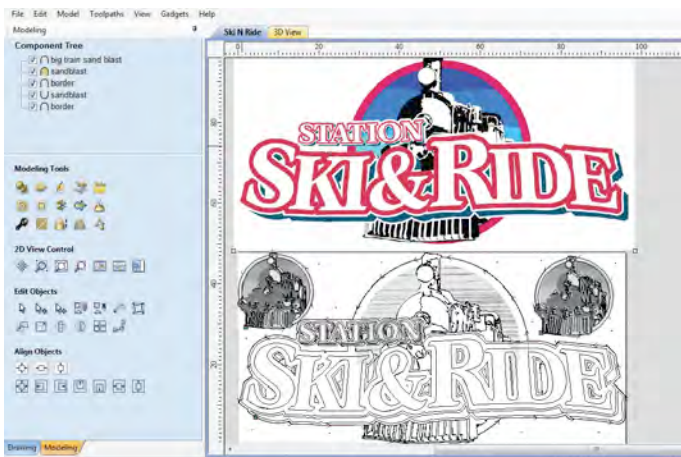
For further information visit www.oce.com

Nice Carvings and Vectric software

After working with Melissa Jones at Nice Carvings in the USA, Vectric Ltd discovered how significant its premier CNC software product, Aspire, continues to be in the success of their dimensional sign making business.

Nice Carvings was quick to admit that its purchase of Aspire lived up to expectations after hearing about its affordability, user friendliness, powerful features and unparalleled support. Aspire allowed them to start working with clients straight away, including Sony Entertainment on the production of The Green Hornet, a film that would go on to gross \$33.5 million in its opening weekend.

Commenting on the importance of Aspire to its business, Melisa Jones commented: "We absolutely could not have produced the signs needed for the set, without purchasing the Aspire Software from Vectric."



Nice Carvings is using the new version of Aspire 3 that includes the latest drawing, layout and design tools, powerful 3D modeling capabilities and precise CNC toolpath strategies, which made light work of its most recent job, a 16ft long 3D Billboard City Sign.

Nice Carvings continues to use Aspire's powerful design and CNC routing functionality to produce truly inspirational dimensional signage. A variety of clients to date include a Children's Museum, El Gran Rancho Lindo, outdoor retailer Paddle and Trail, ski & snowboard specialists Station Ski & Ride and Xbox Lives' game of the year Castle Crashers to name a few.

For more information about Vectric Ltd or the Vectric software products please visit the web site www.vec tric.com or telephone +44 (0)1527 460 459.

Vista System's way-finding solutions installed at Spire Healthcare

Vista System International, a world leader in Modular Curved Frame Technology (MCFT), recently supplied its flexible modular sign system to "Morgan Signs" for installation at Spire Healthcare's private hospitals in Cardiff and Bristol.

Spire Healthcare is a leading provider of private healthcare, with 36 private hospitals throughout the UK. The company is built on a proud heritage of over 25 years experience of running successful private hospitals.

Morgan Signs, Cardiff, was employed by Spire Hospitals in Cardiff and Bristol to bring their internal way-finding systems up to date after departmental moves and new building extensions.

Vista system was chosen in order to provide the high quality, cutting edge appearance the client was looking for. Directory systems were used inside and outside of lifts and in all stair well lobbies. Projected signs and door signs were installed to make navigation of long corridors straightforward. The overall system gives consistency of branding and provides ease of navigation for way-finding around unusual hospital buildings.

For further information visit www.vistasystem.co.uk



PRODUCT *Choice*

Tay-CAD brings benefits of HP Latex Ink to Shetland

Tay-CAD, based at Lerwick in Shetland, was formed in 1992 to provide CAD services to the oil and gas industries in Scotland. Since its establishment, the company has extended its services to include graphic design and large format printing. Eighteen months ago the company, traditionally a business-to-business service provider, decided to use its HP Designjet printers to extend its client base by offering large format printing capabilities to the public.

"Shetland is a group of islands in the north eastern tip of Scotland," explained Mark Fuller, Managing Director and owner, Tay-CAD Ltd. "Its distance from the mainland of Scotland and small population offers a challenging marketplace and we have to be adaptable to meet the demands of our customers."

In 2010, Tay-CAD decided to replace its existing HP Designjet 9000 Printer with HP Latex Ink solutions. It invested in two HP Designjet L25500 Printers, the 60 inch and 42 inch models, for high versatility and the ability to print on a wide range of substrates, including coated media or polyester fabric, and low cost papers without treatments.

"We are a small business and the L25500 allows us to offer high-quality, competitively priced prints, with minimum operating costs," said Fuller. "As the HP media portfolio develops, we are finding that we can offer quick and effective solutions to jobs that would have been impossible without HP Latex Ink technology. For example, using our L25500s and HP Air Release Adhesive Gloss Cast Vinyl, we have been able to provide partial truck cab liveries, wrapped furniture and safety signage, all in the same print run."



Tay-CAD used its HP Designjet L25500 printers to produce the graphics for a major exhibition at the Shetland Museum and Archives.



The centrepiece of the exhibition was a large panoramic montage with an accompanying caption panel.

Tay-CAD has also benefited from the HP Designjet L25500s' ability to streamline workflow and minimise interruptions with its low maintenance printing.

"The L25500 has simply been a revolution in our workflow," continued Fuller. "First and foremost the print quality for indoor and outdoor applications is excellent, there is virtually no waste and we can leave the printers running unattended, whilst we concentrate on other work. Since installing the 60 inch printer we have seen a major boost in productivity."

Last year, Tay-CAD used its HP Designjet L25500 Printers to produce the graphics for a major exhibition at the Shetland Museum and Archives as part of the 'Hamefarin' (homecoming) 2010 event that takes place every 25 years.

The centrepiece of the exhibition was a large panoramic montage, which measured 2440 x 1220mm, with an accompanying caption panel of 2440 x 600mm. The montage featured 135 photographs including black and white, sepia and full colour images. Tay-CAD produced the graphics using HP Permanent Matt Adhesive Vinyl mounted to 5mm foamboard.

The exhibition was a huge success and the museum attracted 22,650 visitors over its duration.

For more information about HP visit www.hp.com

TRADE PRICE LETTERS

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Acrylic standard range 10mm black, white & clear



HEIGHT mm	50	75	100	125	150	175	200	225	250	275	300	375	425	500	600	1200
3mm	0.55	0.72	0.84	1.10	1.28	1.65	2.00	2.75	2.98	3.48	4.21	5.90	7.40	8.25	10.50	38.00
5mm	0.84	1.05	1.35	1.55	2.09	2.56	2.97	3.90	4.74	5.60	5.90	8.28	9.25	12.82	15.20	61.00
10mm	1.66	2.10	2.55	3.10	3.30	5.06	6.10	8.26	9.99	11.56	12.50	17.00	19.50	25.00	31.04	113.00

Foam PVC all colours



HEIGHT mm	50	75	100	125	150	175	200	225	250	275	300	375	425	500	600	1200
3mm	0.39	0.48	0.75	0.94	1.03	1.25	1.35	1.90	2.20	2.50	2.75	3.70	4.14	5.30	7.33	15.00
5mm	0.45	0.65	0.95	1.30	1.70	2.00	2.30	2.90	3.25	4.00	4.78	5.50	6.20	7.20	10.05	26.00
10mm	0.76	1.15	1.47	2.30	2.98	3.98	4.42	5.59	6.45	7.70	8.38	10.50	12.20	15.30	18.22	52.02
19mm	1.69	2.22	3.10	3.60	4.10	6.20	7.00	8.73	10.00	11.52	13.44	14.78	18.65	21.04	25.77	72.00

Aluminium composite



HEIGHT mm	50	75	100	125	150	175	200	225	250	275	300	375	425	500	600	1200
Colours	0.95	1.35	1.78	2.28	2.64	3.10	4.40	5.08	5.97	6.64	7.38	8.68	10.43	14.08	17.69	54.20
Brushed	1.18	1.50	2.08	2.50	3.43	4.20	4.95	5.72	6.89	8.50	9.18	10.42	12.45	15.50	19.80	60.87
Mirror exterior	1.80	1.75	2.00	3.84	5.28	6.22	7.45	8.40	9.98	12.20	13.88	15.76	18.65	23.67	28.18	90.00

Mill finish Aluminium

HEIGHT mm	50	75	100	125	150	175	200	225	250	275	300	375	425	500	600	1200
2mm	2.68	3.34	4.10	5.11	5.70	6.54	7.38	8.48	9.64	10.59	10.95	14.56	17.44	22.19	28.95	83.50
3mm	2.80	3.50	4.30	5.30	5.80	6.70	7.60	8.80	9.80	11.20	12.45	16.45	20.00	25.60	34.00	92.00
5mm	3.30	4.08	5.10	6.30	7.00	7.88	9.00	10.50	11.00	12.45	14.45	19.35	23.00	23.95	40.00	94.50

Exterior MDF

HEIGHT mm	50	75	100	125	150	175	200	225	250	275	300	375	425	500	600	1200
6mm	0.24	0.79	1.10	1.50	2.25	2.40	2.78	3.50	4.05	4.87	6.22	8.82	10.19	11.54	13.58	40.75
12mm	0.85	1.47	1.81	2.66	3.63	4.35	5.10	5.85	7.00	8.60	9.50	10.80	12.90	16.00	18.00	54.33
18mm	1.45	2.26	2.75	3.79	4.69	5.77	7.13	8.00	10.00	11.59	13.83	15.96	18.68	21.10	26.04	73.58

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PRODUCT *Choice*

Millharbour Digital invests in a Fujifilm Acuity Advance

Millharbour Digital, based in Potters Bar, Hertfordshire, has seen production times fall by over 50% after installing an Acuity Advance HD 2545W with white option from Fujifilm. The digital print supplier, which provides graphics for well-known blue-chip companies, augmented its roll-to-roll plant by installing the flatbed machine early this year to offer an increased variety of print solutions.

"We have steadily invested in digital as the technology evolves so that we can offer our clients the best quality print," says Nick Jacobs, Managing Director at Millharbour Digital. "Some of our customers specified that they prefer graphics to be printed directly onto rigid media, while some specified jobs that required the ability to print white – something we haven't been able to offer before. We decided to invest in a printer that could do both while retaining the high quality of our existing roll-to-roll machines. The result is that we can now offer the flexibility and versatility without compromising on quality.

"After looking at what the market could offer, it became clear that the Acuity Advance with white option would fulfil our brief perfectly. In our opinion, it's the most sophisticated printer of its kind on the market, offering us the high standard of quality print we demand in a consistent, reliable way.



Graphics produced using the Acuity Advance HD2545.



Millharbour Digital has seen 50% productivity savings with the Acuity Advance.

"Although early days, the results have been remarkable, with the company seeing productivity savings of 50%. For example, printing 60 metres of commercial hoarding on our roll-to-roll machines would have taken one week to produce due to the finishing process - on the Acuity it has taken just two days. This installation helps us make real savings, particularly in terms of labour and time."

The Acuity Advance HD 2545 incorporates greyscale print head technology to produce near-photographic quality print. It prints at a speed of 22sqm/hr in production mode and 15sqm/hr in high quality mode with an additional white ink option complementing the CMYK colour set.

"We chose the Acuity Advance because we knew it would be a reliable technology, particularly because it isn't in its infancy," continues Nick. "The installation was first-class and we haven't had to call for assistance. Our experience of buying the Acuity was very pleasant and Fujifilm made the whole process so painless. They were very accommodating and we are thankful to them for helping us make the right choice for our business."

For further information telephone Fujifilm on +44 (0)1234 572340 or visit www.fujifilm.co.uk/gs



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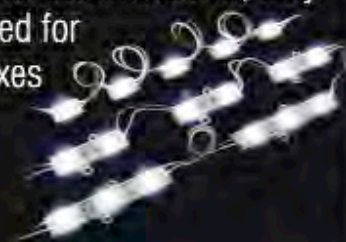
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EXPANDING YOUR MARKETS

Expanding into new markets – attractively lucrative but competitive

What can you do to increase income when sales are stagnating and you've saturated your existing market? Ask any sign company and they'll probably admit that a major challenge is generating more business in the sign market. One solution is to diversify your products and services so that you're offering more to your existing customers and have something extra to attract new customers.

You could consider investing in equipment to enable you to print on textiles, which would open up markets for soft signage as well as the world of garment printing, potentially lucrative but competitive markets. Also, if your customer starts to look elsewhere for some of their signage work, they might start looking elsewhere for what you do.

Traditionally, t-shirts used to be screenprinted. But screen-printing has its limitations; it isn't cost effective for one offs and small quantities and designs using more than one colour add considerably to the cost.

Dye sublimation has also been used for years to transfer images on to textiles. Dye sublimation works by printing the reverse of the image onto transfer paper which holds lots of ink, then dyeing the inks into the fabric using heat, often with a heat press. One advantage of transfer printing is the high quality and durable output for both polyester based materials and hard substrates such as personalised gifts.

But then printing direct to garment, also known as digital textile printing became available. Direct garment printers utilise adapted inkjet technology and most are just as straightforward to use as a digital printer for vinyls. Designs are uploaded and sent to print.

At first direct to garment printers used CMYK inks so only printing on to white or white or light coloured fabrics was feasible but with the development of white ink, it became possible to output images on a much wider range of colours, meaning increased potential and more markets for this output.

Photo courtesy of Trotec Laser Ltd.



When printing directly onto pre-treated polyester, dye sublimation inks and post-treatment heating are still used in order to achieve the highest quality and bright vivid colours. But because transfer paper is not needed costs and labour are reduced, especially on longer runs.

A significant factor in the growing popularity of direct to garment printing is that the unit cost between printing a one off and hundreds of items is almost the same.

Ingraving can also provide additional income. You could invest in equipment to start offering trade services or widen what you already provide to the trade. But there's also a massive market for engraved customised products, from key rings and tankards to laser engraved acrylic award plaques.

There's a growing number of different markets signmakers can get involved in, it's always a good time to keep one's eyes open for new opportunities.



Photo courtesy of TheMagicTouch.



Photo courtesy of Trotec Laser Ltd.

Make use of Mimaki's textile printing expertise

Dye sublimation or direct printing to recyclable polyester with aqueous ink not only ticks the environmental boxes but it also offers huge creative potential for tactile and arresting point of sale applications. The ability to print stunning quality images direct to polyester or to paper for transferring to stretchy materials is key to several large signmaking companies' ability to respond to the POS needs of the big retail brands and retain blue chip clients.

Mimaki has considerable expertise in textile printing and today the company's extensive printer portfolio encompasses a range of equipment for sublimation and direct to garment printing. The Mimaki range is available from Hybrid Services Ltd, Mimaki's exclusive distributor for the UK and Ireland.

Top of the range is Mimaki's Tx400-1800D which provides both large format direct to textile and dye sublimation printing in a single machine. This feature rich textile printer has the ability to print on silk, nylon, wool, cotton, polyester, and transfer paper by utilising three types of ink (reactive, acid and sublimation). A choice of four, six or eight colour mode and a print width of 1850mm makes it especially suitable for the soft signage market, as well as for sports apparel, fashion and furnishings applications.

Further benefits of the highly productive Tx400-1800D include high speed printing, unattended continuous printing, and high



density black printing for images packed with a punch.

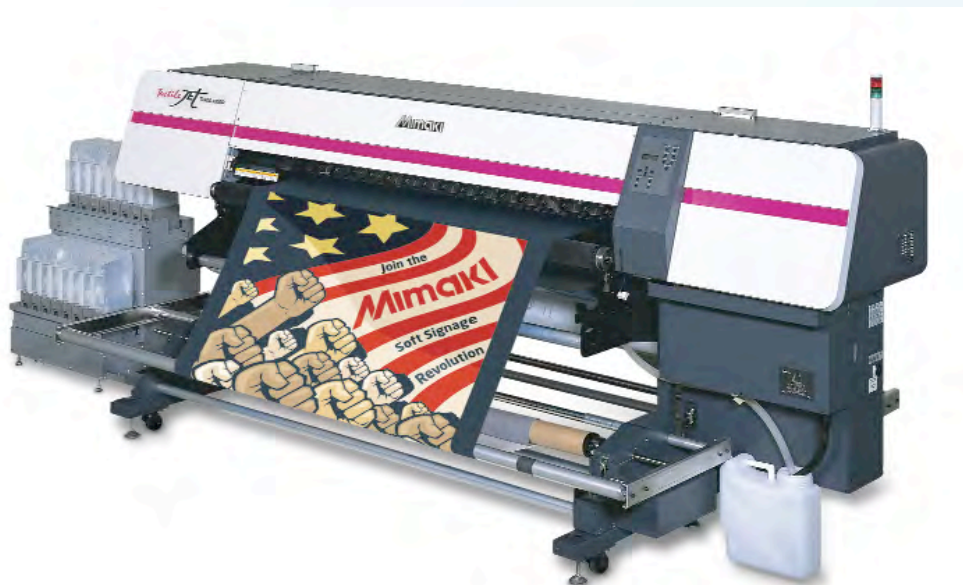
For sign makers looking to expand their markets through sublimation printing applications, Hybrid offers the Mimaki TS3 1600.

The TS3 is designed to provide great creative potential and new revenue opportunities and equipment such as the TS3 1600 is key in several sign companies' ability to respond to the POS needs of the big retail brands.

This high speed yet affordable Mimaki TS3 1600 dye sublimation transfer printer is especially suitable for personalised and on demand jobs with a quality of output described as stunning. It's capable of printing direct to polyester for apparel, workwear, jackets, scarves, ties, and furnishing type of applications, or to paper for transferring images onto stretchy materials such as sports and swimwear.

The Mimaki Bulk Ink System (MBIS) which holds a maximum of eight 2L bags (in four colour mode) ensures long continuous printing and 16 bit rendering eliminates tone jump and ensures fine colour reproduction in both four and six colour mode.

Find out what Mimaki could do for your business by contacting Hybrid Services via www.hybridservices.co.uk or telephone 01270 501900.



Textile



Soft Signage



Sports Apparel

EXPANDING YOUR MARKETS

A low capital investment that could give big returns

What if you could expand the markets you sell into at the same time as increasing your sales to existing customers? Sounds too good to be true? Jim Nicol of TheMagicTouch says it's very achievable for a relatively modest outlay.

"One of the biggest mistakes many sign companies make is not selling themselves, they don't make sure their existing customers know the full range of what they offer," says Jim. "The sign trade is a really competitive market, so if sign businesses want to make money long term they got to offer more products and make sure their customers know about them in an innovative and effective way."

"Most sign companies don't employ sales people, largely because they're paranoid about their sales team nicking customers and becoming their competition. But if sign companies can offer existing customers more, they will earn more income from those customers who will also be more loyal."

Jim says TheMagicTouch system is the perfect marketing tool for sign businesses to stay in regular touch with their customers and keep them informed about all the products and services available that they may not be aware of. As well as improving relations with customers, TheMagicTouch system brings in additional revenue from existing customers ordering personalised items.

TheMagicTouch system comprises hot press with printer plus consumables and encompasses the latest image transfer technology with a range of laser, sublimation and print/cut innovations.

Jim mentions a sign business that has been using TheMagicTouch as a very successful sales tool for years.

"They give a free t-shirt, mug or whatever with every order. Using TheMagicTouch the gift costs the sign company practically nothing, most items work out no more than £2 to make. That means for £200 they get at least 100 leads; compare that to what you get from the internet or other advertising for the same cost," he says.



"Everyone likes something for nothing and it informs and reminds customers about other products and services available from that company."

The orders for customised items a sign company may get are likely to be for tens of units rather than thousands, but with no artwork or set up costs, TheMagicTouch can work out amazingly cost effective for one offs and short runs.

The affordability of TheMagicTouch system at less than £2000 makes it an even more attractive option in these economic times when obtaining finance for expensive equipment can be seemingly impossible without putting up personal guarantees such as your home.

"If sign companies want to give themselves a fighting chance they need TheMagicTouch, to keep existing customers happy and loyal and to help build new markets," says Jim.

Further information is available at www.themagictouch.co.uk or by telephoning 01582 671444.

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EXPANDING YOUR MARKETS

Is engraving the answer to growth?

Signmakers usually have a diverse customer base, meaning engraving is an ideal "bolt on" that offers great potential to grow a business and expand into new markets for a relatively small investment.

The most popular engraving applications for signmakers include Braille and tactile signage, but once set up with an engraving system there are many vertical markets for the signmaker including, badges, labels, awards and gifts. Engraved photo frames, plates and jewellery make for a unique gift and can give a commercial framer the edge over their competition. A laser engraver will not only produce engraved plates, it can reproduce pictures to photographic standards, this process is particularly good on wood, aluminium, acrylic and engraving laminate and the process has a unique and popular style.

At the beginning of this year, Identify Engraving Systems Ltd and Suregrave merged into Trotec Laser Ltd, making it the UK's largest stock holder of engraving consumables and machines with more than 3000 stock lines. As well as laser engravers for signmaking, Trotec Laser provides both mechanical and laser engraving equipment and software for sign businesses wanting to offer their customers a wider range of products and services.

Some of the most popular engraving systems for badges, labels, awards and gifts are the Wizzard engravers, all of which are designed for ease of use with low power consumption and quiet operation. The choice of machine will be dictated by the job size and volume but it's worth noting that Trotec Laser is offering customers who purchase the entry-level Wizzard 6 the option to trade it in at the original purchase value within 12 months against a larger machine.

Current technology means sign makers can become proficient in just a few hours and start winning business by offering a service many of their competitors don't.

Trotec Laser says that experience and research revealed that most people would rather have their message reproduced in their own handwriting rather than with typed characters so the company introduced the Signature Accessory.



This enables a customer's message to be digitised and re-sized to fit a corresponding space on the chosen gift. It's simple to use and makes the gift very personal and is a really useful tool to offer customers something more than the competition is offering.

Find out more at www.suregrave.com or telephone 0117 953 0800.



PROJECT *News*

NBA match is a winner for Grayers Graphics

Grayers Graphics produced the floor graphics pictured for the first NBA League game ever to be played in the O2 Arena in London.

Paul Grayer of Grayers Graphics takes up the story: "All the designs were provided, ready vectored for the exact material in each case and our client wanted the best of the best so they specified 3M media. We printed and cut using our Versacamms and Roland's Eco-Sol Max inks. The largest graphic was 8m by 4.5m; we had to produce that one in several pieces."

Eco-Sol Max inks offer good productivity through fast drying times on a wide range of substrates, their high density and wide colour gamut were perfect for the colourful NBA images. In the O2, Paul and his team applied the graphics dry to the wooden floor that had been laid specifically for the match, floor and graphics were then both varnished.



The O2 Arena was completely transformed for the game between the Jersey Nets and the Toronto Raptors with massive screens, lots of pyrotechnics, and even a dance troupe.

"Our client, the NBA, was really happy with everything we did," says Paul. "We're the first and only UK graphics company that has ever worked with the NBA. We've produced graphics for charity basketball matches played at the O2 over the last three years and are delighted to be involved in the first NBA League match in the Arena."



On this occasion, the Jersey Nets had a historic 116-103 win over the Toronto Raptors.

Based in Grays, Essex, Grayers Graphics provides a range of sign making services including car and van signage, vehicle wraps, bike graphics, vinyl letters and stickers, exhibition banners, shop signage, acrylic letters, safety signs, flyer design, and t-shirt printing.

Go to website www.grayersgraphics.co.uk or telephone 01375 392226 for further information.

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3mm	0.58	0.72	0.84	1.16	1.28	2.00	2.80	3.00	4.26	6.15	7.00	8.25	9.25	10.50	17.00	38.00
5mm	0.85	1.05	1.35	1.55	2.09	3.14	3.90	4.74	5.34	8.28	9.25	12.82	14.00	15.50	25.88	53.00
10mm	1.70	2.10	2.75	3.10	3.30	6.10	8.50	10.00	12.50	17.00	19.50	25.00	28.50	32.00	48.00	113.00

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

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

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

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

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

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

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

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	19.40	23.50	30.20	40.50

Options Add 10% for locators and layout
Add 25% cladded fascia layout

Quotes on request for extended typestyle, logos, flame polishing and spraying

Moulded Acrylic Letters (Including locators and paper templates)

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

*including gold and silver

Stock Styles: **Helvetica Bold, Times Bold, Clarendon Medium**

Quotes for logos and non standard typestyle

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

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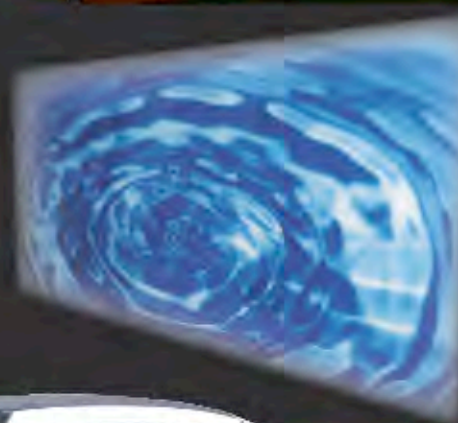
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PROJECT *News*

From blank wall to Bluebell Wood - Avery Graphics films helps the transformation

Leading UK financial services group St James's Place recently moved into new offices in Barnet, Hertfordshire. The new offices were furnished with high-quality storage walls – good looking and functional, but the St James's Place staff thought, a little anonymous. Pyramid Visuals of Weybridge, Surrey, were challenged to deliver a 'new look' that would enliven the St James's Place office environment and chose self-adhesive films from Avery Dennison Graphics and Reflective Products to achieve it.

Evocative photography was supplied by the client, and Pyramid Visuals used it to create full-colour, digitally-printed panels for the office storage wall. Its high-resolution HP LaserJet 9000 digital printer printed the image on to Avery MPI 2000 self-adhesive vinyl – a durable inkjet film recommended for flat surfaces. Once dry, the printed image was protected by a long life, high gloss, self adhesive overlaminating film specially developed to protect digital inkjet print, Avery DOL 2000.

Pyramid Visuals' experienced installation team then took over, removing the storage unit doors from the walls, as well as the locks, handles and hinges. The self-adhesive vinyl graphics were applied to the door panels, carefully aligned for the best visual effect. Locks, hinges, and handles were refitted, and the complete door was hung back on to the wall – this time displaying a glorious image of a path through a bluebell wood.

Says Justin Murray, Sales Manager for Pyramid Visuals: "We love the challenge of assignments like this. They enable us to



An anonymous storage wall was transformed by Pyramid.

demonstrate both our technical knowledge and our creativity. St James's Place were delighted with the results, which really added personality to the new office environment."

For further information visit www.pyramidvisuals.co.uk.

Full details of the Avery Graphics® range of self-adhesive films are available via the Avery Dennison Graphics and Reflective Products website www.europe.averygraphics.com.

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Sign 2000 secures major European signage contract



In what might prove to be its most valuable project, Sign 2000 has been awarded the European re-branding of CORUS (formerly British Steel) to TATA STEEL following its acquisition by the global powerhouse Tata Group. The contract followed a stringent tender process involving participating companies from a number of European countries. The tendering criteria was based on suitability to deliver throughout Europe with partnering local regional assistance, an ability to value engineer products in collaboration with the Tata design team and wide experience in the various product fabrication processes necessary.

The scope of the works, which are due for completion in August of this year, covers the supply of signage to a host of 130 varying types of site, from sales offices and distribution centres to full production facilities with footprints in excess of 15 square kilometres. Sign 2000 will be responsible for the cradle to grave management of the programme. This includes carrying out a meticulous audit of existing signage at each location, producing brand-compliant scheme proposals with recommendations in



relation to rationalisation and appropriate positioning. All of the signage is being manufactured at the company's extensive new Kent facility, enabling it to implement stringent control over both the quality of work and lead times. Sign 2000's European partners operating within The Sign Alliance trading initiative will provide assistance at overseas locations.

In excess of 10,000 individual signs will be produced and will include main identification totem, bespoke main identification, Tata Steel building, secondary building identification, bay, grid reference location, directional and secondary sign formats. To give an idea of the size of the sites to be re-branded, the facility in Port Talbot, South Wales, is five miles long while the main Netherlands site covers an area of 15 square kilometres.

Sign 2000 is successfully meeting critical time scales and delivering the programme across the European community at an agreed single rate.

For further information, visit the website www.sign2000.co.uk or telephone 0845 265 2000.

PROJECT *News*

Icon activates new branding for The Kia Oval

Following the announcement of its new sponsorship by Kia, world famous Test Cricket Ground, The Oval, once again turned to Icon to undertake the rebranding of the entire venue. The ground, which is managed by Surrey County Cricket Club (Surrey CCC), has in excess of 400 internal and external signs, all of which needed to be surveyed, redesigned and then installed before the start of the 2011 cricket season in April.

Ian Furneaux, Project Manager at Icon, explained more about the project: "Signage at a venue such as this has to maximise both the exposure of the sponsor's brand and that of the ground itself, whilst also ensuring that visitors to both County and Test matches can move around the facilities safely and with ease."

The programme started with the removal of the old signage and a full survey of the entire site. From this, Icon's team was able to make recommendations regarding the design, style and location of the new signage. By working closely with Surrey CCC, Icon has been able to devise a more consistent style, which involves fewer signs but which conveys all the necessary information.

"Icon's real understanding of our needs as a major sporting venue combined with the commercial requisites of our new sponsor has resulted in an excellent visual rebranding of the ground. They were even able to install some intermediate branding for when the Kia team made their first visit to the site after the deal was finalised," commented Ellie Haig, Marketing and Communications Manager at the The Kia Oval.

This is not Icon's only venture into the field of cricket, as the company also supplies the perimeter signage and match branding



New sponsor branding at The Kia Oval.

for all the Test match grounds across the country. This includes iconic venues such as Lords and Edgbaston, where Icon's combination of event and permanent branding experience has also led to them delivering the permanent venue branding schemes.

For further information telephone Icon on +44 (0)208 269 6213 or email enquiries@icon-world.com

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Allen Signs up for Superbike Challenge

Sign maker and engraver Allen Signs is helping to launch a new superbike team which will compete in the Rapid Solicitors Ducati 848 Challenge 2011.

This year's 848 Challenge, which will be showcased at the London Motorcycle Show in July 2011, joins the British Superbike Championship as an official support series for the first time.

Allen Signs was responsible for developing the team's branding. Firstly they drew up the plans for the designs based on the

identity they had previously created for Ultimate Retail Solutions, as well as the other sponsors.

Secondly, they prepared two identical sets of motorbike fairings and then painted them in three stages. All the logos were printed using a combination of 3M IJ40 and IJ180 white on Allen Signs' JV33.

A third set of fairings are currently being completed, as well as a pit bike which is being painted with the same designs. A support vehicle sporting the team's branding is also being liveried with the team's branding to complement the bikes.

In addition to creating the branding and graphics for Ultimate Retail Solutions Racing, Allen Signs' Operations Manager, Lee Wilson, will be on the team along with his brother Steven and rider Mark Andrews.

"It will be fantastic to see the bike, which has been designed and painted by Allen Signs' specialist vehicle livery team, in action on some of the most iconic circuits in the UK and Europe," said Lee.

Lee's fellow team member and Managing Director of Ultimate Retail Solutions, Steven Wilson, said: "I am looking forward to what should be an exciting and high-profile series.

"The team at Allen Signs has done a fantastic job of making us look the part and now we just need to earn our stripes on the international racing circuit!"

"Ultimate Retail Solutions is proud to be sponsoring the home-grown team and working with David and Lee from Allen Signs to ensure our first venture into superbike racing is a success."

For further information visit the website www.allen-signs.co.uk or go to www.ultimateretailsolutions.com



The Ducati 848 which Lincolnshire sign maker Allen Signs designed and painted on behalf of Ultimate Retail Solutions Racing.

Holland & Barrett is healthy for Mid West Displays

Mid West Displays Ltd has proudly been working alongside the ever popular high street health care chain, Holland & Barrett. It has taken 18 months, lots of measurements, drawings and hard work to organise 128 window display refits up and down the country.

The window displays have been specially designed for Holland & Barrett, they consist of bespoke size poster systems, suspended using 1.5mm cables, glass shelving units and a series of different sized acrylic steps. Each store had to be individually surveyed to ensure the displays would fit.

The new window displays can be seen in 128 stores throughout England, Wales and Scotland. An installation team of over 20 installed the displays from start to finish within a month, which is a great achievement, especially considering no one store is the same as the next.

Mid West Displays is based in the historic town of Shrewsbury, Shropshire. They have recently unveiled a whole range of new products including triangular and square rotating displays not to mention its very popular light panels, all of which can be seen in the show room. The future is definitely looking bright for this window and interior display company.

For further information regarding Mid West Displays products telephone 01743 465531, email sales@midwestdisplays.co.uk or visit www.midwestdisplays.co.uk



One of the Holland & Barrett new window displays.

HAMPSHIRE *Signmakers*

Much more than just signs and workwear at Spectrum

Spectrum Signs has more than 25 years experience in the sign industry. The team produces high quality work for large shop fitting to small door signs as well as screen printing, engraving, vehicle graphics, self-adhesive vinyl graphics, work-wear, embroidery, obscure frosted window films, digital printing and laminating and general signs.

Based in Southampton Winchester Road, Southampton within close proximity to other large retailers, the company attracts a lot of local business but also travels often to other locations within the UK and has sent signs abroad, even as far away as Ghana in Africa.



Spectrum Signs and Workwear Ltd's customers range from large companies such as GE Aerostructures, Freightliner, Colas Rail, EWS, Arlington Fleet Services, Zurich Insurance, Ordnance Survey, ABP, PMP Logistics, SCA Recycling, to smaller organisations such as local clubs, hospitals, or churches requiring banners or one-off signs.

Pete Foley, who established Spectrum Signs and Workwear and is Director, says: "The skill base of the staff and the personal service we offer customers means we can get to know the customer and understand their requirements, thus providing a higher quality finish product."

"We regularly go out on location to carry out surveys and provide quotes for customers. Signs and work-wear are necessary in most business sectors and thanks to our range of machinery and skilled staff, we are able to meet most customer requirements."

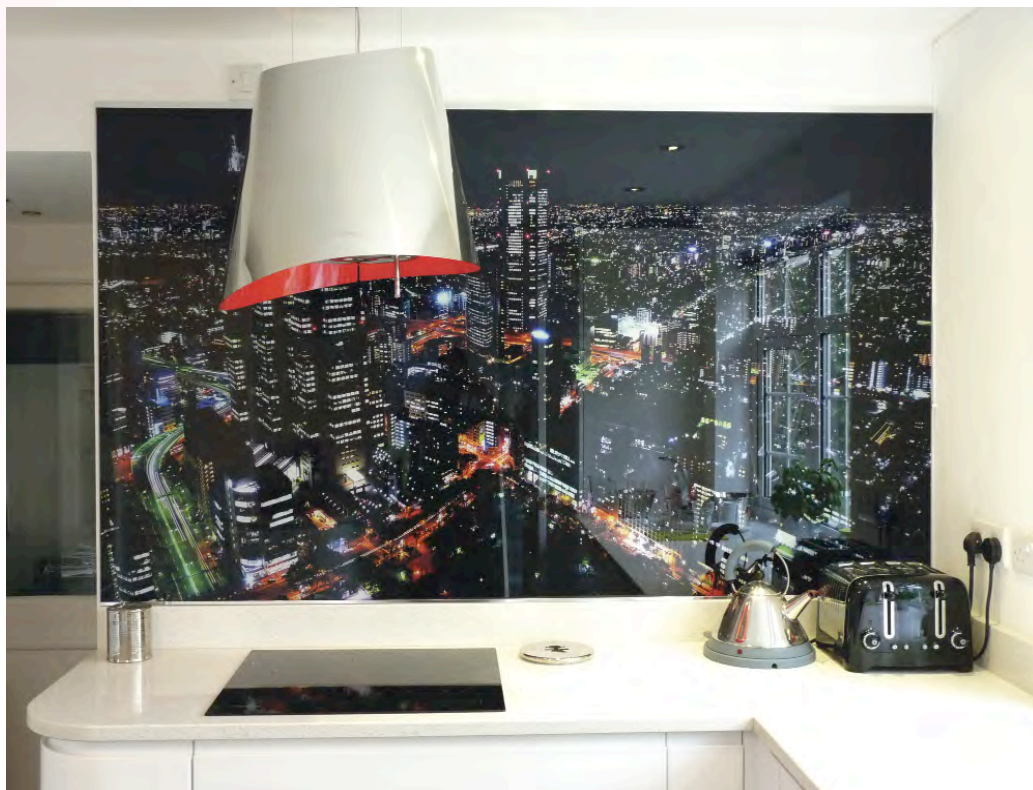
The majority of work is found through larger companies, requiring train, lorry or van wraps and graphics as well as door signs and banners. In addition, the company supplies a range of intricately cut stencils and embroidered work-wear to a number of companies.

A new dimension to Spectrum Signs and Workwear's product range are full colour glass splashbacks for kitchens. These are sold via the Spectrum Signs and Workwear shop on Ebay and are proving very popular.

"The splashbacks are unique; due to our ability to produce a high quality product

that is heat treated and can be mounted with mirror screws or aluminium glazing trim," says Peter.

Find out more at www.spectrum-signs.co.uk or telephone 02380 772264.



Sailing high with The Wild Group

The Wild Group was founded in Hamble, right by The Solent, a Mecca for sailors from around the world and today the group's most popular service is the production and application of graphics to yachts and other marine vessels.

The business started out operating from a bedroom with a single 610 cutter, offering production and application of boat names. Soon, demand prompted the purchase of new premises and an extra pair of hands; and just a few years later high profile clients began calling.

In 1997 round-the-world yachtswoman Tracy Edwards commissioned The Wild Group to livery her 92ft catamaran Royal & Sun Alliance. This syndicate hit the headlines as they were the first all-female crew to circumnavigate the world non-stop and media pictures of the yacht with livery by The Wild Group were shown around the world.

"This recognition opened the floodgates and we were inundated with orders. We have since been wrapping boats world wide – regularly flying our teams of fitters to America, the Caribbean, South Africa, Australia and Europe," Matt Straker, MD

"Our biggest achievement since was being asked to be sole supplier of all hull and sail branding for the 2004 Olympic Games. This involved more than 6000m of digitally printed vinyls and sailcloth. We had a team in Greece for four weeks applying branding, helped by 14 Greek volunteers! We are pleased to say this was the best Olympic sailing branding to date."

"But having just won Best Textile Printing Project at the Sign & Digital Awards, that rates pretty highly too!"

The Wild Group's day to day work is digital print, branding clothing, exhibition work and signage but the company regularly wins



exciting custom project such as the 20th Century Fox's Chronicles of Narnia film launch (pictured) and a recent 57 ft canal boat wrap.

"We win these contracts because our work is excellent and we provide a knowledgeable service, we're trustworthy, our prices are competitive. We're the best at what we do and we know boats inside out," says Matt Straker Managing Director.

Further information is available at www.wildgroup.co.uk or by telephoning 02380 637770.



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HAMPSHIRE *Signmakers*

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With nearly 30 years of experience, LEDsynergy is a market leader in the field of Programmable Electronic Display Systems and is able to offer a vast range of LED displays to meet a wide variety of customer applications from simple single line displays to time and countdown clocks, exchange rate boards and full colour graphic boards.

LEDsynergy are totally dedicated to the design, development, supply and installation of programmable electronic displays to the trade or end user, locally, nationally or internationally. LEDsynergy have a highly dedicated and professional team all working in synergy to offer the complete solution from initial design through fabrication to installation and commissioning. They provide the best advice, very competitive prices and highly reliable products. With a vast range of products they can compete at all levels of tendering.

The standard range of products includes LED displays for indoor and outdoor use in single colour, tri-colour or full colour. The displays can be used creatively and imaginatively to display eye catching effects. The full colour graphic boards are stunning and will run live video images to absolutely stunning effect and are invaluable for marketing and promotional purposes.

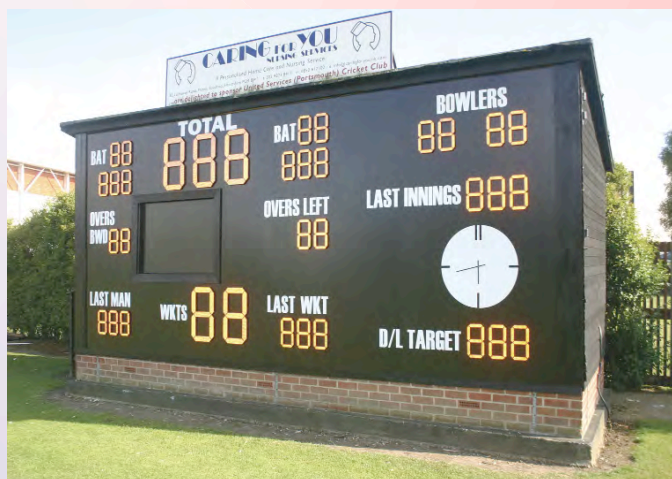
The key to their success is reliability coupled with the highest quality of design and service, with a total commitment to every customer through all aspects of their project. Flexibility and careful design are key factors in ensuring accurate compliance to customer specifications with relatively short lead-times.



LEDsynergy's experienced technical and installation team is on hand to assist customers wherever necessary from installation, testing, training and commissioning systems to technical support of the system in a wide variety of applications. Integration into customer systems is one of the strengths of LEDsynergy offering a totally bespoke package as well as standard equipment.

With a commitment to British manufacture, LEDsynergy are aiming to have more than 75% of all products designed or manufactured in the UK by 2015.

For further information, visit www.ledsynergy.co.uk or telephone 01264 303030.



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HAMPSHIRE *Signmakers*

Signs 2 Suit and a lifestyle to enjoy on the south coast

Darren Cross set up Signs 2 Suit in 1994, starting off in his parents' shed with just a 300mm plotter and an old PC. But now, some 17 years on he has a team of three working with him in a purpose built workshop and runs the latest high performance computers, state of the art design software and Roland printer / cutters to give customers the best possible quality and service.

Everyone at Signs 2 Suit prides themselves on offering a reliable service and great communication, along with a fast turnaround right from design to installation.

"As 80% of our work load is repeat customers, recommendations and contracts, we must be doing something right," says Darren. "We specialise in vehicle livery which covers anything from cars and vans right through to airplanes and coaches. We also do a whole lot of other signage including banners, shop fronts, digital flatbed printing, aluminium signs, pavement signs, magnetic signs, school signage, LEDs; you name it we can do it."

"We're based on the sunny coast of Poole, Dorset, only five minutes from the famous Millionaires' Row in Sandbanks so we do a lot of boat graphics and livery. It's very nice work when the sun is shining, but a total nightmare if it's windy and raining – good job we love a challenge!"

"Our customers are based mainly in Dorset and Hampshire but we supply and fit signs all over the British Isles and Europe. Due to our very successful website we have never been so



busy, even through this recession. Our clients range from the local builder right through to the likes of Sony Music, Coca Cola and Guinness, keeping our work both interesting and exciting because we never have two days the same."

Signs 2 Suit has just invested in a sister company, Personalised Gifts 2 Suit, a sublimation business and is now able to offer clients a whole range of promotional products including personalised mouse mats, key rings, hand bags, t-shirts, mugs, bottle openers, all with company logos or slogans on. Darren says the investment is already proving successful in just a short period of time and keeping his team very busy.

"But not too busy to enjoy the weather and lifestyle we have here around Bournemouth and Poole – you can't beat it!" says Darren.

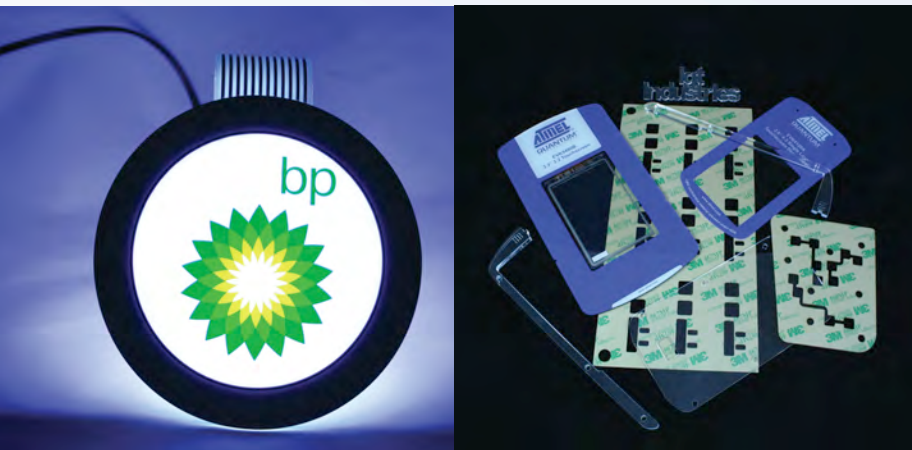
For further information on Signs 2 Suit products and services, visit the website www.signs2suit.co.uk or telephone 01202 568370.



Experience counts at QB Print

QB Print is part of the IGT Industries group of companies. With more than 25 years experience in the graphic print label and sign industry, QB Print has massive experience in materials, inks and cutting systems, from standard knife tools to laser cutting systems.

Based in Eastleigh, QB Print is renowned for its flexibility and ability to screen print onto a multitude of substrates, from billboard posters, bus advertising and three dimensional point of sale items, to panels, labels, nameplates, overlays and even pre-formed industrial objects. The company's screen printing capability enables reproduction of high quality resolution fine line and text to large format background coverage. All print production is achieved on modern, efficient screen-printing plant, from in-house designed graphics or free-issued film.



QB Print implements innovative, durable sign and display solutions for every environment, both external and internal, including utilising the very latest ideas in self-adhesive display. One of its specialities is full colour, eye-catching graphics and complete wraps for vehicles, from vans and cars to lorries and boats.

In order to produce exciting print finishes and meet the demanding applications for plastic labels and graphic overlays, QB Print offers a variety of technical materials. Whether it's basic printed information, imaginative patterns, visually enhancing bright metallic finishes, coatings with scratch resistance or antimicrobial protection that's required, QB inspires and creates designs with high visual impact.

Richard Harvey, Production Manager at QB Print, says: "We use a range of vinyl, PVC, polycarbonate and polyester materials in gloss, semi-gloss, matt and textured finishes and have high performance adhesives available to meet varying application surfaces. With in-house design and technical expertise, quick turn around and extensive production facility, we have the resources and flexibility to meet customers' varying supply demands.

The company also prints onto customer supplied panels, producing multicolour panel prints on different shapes. QB is able to print onto almost any surface, either from designs it creates or from customer supplied artwork.

The company's services also include a fully computerised precision laser cutting service with no tooling costs, perfect for rapid and cost effective prototyping, and smart-knife cutting services.

"From concept to reality we are here to help our clients, contact us to find out more," says Derek McLaughlan, Sales and Marketing Director.

For further information, go to www.qbprint.co.uk or telephone 02380 610818 and ask for Richard Harvey.

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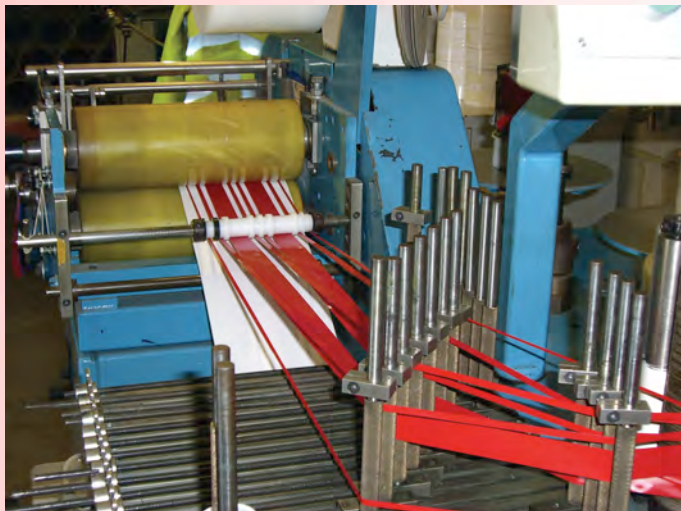
Mimaki Exclusive Distributors

HAMPSHIRE *Signmakers*

Tapes and a service to admire from Admiral

Admiral Tapes Ltd supplies into a variety of market sectors from automotive to heavy manufacturing, meaning the team has a particularly broad knowledge base and experience to draw upon.

Self-adhesive tape is what Admiral Tapes specialises in and has done so, for in excess of 25 years. Based in Southampton, Admiral's location ensures ease of delivery to its customers across the UK and Europe.



The factory has recently been enhanced with new machinery. This enables a greater efficiency in product conversion and assistance in managing the frequent increases of raw material costs while specialist conversion facilities mean customers are able to have products slit to their exact requirements. The team at Admiral all pride themselves in understanding job specification and being part of a solution rather than just selling a roll of tape.

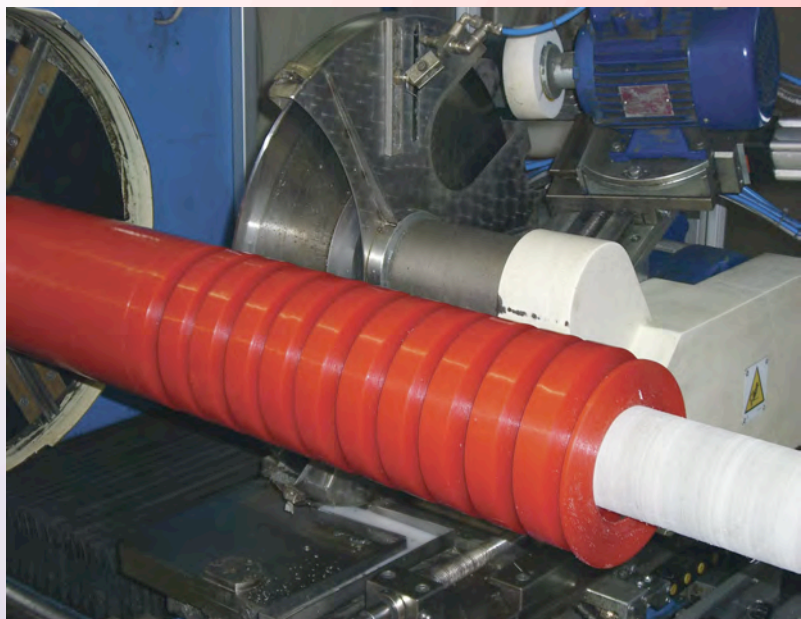
The majority of Admiral's sign industry sector business is directed through the Sales Representative Pauline Morris who over the last five years has significantly increased Admiral Tapes Ltd's market share.



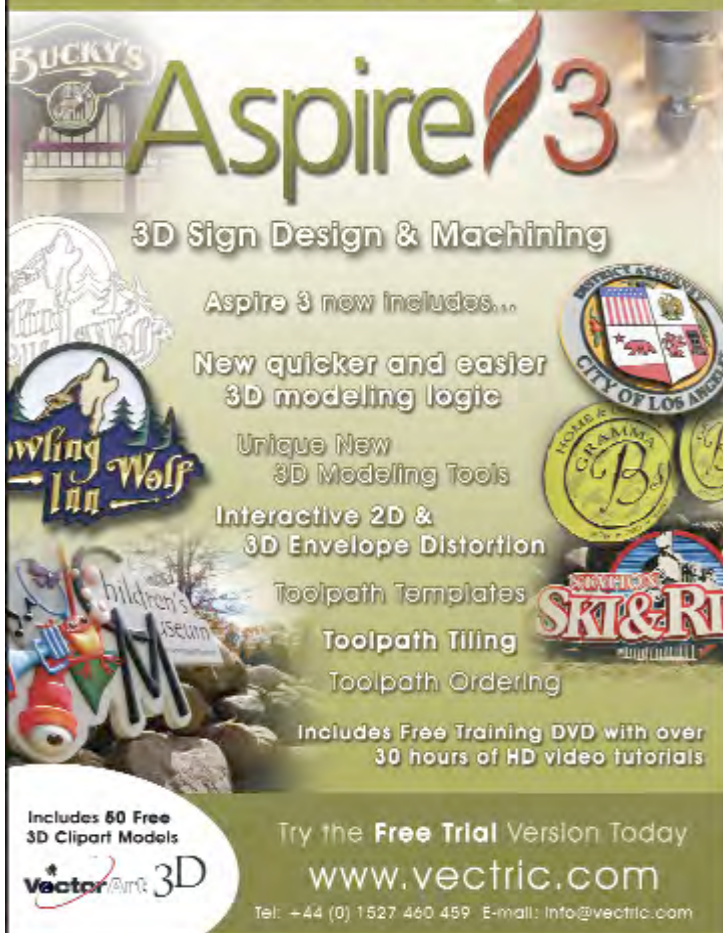
Pauline says "Our sign industry customer mix is split between trade suppliers and larger end users. This industry sector must attract only nice people as of yet I've not come across anyone who's been unpleasant to work with! Friendly they may be but the industry sector is also demanding and we have streamlined all sign industry sector work through the factory to ensure that each customer's deadlines are met."

At Admiral Tapes the focus is on quality product and as standard the company carries a broad range of high performance acrylic adhesive tapes to permanently bond a variety of different substrates. Competitively priced within the market place, the team at Admiral is confident that it has the right product for the job.

So whatever it is that you're looking for, from tape to hem banners to foam for mounting lockable poster frames or acrylic foam used to manufacture powder coated units, contact Pauline on 01489 581811 or email pauline@admiralpsp.co.uk



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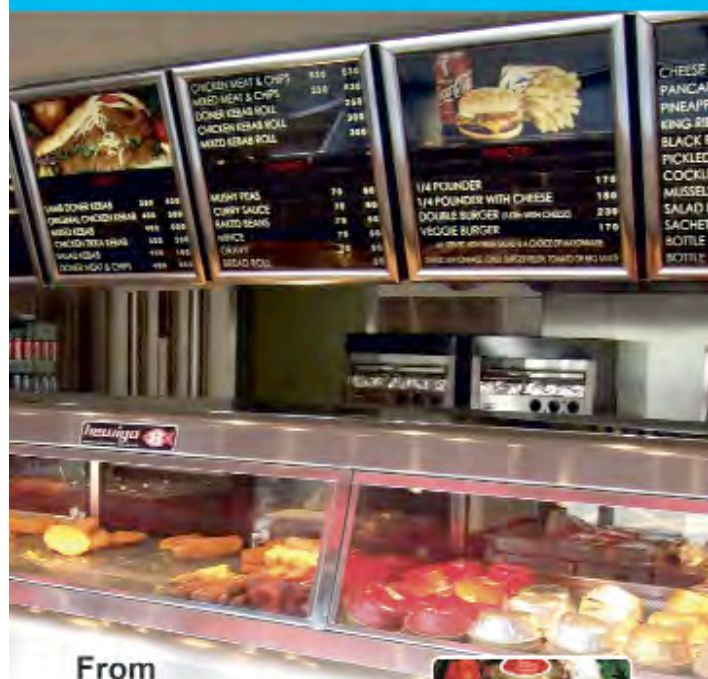
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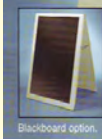
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(*Image area)

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Blackboard option.



Poster holder option.

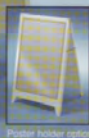
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(*Image area)



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HAMPSHIRE *Signmakers*

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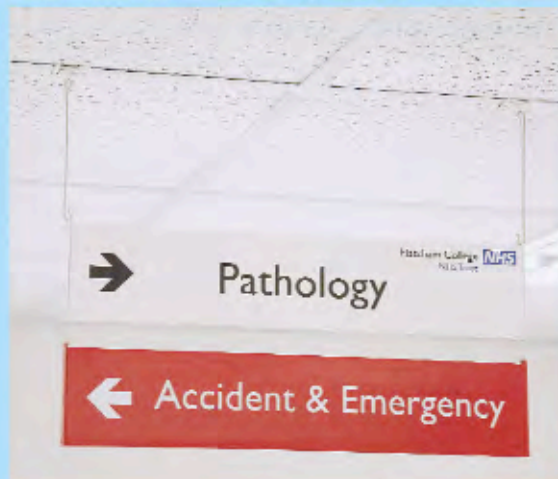
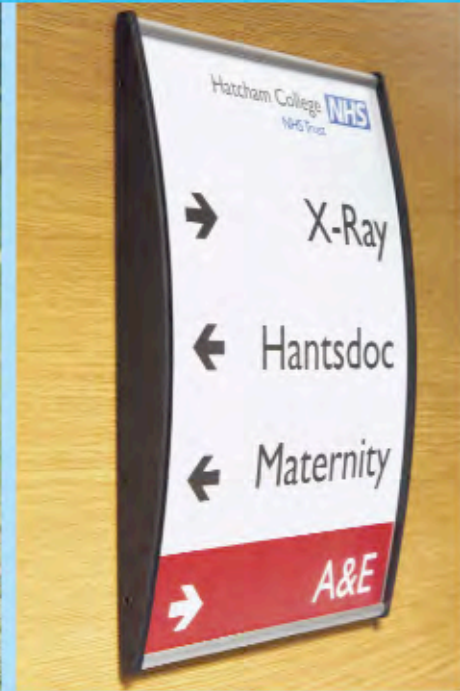
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HAMPSHIRE *Signmakers*

Investing in the best with Wellington Signs

Wellington Signs is a small family run company producing signs, banners, A boards, vehicle lettering, shop fronts and all types of signage.

The business was established in 1983 by Simon Wellington, following a brief career as a professional footballer. Signwriting was not new to Simon as for four generations his family's business had been quality building and decorating, a branch of which was a sign-writing workshop. Since he'd been a child Simon had sat and watched the signwriting and gold leafing being done, and he also took a City and Guilds course in Signwriting.



Initially working from home Simon moved in 1984 to a run down shop in the red light district of Southampton (affordable rent!). Within two years he purchased the next door premises, which were derelict, and then had the buildings reconstructed, doing much of the initial work himself.

Wellington Signs added several new lines in the late '80s when it invested in the equipment to screenprint and embroider garments including t-shirts, sweatshirts, polo shirts, sportswear,



jackets and school uniforms. Around 1990 the company purchased its first computer for vinyl cut letters, an import from Italy. At that time the machinery with software cost the price of a small house.

"Unfortunately, the Italians don't have a letter Y and so when it came to cutting a Y, a space had to be left for it to be cut by hand! A minor detail not mentioned by the suppliers!" says Simon. "Pig in a poke is the expression that springs to mind but Signlab quickly came to my rescue. It was amazing how we managed before that to cut anything at all!"

In 1992 Simon and his team moved to their current site in Winchester Road, Southampton, which has undergone a number of improvements since. Today, Simon is still involved in the business but now Lee Stewart runs the company from its Southampton office as well as doubling up as embroidery designer. In addition, Wellington Signs has an operation in Midsomer Norton near Bath which also produces a large variety of work.

Simon adds: "Those dark days where I struggled to make a living from taught me one main lesson and that was to buy the best technology on offer but only after it was fully tested by some other poor mug. On the hardware side of things I have always bought the best large format colour printers, plotters, embroidery machines and tools money can buy. Updating and developing the skills base of our staff is also very important. I think those factors and the ethos of the company in putting the customer first has been the secret to our longevity. It sounds corny but it's true."

Find out more at
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SIGN Awards

Sign & Digital Awards showcase

The first ever Sign & Digital Awards were presented at a special evening held at the Birmingham Motorcycle Museum on 13th April this year. The judges were looking for creativity, innovation and impact when choosing winners and they certainly weren't disappointed with this year's entries.

Featured is a selection of photos from the projects and awards presentations; congratulations also go to the following winners.

Icon - Best New Use of Wide Format Print

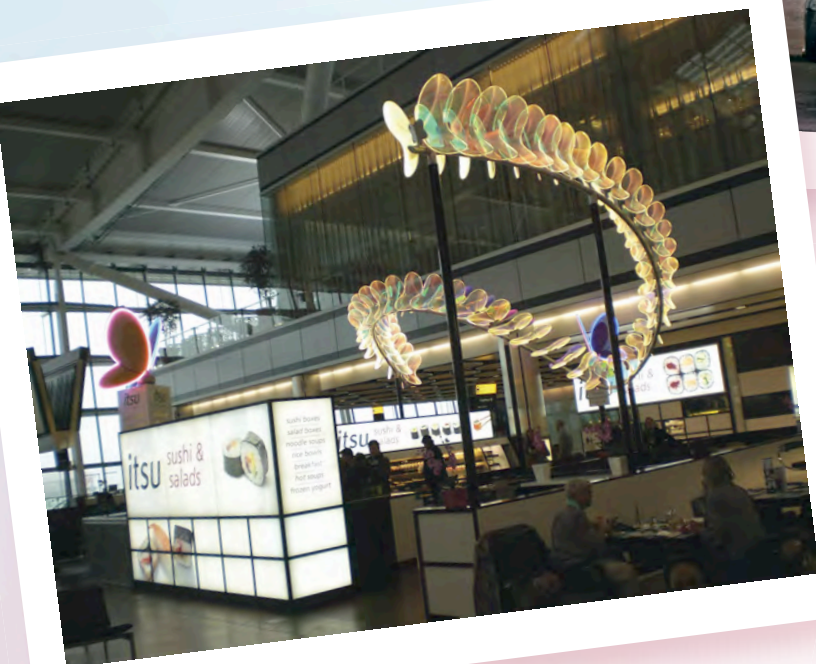
Sign 2000 - The Green Award

Gordon Dick of Aggregate Industries - Rising Star Award

Hollywood Monster - Best Wide Format Printing Company

Full details are available at www.signuk.com

Best Individual Sign Project



Attracting more than 20 entries, the Best Individual Sign Project category was keenly fought. The winner of this category was Vision Visual Solutions. Using high density LED strips to emit light along etched lines in polycarbonate panels, Vision Visual solutions created flight in the 50 butterflies that float five metres above the heads of diners in the ITSU restaurant at Heathrow Terminal 5.

Best Multiple Sign Project

Photocast Products won the Best Multiple Sign Project category, designed to showcase a campaign or business project involving more than six signs. Using its deep chemical etching system, Photocast products answered Blackburn Council's request for quality signage to help visitors find their way around 16 historical local sites with elegant cast bronze plaques that will stand the test of time.

Best Vehicle Wrapping Project



Using the optical illusion of an x-ray to promote the transparency key to Foxton's core values, Raccoon wrapped 264 cars in 15 days to create a truly mesmerising fleet and win best Vehicle Wrapping Project. The judges also celebrated Pyramid Visuals as highly commended for their brilliant entry.



the best of the industry

Best Wide Format Print Project



The winner for Best Wide Format Print Project was Service Graphics. Utilising the art of trompe l'oeil to dazzling effect, Service Graphics produced large scale wall graphics for the National Museum Liverpool to draw attention to Liverpool's cultural riches.



Best Textile Printing Project

Winner of the Best Textile Printing Project award was The Wild Group who overcame harsh time constraints and unusual print substrates, the Wild Group produced an authentic printed sail and 70 waterproof garments for 20th Century Fox's Chronicles of Narnia film launch. Congratulations also go to the Jericho Foundation who were highly commended for their entry.

Best Sign Company of 2010

The coveted Best Sign Company of 2010 award, kindly sponsored by AGFA, went to Signbox. Using the same criteria as the previous category, all entries were required to exhibit how they had driven business through 2010 whilst bringing attention to examples of creativity, innovation and professionalism. Weathering the economic storm to record a 28 per cent increase on the previous year's turnover, Sign Box's success has been achieved through hard work and a dedication to exceeding customer expectation in every aspect.



Tekcel routers mark 10 years at Sign UK

Tekcel CNC routers celebrated 10 consecutive years of appearing at the Sign UK exhibition with a show stopping display of routing, cutting and engraving this year.

This year, Tekcel CNC Solutions presented CNC technology, CNC cutters and sample output in equal measure on its stand. At the heart of the stand stood a fully loaded 3m x 2m Tekcel CNC router, featuring a powerful, 8kW Auto Tool Change cutting spindle, an OptiCAM digital print registration and the OptiCUT knife cutting and creasing options.

Tekcel demonstrated how simple it is for its CNC routers to cut pre-printed, Alupanel aluminium composite materials (ACM) in one pass at traverse speeds of up to 24 metres per minute. Tekcel also gave visitors a working knowledge of how to fold and cut Alupanel ACM into fret cut, box sign trays and how to cut matching, 'push fit', Perspex acrylic inlays with stepped shoulders.

The Tekcel CNC system worked tirelessly throughout the three days of the exhibition to produce hundreds of 'giveaway' samples in both Perspex acrylic and Alupanel ACM sheet materials. Visitors were stopped in their tracks by the amazing cut quality of the samples taken straight from the Tekcel router at the show.

According to Tekcel Marketing Director, Huw Davies "the exceptionally smooth, polished finish of the routed samples produced on our stand were the direct result of our advanced CNC routing technology, our new range of polished finish CP cutters and the excellent machining properties of the Perspex and Alupanel sheet materials that we were using."

Tekcel also used Sign UK to showcase the special editions of Vectric V Carve Pro and Aspire 3D CAD/CAM software



Tekcel Stand.

that have been developed to work seamlessly with its range of CNC routing and cutting systems. The control and precision exerted by Tekcel's unique digital servo ballscrew drive systems could be seen in the stunning 3D samples that Tekcel had produced for the exhibition using Aspire 3D software and Sign Block material.

For more information telephone Tekcel CNC Solutions on 01275 342 668 or visit www.tekcelcnc.com



3D Routed Sample.



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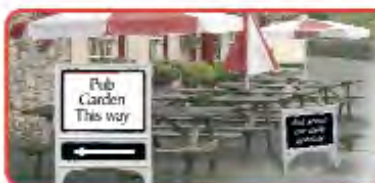
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Hybrid gives over £100,000 in free ink to Mimaki recycling scheme customers

Since its launch at Sign & Digital UK in 2008, Hybrid's pioneering Let's Do More! rebate linked cartridge recycling programme has been an extraordinary success.

Keeping over 40 tonnes a year of solvent ink cartridges out of landfill is call for praise in itself, but as Hybrid has linked the scheme to a valuable financial rebate, the environmental benefits carry a monetary one for customers too. At the beginning of 2011, Hybrid passed the extraordinary milestone of having given back over £100,000 of free ink, provided to Mimaki users up and down the country, in reward for simply keeping their spent cartridges to one side and arranging a collection by Hybrid.

At the project's launch, Hybrid's National Sales Manager, John de la Roche said, "Hybrid has a strong commitment to introducing ways to combat waste and do what we can to operate in an environmentally responsible manner, and by linking the Let's Do More! cartridge recycling programme to hard cash, we're confident our customers will buy into it straight away, for whatever reasons."

He carried on to highlight the process, and at the same time confirmed the commitment that Hybrid anticipated down the line. "The cartridges can be split into four separate element - from the plastic body right down to the foil sack that holds the ink. Hybrid oversees the de-construction and sorting process prior to it going to a recycling plant and we're enthusiastic about the customer response — after all, we've had any number of requests from our users for us to assist with recycling, so we know that Mimaki owners are thinking along the right environmental lines."

This has all borne fruit, not just for the customers in being paid to recycle, but in saving a vast amount of waste from being put into landfill. Credit must go also to the Mimaki

users, for initially wanting such a scheme, so readily adopting it once Hybrid had put it in place and for working with Hybrid to implement it in as green and low carbon way as possible.

To sign up for the scheme, you need to simply be a Mimaki customer using SS21, SS2 or HS3 inks in cartridge form. Head over to the Let's Do More website (www.LetsDoMore.co.uk) apply for the scheme on line and keep your cartridges to one side as they become used. What could be simpler?

Further information can also be found on the range of Hybrid products by visiting www.hybridservices.co.uk



Hybrid taking another 8,000 cartridges to its recycling plant partner.

Madico changes name to Lintec and expands product range

Madico Graphic Films, a leading UK supplier of specialist pressure-sensitive coated film products for durable label applications and screen/digital solutions, has announced a major re-brand, which sees the company formalise its association with Lintec Corporation, one of Japan's foremost materials manufacturers and a primary supplier to the company. The move enables the company to extend its reach into new geographic and market areas while also ensuring a faster route to market for new products. For customers, this is expected to result in greater choice, improved technical support and expedited delivery times.

Madico Graphic Films' transition to Lintec Graphic Films enhances an already successful 14-year association with Lintec Corporation and also marks the first time the company has permitted the use of its name by an external company during its 76-year history.

This established relationship, together with Lintec's world-class technological and development expertise is expected to substantially

reinforce what's available to both new and existing customers. Lintec Graphic Films will benefit from the full support and extensive resources of Lintec Corporation, helping to drive product development for customers' specific application requirements and including an increased focus on creative ideas sharing and closer participation from the solutions planning/research and development stage, through to manufacturing.

In addition, the range of products offered by Lintec Graphic Films is increasing. As well as spanning labelling and digital printing substrates, this includes solutions from Lintec Corporation's other business units, such as the industrial division. For customers, this extends an already comprehensive product stable with even more niche products that fulfil lucrative, specification-driven applications.

Lintec Graphic Films continues to operate from Maidenhead in Berkshire and retains the existing management structure, headed up by Managing Director, Andy Voss.

For further information on the product range visit the website www.lintecgraphicfilms.com or telephone 01628 777766.

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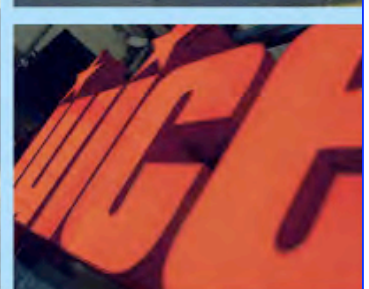
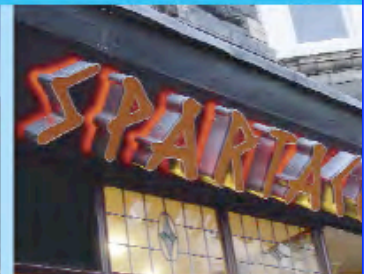
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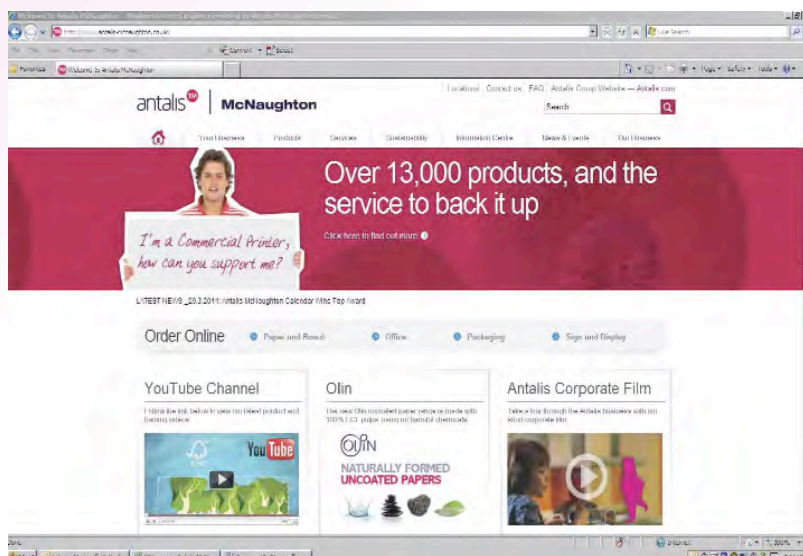
New on-line face of Antalis McNaughton

Antalis McNaughton has launched a new website designed to better inform and support its customers and decision-makers on the full spectrum of products, services and solutions they can offer.

The site has been designed to be easy to navigate and offers information on the company's extensive product range, service offer,

environmental credentials, industry news and events plus useful tools such as a large-format digital printer compatibility guide and carbon calculator.

The new site is just one part of a wider online communication strategy designed to offer customers more opportunities to interact with the company including a new online product catalogue and e-ordering system. Antalis McNaughton have also launched a Twitter page, Flickr page and YouTube channel.



Richard Champion, Marketing Director commented, "This is an exciting time for Antalis McNaughton and we believe that the new website together with the online catalogue and our new e-ordering system will be extremely useful tools for all of our customers. Social media is also becoming an important part of the communications mix. We are looking forward to sharing opinions on the industry, new products, concepts and best practice on a more personal level."

The website also features the new corporate film for Antalis McNaughton. The film, directed by Wim Wenders runs through all the business divisions in a simple and lively manner. It also introduces the 'paperman' an origami figure that acts as a tour guide taking the viewer on a journey through the company's many activities. You can view the film at http://www.antalis-mcnaughton.co.uk/content/antalis_group.aspx?style=pink or on the YouTube Channel

All other information and contact details can be found by visiting www.antalis-mcnaughton.co.uk

Hampshire Hospice fundraising boosted by free flags and banners

A charity which helps improve the lives of people with cancer and other life-limiting illnesses has been given a helping hand by one of the country's leading flag manufacturers.

The Rowans Hospice is situated just a few miles away from Hampshire Flag Company in Waterlooville, which has donated five tear drop flags and five banner systems to the charity.

The flags and banners will help the hospice to raise its profile with more significant branding at promotional events and to boost support at fundraising events it holds throughout the year.

The teardrop flags are manufactured from knitted polyester on a DuPont Artistri 2020 machine and feature three different designs including The Rowans Hospice logo.

Ann Cooper, Head of Fundraising & Marketing at The Rowans Hospice said, "The team at Hampshire Flag have been supportive of our fundraising work for some time now and we are over the moon with these new flags and banners.

"The cost of purchasing them would have been prohibitive but thanks to Hampshire Flag's generosity, the flags and banners will give us a stronger profile at this year's events," said Ann.

The flags and banners had their first outing at the launch of The Rowans Hospice's Challenge Events for 2011/12 on 28 February at 1000 Lakeside, North Harbour.

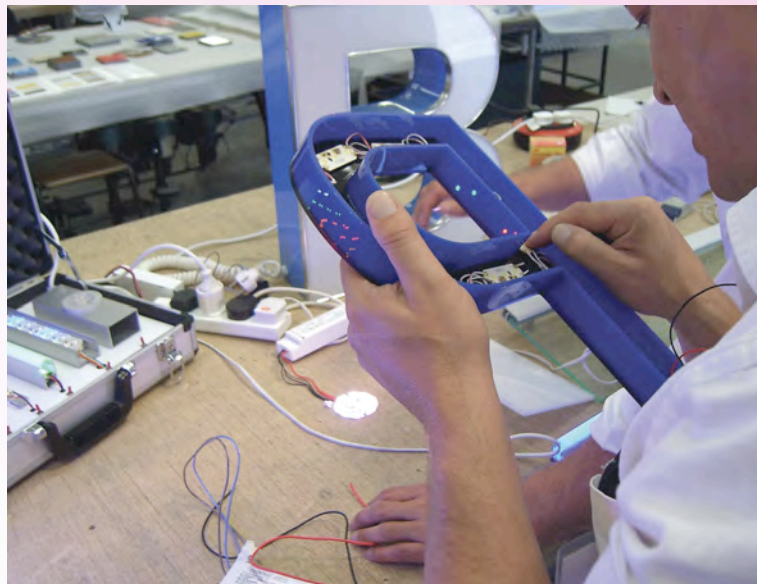
The Rowans Hospice was established in 1994 and has helped more than 5,000 patients and families across Portsmouth and South East Hampshire. This year the Hospice needs to raise over £4 million to continue its work.

For further information telephone The Hampshire Flag Company on 0845 644 3129 or visit www.hampshireflag.co.uk



Discover more at Simplex Open Days – last chance to book

Anyone who hasn't booked their place at one of Simplex Open Days on 17-19th May needs to do so now, or risk missing out on a great opportunity.



"Many of our customers don't know the full range of products and services we offer. I've spoken to sign makers that have previously turned down work because they couldn't do all elements of the job themselves and weren't aware that we can provide the manufacturing capability or other services they needed.

"The Open Days are a perfect way for sign makers to see just how much we can do and how we help them grow their business. They will be able to take on that work next time, confident in the knowledge that Simplex can do much or all of the manufacturing for them."

Contact Simplex now to book your place on one of the Open Days (17-19th May), via email sales@simplexltl.com or telephone 01903 750333.

The company is welcoming existing and potential customers to its new purpose-built showroom and ever expanding fabrication facilities. Attendees at the Open Days will be able to see how the highly skilled team at Simplex turns customers' ideas into reality as well as discovering the extent of the Simplex range and meeting some leading suppliers.

Open Days visitors will have the opportunity to view Simplex's large press brake, guillotine and power rollers, which all measure three metres, and enables the company to fabricate fascias and monoliths in three metre sections. They will also be among the first to see the company's recently purchased twin-head Elumatic saw in action.

In addition to the Pole and Plank exterior modular sign system that has had such an impact on the sign market, visitors will be able to look at variations of the extremely versatile System 4 directory system, illuminated and non-illuminated trays, monoliths, lots of letters, bespoke metal fabrications, and more.

The value of the Open Days for visitors is enhanced further with representatives from Simplex's major suppliers, such as Apco, Sign Gear Systems and 3A Composites, attending the events where they will showcase their product ranges and answer any technical queries.

Trevor French, Sales Manager at Simplex, explains why the Open Days have proved so popular in the past.



Sign 2000 relocation to fuel future growth

Now firmly established as one of Europe's foremost manufacturers of corporate signage, Sign 2000 has completed its move to an impressive new and larger factory site on the Deacon Trading Estate in Tonbridge, Kent. Driven by continuing growth, based largely on the acquisition of some of the most prized UK and Continental Europe signage contracts, the move is the culmination of a series of notable achievements that can be traced back to the company's inception in 1988.

The new 37,000 square feet factory is of a size that will accommodate further growth and represents a 100 per cent increase in the previous floor space to meet existing and predicted customer requirements.

Co-founder and current Managing Director of Sign 2000, Murray Crompton commented: "The self-funding investment of £250,000 to facilitate the move included the purchase of new plant and equipment and the appointment of additional personnel to ensure that the

company continues to thrive in an extremely competitive market."

The most significant element of this new investment has been the installation of a super-efficient 'Camel Back' powder coating plant complete with a phosphate treatment wash. This is complemented with a nine metre-long box oven to enable powder coating of large fabricated steel structures used in many of the company's major corporate signage projects.

The move also coincides with Sign 2000 announcing a further improvement in growth and profitability. In 2010, growth increased by an impressive 20 per cent over the previous year. More significantly, however, growth in 2011 is currently predicted to increase by a further 40 to 50 per cent. This is non-speculative since it is based on received orders, client-committed programmes and contractual agreements that were concluded in 2010.

For further information, visit www.sign2000.co.uk or telephone 0845 265 2000.



Colourgen releases second video production

Colourgen has completed the second in a series of videos designed to demonstrate important product and application solutions.

From concept to completion, the latest Colourgen video shows the processes required to print digital wallcovering using Epson's Stylus Pro GS6000. This video is available to view on Colourgen's website at <http://www.colourgen.com/products/inkjet-printers/epson/stylus-pro-gs6000>

This step by step guide takes the viewer through the processes required to plan, RIP, print and put up custom printed wallpaper using EFI's ColorProof XF RIP, Epson's Stylus Pro GS6000 eco-solvent

printer and Colourgen's Elite Essentials solvent wallpaper.

Melanie Enser, Colourgen's Product Marketing Manager says: "Our first video on the Seiko ColorPainter was very well received and we hope to have similar interest in this new production. The emphasis this time however, is all about the application rather than the technology and shows how, with the right tools, printing custom wallcoverings is very straight forward. More and more people are using short videos to help them understand the technology and applications and our videos are designed to make this even easier for them."

The video was developed by marketing company, JGC.

For further information telephone Colourgen on 01628 588700.



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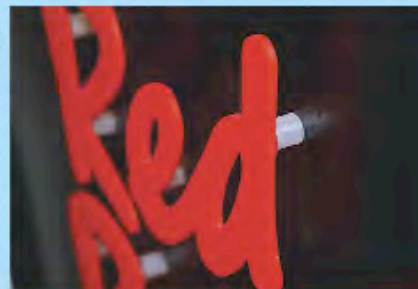
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HP announces new vehicle wrapping training courses

HP has developed a new vehicle wrapping training course for novice and experienced installers, in association with the Sign School and Bigger Stickers.

Vehicle wraps are fast growing in popularity as they can offer marketers and brand owners a high impact, cost-effective marketing tool.

The two-day course aims at taking HP Latex Ink users through the entire vehicle wrapping process including sales, marketing, design, production and after-sales care. The course will highlight best practice in vehicle wrapping, looking at a range of applications from fleet vehicle livery to individual prestige wraps.

The course will focus on wrapping with HP's vehicle wrapping solution which is built upon a combination of flexible HP Latex Ink, which does not crack and can stretch with vinyl vehicle wraps during mounting and HP Air Release Adhesive Gloss Cast Vinyl. This 51 micron high-performance white cast vinyl features a gloss finish and a grey permanent opaque, air release adhesive, and is ideal for long-term graphic applications.

"Training courses, such as this one, are vital for print service providers (PSPs) looking to extend their service offering and add value to their applications," said Anne Sharp, category and marketing manager, design, HP UK.



HP certified installers will be able to offer five year warranty on vehicle wraps



said Deacon. "We will use a variety of techniques during the two-days, including classroom-based learning, trouble-shooting and video training, all of which are designed to help attendees get the most out of the course. We will even provide students with practical hands-on demonstrations, culminating in them wrapping a car."

At the end of the course, attendees who have successfully completed practical and written assessments will become HP certified installers and will be able to offer a five year performance warranty on vehicle wrapping with HP Air Release Adhesive Gloss Cast Vinyl. The new HP warranty will include image and material performance; with clean removal for up to five years (terms and conditions apply).

For more information and details of how to register, please telephone 0845 8678108 or visit www.hp.com

"This course has been specifically developed to help new and existing customers explore the opportunities presented by the increase in demand for vehicle wrap applications by providing their customers with an end-to-end solution for all their vehicle wrapping needs."

James Deacon, an independent vinyl wrapping specialist from the Sign School and director of Bigger Stickers, will run the course as the HP approved trainer. Deacon has 12 years experience wrapping vehicles and has been training vehicle wrapping technicians for the last five years.

"I hope that by attending the course PSPs will take away a better understanding of this niche application and how using HP Latex Ink and media can help them break into this market,"



Photographs of The Beatles taken by Derek Cooper.

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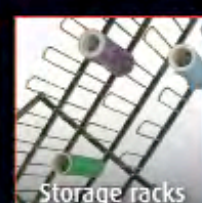
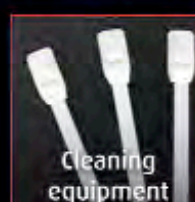
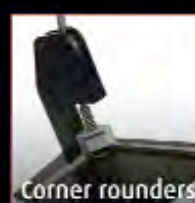
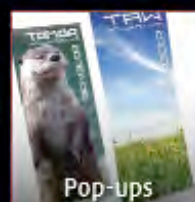
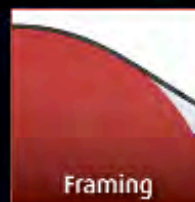
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Birkenhead, Wirral CH41 1EL

Tel: 0151 6665400

Fax: 0151 6661079

sales@lexicraft.co.uk

www.lexicraft.co.uk

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

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

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Tel: 01241 828 694

Fax: 01241 828 331

info@signindustries.com

www.signindustries.com

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

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Unit 9a, Wandle Technology Park, Mill
Green Road, Mitcham CR4 4HZ

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Fax: 020 8646 9478

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

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Fax: 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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SUPPLIES LTD

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info@jansen-display.co.uk

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Tel: 01392 247577

sales@onthecase.co

www.onthecase.co

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sales@rotosigns.com

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www.centuryplastics.co.uk

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Fax: 0116 276 6366

amber@eagleplastics.co.uk

www.eagleplastics.co.uk

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sales@neplastics.co.uk

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Tel: 01245 232800

Fax: 01245 232801

sales.chelmsford@perspex.co.uk

www.perspex.co.uk

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Tel: 01202 670567

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transplas@transdev.co.uk

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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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Fax: 01727 898828

studio@fonteynesigns.co.uk

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Fax: 0118 981 5335

Sales@ashbytrade.co.uk

www.ashbytrade.net

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Fax: 01482 380901

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www.browningstld.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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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.

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Fax: 0141 774 6653

sales@insightsignsystems.com

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Insight is a trade only manufacturer, offering a made to measure service, with in-house powder coating. A 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

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Tel: 01392 247577

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Manufacturers of trough lights, frames and sign boxes to the trade. Fast delivery.

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Tel: 01489 896999
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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.

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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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NO MINIMUM ORDER

height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
3mm	£0.42	£0.53	£0.85	£1.03	£1.14	£1.39	£1.57	£2.12	£2.42	£2.72	£3.03	£4.00	£4.85	£5.76	£7.88	£18.20
5mm	£0.48	£0.72	£1.09	£1.46	£1.00	£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	£14.75	£16.13	£21.10	£25.76	£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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