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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
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Brushed	£1.95	£3.42	£4.82	£6.70	£9.15	£10.55	£12.44	£13.44	£15.80	£17.09	£19.22	£22.25	£23.43	£59.31
Mirror	£2.60	£5.41	£7.45	£10.45	£14.25	£16.05	£17.90	£22.45	£23.91	£24.96	£28.90	£30.66	£31.67	£89.89

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2mm Brushed	£5.02	£6.21	£10.98	£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
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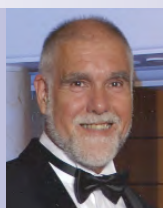
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WELCOME *Page*

Design work isn't free!

When I'm chatting to signmakers, one thing that many of you have complained about over the years is the time and effort you spend designing signs or vehicle liveries for customers who then go and get the job produced elsewhere, without having paid a fee for creation of the design.

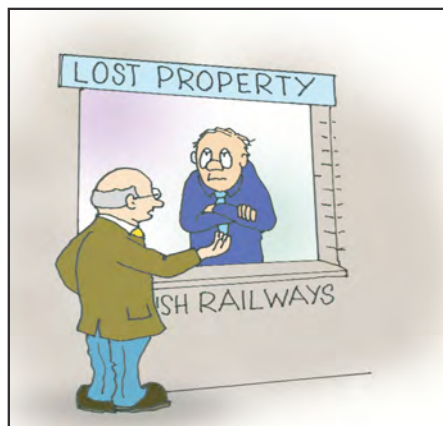
Richard Rogers of TechnoSign in Leighton Buzzard recently contacted *Sign Update* on this very matter. He said what triggered this most recent grumble was a potential customer who came in with visuals and was quite happy to announce that he was looking for whoever would produce his van graphics at the cheapest possible price, using the design created by another signmaker. He said the potential customer commented that the most expensive of three estimates he'd obtained was the first company he'd gone to. Richard says he pointed out that this was probably because that signmaker had already spent an hour or two on the design and quite rightly was including that cost in his estimate. It won't be a surprise to many in the trade that this potential customer was fully intending to use the design without ever having paid for the creative work.

I've been hearing stories like this for years, we all know it happens. How many times have you been approached by someone with a design or layout that you know full well another signmaker's done, and the customer is just looking for the cheapest quote? But the design belongs to the person who created it, at least until they've been paid for it.

Has this become even more common now with customers almost always asking for colour visuals of possible designs before they've even agreed you've got the job? Do any *Sign Update* readers have ideas how this can be stopped, or at least reduced? Would it work if signmaking companies put a copyright symbol and their name on the design? Would cheeky customers just blank this out?

I'd love to hear from anyone who has thoughts on this topic, I don't suppose we will ever sort out the problem, but between us we could give it a try. Go to the *Sign Update* forum at www.signupdate.co.uk/design and click on "Customers using designs they haven't paid for" or email me at roger@sign-update-magazine.co.uk

Roger Hinchliffe



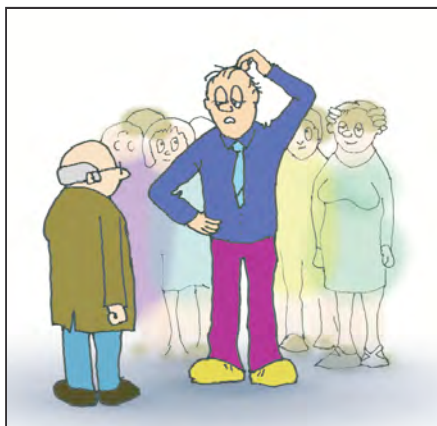
Sorry to bother you, but I have lost my wife on the 9.15 from Paddington this morning.



Lost your wife? Goodness, that is unusual. If you care to follow me then.



Hey, I thought you said it's unusual for anyone to lose a wife. You have loads



No, what I mean, it's unusual for anyone to claim them back.

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Roland's first hybrid UV-curable printer brings versatility to the wide-format market

Following the successful adoption of the VersaUV LEC-330 and LEC-540 UV-curable machines, Roland DG has incorporated the same ground-breaking technology into its first wide-format hybrid printer. Designated the VersaUV LEJ-640, this new roll-fed and flat-bed solution is designed to print to flexible and rigid materials and incorporates both white and clear varnish to its CMYK ink set for highly visual and tactile finishes.

The Roland VersaUV LEJ-640 has a maximum printing width of 1.625m and can work with coated and uncoated rigid substrates up to 13mm in thickness. Its versatility also enables it to print to flexible roll-fed materials, with fast change-over from one media type to another.

A maximum resolution of 1400 x 1400 dpi means that the VersaUV LEJ-640 can output extremely fine dot quality which rivals screen-printing, offset litho and gravure for applications where sharp text and highly detailed graphics are required. The machine's ability to incorporate white ink and clear varnish makes it ideal for the production of short run packaging and prototypes as well as a vast range of innovative signs and displays.

The LEJ-640 is ventilation ready, featuring a hood for easy connection with an air filtration system. The VOC-free inks and LED curing combine to make the VersaUV LEJ-640 ideal for users who want to integrate UV-curable production into their existing facilities without having to add special ventilation and ducting. The machine's LED curing technology means it can be used in conjunction with delicate materials which, traditionally, have been difficult to cure efficiently. Additionally, the long-life lamps need no warm-up time, making them cost-efficient to use and cool to the touch, leading to a safe printing environment.

Prints produced on the VersaUV LEJ-640 are instantly dry and ready for finishing as soon as they have been cured, enabling users to shorten their production time where lamination is required. Roland's Eco-UV inks feature flexible properties so that there is no

flaking or cracking, even on the finest materials. The printer's white ink circulation system is designed to prevent the pigment from settling, allowing for unattended production.

This new machine incorporates advanced features which ensure fast throughput and an efficient production workflow, yet set-up and its use is straightforward and easy, even for first-time operators. The VersaUV LEJ-640 has a specially designed media securing mechanism to hold flat substrates in place, supporting even the thickest of materials, and enabling layered clear varnish to be applied accurately for highly visual, tactile and textured finishes.

Roland's established Eco-UV inks are renowned for their adhesion and tough finishes, complemented by their vivid and accurate colours. The inclusion of a highly opaque white makes the machine ideal for printing onto non-white and transparent materials, such as corrugateds and window films, adding new levels of versatility to UV-curable production on a wide-format platform.

The inclusion of Roland's clear varnish, which has already proved to be hugely successful in its VersaUV LEC duo of machines, enables users to produce unusual and creative textures on all materials. These can be created by the user or selected from the Roland Texture Library which is included in Roland's easy-to-use VersaWorks RIP software, supplied with every machine.

Available in a choice of versions with CMYK plus white and clear varnish, CMYK plus two channels of white, or CMYK plus two channels of clear, the VersaUV LEJ-640 also incorporates Roland OnSupport for remote diagnostics. At an attractive price of £45,999 the LEJ-640 also comes with the company's comprehensive Roland DG Care Service Agreement, and this is complemented by training courses at The Roland Academy which help users develop innovative and profitable markets for their investments.

For further details visit the website www.rolanddg.co.uk or call 08452 309 060.



The VersaUV LEJ-640 wide-format hybrid printer.

New laminate film from ADS to enhance indoor graphics

A new over laminate film from Amari Digital Supplies will provide a fresh visual dimension and add a softer touch to internally displayed graphics as well as flat surfaces featured in interior design and decoration applications. Called MACTac Permafun Peach Skin, the laminate comprises a 600-micron (film and adhesive) semi-transparent and cadmium-free polymeric face film, a high-tack permanent clear and UV-stable adhesive and clay-coated white paper liner.

When used in combination with either the MACTac MACal 9800 Pro or MACTac JT5900 series of films, the laminate imparts an incomparable soft touch and peach-like texture and appearance to graphics generated using a choice of digital printing processes (including solvent, eco-solvent, WB and UV). It meets all of the relevant performance standards in terms of dimensional stability and flammability and offers a five-year durability.

The laminate is designed for high-profile internal applications and can be used to create individualistic special effects to enhance and add value to printed graphics and flat surfaces (including glass and aluminium) in prestigious locations like hotels, restaurants and commercial premises. The film can be retained in its original pristine condition for the predicted lifespan by the simple use of soap and water.

For further information, visit www.amaridigitalsupplies.com or telephone 01159 829 770.



The new over laminate film from Amari Digital Supplies has a soft touch and peach like textured appearance

Small businesses benefit with the new T3 desktop hot wedge welder

It's not often that the launch of a new product in the banner finishing market results in potential customers experiencing genuine happiness at first sight, but that was the feeling expressed by many visitors to the Solent stand at the Sign & Digital Show this year.

The T3 specially designed for the lower volume, smaller sign and banner shop market.



Solent Sewing & Welding is the UK distributor for Miller Weldmaster's superb range of heat welding machines for sign and banner printers. The launch of the new desktop hot wedge welder, the T3, specially designed for the lower volume, smaller sign and banner shop means that there is now an affordable alternative to the frustrations of taping or using handhelds.

The new T3 produces all the seams required, welding hems, overlaps, pockets and rope in hem seams and will help the small business owner reduce costs with the efficiency and dependability of welded seams – a quantum leap in speed and quality. The T3 can weld PVC, mesh, PE and other industrial fabrics and welding speeds up to 10m/min can be achieved.

Designed to easily adapt to any small business, the T3 uses a limited amount of space, is compact enough to fit on a table and can also travel on a track for welding larger banners and awnings. Easy to operate controls are mounted on the front of the machine and start/stop is controlled either on the front of the machine or by a foot pedal for table-top operation. Built to Miller Weldmaster's renowned quality, the solid steel frame will provide years of durability and plugs into a normal 3-pin single phase socket.

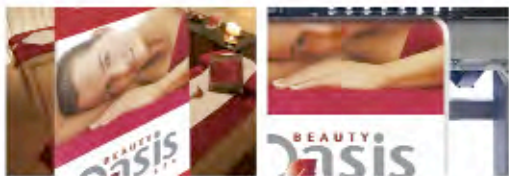
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PRODUCT News

If it sticks - print it...

Why confine your digital output, and your commercial opportunities, to white materials alone? There's more to digital than white - Metamark explains.

The coming of the digital revolution in signing and display graphics was once foretold and characterised as "The Charge of the White Brigade." It's proved to have been a largely accurate foretelling. The overwhelming majority of the output of a typical digital printer is produced using white, opaque media. But, it doesn't have to be that way according to The Materials Company Metamark. Metamark holds the view that there's a lot more to digital than just white, and that commercial opportunities await those prepared to explore the options.

Why not print on etch effect films? Probably because, by and large, the results you'd get are not something you could easily sell. Metamark's etch effect films though are manufactured according to the same processes and quality qualification procedures that it reserves for its digital materials. The result? A range of etch effect films that's as happy in print and apply applications as it is in the role more traditionally reserved for it.

Printed etch effect films can add an altogether elevated dimension to so-called glazing manifestation exercises. Even in the printed state, they obscure the view out and in, imparting privacy and presence, but they barely impede the passage of light and so don't darken a room or space like a solid material would.

The printed film conveys a tasteful resonance of the surrounding architecture or a dramatic counterpoint at the printer's option. As the light admitted changes throughout the day, so does the tone of the printed graphic. At night, light within the installation that finds its way outside is filtered and coloured by the area of print adding tone and interest.



Metamark's etch effect films can bring a plain window to life with stunning graphics.

For restaurants, retail premises, office partitioning schemes and anywhere there's a need to decorate glass, whether for safety's sake or its own, printing adds value to the job. Innovative application both lead demand and command a better price. According to Metamark, this has to be one of the easiest and most accessible ways of turning a relatively pedestrian job into something that will delight a client and generate more demand.

The practical dimension is just as compelling. Metamark's development specialists advise that conventional print settings work well but are quick to point out that even a hint of colour will produce a big effect. Experiment is the message.

You can experiment at Metamark's expense. Contact the company at sales@metamark.co.uk and they will send you samples of its etch effect materials for you to try. The materials work with most digital ink species other than aqueous.

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PRODUCT *News*

Expanded Series 300 takes creative displays into new territory



Spandex has expanded the 300 Series of Roll-Up Displays.

Spandex, a one-stop supplier of display systems for the digital printing and signmaking industries, has carried out a major expansion of its 300 Series of Roll-Up Displays.

No less than 16 new designs join the existing models to provide signmakers with a comprehensive range of solutions with which to meet the growing demand from customers for vibrant, attention-grabbing displays.

The enhanced 300 Series offers the ideal solution for a host of applications, from point-of-sale and point-of-purchase retail environments to exhibitions and other temporary and promotional events. Customers have a choice of finishes and designs for all environments, from the showroom to the more demanding wear and tear of an exhibition.

Spandex 300 Series Roll-Up Displays are lightweight, highly portable and notable for their ease of assembly and the speed

with which graphics can be changed. They are available in a range of sizes capable of displaying graphics up to 2000mm x 2145mm and with a choice of fixings and extra features such as integral pole storage and tensioning systems. The new models offer a choice of display casing: single roller banner, removable cassette, double roller banner and single/double roller banner combined.

Commenting on the new models, Phil McMullin, Spandex's UK Country Manager, says: "Digital technology has transformed the sign and display business, giving customers the flexibility to take bold, eye-catching graphics into every location, inside and out. As the creative options grow, it's imperative that displays keep pace. Our new, enlarged 300 Series does just this."

For further details of the new 300 Series models visit www.spandex.com

ITC extends long reach cutter series

For the machining of deep cavities and difficult to reach surfaces, Industrial Tooling Corp (ITC) has now launched its 2121 Cyber Series of extra long shank cutting tools. The new two flute square end XXLS Series has an overall cutter length of up to 200mm.

Manufactured from ultra wear resistant micro grain carbide, the 2121 Series offers exceptional rigidity for a cutter of its length. The two flute solid carbide series has a straight shank and a 30 degree helix that contributes to the impressive rigidity that promotes excellent surface finishes. Capable of machining a wide variety of materials that include MDF, acrylic, Perspex and additional plastic materials, the 2121 Series is ideal for machining deep cavities.

This new series of flexible cutting tools is available in 6, 8, 10, 12, 16 and 20mm diameters with shank diameters identical to the cutting

diameter to further enhance rigidity and improve surface finishes. The respective cutters have an optimal flute length of 38, 40, 50 and 75mm for the 12, 16 and 20mm cutters to further improve tool life and productivity when machining deep cavities. The 6 and 8mm cutters are produced with an overall length of 150mm with all cutters from 10mm and above having an overall length of 200mm. This length is way beyond anything that most solid carbide tooling manufacturers can offer.

With a combination of ultra wear resistant carbide, cutting diameters identical to shank diameters and proportionate flute lengths, the 2121 Series offers exceptional rigidity that gives end users impressive tool life benefits.

For further information telephone 01827 304500 or visit www.itc-ltd.co.uk



The ITC 2121 Series.



foam pvc

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

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

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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

solid, reinforced 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 each brushed	1.2mm polished	2mm each 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.
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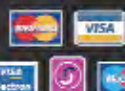
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PRODUCT *News*

New ColorPainter Printer Series from Seiko I Infotech Inc

Seiko I Infotech Inc. (SIIT), a wholly owned subsidiary of Seiko Instruments Inc., is adding the new ColorPainter W series wide-format mild-solvent inkjet printers specially designed for the signage and digital printing market to its ColorPainter product line.

The ColorPainter W series is available in two sizes, the W-64s 64 inches wide, and the W-54s 54 inches wide. There are also two colour configurations for both sizes, the four colour type for lower running costs and six colour type for better image quality. The combination of six new high speed print heads, two types of ink and several new innovative printing functions will increase the printer's performance and widens the printer's application range for the signage and digital printing market.

Jeff Biggs, Managing Director of Colourgen, the exclusive UK distributor for SIIT products, says: "We are very excited about this new product from Seiko. It features a lot of the technology currently available in the H-Series ColorPainters with the addition of new print heads which offer resolutions up to an astounding 900dpi as well as triple-drop technology for four-step greyscale. Added to that, Seiko are including a two-year manufacturer's warranty making the new ColorPainter the sensible choice for anyone entering the sign market or looking to extend their services with confidence."

Pricing is anticipated to start around £14,500 to £15,000 for W-54s 4 colour model and up to £17,000 to £17,500 for the W-64s 6 colour model. The ColorPainter W-64S is now in Colourgen's showroom in Maidenhead.

For more information and full specification visit <http://tiny.cc/71vi9>



The new ColorPainter W series available from Colourgen.

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PRODUCT *News*

Fujifilm launches the new Acuity Advance and Acuity Advance X2 UV Inkjet Printers

FUJIFILM Europe has announced the introduction of the latest Acuity HD2565 series of wide format UV inkjet printers, which incorporate significant functional improvements and enhanced value for the end-user. These new editions of the Acuity Advance and Acuity Advance X2 will sit alongside the Acuity Advance HS HD 3545 and Advance HS HD3545 X2 flatbed devices in Fujifilm's line-up.

A new Express Mode, which offers speeds of up to 35 sqm/hr at billboard print quality, has been introduced to complement the existing POP production speed of 22.2 sqm/hr and high quality mode of 15.2 sqm/hr. In addition, there is a new High Definition print mode, which supports a minimum text size of 2pt, for markets and applications where very fine feature detail is required.

Other key features of the new series are a more efficient UV curing system, and an improved vacuum table enabling superior handling of thin media. This zoned vacuum design promotes printing onto all types of media, including irregularly shaped or uneven surfaced materials and ensures accurate registration even on multiple passes.

As with all other Acuity models, the new series has an optional roll media kit for printing onto any number of flexible materials. This simple-to-use option is incredibly versatile, allowing an operator to prepare rigid material on the flat bed while the roll media option is printing.

The new Acuity Advance X2 includes all of the improvements and enhanced value available in the new Acuity Advance, but with a double size print area. This allows printing onto rigid substrates of up to 3.05m x 2.5m and as thick as 48mm, giving more flexibility to the end user.



Fujifilm Europe launches the latest Acuity HD2565 series of wide format UV inkjet printers.

The Acuity Advance's print performance is optimised by Fujifilm's uniquely formulated Uvijet inks. Uvijet's Micro-V dispersion technology consistently delivers wide adhesion, vibrancy and durability in every print.

"The introduction of this latest series of Acuity flatbed devices demonstrates our commitment to continually advancing our product range," comments Tudor Morgan, Group Marketing Manager, wide format at Fujifilm. "The Acuity printers are very popular, due in no small part to their reliability and longevity, as well as evolving features, making them the ideal choice for commercial, screen and digital printers."

For further information visit www.fujifilm.co.uk/gs

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36,000 units sold in 2010 financial year

Virtu evolves to set new output standards with Quantum printer series

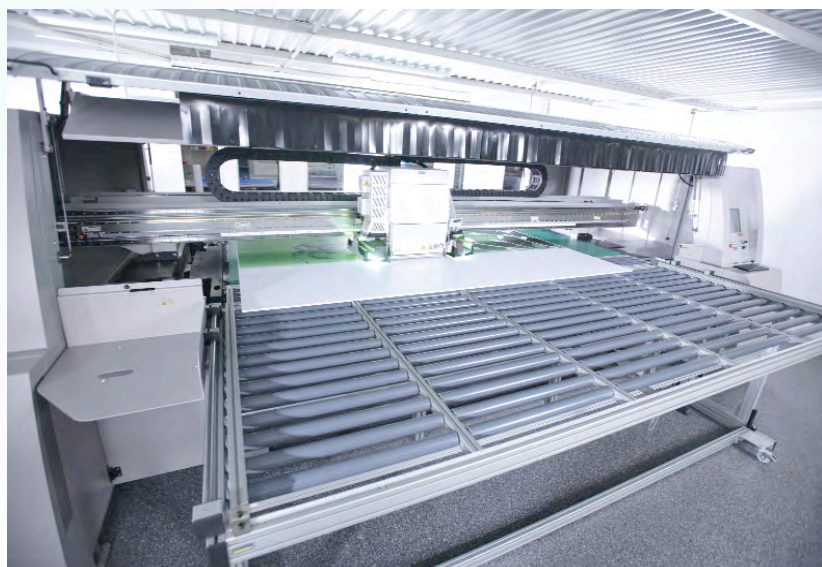
Polytype has announced the evolution of its sophisticated Virtu printer range with the addition of an advanced new ten-picolitre print-head. The unprecedented quality promised by the Virtu Quantum series will deliver exceptionally fine output for a wealth of industrial and display products, including closely viewed applications such as back-lit displays, décor and industrial glass.

Owners of the new Virtu Quantum series will benefit from the extension of greyscale printing technology, which varies droplet sizes to ensure improved resolution and optimised ink coverage, to incorporate miniscule 10 picolitre dots. Polytype has applied this to combine the absolute precision of the ten-picolitre head with the existing versatility of the award-winning Virtu platform, resulting in significant advantages for wide-format printing businesses.

Polytype has engineered the Virtu Quantum printers to deliver even finer resolution on the same, practically limitless range of substrates as previous models. Prodigious control over droplet sizes means that the machines can produce even finer detail and, therefore, superb clarity in graduations and tiny text sizes while also avoiding oversaturation in the production of solid colour areas. This results in vastly optimised ink use and therefore minimises expenditure on consumables, culminating in excellent cost of ownership.



The Polytype Virtu Quantum series offers exceptional quality for the production of fine graduations and tiny text sizes.



The Polytype Virtu Quantum RS35.

"All types of print business are expected to produce mind-blowing quality and, often, are limited by the substrate they are trying to print," says Sylvia Muhr, European Sales Director for Polytype's Virtu business unit. "With the Polytype Virtu Quantum they no longer need to worry - any material, from leather to glass and Dibond to aluminium, can benefit from the near-photographic resolution offered while keeping the productivity advantages of previous Virtu models."

The Virtu range from Polytype is designed to meet and exceed the stringent quality requirements demanded by an array of applications, including graphic display production, fully operational glass printing lines and various industrial purposes. The fully hybrid 2.5m Virtu RS25 and 3.5m Virtu RS35 sport a robust table as part of the machine's construction, offering the versatility to print on both flexible materials and rigid substrates of unlimited length in six colours plus white or spot varnishes. The RR50 is Polytype's award-winning roll-to-roll printer which offers impressive productivity and quality for graphic arts production and other jobs. Each can now be supplied as a Virtu Quantum sporting the 10pl print-head and its resulting capabilities.

For further information about Polytype's technology, products and services, or to discuss key markets or applications telephone +41 (0)26 426 15 16.



New signpost prevents signs being twisted

Twisted road signs are clearly quite commonplace judging by the early popularity with local authorities of the new Signstr8 signpost.

Historically, with galvanised or painted sign posts it has become very easy to rotate signs out of sight but by incorporating one flat face in the new Signstr8 signpost, regulatory signs are able to be affixed to this face preventing any subsequent rotation of the sign.

Traffic engineers, local authorities and parking authorities are welcoming the introduction of the Signstr8 as the cost of straightening signs is estimated at £100 per visit, typically involving two men and a van - often more than the cost of the original sign and post combined.



The new Signstr8 signpost.

Signstr8 is similar to the industry standard 76mm diameter post which means it will not look out of place in any city/town environment. Designed to meet BS/EN standards, Signstr8 accepts standard fixing clips and is available in galvanised, painted or coated PVC finishes.

In the biggest order so far, 1,000 Signstr8 signposts have been specified for a parking restriction scheme in London. Signstr8 has many applications; apart from the obvious parking restriction plates they are also ideal for regulatory plates such as speed, no waiting, stop signs and give-way signs, and in sectors such as highways, retail, rail, airports and docks.

For further information telephone Signpost Solutions on 0121 506 4770 or visit www.signfix.co.uk

Brightening up the workplace

Praxis' latest innovation is Kube illuminated.

Internally illuminated Kube offers all the clever features of the Kube frame system where high-quality, interchangeable prints can be inserted easily into a sleek, light-weight frame and updated effortlessly. The introduction of LED lighting is a low energy, low heat way to ensure your graphics look amazing and achieve instant impact.

Illuminated Kube is available in a range of standard sizes from 485mm square going up to 1.5m x 2.9m and wall installation is straightforward. Fabrics are UV stable and flame retardant with vibrant colours and great definition.

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The internally illuminated Kubes achieve instant impact.

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PRODUCT *Choice*

ECK Designs get creative with VCarve Pro

When Vectric Ltd learnt about the success of ECK Designs, a creative sign company producing unique, eye-catching signage using Vectric's VCarve Pro CNC Software exclusively, they went on to discover just how beneficial its software has been in the success of their business.

A few years after ECK Designs launched, owners Edward Eck and his wife Jennifer Eck had to secure multiple commercial properties to meet demand, as well as a CNC router and Vectric's VCarve Pro Software to help maximise their productivity.

With 80% of their work now consisting of cutting 3D signs on HDU board, Edward explains how beneficial, and important VCarve Pro's ease of use, fast learning curve, drawing, layout and design tools, as well as its precise CNC toolpath strategies have been, for their signmaking business: "When I went to train on the router, I was shown how to use VCarve Pro, and I was able to easily design and write toolpaths almost immediately.



This software has allowed us to produce just about anything I need. From standard VCarved signs, to textured backgrounds, and custom cut letters and logos for interior applications. I also use it to make patterns, parts, and even some custom furniture. It seems that every time we install a sign, it influences others nearby to want to upgrade their signs."

ECK Design's passion, combined with the effectiveness of VCarve Pro's powerful functionality, has rewarded the company with a strong client list and a solid reputation, one that has even seen ECK Designs support other sign shops with their production work on his CNC router.

To discover more visit the website www.vectric.com or www.eckdesigns.com

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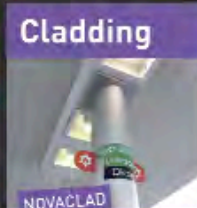
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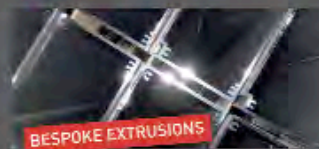
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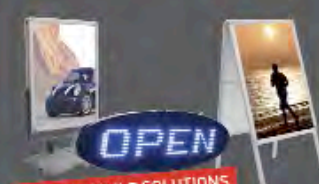
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PRODUCT *Choice*

Roland's VersaUV LEC-330 opens new doors for Belfast commercial printer

With increasingly tight margins and tougher competition, many commercial print companies are looking for lucrative niche markets in return for a modest investment. To achieve this aim, Belfast based T H Jordan has complemented its long established field of offset production with the addition of a Roland VersaUV LEC-330 UV-curable integrated inkjet print-and-cut solution.

As trends have changed towards shorter, more specialist applications, so T H Jordan investigated alternative, niche market areas where its traditional skills could be adapted to suit latter-day production opportunities. Research by the company showed that throughout the entire UK, there was a growing demand for proofing and prototyping of packaging along with an increasing popularity for unusual jobs which could only be produced using digital equipment.

Managing Director of T H Jordan, Jim Parkhill, first saw the Roland VersaUV LEC-330 at an exhibition held in Dublin, and purchased his system from Roland partner, Print and Finishing Equipment. T H Jordan has traditionally worked directly with a diverse range of end users but since investing in the Roland machine, and having fully assessed its benefits, the company is now starting to approach agencies in Belfast, Dublin and London. Already there has been very positive feedback as a result of the stunning quality and the variety of end products that can be produced on the VersaUV LEC-330.

"By showing samples to agencies, incorporating Roland's flexible UV-curable inks with unusual end materials, our clients were literally blown away with what they saw," Jim Parkhill says. "The addition of white and clear varnish offers additional bonuses as we can print onto coloured and metallic media. We can turn into reality a wealth of new ideas for creativity and design,

options which haven't been possible before."

Now that T H Jordan's Roland VersaUV LEC-330 is up and running, Jim Parkhill says that the company is concentrating on three areas. Packaging specialists and their agencies is an obvious segment as this is where, before committing to a long run, end customers can see and feel a proof and a mock-up produced on the final material.

Another area where T H Jordan sees growing opportunities for the print-and-cut benefits of the new machine is within the label sector. For these applications, short-runs can include variable data such as sequential numbering and personalisation.

The third market for T H Jordan and its Roland solution lies in the commercial sector where design and print combine to produce prestigious items which aren't practical using traditional offset litho. For example, the company's initial job output on the LEC-330 was for a range of wedding stationery which included the individual invitations, the order of service and, even the place settings.

"The quality and durability of the output we generate from the VersaUV LEC-330 is complemented by its ability to be used for cutting and creasing of packaging proofs," says Jim Parkhill. "Yet we can just as easily create innovative and personalised portfolios of wedding and anniversary stationery, plus specialist signs and labels using the same technology. We believe that what we're producing now is just the start of a long list of opportunities, and we can back this up with the ability to supply customers throughout the UK with extremely fast turn-round times."

Further information about the VersaUV LEC-330 and the Roland range is available at www.rolanddg.co.uk – to contact T H Jordan, go to www.thjordanltd.com

Stephen Moffatt (left), Senior Designer, and John Surgenor, Prepress Manager, inspect a print produced on T H Jordan's Roland VersaUV LEC-330.



Epson Stylus Pro makes large format a piece of cake

Cornwall-based Warrens Bakery has installed an Epson Stylus Pro 7700 inkjet printer to save costs, improve both quality and impact and to increase speed to market by producing A1 and A2 promotional posters in-house.

Founded in 1860, Warrens Bakery has expanded steadily from its Penzance, Cornwall site and today has 60 shops in the South-West, as far afield as Barnstaple and Exeter. The vast majority are branded as Warrens Bakery and sell a range of baked goods from traditional pasties and saffron cakes to hampers and Christmas puddings. Two stores carry the recently-launched Simply Cornish brand, which also supports an online shop at www.simplycornish.com, and sells an extended range of up market, locally produced fine foods.

Warrens runs regular promotions throughout its stores, often timed to coincide with saints' days or local village events, but producing posters and other point-of-sale materials to support these was difficult and expensive, with quality restrictions on externally-sourced digital print.

Graphic and web designer Martin Sanders was tasked with finding a suitable large-format printer that would provide the productivity, flexibility and quality to bring poster production in-house. He selected an Epson Stylus Pro 7700 from specialist supplier Digital Photo Solutions.

"We had an older printer that had come to the end of its life, so we had stopped producing anything larger than A3," explains Sanders, adding, "we were outsourcing A3 posters but it was costing too much to produce the A1 and A2 posters in the short runs and with the fast turnaround we needed. Time is very much of the essence for us and the Stylus Pro 7700 provided the right mix of speed and quality for us. We were all happy with the previous Epson printer so were confident that this would be suitable."

Sanders also considered the Stylus Pro 7900 but felt that because the SP7700 is faster it was more suited to point-of-sale work. With its 1440 x 1440 dpi resolution, image and text quality are more than sufficient for large format display production, and Epson's UltraChrome ink set with Vivid Magenta technology gives a wide gamut suitable for reproducing both photographic product images and brand colours.

"We had been using an office-type printer for smaller jobs and external digital print services for larger items, handing off jobs as PDFs, but the spot colours weren't coming out right either way," says Sanders. "Printing to the Stylus Pro 7700 using the Epson driver and standard settings we're seeing much better colour accuracy already."

The Stylus Pro 7700 has already demonstrated its production speed and Sanders reports that in four hours he



Epson Stylus Pro 7700.

was able to print 30 A1 [841 x 594 mm] sheets, ready to be cut down into A2 posters, enough to equip all 60 retail stores. "It's quick and quiet in operation too," he adds.

Now that it's practical and cost-effective to produce the large format posters in-house, Warrens Bakery will be able to respond more quickly to localised market opportunities and changing consumer trends and preferences, with high quality eye-catching point-of-sale materials. The implementation of a Shiraz RIP is also expected to boost productivity further by maximising economical usage of stock when printing multiple sizes in mixed-job batches.

For further information visit www.epson.co.uk



With the Stylus Pro 7700 large format posters can be produced in-house.

PRODUCT *Choice*

Fosco's expand trade print capabilities with HP Scitex TJ8350 and HP Scitex FB7500 printers

Midlands based, large format printing company Fosco Hayes Hurdley, (Fosco's) specialises in short-medium run, fast turnaround POS & display work. Earlier this year they installed a HP Scitex TJ8350 printer with in-line finishing for billboard posters, large format graphics, backlights and self-adhesive vinyl printing for vehicle wraps. Celebrating over 70 years in business, Fosco's has grown to become one of the largest large format digital print providers in the UK, with over 30 staff and combined premises of over 60,000 square feet spread over two prime locations in Birmingham.

The installation of the HP TJ8350 marked the first stage in Fosco's expansion plans to meet the rising demand for rigid and flexible substrates. "We needed a machine that would be quick and reliable and maintain the consistency and quality that our customers have come to expect from us," David Nicholas, MD of Fosco's comments. "The HP TJ8350 has allowed us to increase the level of work we take in, especially from trade business where they can outsource to us and be guaranteed high quality, fast turnaround and a great price. Installing this machine has also freed up our two HP XL1500 roll-to-roll printers, enabling a greater capacity for trade banner work."

Fosco's are currently installing its second HP Scitex FB7500 Printer. "We had expanded our production with our first FB7500 printer, moving to 24/7 production and occasionally had to turn down work," continues Nicholas. "We felt there were sound business reasons for investing in another printer. As well as the added capacity, the second printer gives us the security of some flexibility to meet growing demand."

The two HP Scitex FB7500's are state of the art direct-to-substrate flatbed UV printers that are incredibly fast and capable of producing well over 3,000 10' x 5' sheets a day



HP Scitex FB7500 recently installed.

between them. Fosco's have in-house digital flatbed cutting facilities and a wide format Digital UV Coater and as a result, can produce work to any size and any finish quickly and professionally in-house, with their own fleet of vehicles ready to deliver.

Chris Southall, Business Development Director of Fosco's adds: "Fosco's understand the needs of the trade customer. For companies that can't afford to jump into the market at this level we can offer a great service on any substrate at a good price. We understand also the frustrations that sometimes come with outsourcing work as we've been there ourselves in the past - and this is what makes Fosco's stand out from the rest. This experience has helped us build our business to where it is today. We are still growing and have plans in place for further growth during 2011/12."

Fosco's were recently awarded the prestigious ISO 9001 and ISO 14001 accreditations in response to its customers demand to guarantee quality of service and commitment to the environment. "Whilst implementing the ISO we realised how this was going to influence all our staff and customers in terms of quality and consistency, as well as reduce our impact on the environment," said Southall. "In the past most of our waste went to landfill and by going through the ISO process, although it is tough, it's been worth it as now around 90% of our waste is recycled, saving us more than £10,000 per year on waste removal."

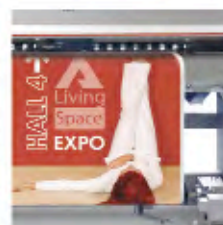
For more information on trade pricing, call Fosco's now on 0121 5547421. For a full plant list, visit www.foscos.co.uk



L-R Directors, Chris Southall, David Nicholas and Jason Farr.

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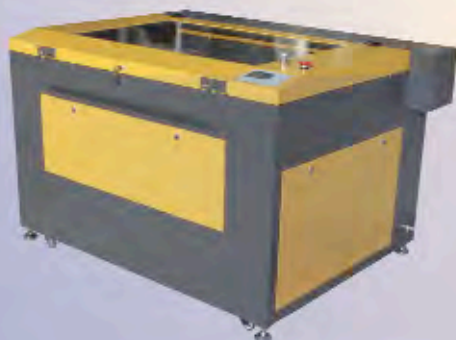
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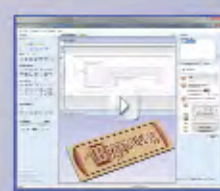
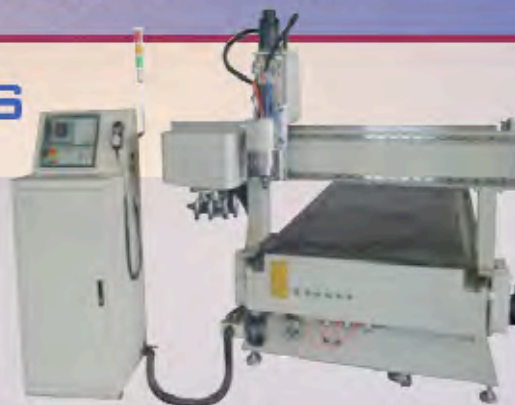
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PRODUCT *Choice*

AA Signs uses Mimaki Print & Cut to save time and material

Whether you're staging an event or planning a road closure, good traffic management is key. AA Signs is a leading provider of temporary road signs to the event industry, and install in excess of 60,000 signs per year. Following the introduction of digital print technology and its in-house developed sign software, the company has significantly improved the quality and consistency of the temporary event signs they supply.

The recent investment in a Mimaki CJV30-130 integrated printer / cutter forms part of a change of production process at its Belfast depot, enabling the company to produce an increased number of signs but with fewer resources. Previously the depot had used self adhesive lettering to make the signs, which is a very labour intensive process. The new printer has now allowed them to convert all of the production away from that process by digitally printing ~in-position lettering and symbols onto a single clear sheet.

Once printed, the sheet is laminated to an existing yellow background sign through a squeeze roller. The signs are used for short term, temporary use (typically around five days), so when the sign returns to the depot, the clear sheet is simply stripped off and the yellow background put back into stock. This has significantly reduced production time, resulting in tangible labour and material savings.

Additionally, it has helped with the life expectancy of the rigid element of the sign as the clear sheet acts as a protection against dirt and damage when installed. On top of this, it also makes the base easier to clean when returned. Apart from the benefits to the



AA Signs plan sign installations produced on a Mimaki CJV30.

production process, the faster, digital workflow has also enabled AA Signs to respond quickly to any emergency requests.

The Mimaki CJV30-130 is the 1.3m variant of Mimaki's award winning integrated printer / cutter. Available in four sizes, the CJV30 combines an outdoor durable print with powerful cutting functionality. Mimaki's exclusive UK and Irish distributor is Hybrid Services Ltd and AA Signs invested in its Mimaki through one of Hybrid's authorised resellers; Belfast based Dennis D Evans (www.devans.co.uk).

AA Signs General Manager, Andrew Banyard commented on the purchase: "It was important for us when deciding on suitable equipment to have a Belfast based company who could support us in all aspects of advice, set up and future customer support. In Dennis Evans we have found a perfect partner who has been fantastic in their initial advice and support since the equipment has been installed and continue to impress us with their customer service and support. The team at Belfast have nothing but good words to say about the company and a measure of the success is how smooth the transition in process has been for us."

Future plans for the printer include being able to service some of the coloured symbols required by other depots on the mainland through utilisation of the new-found down time at the Belfast operation.

For further information telephone Hybrid Services Ltd on 01270 501900 or visit www.hybridservices.co.uk AA Signs can be contacted via www.theaa.com/aasigns



RHS Chelsea garden based around Canon printed images achieves a first in design

A first in garden design awaited visitors to this year's RHS Chelsea Flower Show with the integration of stunning, large format printed images to create a unique urban garden at the show. The images, the work of contemporary landscape photographer, David Anthony Hall, were incorporated into the external landscape - Thompsons Plein Air Gallery Garden - created by Thompson's Galleries to showcase Hall's work and to demonstrate the harmonious link between art and the creative outdoor space.

Measuring up to 3m x 1.5m, the panoramic images were produced on a Canon imagePROGRAF iPF9100 large format printer by Canon UK's distributor, Surrey-based Velmex Distribution. Printed on 260gsm photo gloss paper and then face mounted on to Perspex to be wall hung for the display at Chelsea, the images, according to gallery owner, Sue Thompson, 'shows how art can be an integral part of the structure of a garden.'

A Canon user from image capture to printed output, Hall shoots his images on a Canon EOS-1Ds MarkIII and uses a panoramic technique to capture a multitude of shots that go into the one final image, which he later weaves together in his digital darkroom. The sheer scale of his work makes it ideal for wide format printing and, for Hall, the high-end Canon imagePROGRAF devices are the printers that showcase his images to best effect.

Hall comments: "By integrating my images into the concept garden, I was hoping to challenge convention and stimulate a debate around the placement of art outdoors. I also wanted to show how it can brighten up difficult outdoor spaces, including



Thompson's Plein Air Gallery Garden by David Anthony Hall.

courtyard gardens, by adding depth, colour and a focal point to these areas. The Canon imagePROGRAF iPF9100 has been the ideal device to print my images at the scale required to achieve the greatest impact. The print quality is superb and every detail is reproduced with exceptional precision. Canon's colour reproduction is also spot on every time - the 12 colour Lucia pigment ink system gives me a huge colour gamut and the extra red, green and blue inks increase the outer spectrum, giving me something as close to a lab process as I think inkjet can produce."

Gill Mussell, LFP Product Manager, Canon UK, says: "The 60 inch wide Canon imagePROGRAF iPF9100 is the flagship of our fine art and photography large format printer range and has been designed to produce the finest results for such applications. We're delighted that David Anthony Hall chose to have his work printed on the iPF9100 as the resulting prints are a wonderful endorsement of the productive capabilities of the device and a clear demonstration of just how good its print quality, accuracy and colour reproduction are."

At the end of the RHS Chelsea Flower Show, David Anthony Hall said he would donate all the proceeds from the sale of Bluebells Woods, a focal work in the garden, to the Children's Acute Transport Service (CATS), a London based ambulance service for critically ill children.

For further information visit www.canon.co.uk

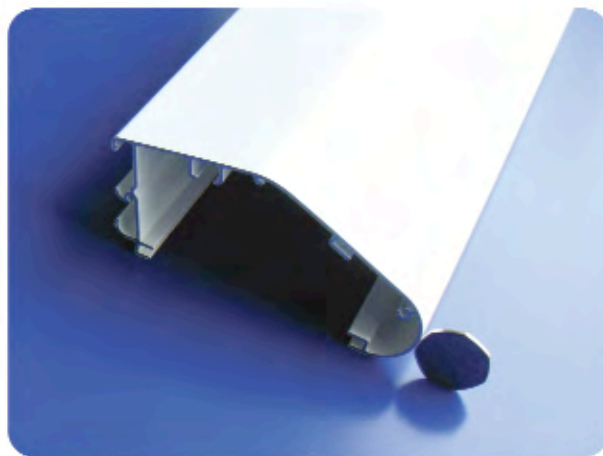


Bluebells Woods by David Anthony Hall.



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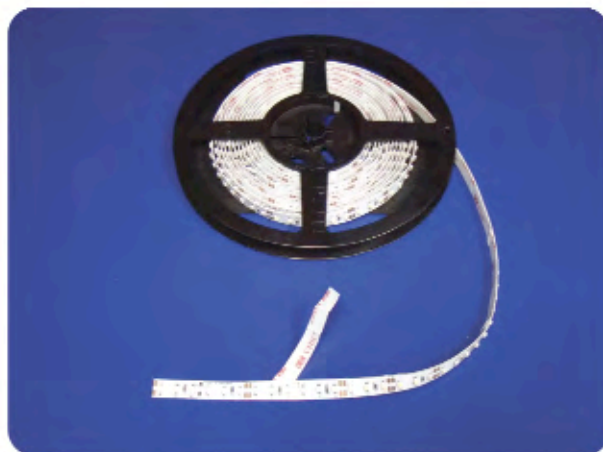
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An installation with a twist

When the team at Mantech (UK) Ltd (see pages 24 and 25 for further details), obtained an order for the delivery of one of the company's Model M25 CNC Routers to Stockport, they were in for a surprise a few days prior to delivery.

The company is experienced in the supply and installation of laser engravers/cutting machines and CNC routers, and sometime deliveries, mainly laser engravers and small CNC Routers, are to office areas that can be located on mezzanine floors. Yes, some good old fashion hard labour, i.e. lifting power, is required to get the equipment up the stairs.

Sometimes, at point of delivery, customers even have to remove windows or knock out walls but on this occasion none of this was needed, so what was the twist? Read on to find out.

First some facts. A M25 CNC Router has working dimensions of 2500 X 1300mm and the machine body dimensions are 3000 x 1500mm weighing approximately 1000 kg. This small mammoth (excuse the contradiction) with the add-on of a vacuum pump, dust collector and electrical cabinet demands some attention when manoeuvring.

Delivering and installing equipment at a customer's premises is exciting for the Mantech (UK) team, but here they were confronted with a 12 metre gravel driveway leading up to a garage, and an entrance to the property not wide enough to allow a Hiab Lorry to comfortably offload the CNC Router in place. And that was not the end of it, the gravel driveway had a tight curve early on.

Luckily, as mentioned earlier, the element of surprise was revealed a few days prior to delivery. So all the initial planning found



The M25 CNC router safely installed in its new home by a dedicated Mantech team.

its way out of the window and plan B was created. Not to compromise on the delivery date, Mantech (UK) gathered together in minimal time, two large vans, two pallet trucks, a car trailer and two large steel plates.

Bernard Van Cleven of Mantech (UK) says: "Now we are all engineers and I am sure you can figure out the manoeuvring bit, and a few painful hours later, we all had our cups of tea and coffee, our mind still trying to grasp what our eyes were witnessing ... an M25 CNC Router in its final position in a garage!

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PROJECT *News*

Unibox Kawasaki display 'best in world series'

Bespoke signage and display system specialists, Unibox, have designed and manufactured the pit garage furniture for the Kawasaki World Superbike team's 2011 season. In the latest of numerous Kawasaki display projects over the last three years, Unibox delivered various strikingly branded and highly durable display pieces within a very short lead time, including the pit garage display, dividing screens, and pit-lane canopy, as well as the hospitality front entrance desk.

Required to travel around the world with the team and their bikes, the portable configurations had to be long lasting and robust enough to sustain their high quality, in terms of both appearance and function, despite the potential stresses of heavy-duty transportation. Unibox was selected for the job due to its longstanding reputation for delivering display solutions to meet such requirements, and it seems this decision was a good one.

The portable aluminium configurations have certainly proved their worth so far, having already withstood transportation and competitions across numerous countries worldwide, including Australia, Italy, and the Netherlands, as well as the UK, where the team recently competed at Donington Park.



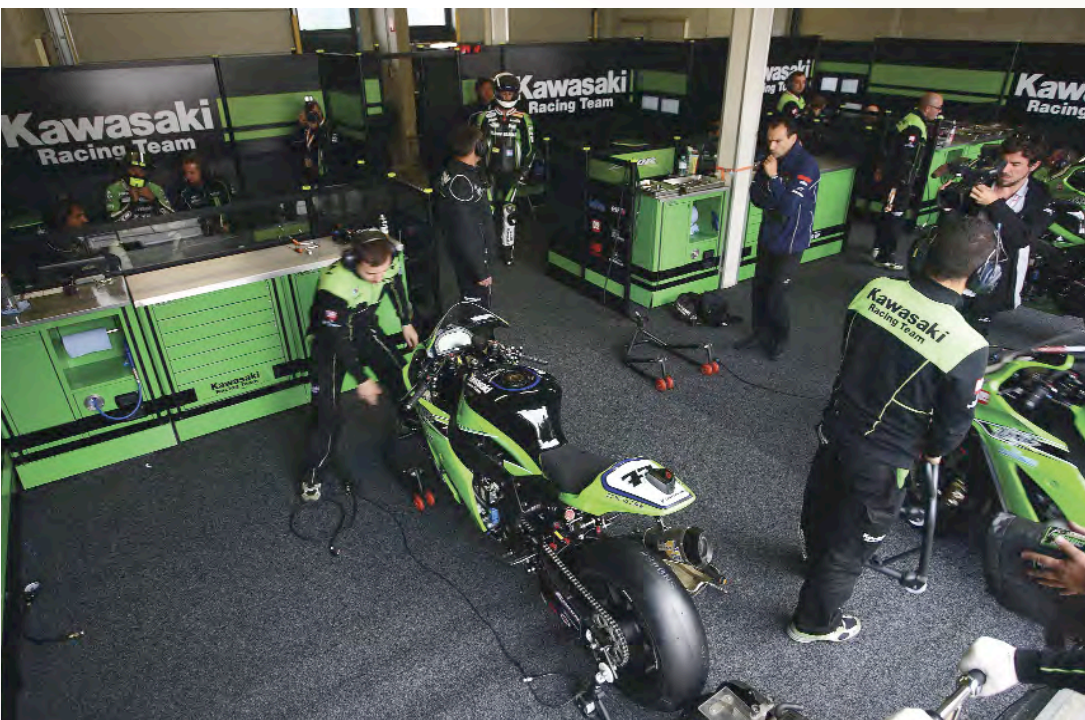
The Kawasaki brief also specified that the modular display systems should be designed to incorporate and complement the Kawasaki branding. Thus, the displays comprised black aluminium frameworks and black, green and white graphics panels.

Renowned for their outstanding flexibility in their approach to display design, Unibox's delivery of the Kawasaki displays is the latest testament to the company's commitment to doing all that is possible to fully satisfy the requirements of each individual client.

Kawasaki Racing team coordinator, Stuart Bland, comments: "Unibox have supplied us with an array of display products for a number of years in both the British Superbike series and now with the Kawasaki World Superbike Racing team. As a result, the image of the team has significantly improved. We have heard countless times that our team presentation is one of the best in the world series."

"We thank Unibox for their valued contribution to our team and their continued support."

For further information visit the website www.unibox.co.uk or telephone 0845 277 6000.



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PROJECT *News*

Trade Signs communicates by design

Trade Signs UK works very hard with its customers to help achieve their visions and ideas and when Communication by Design approached Trade Signs UK about producing its stand for Google, excitement was in the air.

Sales Manager of Trade Signs UK, Steve Sandford said, "When we got the go ahead for this job, the whole factory took an interest in where the sign was going and what it was being used for."

The word android is pivotal to the brand image and needed to stand out. To accommodate this, four sets were designed and manufactured at approximately one metre in height, and Trade Signs UK sourced a specific custom colour for powder coating through a scanning process using a brand colour for a paint match. Trade Signs UK was committed to ensuring these letters made a bold statement, commanding attention from passers-by while reflecting the quality of the brand.

Communication by Design's brief for creating the Android Stand at WMC was to build on the current Android momentum, to showcase the breadth of the Android system and to create a buzz around Android's presence at the show. With its complex stand design requiring the organisation of seven different trades from four different countries along with the involvement of 50 app developers to accommodate on the stand, Trade Signs UK knew they needed an award winning design that really brought to life the 'Android World'.

The Senior Exhibition Designer of Communication by Design, Jonathan Salter said, "We certainly achieved our objective by drawing 50% of the overall MWC audience to the stand - an outstanding 25,000 visitors. The stand was the most talked about in Barcelona, both in the real and virtual world, generating over 50,000 web mentions."

Trade Signs UK was impressed by the stand and very proud that the letters stood out on such a large scale.

It just goes to show, Trade Signs really does 'Communicate by Design'.

For further information telephone Trade Signs UK on 01442 828968 or visit www.tradesignsuk.com



Design company shows the way

Cornwall based 20/20 has successfully completed a large scale way-finding project for the Royal Cornwall Hospital Truro (RCHT).

Design company 20/20 won a competitive tender process to improve the patient environment and the way that patients and visitors journey through the hospital to find the departments and wards that they need.

The previous system was out of date and inefficient, so 20/20 underwent a design process to replace it with a system that would help counter the stressful experience of finding a particular ward within a large site.

New visual directions have now simplified the patient and visitor journey with a system separating this site into four zones that are easily identified through colour coding. A consistent family of environmental graphics and icons lead a visitor to the correct zone, building, floor, area and finally to the unit or ward - as information cascades down throughout the patient's journey. Finally, large clear maps were developed which show visitors where they are and very simply how to get to where they need to be.

"Developing a clear way-finding solution for one of the largest sites in Cornwall is an exciting brief," says 20/20 Managing Director, Jaimie Sibert.

"One of the most important tools we used to solve the problem during the design process was patient and staff consultations. We ran a series of roadshows and were involved in consultation groups enabling us to talk to as many people with different points of view as possible. We listened to their experiences and got a real insight into the problems posed by the old system.

"Our consultation revealed that people struggled to find their way around the large building, which could be stressful and confusing. In particular,



The new system makes the journey through the hospital so much easier for patients and visitors.



20/20 Managing Director, Jaimie Sibert.

patients with dementia or a learning disability frequently found it especially difficult to locate the area that they needed, or to know where they were at any one time."

The new way-finding scheme is specifically designed to help reduce these difficulties with the colour coding, icons and maps all working together. 20/20 worked with the Trust to alter the name of some of the wards to make them more user friendly and immediately recognisable, for example 'Ophthalmology' has become 'Eye Unit'.

The physical implementation of the new way-finding project was a challenge as the hospital remained a live working area throughout the process. The wellbeing of patients and visitors was of paramount importance and subsequently the health and safety requirements were stringent.

Sharon Addinall, Patient Environment Manager for the RCHT said: "Designing and implementing the new way-finding project was a huge undertaking and we are delighted with the result. The new system makes the journey through the site so much easier for patients and visitors. The graphic displays are attractive and easy to read, the colour coding simplifies the patient's journey and the icons ensure that people reach their end destination without extra stress."

In addition, 20/20's new system is sustainable in that the graphics can be changed and the design can evolve, without the need for new installations, so saving costs in the future.

This is the latest in 20/20's successful design and build projects that demand innovative solutions for projects.

For more information about 20/20 please visit www.2020projects.co.uk

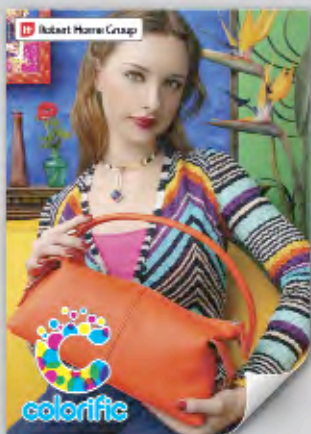
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PROJECT *News*

Sign 2000 to create a splash at 2012 London Olympics

Leading corporate signage specialist, Sign 2000 has completed signage at the first Olympic venue to open to the general public. The Lee Valley White Water Centre, situated north of the main Olympics venue in Hertfordshire on the edge of the 1,000-acre River Lee Country Park, will host the canoe slalom during the games.



Members of the public will be able to 'ride the rapids' ahead of the world's top athletes at the UK's premier water sports venue. After the games, the facility will remain as a permanent venue for canoeing, kayaking and rafting for both the local community and visitors. The venue will be managed by Lee Valley Regional Park Authority and will offer an extensive sports development to be run in partnership with The British Canoe Union.

Interior and exterior signage manufactured and installed by Sign 2000 included main identification, information, directional and ancillary as well as innovative wall-mounted graphics manifestations.

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



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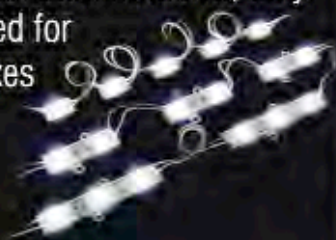
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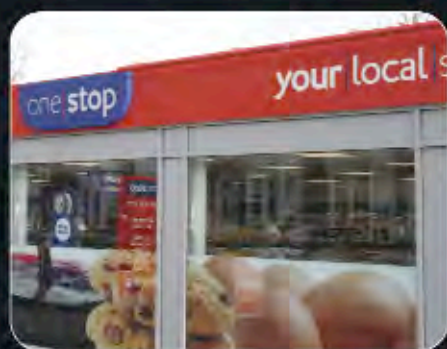
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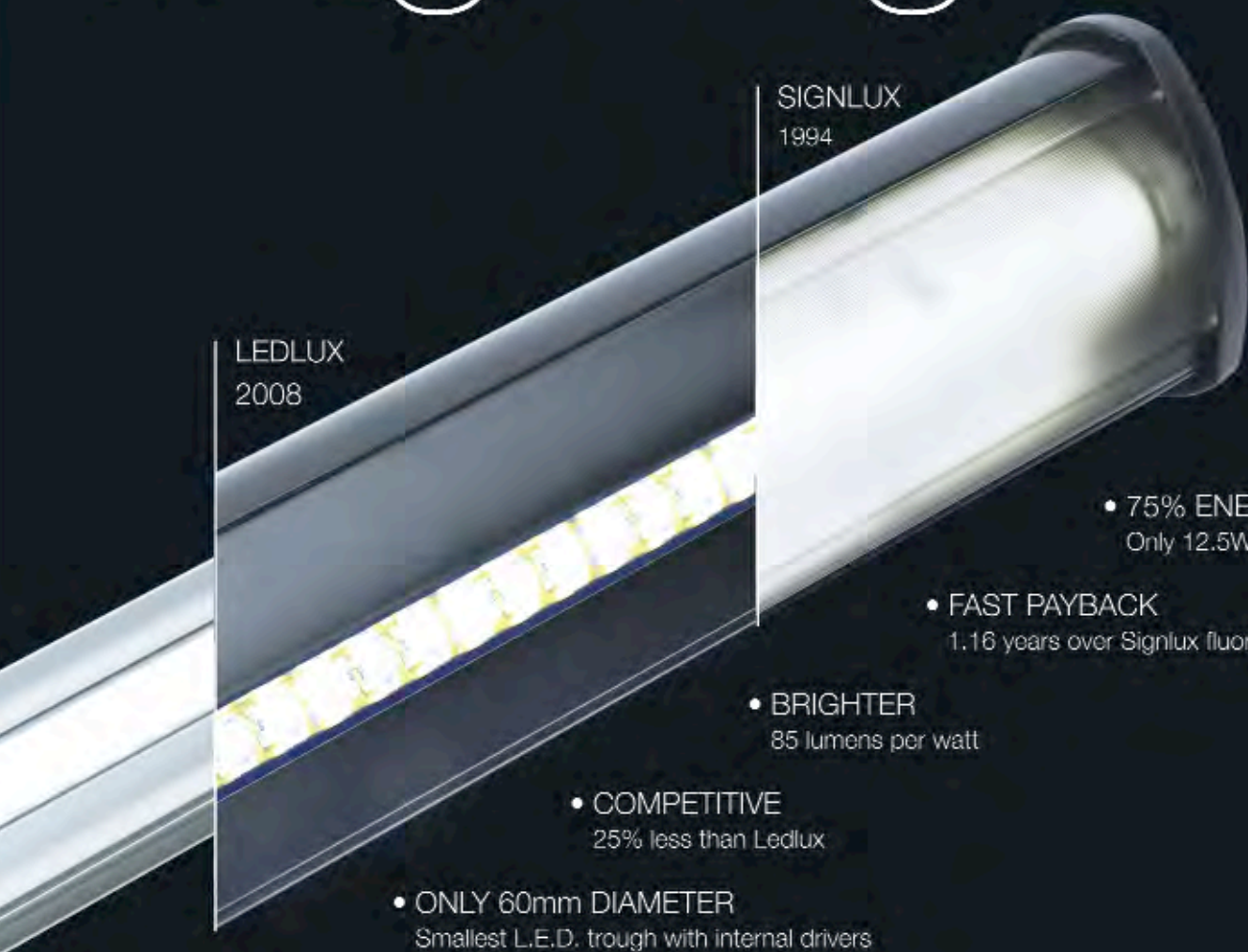
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Flying the flags at pre-BAFTA party

Hampshire Flag Company was in the limelight when BAFTA selected them to produce flags for the Philips British Academy Television and Television Craft Awards Nominees Party.

The party was held at Coutts & Co on the Strand in anticipation of the Awards. Juliet Stevenson, Anna Maxwell Martin, Rob Brydon and cast members from *Downton Abbey* and *The Only Way is Essex* (who took the You Tube Audience Award home on Sunday) were amongst the guests in attendance.

Natalie Moss, Partnerships Manager and Event Producer at BAFTA said, "Hampshire Flag pulled out all the stops to produce BAFTA branded flags which looked incredible in-situ and had the head-turning effect we wanted."

Managing Director of the Waterlooville firm, Graham Wilkinson, said, "It is wonderful to have manufactured flags for BAFTA and to have them flying on the Strand. The projects we undertake are often varied, diverse and exciting and this was no exception."

Hampshire Flag's team of 22 produces hand-sewn national and international flags and digitally printed banners. It also offers a bespoke flag design service, PVC banners, marine flags, bunting, table flags, exhibition graphics and event systems in addition to the supply and installation an extensive range of flagpoles.

For further information telephone The Hampshire Flag Company on 0845 644 3129



We Are Pure helps organic shop to bloom in Russia

Pervoe Reshenie, one of Russia's leading health and beauty manufacturers, has launched a range of new stores with the help of brand and packaging design consultancy We Are Pure.

The four new outlets, simply called 'Organic Shop' are situated across Moscow and offer customers a choice of organic health and beauty products from Pervoe Reshenie's own ranges, as well as lines from other brands in the sector.

As part of an ongoing working relationship with Pervoe Reshenie, We Are Pure took control of all design work for the stores. The Nottingham-based consultancy worked alongside the company to create the store concept, design the logo, interiors and packaging for a unique Organic Shop health and beauty range. They also handled all aspects of in-store design, from creating the POS and marketing video, to visualising the staff uniforms and gift boxes.

Commenting on the new Organic Shop stores, David Rogers, owner and creative partner of We Are Pure, said: "The challenge for this project was to fully immerse ourselves into a completely different retail market with a new set of consumer expectations.

"We had to create the required premium feel, but still emphasise the organic nature of the products. This was achieved via the bold black and green colour scheme that runs through the interior, logo and staff uniforms, coupled with the use of natural imagery on the POS, on light boxes throughout the store and in the marketing video playing on screens."

We Are Pure has worked in partnership with Pervoe Reshenie for the past three years, with the consultancy creating many of the key brands that have resulted in the company becoming a multi-million pound business.

For more information on We Are Pure, visit the new website www.wearepure.net



Shop frontage of Organic Shop created by We Are Pure.

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VEHICLE LIVERY *Feature*

Take your pick from Hexis films and colours, and learn more at the Hexis Academy

Hexis manufactures and distributes a unique range of multi layered PVC cast film suitable for vehicle wrapping application. Unlike conventional PVC cast materials in today's market, Hexis manufactures its vinyls with multiple layers to provide maximum flexibility and conformability, giving users total confidence when applying Hexis films. The new technology of HEX 'Press adhesive means the material facilitates the escape of trapped air, avoiding any air bubbles or creases during application. This enables the applicator of the film to work quicker during the fitting of the vinyl, saving money in application and labour time. These products have been exclusively manufactured for application onto premium sports cars and commercial vehicles where the owner requires a change of body colour or application of eye-catching designs or graphics.

As an alternative to its printable HX100 range Hexis offers the HX20000 / HX30000 range, soon to be launched at a new wider width of 1520mm, making the challenge of larger substrates more achievable without any joins or unnecessary stretching.

The HX30000 is a decorative automotive tuning series consisting of Alligator, Sequin, Carbon fibre, Brushed Aluminium, and Vario chrome, all in various colours. It is a premium speciality cast vinyl series specially designed for bespoke full vehicle wraps. The vinyl film is a multi layered cast PVC, due to its extreme flexibility and high conformability, fast and risk free transfers are practically guaranteed. It is particularly recommended for complex compound curved surfaces on any vehicle. The range features a long term outdoor durability and is the ultimate high end solution for vehicle markings and other substrates with long life cycles.

The HX20000 series is a high gloss cast PVC specially designed for solid colour vehicle wraps. Due to the thickness of the cast vinyl the colours are very stable during application, even after strong deformation the whitening effect is negligible. This series is available in 36 high gloss colours, including metallic and lustre metallic. In order to create a fashionable matt finish vehicle wrap film, Hexis recommends lamination with its PC30M2 matt cast PVC laminate. Hexis is so confident that it says this cast laminate is probably the best matt finish ever seen.



Vinyl films protect bodywork and paintwork of vehicles, from the elements, minor stone chips, scratches, scuffs and insect damage. It can even be polished during its life on the vehicle with Hexis' new range of after care products.

Carbon Era in Bristol chooses to use Hexis for its wrapping requirements, a spokesperson explained why: "At Carbon: Era our customers demand the highest quality of materials in order to replicate paint and specialists finishes such as carbon and brushed aluminium. Our demands can vary from roofs and bonnet colour changes, to full vehicle and motorcycle wraps which encompass a multitude of complex curves and contours. Working with areas such as front bumpers, light panels and motorcycle fairings require a vinyl which can be repositioned simply and easily in order to obtain maximum adhesive and conformity. We choose the Hexis range of vinyls not only for their up-to-the-minute colours and finishes, but also their HEX 'Press technology gives an excellent

amount of flexibility, conformity and adhesion whilst being less prone to surface scratches and other affects normally associated with competitor products."

Hexis has opened a brand new Academy to demonstrate its range of vehicle wrapping vinyls and teach the secrets of vehicle wrapping and its HEX 'Press wrap series. Training courses, from Level 1 to 4, are designed to meet both the needs of beginners and also experienced vehicle wrappers looking to extend their knowledge with cast vinyl.

Level 1 (demonstration and knowledge) for those new to vehicle wrapping, teaches attendees about material background, preparation prior to fitting, application temperatures and tools required to apply cast films. Live demonstrations are held throughout the day by expert vehicle wrapping trainer Oliver Rohler. Level 2 (fitting and understanding) and Level 3 (creating a job from start to finish) build on the knowledge of experienced wrappers under the presence of trainer James Steane. Level 4 takes place at a customer's premises and is for both beginners and experienced wrappers.

To view the Hexis range, go to www.hexis.co.uk – to book a place on a Hexis training day go to www.hexis-academy.co.uk or telephone 01543 411221.





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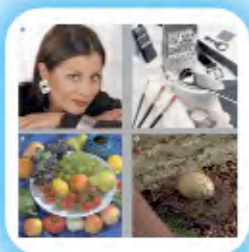
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VEHICLE LIVERY *Feature*

Design skills and Metamark MD7 create vehicle livery with a difference

Skills are very much back in fashion where vehicle graphics are concerned. The wrap is growing in popularity and mastering its every intricacy takes most hands-on sign-people to the zenith of the skills building aspects of their careers.

Wraps challenge on many levels. Translating something created inside the two-dimensional canvas as presented by most design software to the complex topography of a vehicle's surface isn't easy. The go-between medium that makes the process possible, is the print media itself.

The Materials Company Metamark has applied a lot of its expertise in manufacturing process-compliant materials for wrapping. The demands are quite testing, the company says. The material has to tolerate heavy ink loadings, and then elongate to the required extent without breaching the limits at which it tears or splits. Metamark's miracle on a roll is known to the company and its customers as Metamark MD7.

Many high profile liveries and designs have been printed on Metamark MD7. Thanks to the challenging conditions most wraps encounter, many are laminated and that involves a matched laminate - in Metamark's case, its MG900.

Swansea based Hansign turned to Metamark's trusted cast-combo to produce an unusual design for one of its customers. The vehicle in question promotes Tweaked Surfboards and is as colourful and flamboyant as



Hansign's created a different design for each side of this vehicle to deliver twice the impact normally expected of a single livery.



the people who buy the company's products. Colourful wrap graphics are venturing upon mainstream borders now but Hansign had a trick up its sleeve that its customer loved, the vehicle has a different design on each side.

The colourful flower motif is rendered in two different colours and takes full advantage of one of wrapping's unwritten rules thanks to Hansign's inventiveness and creativity: that is, you never see two sides of a vehicle at the same time.

Hansign's design works with the vehicle and it clearly works for the customer too. The arresting Metamark MD7 printed graphics practically leap off the vehicle and deliver twice the impact normally expected of a single livery. Elements of the vehicle's trim pick up colour cues from the livery design. Clearly an accomplished designer, Hansign has really flexed the muscles of its medium to deliver its customer something that takes the job a step further than finished - it's finished to a tee.

Having a different design on each side is likely to be copied soon. In the meantime, Hansign can congratulate itself on having taken an innovative medium a stride or two further than it has been taken before.

The full range of Metamark materials can be seen at www.metamark.co.uk and Hansign can be contacted via telephone 01792 793058 or www.hansign.co.uk

The art of window tinting

This issue we take a look at a different aspect of vehicle livery – window tinting. Tinted vehicle windows provide significant heat and UV protection, as well as reducing glare and helping to cut down fading of your vehicle's interior.

We visited Tom Whitehead of Fleet Auto Shades who started applying window films in 2003 and admits to being something of a perfectionist. He specialises in window tinting and security film for all types of vehicles, homes and offices. Here, he takes us through the steps needed to apply the perfect vehicle window film.



Tom heats the film until it starts to physically change and he can shape it to the outside of the window.



This new model Fiesta is a first for Tom so he's cutting the window film to shape and size as he goes along.

From the outside Tom's workshop in Fleet, Hampshire, may resemble a barn but immediately you open the door, it's apparent he takes his work very seriously. Inside everything is extremely tidy and clean, to an almost clinical standard, one could say "obsessively clean". It actually looks as if the whole place is thoroughly washed and hosed down every day. The ceiling and walls are even sealed with special paint and the floor is lined with a special rubber matting to prevent contamination.

Tom explains that a dust free environment is absolutely essential for applying perfect window films, as the slightest bit of dust will be very obvious on a window film. He uses 3M window films, usually from either the Colour Stable or the FX ST ranges.



A steady hand is vital at this stage.



Careful measuring means films aren't wasted.

"3M is a well known name and you can rely on their films, they cost more but they last and last. I spend time and effort doing a good job and I only want to see my customers come back for their next tinting job, not because there's a problem with the materials I've used," says Tom.

For this demonstration, Tom's using 3M's FX ST Window Film to tint a new Ford Fiesta. As UK law currently states that the front driver and passenger windows cannot be tinted, apart from a clear security film, Tom is only tinting the backside windows (two on each side) and the rear window. He keeps templates of every model of vehicle he's worked on but this new Fiesta is a first for him so on this job he'll be cutting the window film to shape as he goes along.

Prior to working with the films Tom detaches the rear tailgate spoiler and takes out the rubber seals to the rear windows. Then he washes and dries the outside windows using a pressurised sprayer of water and a little washing up liquid before the really meticulous cleaning of the windows' inside surfaces begins.

.....Continued on page 48

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VEHICLE LIVERY *Feature*

The art of window tinting

.....Continued from page 45

Tom uses a metal blade for this purpose, similar to that signmakers use for cleaning shop windows before applying vinyl, except this one is more flexible because car windows are rarely flat and they scratch easily.

Finally the inside of the windows are clean to Tom's exacting standards and he's ready to start with the film. First it's placed adhesive side up with the release liner still attached on the outside of a wet window and cut to size a little larger than the desired shape. Tom sprays anti-static polish to the inside of the window to keep the cut film in place which is then laid over the rear window with the adhesive side facing outwards and with the release liner still attached. At no point will the adhesive side be touched once the liner is removed.

Tom uses a little talc over the film to prevent it grabbing onto the glass, marks an H-shape with a squeegee to anchor the middle horizontally and edges vertically. Using a heat gun, he heats the film until it starts to physically change and ripple when a squeegee is used to shape it to the outside of the window.



Toms demonstrating his attention to detail.



Perfectionist Tom finishing one of the windows.



Heating the film helps achieve a perfect result.

He explains that this is the really tricky part and can take a while but it's important to be patient until the film's ready.

As soon as Tom's happy with the film he picks it up, removes the liner, and sprays it with water and washing up liquid mix before applying the film to the prepared inside of the window. The water is forced out using a squeegee and wrinkles are smoothed out with the help of a heat gun. It sounds simple but it's obvious from watching Tom work that it's a technique he's perfected over many years. Any flaw such as the smallest of particles is pushed out using a hard squeegee and a lot of force. This method works because the film doesn't stretch and is incredibly strong, properties that sign vinyls just don't have.

The result is a beautifully smooth film applied to a window that almost looks as if the window is tinted, rather than it being a tinted film.

Tom uses the same meticulous process to apply film to the four side rear windows, giving the car a whole new look.

So, how does Tom think applying window films compare to vehicle wrapping?

"After I completed an intensive wrapping course I wrapped various motorsport vehicles, motorcycle tanks and pannels, helmets, etc, but can't see from a skill point of view where the challenge is in wrapping, not to mention what I would consider only a fairly average profit margin by the time the material and ink costs are deducted. It seems to be more short term and improvised than window tinting," says Tom. "When I started on window films it took a while to get to grips with it all but since then I have never looked back; I think if it was easy everyone would be doing it along with their wraps. As well as experience, you need lots of patience and attention to detail to do a top quality job with window films. Because of the similarities between signwriting and window tinting, people within the sign industry who are hands on with any type of vinyl seem to have an aptitude for this type of skill."

For info and available spaces on this year's forth coming advanced training week call Joanne at Fleet Auto Shades on 01252 624060.

Details of 3M's range of automotive films can be found at http://solutions.3m.com/wps/portal/3M/en_EU/AutoFilms/Home/ProductSelector/AutomotiveRange/

Vehicle liveries helping good causes

Signarama York wrapped an RV and Skoda Yeti (pictured right) to create maximum awareness when former soldier Andy McMenemy set out on Challenge 66.

Signarama completed the project, from receipt of artwork, in just three days. All the details of the challenge together with sponsors' logos were applied to the vehicles using digitally printed vinyl.

Challenge 66 involved Andy running 66 Ultra Marathons (50 Km each) in 66 consecutive days in the 66 official cities of UK. Andy's plan is to raise £1 million for ABF The Soldiers Fund (formerly the Army Benevolent Fund) which is celebrating its 66 year anniversary. The charity provides support to soldiers and veterans, as well as their families.

Andy started his world record attempt in Leeds on 16 March and successfully overcame a painful Achilles tendon, severe inflammation of part of his shin, and mental and physical fatigue to complete his final ultra marathon in York on 20 May.

Signarama York can be contacted via the website www.signarama-york.co.uk or telephone 01904 692588.

Pictured below is one of 12 delivery vehicles that Travis Perkins had re-sprayed and liveried pink in support of the charities Breast Cancer Campaign and Children's Hospices UK.

The paintwork was done at MTE Sheffield, and livery by Elliott Signs, part of the Sherwood Group, last year.

Each Travis Perkins branch has had or will have a pink delivery vehicle for two weeks, meaning these striking trucks will be seen throughout the entire UK. Last year the initiative raised almost half a million pounds and expectations are for even more this year.

The company says response from their drivers has been really supportive, with some branches even asking if they could keep the pink vehicles for much longer.



A major PLC, Travis Perkins is a leading company in the builders' merchant and home improvement markets, and a main supplier to the building and construction market.

Further information on Travis Perkins is available at www.travisperkins.co.uk



This unusual vehicle livery project (pictured above) was undertaken by Dick Northcote, owner of Fastsigns Watford who transformed a Chevrolet into an authentic NYPD police car.

It took about two months to complete the job, as the owner wanted the vehicle to be a perfect replica, including matching the blue colour, which is a reflective blue so took some time to get the exact match, and the precise typography, right down to the angle of the red capital letters.

There were also issues involved in converting the car to be road legal in Britain, which meant the design had to be slightly altered. For example the indicator light under the shield that is required in the UK but not in the USA, means that the shield is marginally smaller than on the US version of the car.

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PROTECTING *The Environment*

Shades of green

- signmaking materials and the environment

In the big scheme of things, we, our species that is, has been notionally in charge of the planet for a relatively short period of time. In that time though, we've taken from it without much thought for the fact that its resources are anything but never-ending. Recently, that news has caught up with us and we, again our species or at least some of it, are on a crusade to put matters to rights.

Needless to say within an interest group that includes every man, woman and child on the planet, opinions are going to differ as to the right approach. Some take a shun-the-wheel hardline route that wants to drive us back to a stone-age existence. Others don't care at all. Right down the middle though, is the furrow ploughed by the reasonable man. His way sees us living modern, comfortable lives but making sensible economies where we can. He represents a huge slice of the population who, in all doing a little, are contributing a lot.



Metamark's plant is state-of-the-art and for the most part bespoke in order to achieve the company's environmental goals.

You make signs for a living. That means you buy things that probably have to be transported to your place of work having first been manufactured somewhere else. Among the products you buy, there may be a Metamark box or two containing the materials you need to make your wares. The materials will probably be a plastic of some flavour or other. How does that square with your view of the way the world needs to operate now and in the future?

According to The Materials Company, Metamark, it should square quite comfortably. PVC, one of signmaking's most enduring and popular staples, is a much improved industrial plastic that cleaned up its act years before the season's colour became green. Propelled by some of the world's brightest chemists and some of the world's most accomplished corporations, vinyl, as we know it, has become a respectable citizen of the times in which we live.

Vinyl is very often recycled into useful second-life products rather than consigned to landfill sites. Much of what isn't actually recycled is cleanly incinerated and the energy that sits latent within it is then put to good and productive uses. From Metamark's perspective, vinyl is a raw material. Before the vinyl Metamark admits to its manufacturing process can be of any use to a signmaker, it has to be coated with an adhesive, a carrier or liner paper has to be applied, it has to be wound, trimmed slit to width cut to length and boxed. Metamark sees its job as doing all these things efficiently and yet still being able to deliver a product that outperforms the need to which it's most often applied.

According to Metamark's production people, efficient manufacturing has an alter-ego - it's major investment. Outdated production plant simply would not deliver the aggressive goals mandated by Metamark's environmental policy or driven by its culture. For these reasons and others, Metamark's plant is for the most part bespoke, and it all reflects the state-of-the-art.

A major element of vinyl manufacturing is the stage where the adhesive is coated upon the products face film. The process actually confounds intuition because the liquid adhesive is first coated upon the liner that will eventually sit on the back of the product. Once the adhesive is coated on the liner, the coated liner moves from the coating head and into a long chamber where substantially all of the liquid is removed leaving just evenly distributed and dissolved adhesive solids behind.

The liquid leaves the adhesive in the form of a vapour. Metamark's process actually claims the latent energy from the emitted vapour to create heat and this heat can then be applied to power other parts of the process. The coated liner and the face film, be it digital or coloured, are next brought into contact and squeezed together through a succession of rollers with carefully managed nip pressure. The whole, mill-length roll is next removed using a crane and taken to the point of conversion in the factory.

Conversion is a process that unavoidably generates waste. This is because the roll edges have to be cut off so as to present clean, properly coated edges to the rolls that are ultimately sold. Metamark's efficiency as an industrial coater, its raw materials admissions processes and its diligence during manufacturing mean that waste material is typically less than five percent of all output. Such waste as is produced is consigned to recycling initiative and anything that's useful in terms of its being able to work,

but unsaleable in terms of width, is given to the community, to schools in particular. Metamark has set itself a goal of reducing its already low waste by a minimum of a further one and a half percent in 2012.

Investing in efficiency has two net beneficiaries. One of course is the customer who ultimately buys the product and who is, after all, paying for the waste too. Less waste, fewer rejected rolls must lead to lower overall pricing. The other beneficiary is the world around us. By using state-of-the-art plant and responsibly sourced raw materials, Metamark produces thoroughly modern, high performing products and makes them available on basis that's equitable to its customers and that doesn't leave the planet groaning under the strain either.

Of course, the Materials that show up at your workshop in Metamark boxes are only a part of your overall consumption. It's the part of your consumption however that you likely to repeat most often. An economy in consumption terms that's made once, is one that will be made often and that ultimately makes a significant contribution.

For Metamark's part, the quest for improvement continues. It's both policy driven and cultural according to the company. Despite it having evolved to the point where further improvements are going to be hard won, the company continues to invest. Whether a win results as a consequence of investment, or process



improvement elsewhere in the manufacturing chain, Metamark pursues it in the name of responsible development.

With a lot of scientific and pseudo-scientific debate raging around the environment it aspires to protect, very practical answers with very real benefits do exist. Some, it seems, are delivered in boxes with Metamark written on the side.

Further information can be found by visiting the website www.metamark.co.uk

Cold cure UV inks mean less energy and cheaper electricity bills

The effect on the environment was paramount when CitySigns needed a new flatbed printer. The Worcester-based company had been using a fairly basic flatbed for the last few years but with customer demand had increased to such a level that a bigger, faster and more capable flatbed became essential.



CitySigns has customers throughout the country.

The company chose a Gerber CAT UV, manufactured in the US by Gerber, which uses 40 per cent less energy than a conventional flatbed printer. Most of this saving comes from the fact that this printer's inks are cold cure so they don't require a heat lamp.

The Gerber CAT UV features GerberCAT™ inks, vibrant four-color (CMYK) cationic UV inks that cure at approximately room temperature using Cold Fire Cure™ technology, Gerber's unique UV curing process. The unique lamp technology of Cold Fire Cure generates minimal heat on the surface of the printed material, unlike traditional UV inkjet printers which generate as much as 175-200 degrees C (350-400 degrees F) on the material surface. This means that Cold Fire Cure dramatically expands the range of materials that can be printed, including biodegradable substrates, corrugated paper and other paper products, corrugated plastic, thin styrene materials, and many more. The Gerber CAT also produces high quality items more quickly than many other machines by cutting out the mounting and laminating processes.

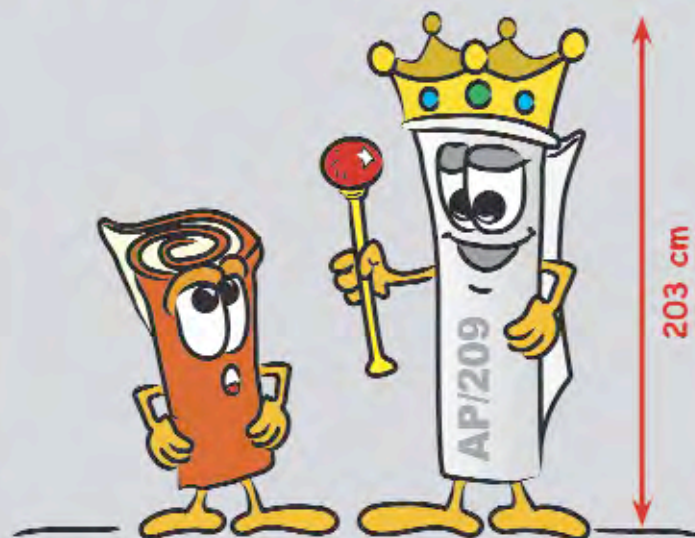
Joint partner at CitySigns, Darren Wilkins, says: "Four or five years ago I would've laughed if you'd said we'd be choosing a printer not just for its high quality output but because it's environmentally friendly."

.....Continued on page 56

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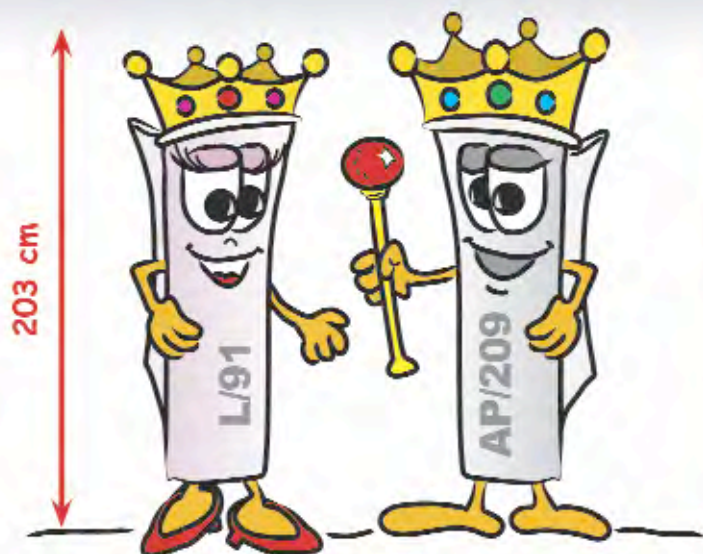
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PROTECTING *The Environment*



Deanne and Darren Wilkins with their new Gerber CAT UV printer.

Times change; now corporate responsibility is much more important for everyone and the cost savings from using less energy are considerable, especially as electricity prices continue to rise."

"The Gerber CAT means we can print on wood, plastic, glass, carpet tiles, acrylics, heat-sensitive plastic, and fabric – anything really. It also allows us to use more recycled media, which is

often more heat sensitive than traditional media and so more likely to warp under the heat lamps needed to cure most UV inks," says Darren.

The new printer, installed in February immediately boosted production at CitySigns, and clients quickly noticed the difference too, says Darren.

He explains: "The Gerber CAT is seven or eight times faster than our old flatbed and the printing is photo quality. We wanted to be at the forefront of new printing technology by providing higher quality printing from a smaller carbon footprint and that's exactly what this investment has done. Already it's opened up lots of new doors, so much so that in a year we might need to get another one to keep up!"

This is more good news for the family firm that celebrated its 50th anniversary last year with a move to larger premises at Ball Mill Top Business Park, near Hallow, Worcester. In that time, CitySigns has grown to become one of the leading providers of signage solutions in the Midlands and manufactures an extensive range of sign systems and displays. Whilst most of its work is based around the Midlands, the CitySigns team of fitters travel throughout the country erecting top quality signage for many blue chip customers.

For further information about CitySigns, go to www.citysigns.co.uk or telephone 01905 640007.



CitySigns prints work for customer ranging from start-ups to blue chip corporations.

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PROTECTING *The Environment*

White Paper from Mutoh provides better insight into 'green' issues

Wide format inkjet printer and cutting plotter manufacturer Mutoh Belgium nv has released a white paper, called **How Green is Green?**, providing print providers and printer users a better insight into 'green' issues specifically related to wide format digital printing.

Although most companies are now increasingly preoccupied with green issues and many are setting ambitious targets to reduce their overall carbon footprint, they are also beginning to realise that the whole topic of practical sustainability is a lot more complex than it initially seems.

At the same time, existing and potential wide-format digital printer users are confronted with an increasing number of "greenwashing" practices. These practices are rather misleading and/or scaring off (potential) users from digital technologies, whilst in reality, the digital printing technology is much greener versus

conventional printing technologies.

In acknowledgement of this, Mutoh Belgium has produced a white paper that explores all of the various options available. The document provides print providers and end-users accurate, neutral and straightforward information on 'green' issues and includes a correlation between 'green' demands, performance & application targets and, last but not least, return on investment.

Mutoh's white paper **How Green is Green?** gives an insight on:

- the printing processes and going greener
- the environmental impact of an inkjet ink & media
- key goals in going greener
- key attention points for evaluating wide format printing equipment

The white paper can be downloaded free of charge from Mutoh's member site at www.mutoh.eu.

Green credentials make Sign 2000 a winner

Leading corporate signage specialist Sign 2000's work to reduce its impact on the environment and help customers reduce their carbon footprint won the Kent-based company The Green Award at the prestigious UK Sign Industry Awards this year.

The award followed Sign 2000's contribution to the reduction of the carbon footprint and life cycle costs at The Acorn in Burgess Hill, Sussex. This is described as the UK's 'greenest' hotel/pub restaurant and forms part of the Premier Inn network owned by



Whitbread (one of the UK's largest companies) for which Sign 2000 is a retained sustainability partner. The new image is currently being rolled out to a further 40 Premier Inn sites. The contract followed the company's commitment to protecting the environment via other similarly featured projects, notably its contribution to Marks & Spencer's first 100-point ECO store in Oxfordshire and the provision of solar-powered illuminated signage at a major retail shopping centre in London.

Sales Director at Sign 2000, Neil Scott commented: "Whenever possible, we specify materials and employ manufacturing processes which are more environmentally friendly and compliant with government recommendations and which form part of our own internal drivers and not necessarily because they have been requested by our clients within the tender procedures."

Sign 2000 achieved the quality assurance standard ISO 9001 and ISO 14001 (the international standard that recognises a company's sound environmental practices and 'green' credentials and an ability to control and minimise the environmental impact of its activities) in 2010 when it also achieved OSHAS 18001 accreditation in recognition of its compliance with important Health and Safety and Best Working Practices standards.

Sign 2000 was also one of the first sign manufacturing companies to adopt the environmental guidelines set out under the UK Government's Acorn Environmental Programme, having earlier implemented its own Environmental Practices and Corporate and Social Responsibility Policies that have harmonised well with those driven by the major corporate organisations for which it has provided signage solutions.

For further information, visit www.sign2000.co.uk or telephone 08452 652000.



Robert Horne is helping manufacturers reduce volume of waste going to landfill through Material Lifecycle Management.

Materials Lifecycle - helping to reduce landfill

Robert Horne, the materials expert, is a UK leading provider of communication material and as such understands the increasing pressure on the sign and graphics industry to manage their waste and use closed loop strategies.

The company helps businesses manage and recycle material responsibly through Materials Lifecycle, a consultancy service designed to achieve zero waste to landfill through closed loop recycling, leverage closed loop revenue opportunities and provide control over costs. Wherever a company uses, paper, board or plastic to communicate, signal, package or display, Materials Lifecycle Management has been created to minimise waste.

Robert Horne was approached by an innovative white goods manufacturer, seeking a recycling solution for end-of-life POS materials.

The client was looking for a cost neutral recycling solution for the disposal of more than 46,000 plastic and metal components, held in a third party location in Nottingham. There were a variety of plastic components, packaged in a mixture of ways and a range of metal components, which had been stockpiled in various packaging, including bunds. Robert Horne sourced a disposal route that diverted 100 per cent of materials from landfill, which had to be achieved on a tight deadline before a new product range was launched.

Robert Horne viewed the materials in situ, in order to catalogue the material and component types, taking samples and photographs, to allow recycling re-processors to assess the best possible solutions for recovery.

Four different plastics were identified; each plastic type was reprocessed separately. Robert Horne recommended segregation at source, to avoid any cross contamination, as this would result in all mixed components being sent to landfill and additional costs for disposal.

Robert Horne created a clear method statement to outline the sorting process, to ensure cross contamination could not occur. All plastic components were unpacked, with cardboard and soft plastic bales produced to minimise storage space. A series of clearly

identified bunds for each plastic type were loaded as the components were unpacked, with each bund able to contain up to four different plastic components of the same plastic type. Metal components were also unpacked and placed in dedicated skips.

Over the course of the recycling programme, 29 pallets of single plastic types were created and six skips of various sizes were loaded with metal components. In total Robert Horne processed 1.76 tonnes of plastic and more than 28 tonnes of metal, along with all cardboard and soft plastic packaging: 100 per cent of all materials were recovered, recycled meaning an awful lot of material was diverted from landfill.

Materials Lifecycle Management is a cost effective way of assessing and minimising waste. It will give you background research, a detailed waste audit, analysis of data, a full suite of reports and ways to optimise waste.

Steve Lister, Group Business Development Director, Robert Horne, says: "At a time when waste disposal costs and regulatory requirements are rocketing, it is important that the industry minimises

waste and its impact on the environment. The Materials Lifecycle helps our customers reduce their carbon footprint, save money, maximise recycling rates, meet regulatory compliance and involve staff in the whole process."

Material Lifecycle from Robert Horne will provide a detailed analysis of a company's current waste management and give a clear strategy to achieve sustainability targets. The service includes a waste composition analysis, recycling rates, potential for increased recycling, cost benefit analysis, guidance on legal compliance, carbon foot printing as well as key performance indicators.

Robert Horne is a UK leading material solutions supplier, offering an incredibly wide choice of materials, from paper and packaging to vinyl and plastics. Combined with its unmatched materials expertise, this can add real value to a sign or graphic business.

For more information on Materials Lifecycle Management or Robert Horne's range, visit www.roberthorne.co.uk



Steve Lister, Group Business Development Director, Robert Horne.

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Price List
2011

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

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

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

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

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

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

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

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

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

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
2mm	2.68	3.34	4.13	5.13	5.70	6.54	7.38	8.54	9.64	10.69	11.00	14.56	17.44	22.19	29.11	
3mm	2.80	3.50	4.30	5.30	5.80	6.70	7.60	8.80	9.80	11.20	12.50	16.60	20.00	25.70	34.00	
5mm	3.30	4.10	5.10	6.30	7.00	8.00	9.00	10.50	11.00	12.60	14.50	19.40	23.50	30.20	40.50	

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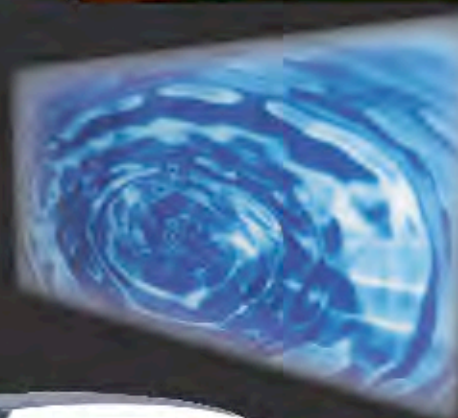
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PROTECTING *The Environment*

Icon achieves Carbon Trust Standard

Leading event branding and production specialist Icon has just announced that it has been certified as being fully compliant to the Carbon Trust Standard, an indication that the company is actively making real carbon reductions. The company has also achieved the Carbon Neutral Standard, which means that it has a net zero carbon footprint. This is achieved by balancing a measured amount of carbon released with an equivalent amount sequestered, avoided or offset.

Icon gaining this certification is proof that providing innovative and eye-catching branding and signage solutions isn't contradictory to reducing the environmental impact of these projects.

The company is involved with branding some of the most prestigious events, both in this country and abroad. These include last year's golf Open Championship at St Andrews; rebranding at the world famous Test Cricket Grounds Lord's and The Oval; the Ryder Cup competition at Celtic Manor; and FINA World Swimming Championship in Dubai, United Arab Emirates, to name but a few.

Using its previous experience at The Open Championship Icon is able to utilise up to 80 per cent of signage year on year. Activities such as sanding perimeter boards from cricket grounds and repainting them and storing signs and displays for customers, means significant benefits both environmentally and financially.

Another recent project where Icon managed the environmental impact was rebranding of The Kia Oval. 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. By working closely with Surrey CCC, Icon devised a more consistent style that involved fewer signs but still conveyed all the necessary information.



Icon's joint venture operation in the UAE, ICON-Prolab, won accolades for its work at the FINA World Swimming Championship in Dubai.

In addition, Icon is actively using green inks and materials, and moving away from PVC. Currently it is discussing with suppliers options to replace banner materials and self-adhesive vinyls and is also working on substrates to increase the volume that is being recycled.

"Another important initiative at Icon is moving into the rental of structures that previously would have been made for one job only. Now we're working with our clients to re-use those structures in their future events," says Andrew Hodson, Sales and Marketing director at Icon.

"When we work outside the UK, rather than shipping products all over the world we form partnerships; that way our partner companies work to our high standard of environmental policy and they take it into other areas."

For more information go to www.icon-world.com or telephone 02082 696213.

Enviro - friendly solutions from William Smith

By the very nature of many of the manufacturing processes and materials employed, the sign and graphics and digital printing industries are not intrinsically eco-friendly. However, in order to comply as far as possible with global requirements on carbon reduction, many companies in these industries are making a concerted effort to reduce the environmental impact of their activities. One of the first to introduce a definitive environmental policy has been William Smith, a UK leading provider of integrated sign and graphics and digital printing solutions to the trade and selective end users.

The environmental policy now in place at William Smith meets

the requirements of the Environment Agency Approved Guidelines. It enables the company and its customers to greatly enhance their 'green' awareness activities by preventing pollution, reducing waste and wherever possible recycling materials. An integral part of these objectives is to give appropriate consideration to the effects the company's operations might have on the local community, a requirement that is frequently overlooked by less environmentally responsible organisations.

At William Smith, all materials (predominantly paper, cardboard, aluminium and acrylic) are segmented and recycled. A core element of the company's activities involves the use of vinyl that remains a material that is difficult to recycle. Wherever possible, William Smith will opt for more environmentally friendly non-PVC alternative materials and will engage with any initiative aimed at reducing the impact on the environment.

This includes the use of eco-friendly materials from 3M (the company's primary supplier), Ritrama and other like-minded manufacturers and the supply of more eco-friendly printing solutions. In particular, these include the HP Latex printers which offer a viable alternative to solvent- and eco-solvent printers and which have only a minimal VOC content and therefore require no expensive fume extraction equipment whilst protecting the health and safety of employees.

At another level of 'green' awareness, William Smith encourages employees to engage with car-sharing initiatives to help reduce fuel emissions and to further reduce the carbon footprint. The company also prefers to use, as appropriate, recycled and recyclable paper and packaging and encourages customers to make more use of electronic rather than hard copy versions of its product information and technical support literature.

Find out more at www.williamsmith.co.uk or tel: 01833 694707.



www.EdgeFoil.co.uk





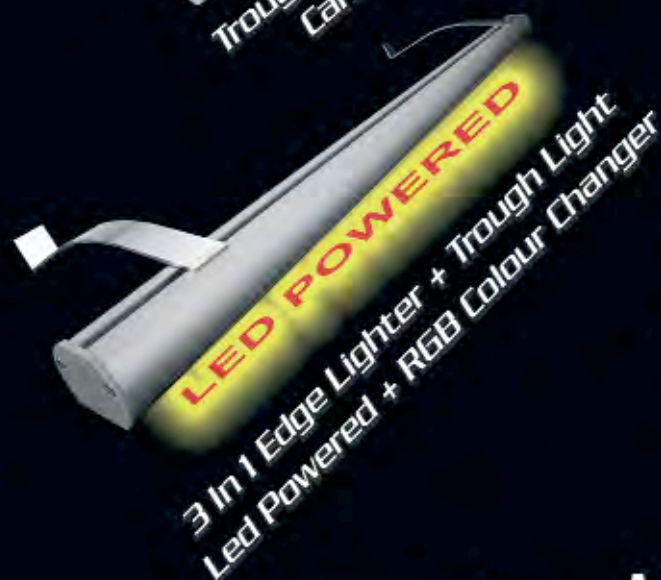
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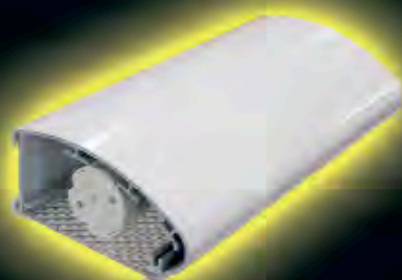


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COMPANY Profile

Who will challenge Gordon for the title?

The title in question is that of "The oldest full-time working signmaker in the country" and the present contender is Gordon Waylett of Eurographics in Aveley, Essex, who is in his 81st year.

Gordon is a Partner in Eurographics, a company he founded with his wife, Jean in October 1988, at an age when most other people would have been looking towards retirement.



Spring 1959, shortly after moving out of London.



One of the first pictures of a young Gordon, early 1930s.

Gordon's adult working life began in 1947 when he joined the Post Office as a trainee Telephone Engineer. He worked there for two years before completing his National Service in the Royal Signals and then returning to the Post Office.

By October 1954 Gordon was married, living with his wife Jean and twin sons, Colin and Andrew in a flat in Hampstead, London, but they were keen to move out of the city.

"It was summer 1958 and we happened to be out for a drive in Kent when we saw some empty cottages at Fawkham Green, near Brands Hatch, a much nicer location than our London flat. The cottages were available to rent at 17/6d a week (87.5p) so we splashed out and rented two," says Gordon.

Having left his job at the Post Office and moved to a new area, Gordon admits the first few months were particularly difficult.

"I was selling door to door, anything to make a living; then I got a position with GKN Sankey as a Service Engineer on their new milk vending machines that were being sited everywhere. In April 1960 son number three, Stephen, arrived and Gordon stayed with GKN Sankey for about seven years, then left to start his own company supplying and servicing vending machines of all types and the ingredients too.

In 1979 Gordon and Jean moved to Spain where their three sons were already working in the jewellery trade after all three had gained Diplomas at Medway College of Art and Design in Jewellery. Gordon's sons are the only three brothers to have their Makers Marks registered at The London Assay Office at the same time. There are plenty of fathers and sons, but not three brothers – a small claim to fame.

Come 1988, Gordon and Jean decided to return to the UK and start another business. They were staying in a flat belonging to a cousin who was a Dentist. Because there was no name or number on the front door this gave problems to the postman who asked that some kind of sign be provided.



Jean and Gordon in the 1960s, in front of one of the many vending machines Gordon was installing in and around Kent.

Gordon explains: "A friend who was a sign writer, Robin, told me about this new product, self adhesive vinyl from 3M which he said was new on the market and would be an ideal business to become involved in. Robin offered to cut and apply the graphics to show just how it worked. That was in May 1988 and 23 years on, it still looks great."

Following this minor event Gordon decided to investigate the signmaking business and shortly after bought a Spandex Sprint, its associated equipment, and started making signs. He freely admits he didn't really have a clue about signs back then but a lot of hard work and a bit of luck over many years has paid off.

Within the first year of setting up Eurographics schoolboy Craig Surry arrived to start on a three week work experience course. His enthusiasm and hard working attitude so impressed that Gordon offered him a Saturday job and soon after when Craig left school in May 1990, he started full time work at Eurographics.

Right from day one this worked out really well and it had always been Jean's intention that we should reward Craig for his loyalty when he was 21. Sadly she died after a short illness in January 1995, so in August of the same year, on Craig's 21st birthday Gordon and Craig signed a 50/50 partnership agreement.

Now, more than 15 years later, the two run things between them. The business is located in the High Street in Aveley, Essex, just inside the M25 and has much more equipment than that first little Spandex Sprint. Today they provide vehicle graphics, shop fascias, illuminated signs, work wear, plaques, and a whole range of Health and Safety signs. They are also registered number plate makers and carry out a lot of directory work in the London offices of many well-known companies. Among its biggest customers are local authorities and Essex Police, the latter requiring emergency signage very quickly after serious incidents.



Gordon at work in the Army, circa 1950.



Gordon in Carbonaras, Spain.



A proud Gordon shows off his Spandex Sprint, the latest signmaking equipment in 1988.

"We are a small, but very successful sign company" adds Craig "and we like to give a very personal service to our customers, some of whom have been with us for the full 23 years. In fact, our very first customer still uses us on virtually a weekly basis."

"Another tradition we maintain," says Gordon "is having a traditional breakfast when Craig arrives each morning, the same as when Jean was alive. It starts the day off and gives us time to discuss important issues, such as the state of the Danish economy and the current price of fish. Also, we only eat and drink from fine bone china. No plastic or mugs at Eurographics. Our motto is: 'We never fail not you let you down'. Furthermore we have no desire to be the biggest, we just want to make good signs at a fair price and have contented customers."

Gordon and Eurographics can be contacted by telephone 01708 869500 or via website www.euro-graphics.net

To challenge Gordon for the title of "The oldest full-time working signmaker in the country" get in touch with Sign Update (tel. 01295 660666 or email janet@sign-update-magazine.co.uk).



A great day out at Simplex

Simplex, the long established and well respected trade signmakers in Lancing West Sussex, threw open their doors for three days commencing the 16th May, and invited Roger Hinchliffe, Publisher, and Janet Brennan, Features Editor, from Sign Update.

We were treated to a very interesting tour of the factory, where production was in full swing to allow visitors to watch sign construction and fabrication in action.

Simplex had comprehensive stocks of the Pole and Plank range of extrusions and showed us just how easy it is to build and then change the planks. Indeed it was so simple that even we from Sign Update, were expert within minutes. Building on the success of this product there was a lot of interest in the company's new six metre twin headed Elumatic saw which was being put through its paces and certainly was very impressive. Simplex informed us that this new purchase has significantly sped up production times and they are now pleased to be offering a new 48 hour* cut to size service for standard mill finish Pole & Plank products, allowing signmakers to paint the sign themselves and offer a faster turnaround on those jobs that really need it.

We were then taken into the metal fabrication area where welding, cutting and brake presses were being operated. All their equipment is of three metre capacity, which means less joins in fascias. We were impressed by the accuracy and care used in producing the work undertaken by the staff and Simplex have recently taken on an apprentice because of the difficulty in getting the people with the skills they require locally.

Some of Simplex's suppliers (who they prefer to call partners) were there including Sign Gear Systems who were showing a range of LEDs and demonstrating them in various sign applications. Phil Griffiths was answering questions from visiting sign companies giving valuable advice. In the background Simplex were completing customer's orders of which quite a few were illuminated by LEDs. One such sign was a large totem which when lit looked simply magnificent.



The use of ACMs in signage is prevalent and scores heavily in terms of being light but very rigid, the example we saw was a large illuminated back box filled with LEDs. Jeremy Green of 3A Composites was displaying the complete DiBond and DiLite ranges with the many colours and patterns now available. Simplex say they use a lot of the Butler finish DiBond in place of stainless steel to good effect.

Apco, represented by Boyd Pratt attracted considerable interest with the different ranges of extrusions for making directories and poster cases. These systems are also stocked by Simplex and offer many options to the signmaker for achieving smart and functional directories.

We decided to make a dash for the food at that point but ended up in the showroom where we were dazzled by the different types of signage produced by Simplex, including beautifully crafted built up letters, painted, polished and illuminated, internal directories and bespoke metalwork and monoliths.

In talking to the Directors of Simplex it emerged that they will not buy from the Far East, preferring to source from the UK and Europe. They say price is not everything but quality, service and reliability is, which is also the ethos on which Simplex trade.

Finally we found the food and our thoughts about dieting went out of the window. Sadly though this was, for us at least where Simplex got it wrong. I opted for some really delicious ham sandwiches and to my horror no mustard was available. I complained to one of the Directors that my lunch should have included mustard but he stared blankly at me and said "what's lunch?"

Roger adds: "I only picked on the food because it was all I could find fault with the entire day, apart from my worn out knee."

If you are interested in Simplex helping you on your next project, be it large or small, they can be contacted on 01903 750333 or by e-mailing sales@simplexltd.com

* length restrictions apply on 48 hour service.





New Creative FX trend is off the wall

The new trend of wall wrapping has really taken off. The application of adhesive vinyl to walls has become increasingly popular, to decorate offices and shops and signage and display specialist, Creative FX, has seen a sharp rise in demand as a result.

Car manufacturer, SEAT, recently had its office walls and cupboards wrapped in images of its own cars. "We've extended our brand identity in to the office," says SEAT National Communications Manager, Robert Taylor. "Customers and staff love it - it's made the office a much more interesting place to be."

Wall wraps are being used by companies throughout the UK either as part of their promotional activity, to reinforce their corporate identity, or even just to brighten up their offices. Sean Davis, Director of Creative FX, believes the appeal of this new trend is its flexibility, requiring little or no maintenance, and being quick and easy to install and remove. "It allows you to personalise your shop or office, with no more effort than putting up a poster," Sean says. "And they can be printed in any design a company likes - using the company ID, photography or even hand-drawn designs."

With the use of outdoor inks, vinyl is also suitable for external use, and can be applied to more difficult surfaces, including corners and recesses.

Creative FX has seen its business grow substantially since it was founded over twenty years ago. "Things have come a long way since the days of putting go-faster stripes on cars," says Davis. "Vinyl wrapping has really taken off and we're now wrapping everything from commercial vehicles to cupboards, and tables and chairs, to brick walls. Some of our customers even want vinyl wraps in their homes."

For further information telephone Creative FX on 020 8313 1146 or visit www.fxuk.net



Plain office walls are being transformed with vinyl wall wrapping.

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The role of photoluminescence in effective safety signage

Since their introduction some 30 years ago, Safety Way Guidance Systems (SWGS) based on photoluminescence technology have proved the ideal solution to the safe evacuation of people in an emergency. Examining the aftermath of horrendous events such as the 9/11 Twin Towers incident in New York in 2001, SWGS were cited as a major contribution to the effective evacuation and survival of many of the people who made it out of the buildings following the terrorist attack.

Following this incident, a local law was passed in New York stipulating that all tall buildings had to be fitted with photo-luminescent signs. In Europe, there is a minimum requirement guideline set out in ISO 16069 and the UK government is now being lobbied to have the same legislation introduced. A company that is



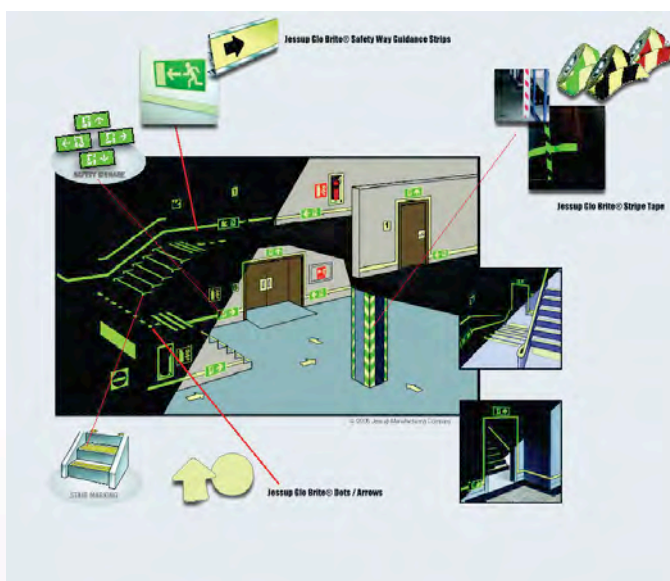
Range of Nova Hazard Glo Bright products.



vigorously promoting the concept of photo-luminescent signage in the UK is Innova Solutions. Managing Director Glenn Dunleavy has been especially vocal in his efforts to ensure the wider adoption of photoluminescence technology in safety signage and these efforts were further supported by a recent alliance forged between Innova and Kemco Technology, a specialist in the development of photoluminescence-based products.

The benefits of SWGS based on photoluminescence technology are self-evident. The material stores energy from ambient light sources and then re-emits this energy via signage that glows brightly in the dark. It requires no power source and therefore incurs no running costs. It is also completely reliable and will provide critical directional signage even under conditions of total blackout or a smoke-filled environment.

Since the safest place for occupants of a building in such conditions is as close to the floor as possible, SWGS are best installed at both high and low levels to enable people caught in an



Safety way guidance.

emergency such as a fire to follow the directional tapes, arrows, dots or printed markings, even if they are on their hands and knees. The systems can be installed quickly and easily in any kind of building and are much favoured by fire and rescue services. They also demonstrate a company's duty of care for its employees and visitors for a relatively small outlay.

Apart from contributing to personal safety, SWGS also represent a sound investment for any sign maker and can lead to a valuable additional revenue stream to enable diversification and to boost business. Further information can be found at www.innovasolutiononline.co.uk or by telephoning 01282 867390.

Sign & Digital Ireland and Print Ireland exhibitions to run next in autumn 2012 in Dublin

After researching both visitors and exhibitors, Faversham House Group have taken the decision to run the Sign & Digital Ireland and Print Ireland exhibitions next in Dublin in autumn 2012, rather than the planned date in October this year.

Rudi Blackett, Event Director, comments: "Although there are a number of stands already booked for the October 2011 shows, we feel that the decision to postpone the event until next year is the

correct one, given the situation with the economy in Ireland. It should give the market more time to recover, especially the availability of credit for capital purchases and other types of investment. We are currently in discussion with venues about our preferred dates and we look forward to working with the industry on a successful 2012 event."

For further information, please telephone the Sign & Digital Ireland and Print Ireland team on 00 44 (0) 208 651 7100

PixelRange solidifies European strategy

PixelRange has announced UK-based A.C. Entertainment Technologies Ltd (AC-ET) as master distributor for its product range across Europe.

PixelRange General Manager Paul Young confirms: "PixelRange is a brand of very high standing in the eyes of the industry and all its customers. With the all-new line-up of intelligent LED fixtures poised for immediate launch, we are dedicated to ensure PixelRange customers will receive the highest level of professionalism,

service and care from manufacturer and point of sale."

AC-ET's Northern UK Sales Director, Jonathan Walters, commented: "We are always striving to widen the choice of professional brands we offer to our very varied entertainment customer base. With many years of great trading between AC-ET and PixelRange, this opportunity complemented our existing product portfolio well."

For further information visit the website www.pixelrange.com or www.ac-et.com

Robert Horne Group adopts Colorific's high quality alternative inks for Roland printers

Colorific, a leading supplier of high quality alternative inks, has announced that Robert Horne Group has become a Preferred Partner in the UK for its Colorific Pro Max inks for Roland printers. This is one of Robert Horne Group's first ventures into selling alternative inks and at present, the agreement encompasses the UK and Northern Ireland.

As part of the agreement, Tech8, the technical support and spares provider for the wide format printing industry, will support Roland machines converted across to the Colorific Pro Max inks. This will ensure that customers benefit from unrivalled support when switching across to Colorific's cost-effective and reliable alternative ink solution.

Julian Boulter, Category Manager at Robert Horne Group, comments, "We took on the Colorific Pro Max inks so we could provide our customers with fully-supported access to high quality, cost-effective alternative inks. Print businesses are under ever-increasing pressure to reduce costs without impacting the quality of their output and switching across to alternative inks is one way of doing so."

The Colorific Pro Max inks for Roland printers are fully-compatible with Roland OEM inks and therefore there is no need to flush the system prior to switchover. The colours are matched to the OEM inks and inks are available in CMYK, Lc, Lm 440ml chipped cartridges.



L-R Shaun Holdom, Business Development Manager, Colorific, Michael Crook, Product Manager, Robert Horne and Julian Boulter, Category Manager, Robert Horne at the formal agreement meeting

Shaun Holdom, Colorific's Business Manager, adds, "For Roland printer owners, there are clear benefits in switching across to our high quality alternative inks. They are more cost-effective than OEM inks, yet there is no differentiation in the quality of output and no issues switching over. In addition, all Colorific Pro Max ink is backed by its own ink stream warranty. The vast majority of our customers report over 30% cost saving on alternative ink compared to OEM ink."

With Tech8's backing, customers are also reassured of great technical support – in the unlikely event it is required. Justin Atkinson, Business Development Manager, at Tech8, concludes, "For Roland printers that are now out of OEM-warranties, we are offering continued, cost-effective, comprehensive cover. Customers will benefit from a cost-effective warranty package which ultimately gives them peace of mind – regardless of the age of the machine."

For further information contact Robert Horne Group on 0161 886 7557 or email digitalsolutions@roberthorne.co.uk



Vectric invests its sales success

Since last year's presentation of the Queen's Award for Enterprise, high quality CNC software developers, Vectric Ltd, have seen sales grow by more than 30%, allowing significant investment in the business.

Vectric will start with its move to The Coach House, a beautifully restored Victorian building not far from the previous office in the West Midlands. With delightful countryside views and accommodation over three floors, the new office has enabled Vectric to add to its small and highly motivated team in key areas.

The newest additions to the Vectric team include Sara Marques and Simon Clayton. Sara, an experienced Applications & Support Engineer will undoubtedly make an impact whilst supporting the lively Vectric community, whilst Simon's extensive experience in CNC design, modeling and manufacturing

software development will certainly inspire new tools and features for the software range.

It is also with great pleasure that Vectric can announce they will be acquiring Vector Art 3D (www.vectorart3d.com), a US based company providing 3D models and services specifically for use with a CNC machine. This acquisition allows Vectric's products to provide a unique level of integration with Vector Art 3D's library of exceptional quality 3D clipart.

Vector Art 3D will re-locate to Vectric's new UK office, where James Booth, Vector Art 3D's founder, will join Vectric as a Director. James's commercial experience, drive and creative flair will be a huge asset to the company.

For further information telephone Vectric on +44 (0) 1527 850 323 or visit www.vectric.com



Vectric's new premises.

Tech8 appoints Graham Parkinson as Technical Account Manager

Tech8, the technical support and spares provider for the wide format printing industry, today announced the appointment of Graham Parkinson to the role of Technical Account Manager. With over 20 years experience across all aspects of the printing industry, Graham is ideally qualified for this newly-created position.

His primary responsibility will be the development of mutually beneficial technical support partnerships with key customers throughout the UK and Europe.

Having spent 10 years working in a production environment – and gradually working his way up to managing the whole operation – Graham truly understands the technical challenges faced by print businesses.

In subsequent years, Graham held key technical support positions within major manufacturers including Roland and Mimaki, with responsibility for servicing and supporting end users.

In joining Tech8, Graham is moving to a more commercial role where his significant experience from all sides of the industry will allow him to further develop Tech8's ever-expanding range of products and services. His appointment is crucial in aiding Tech8's ambition to become the leading UK provider of printer after-sales care and support.

Further information on Tech8 can be found on their website at www.tech8.eu

Newly appointed Technical Account Manager, Graham Parkinson.



DPI to supply high quality Jetrix platforms from InkTec

Digital Print Innovations (DPI) has announced that it has added the Jetrix range of UV-curable machines from InkTec to its extensive range of wide-format printing technologies. The engines ensure high quality production for a vast range of applications, supported by excellent operability and build strength, offering advanced features for rigid and roll-fed production on a nevertheless affordable unit, with a starting price of £85,000.

The Jetrix machines are available in the most common board sizes for quick throughput of high-quality point-of-sale and other standard display work.

The Jetrix 3015FQ's bed measures 5 x 10' (1.52 x 3.05m), while the 2513FRQ's bed size is 4 x 8' (1.22 x 2.44m) with an option for roll media up to 70" (1.9m). Both printers can accommodate exceptionally thick substrates up to 100mm with a top production speed of 30sq m/hour, providing exceptional quality on both solid colours and gradations, as well as clarity in text down to three-point size. DPI can supply either printer with the latest RIP software from popular manufacturers Caldera, Onyx and Wasatch.

"With the addition of the Jetrix 3015FQ and 2513FRQ, DPI is showing that we have a solution for every type of wide-format printing company, as well as a logical upgrade path for any businesses looking to expand," explains Stewart Bell, managing director of DPI.

"Jetrix owners can extend their portfolio easily with glass decoration and other high-margin work while catering to their core areas of retail, point-of-sale and display production. These are key vertical markets to which the Jetrix machines' usability, flexibility of production and strength of build allow easy access at a sensible investment point, making them an excellent addition to the DPI portfolio of solutions for the wide-format market," adds Bell.

For further information about DPI's products and the range of Jetrix machines telephone (0)1332 856355 or +44 (0)7540 726235.



The UV-curable Jetrix 2513FRQ (pictured) and Jetrix 3015FQ offer outstanding print quality for both popular and niche applications.

All Print Supplies finalises integration of Andersons and focuses on growth

All Print Supplies (APS) Ltd, a leading UK distributor of wide format consumables to the sign, exhibition and display sectors, has announced it has successfully completed the integration of Rotherham-based Andersons Graphica Plus into the group. The newly-enlarged company now offers a combined consumables portfolio of over 3000 wide format consumables from some of industry's most respected brands including LG, Avery and MACTac.

Says Kevin Wallace, Managing Director, All Print Supplies Ltd: "The completion of the integration of Andersons into the All Print Supplies Group now makes us one of the largest wide format graphics consumables suppliers in the UK market and, critically, gives us the ability to support our customers via two regional hubs. Having northern and southern offices means we can continue to deliver the highest level of service to our customers right throughout the country. This is an area where we have always traditionally differentiated ourselves from the competition, and this acquisition will only enhance the reputation we have in the market for outstanding customer service."

"Andersons is a profitable business with an excellent product portfolio and strong client base, both of which are key to increasing our market share of this space. We have ambitious growth plans over the next two years, including the introduction of a range of new products in the coming 12 months, so this integration gives us a much more robust commercial base from which to drive the business forward."

Kevin Wallace says customers from both companies will benefit greatly from the integration, with Andersons customers having access to a wider range of quality brands and products, and All Print Supplies customers now able to purchase the entire MACTac digital consumables portfolio available in the UK marketplace from one supplier.

The All Print headquarters and warehousing operation will remain in Slough and will continue to service all customers in the south of the country. The Northern region will be looked after by the new All Print Supplies office in Rotherham.

For further information telephone 01753 696977 (Southern office), 08444 488686 (Northern office) or visit the website www.allprint.co.uk

Ashby Modular Signage System

Key Facts

- Flexible and updatable
- Stylish and contemporary
- Suitable for internal and external use
- Durable and low maintenance

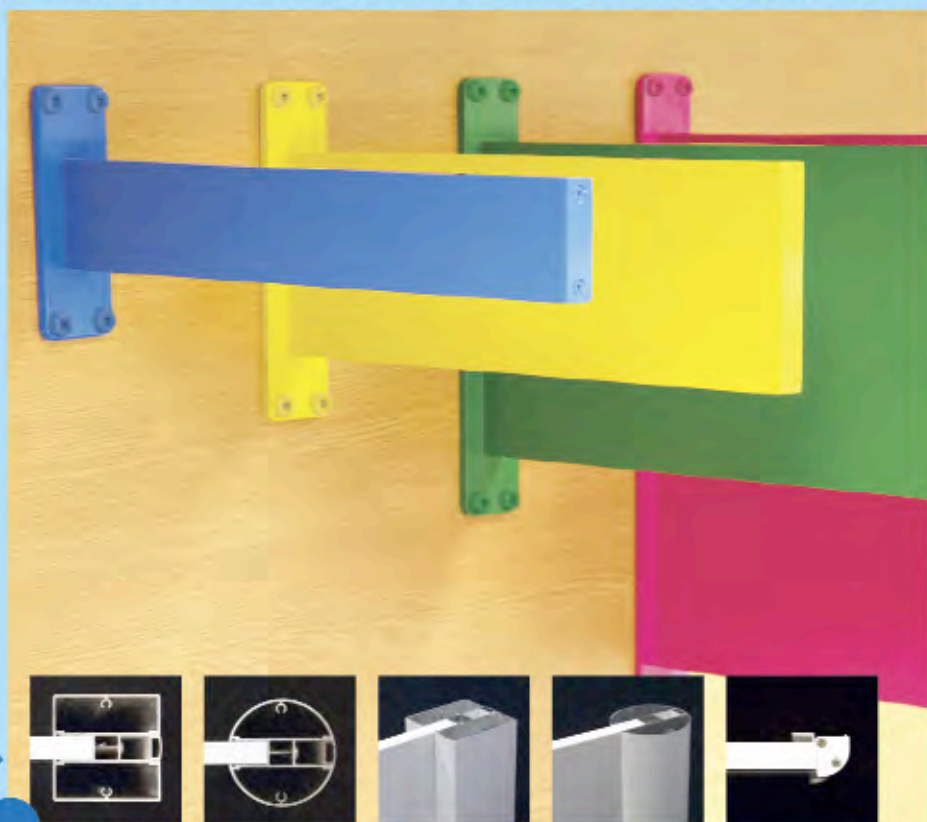
The Ashby Modular Signage System is an adaptable and updatable solution that can grow and change with your customers needs – making it excellent for use where periodic sign updates are likely.

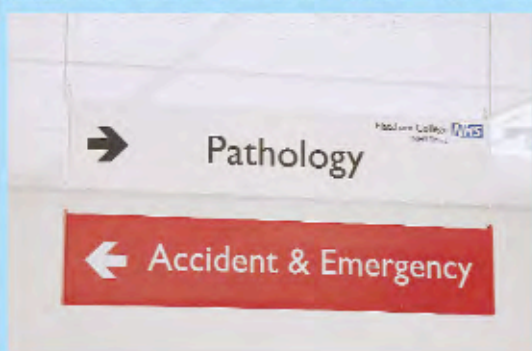
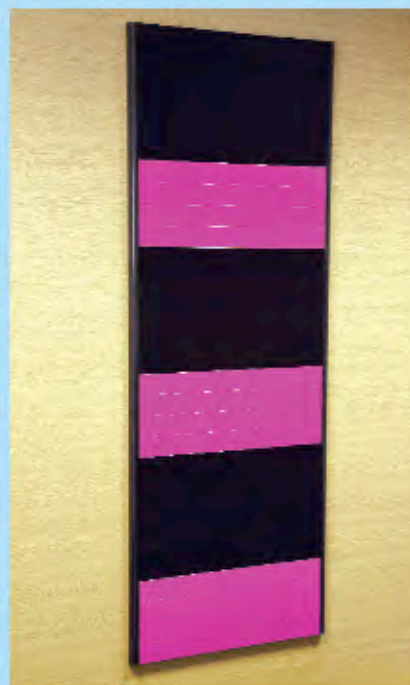
Tel: 0118 981 5343

8:00am - 7:00pm, Monday to Friday

sales@ashbytrade.co.uk

www.ashbytrade.net





Ashby Modular
made with
**recycled
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Vivid additions to The Roland Academy will attract greater interest in finishing

Acknowledging the continued importance of finishing processes as a part of practical learning about wide-format production, Vivid Laminating Technologies has joined forces with The Roland Academy with the provision of two Easymount machines. These state-of-the-art hot and cold laminators are to be incorporated into Roland DG's industry accredited training courses held at Walsall College, and will enable new and experienced users of digital print to develop additional finishing skills in display production and sign-making.



Bruce Cozens from Vivid and Jerry Davies from Roland DG.

The two machines joining the existing fleet of Roland digital solutions at the Academy are from Vivid's comprehensive wide-format portfolio. The first of the duo is the Easymount EM-1400 cold mounting and laminating model which has a maximum film width of 1.4m, no warm-up time and a convenient reverse mechanism. The second unit, the Easymount EM-1600H, is a single hot roller machine with a width of 1.6m that can mount and laminate simultaneously.

Bruce Cozens, Product Manager at Vivid Laminating Technologies, is delighted that his company's machines will play an integral role in courses at The Roland Academy. "The versatility of our solutions enables display producers and sign-makers to extend the range of services they offer to their end customers by adding durability and a more vivid and attractive appearance to applications," he states. "The combination of our EM-1400 and EM-1600H models gives users an excellent introduction on how lamination can enhance different jobs as well as providing extra protection on a variety of end materials."

"Finishing is a vital element in the production process, and the need to incorporate greater laminating versatility into our courses at The Roland Academy is vital as demand increases for wraps and vehicle graphics," comments Jerry Davies, managing director of Roland DG (UK). "The Vivid Easymount machines complement perfectly our latest printing and cutting technologies, and will prove to be valuable additions to our programme of courses."

For further information on the Roland Academy, visit www.rolanddg.co.uk/academy or telephone 0845 230 90 60

Bright new website for Titan

TitanLEDs.com has recently launched a new website which specialises solely in lighting products for the sign industry. With over 10 years of experience of designing and fitting signs, TitanLEDs.com offers what the company says is the best LED modules for signs as well as the usual lighting products used in signs and channel letters.

Titan has recently added a few additions to its extensive but simple range of products in order to cover all sign lighting areas.

The most anticipated product is the LED T3 SuperBright module, which is large enough to light large areas of a sign, but small enough to fit in most channel letters. The plastic casing creates a water tight seal which ensures suitability for both external and internal use.

"These modules will work in almost any sign and are available immediately online. They are perfect for signs and channel letters with also the low-cost that we can offer them at," says Marc Carey, Graphic Designer and Buyer for TitanLeds.com

All the Titan T2, T3 & T4 series modules are built to high quality standard, IP68 rated and suitable for many applications both internally and externally.

These modules provide super high luminance and are completely waterproof to meet IP68 standards. Each module is also manufactured with Official 3M Peel stick tape for optimal fitting.

Titan also supplies a range of LED transformers and RGB Modules specifically for the sign industry.

For full details of the Titan LED light range, visit the website www.titanleds.com



The LED T3 SuperBright modules are now available to order online.

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Ravat wins a Graphtec CE5000 in Panel Swap Competition

The winning entry in this year's Panel Swap Competition at Sign & Digital UK was created by Soyeb Ravat of Ravat Printing who won himself a Graphtec CE5000-60 cutter.

Based on the given theme The Customer's Always Right, Soyeb's winning entry was entitled "The customer is never right - we only say it to sweeten them up". Soyeb created the panel in 3D with layers of vinyl inspired by one of his favourite Art Nouveau artists, Mucha.

Having never won anything like this before, Soyeb was delighted: "I very much appreciate the prize as I was after a vinyl cutter at the show and now use the Graphtec daily to help me with my work. I am very grateful for it and it is truly an amazing piece of kit!"

The CE5000 is providing additional production capacity at Ravat Printing in Walsall in the West Midlands from where the company produces a range of sign work as well as printing services.



Left to right: Paul Hughes, organiser of the Signmakers' Workshop and Panel Swap competition, winner Soyeb Ravat, and Phil Kneale of Graphtec GB who donated the CE5000 cutter.



Soyeb's winning entry

The 600mm wide cutter is proving ideal for smaller sign work and for cutting flock in garment decoration.

The CE Series of cutters have proved themselves time and again, not just in larger sign businesses needing extra production capacity like Ravat Printing, but also in start-up companies and retail outlets choosing to produce their own signage.

Ravat Printing also benefits from Graphtec (GB)'s comprehensive warranty and full technical support package.

Full details of the CE5000 Series are available at www.graphtecgb.com or by telephoning 01978 666700. Go to www.ravatprinting.co.uk or telephone 07882 198729 for further information on Ravat Printing.

Spandex delivers Mutoh wide format printer to prize draw winner

Spandex, the one-stop supplier to the digital printing and signmaking industries has delivered a Mutoh wide format printer worth £11,000 to prize draw winner Vital Signs York.

All visitors to the Spandex stand at Sign and Digital UK were entered into the draw and the winner, Clare Horner from Vital Signs York was surprised to get the phone call from Spandex. "I could not believe it, it is an amazing prize! It comes at a great time just as we are trying to expand our business. The potential with this printer is enormous. All Spandex staff have been very helpful throughout the process" says Clare.

Vital Signs York offers a vast range of services from full vehicle wrapping through to textile, banners and generic signage to customers nationwide. "We aim to provide all our customers with unique graphics making them stand out from the competition," adds Clare.

For more information on Vital Signs please telephone 07583 182081 and for further details on Spandex and its solutions visit www.spandex.com

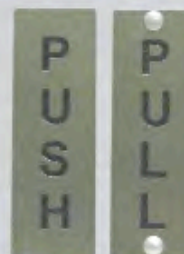


Clare Horner from Vital Signs York - winner of a Mutoh wide format printer.

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style and wording of your choice**



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with or without holes



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

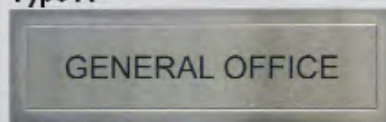


Personalised



Brushed Stainless

Type A



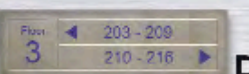
Magnetic Interchangeable Nameplates 254 x 80mm



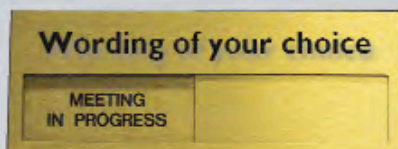
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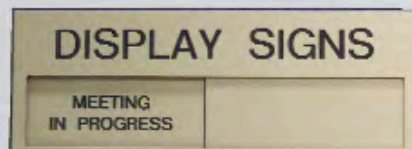


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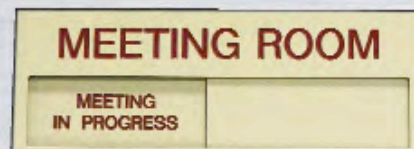
ANY SIZE

Gold Laminate



ANY SIZE

Silver Laminate



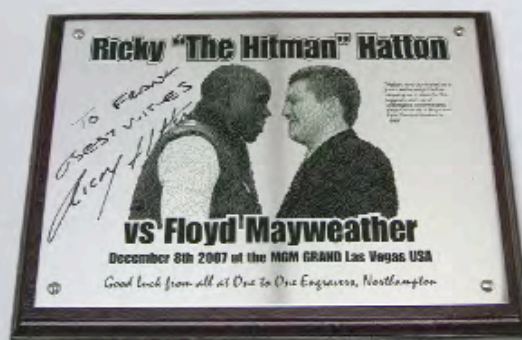
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Powerful 3M performance warranty to support HP printers

In a collaborative initiative between 3M and HP, selective HP Latex printers will now have the support of the 3M™ MCS™ (Matched Component System) Warranty. This is recognised globally as the industry-leading extended performance warranty for finished graphics. Under the warranty, print service providers and graphics producers certified by 3M to offer the MCS support facility will be able to guarantee the performance of graphics against failure for up to five years. This guarantee is contingent upon the use of HP/3M speciality inks, 3M media and the adoption of 3M recommended application procedures.

Central to the success of this new initiative has been the development of the HP/3M co-branded speciality LX600 inks. These are the only inks that carry the 3M MCS Warranty and are based on the patented HP Latex ink technology. They provide another compelling reason for the adoption of more environmentally aware water-based printing as a truly viable alternative to solvent-based processes by providing comparable production speeds, unattended operation and superior quality across a wide range of disparate graphics applications.

They will be used as part of the 3M MCS Warranty offering on

the HP Scitex LX600 and LX800 and the HP Designjet L65500 printers. The inks are designed for use on a wide range of 3M recommended media, including opaque, translucent and reflective formats.

Announcing the 3M MCS Warranty using HP Latex technology initiative, European Market Development Manager for 3M Commercial Graphics, Rainer Schloesser commented: "This important new development will enable graphics manufacturers to produce high-quality output backed by this globally renowned and comprehensive 3M warranty." Business Development Manager for the Scitex division of HP, Udi Nachmany added: "Our collaboration with 3M for a solution backed by the acclaimed 3M MCS Warranty is another significant step to assist the adoption of Latex printing as a true alternative to solvent printing technologies."

Companies at present unable to offer the 3M MCS Warranty can still benefit from the powerful 3M Performance Guarantee that ensures the compatibility of 3M materials with HP Latex inks. ICC profiles for this printer, in common with other HP platforms, are now available as part of this advancement.

For further information on the 3M MCS Warranty, visit www.3Mgraphics.com/warranties and for more information on HP Latex Printing Technologies go to www.hp.com/go/latexprinting



The HP Scitex LX800 Printer.

A Fitting Accreditation for Horizon Signs

Huddersfield based sign manufacturing specialist, Horizon Signs, has been investing in the development of its workforce by sending four of its employees on a course to gain their CSCS cards which allows them to fit signs for clients in addition to manufacturing them.

Many projects now demand full compliance with the CSCS scheme as it allows clients to ensure both trade competence and health & safety requirements.

Four of Horizon's employees have received CSCS cards after completing the relevant courses to the highest standards. As the company has won many contracts recently to supply signs to schools and councils across the UK, it enables Horizon

to be in control from beginning to end, manufacture to fitting, and to work with the clients to fit in with their requirements and deadlines.

Ross Ball, Director at Horizon Signs, commented: "Having four of the workforce with CSCS cards gives our clients greater confidence in our employees competence and health and safety awareness. It has added another element to our already highly skilled team and is helping us to continue to secure more contracts – from small projects right through to government funded schemes such as Building Schools for the Future."

For further information telephone Horizon Signs on 01484 460909 or visit www.horizon-signs.co.uk

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New showroom and demonstration suite for XYZ

Leading provider of integrated routing, engraving and cutting solutions to, among others, the sign and graphics and digital printing industries, XYZ International has moved its Nottingham office to a new showroom and product demonstration suite in the same locality. The new facility will also serve as a regional office for the East Midlands and provide customers with the opportunity to gain hands-on experience and on-site evaluation of the XYZ technology.

Announcing this latest advancement, XYZ Marketing Manager (International) Robert Marshall commented: "With all of our machines now being manufactured at the main XYZ global facility in Canada, it made sense to set up a purposeful showroom and demonstration suite in order to better support our UK sales and marketing activities."

For further information, visit www.xyz.co.uk or telephone Robert Marshall on 01902 375600 to arrange a machine demonstration.



The new XYZ premises will serve as a regional office for the East Midlands.

Dimensions Displays launches re-designed website

Dimensions Displays Ltd, manufacturer of the D4 banner display system and D3 range of poster, light box and literature displays has launched its re-designed web site. The site www.dimensions-displays.com aimed at the designer, specifier and marketing professional client base, is simple to use, search engine friendly and a little bit different from the usual online display shop.

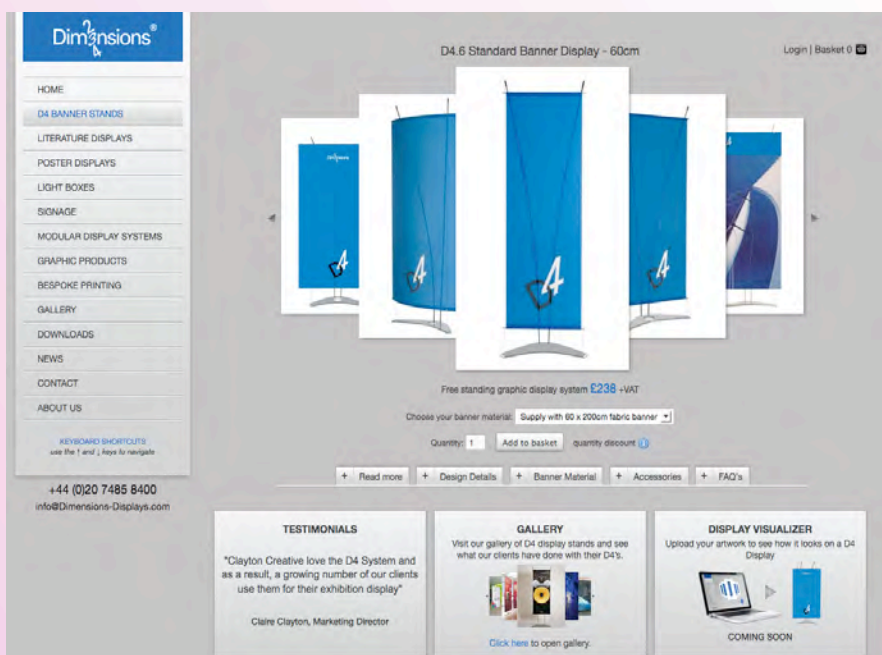
Robbie Ewing at Dimensions says: "As a niche display manufacturer we wanted the website to appeal to our design conscious customers looking to buy quality displays direct from the manufacturer. The new website gives clients all the information they need to complete a purchase in a simple interface."

The redesign includes a new navigation system based on a single page design with detailed product information available from pop up tabs. Products are organised by generic type so its quicker to find your way around, all the sections and products can be navigated using just your keyboard arrow keys. Each product section uses a carousel feature which shows larger more detailed photographs of the products. Also improved is the image gallery where you can filter images to show just the displays you are interested in.

The new online shop has a built in discount structure for multiple purchases and a News section has been added to keep clients updated on completed projects and also product updates.

Dimensions manufacture display products including the D3 and D4 portable systems. The company provide visual display solutions for exhibitions and events, interiors, workplaces, museums, retail and public buildings and have 15 years experience in providing portable displays and permanent graphics to a wide range of clients including multinationals, cultural institutions and government departments.

For further information telephone Dimensions on 020 7485 8400 or visit www.dimensions-displays.com



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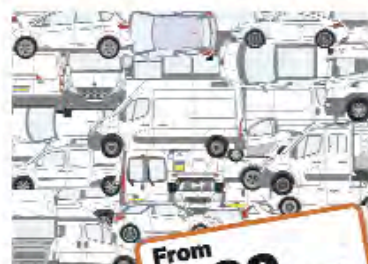
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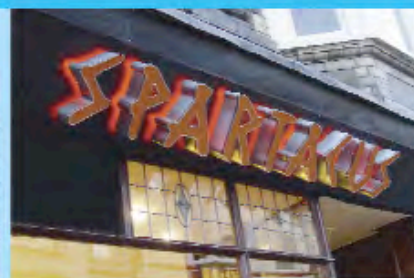
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Josero makes significant investment in new premises

Josero has made a significant investment in its new premises in Cambridge to accommodate a range of new printers, carry additional stock of Triangle inks and expand its demonstration and training facilities. Triangle professional ink sales in the UK and Ireland have grown so rapidly in the past two years that this move has been essential. The new premises are easily accessible and boast 2500 sq/ft of space for storage, technical training, a demonstration suite, staff offices and to house some of Josero's new printers.

Staff, dealers and customers will use the demonstration and training facilities. Potential customers will be able to visit the premises to see just how easy the switchover to Triangle Inks is and how it will save them money without any reduction in reliability and quality. Josero's dealers throughout the UK and Ireland will be regular visitors to the new premises, receiving updates and training on new products from the technical team at Josero.

By having the facilities to hold a large amount of stock in the UK which can either be shipped directly to customers or to one of its many dealers, Josero can guarantee their



Josero's new premises based in Cambridge.



The new demonstration suite will house the latest printers available.

customers will receive excellent service and swift deliveries for its full range of inks and spare parts.

Paolo Capano, INX Digital Vice President EMEA, from Triangle's European Head Office in Italy, officially opened the new premises.

Paolo commented, "The team at Triangle are delighted with the impact Josero has made on the UK inkjet market. Within a few years Triangle inks have become one of the market leading professional ink suppliers in the UK. The investment Josero has made in these new premises shows their commitment and determination to further grow Triangle inks."

Many companies in the UK and Ireland, ranging from small printing houses to large public sector bodies have moved to using Triangle inks. Triangle inks is one of the fastest growing professional ink manufacturers, and has an extensive product portfolio, which means Josero can supply professional inks for virtually every model of wide and superwide format printer across the whole spectrum of ink technologies - traditional solvent, Eco & Mild Solvent, Water based, Bio, UV curable and Textile inks.

Josero is also expanding its product portfolio by adding two new printers to the existing product range.

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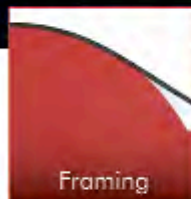
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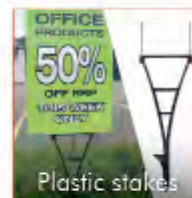
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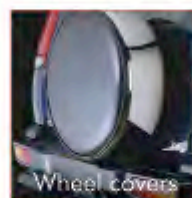
Mounts



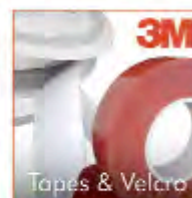
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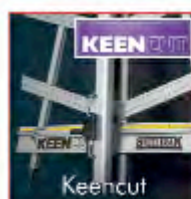
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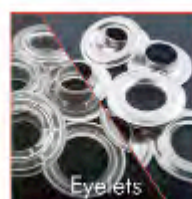
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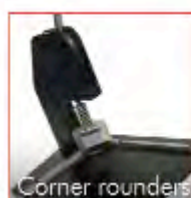
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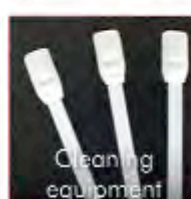
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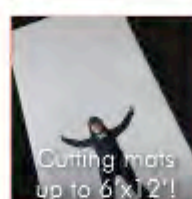
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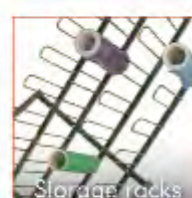
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HP Latex Ink Technologies take to the road

The HP European Latex Applications tour has started to demonstrate the vast opportunities available to Print Service Providers (PSPs) using HP Latex printing technologies.

Central to the tour is a 16.5m-long customised truck and trailer, which was on display at FESPA Digital – the first official stop on a road show that is now visiting various cities across Europe throughout 2011. Designed to inspire and show how incorporating HP Latex printers, inks and compatible HP substrates into their operations can deliver business enhancing opportunities to PSPs, the events will feature informative presentations, customer testimonials, hands-on workshops and live product demonstrations on a 152.4cm (60in) HP Designjet L25500 Printer.

The tour is focussing on how users can expand their creative applications offering and undertake a host of innovative graphic arts projects by maximising the multi-substrate printing capability of latex printers. As well as the HP Designjet L25500, these also include the new HP Scitex LX820 and LX850 Printers.

Additionally, the road show will explain the environmental benefits offered by HP Latex printing solutions and how these technologies allow PSPs to limit the impact of their operations on the environment, while also fulfilling certain stipulations required by their own customers.

"Based on our successful latex demo days, our European latex applications tour will demonstrate how PSPs can produce a wide array of environmentally-responsible projects, while still achieving

exceptionally good print quality at high production speeds," said Laura De La Pascua, Marketing Manager, HP Designjet Business, EMEA. "At each stop of the tour, attendees will be able to meet with HP specialists to discover how latex printing can help achieve high profit margins through streamlining workflows, reducing turnaround times and adding value to applications."

HP Latex Inks provide print durability and display permanence comparable to eco-solvent inks and low-solvent inks, and their water-based formulation helps reduce the impact of printing on the environment. From durable outdoor signage to odourless indoor displays, HP Latex Inks provide high productivity printing and broad media versatility across both coated and uncoated substrates.

Sessions will showcase the new market opportunities enabled by the versatility of latex ink including non-traditional signage applications, such as wallpaper; indoor decorative textiles, printing on uncoated fabrics and fine art canvas reproductions. Previously impossible applications, such as printing for enclosed spaces, for example lifts, or places where strict regulations are in place, like in hospitals and restaurants are also possible using HP Latex Ink printers.

HP is encouraging those interested in attending to register early to avoid disappointment.

For the tour schedule and to register for a session please see www.latextour.com



Central to the HP European Latex Applications tour is the 16.5m-long customised truck and trailer.

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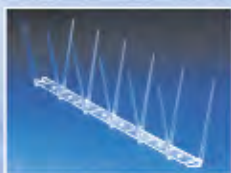
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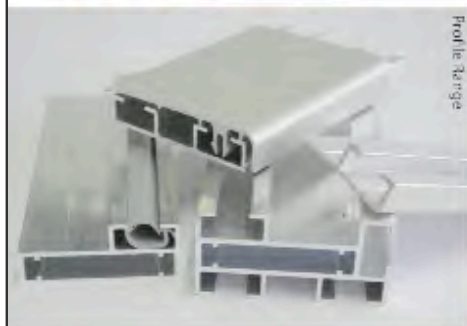
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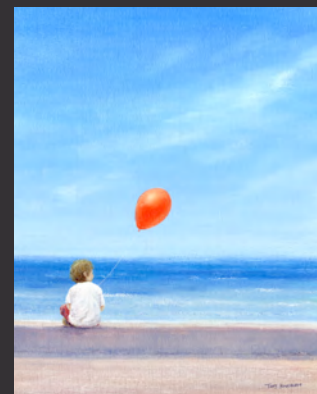


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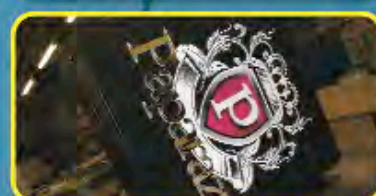
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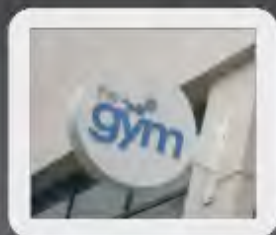
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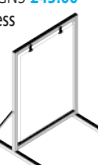
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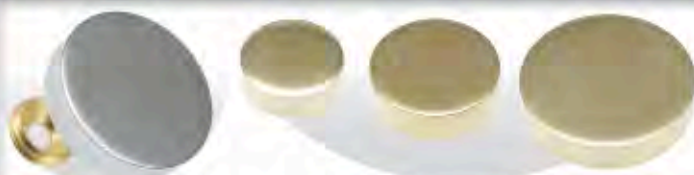
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Fax: 01858 466 992
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www.dorotape.co.uk
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www.signscape.co.uk

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

SIMPLEX LTD

Unit C, Peter Road, Lancing Business Park, Lancing, West Sussex. BN15 8TH

Tel: 01903 750333

Fax: 01903 750444

sales@simplexlimited.com

www.simplexlimited.com

Simplex are a trade only supplier of sign systems and metal fabrications. We offer a range of Pole & Plank products for post and wall mounted signs, fingerposts and mini monoliths. For versatile curved interior or directories our System 4 is unbeatable whilst as an approved converter for the Accord 15 "slat" type system and a recognised supplier of MSS we really hope we can help with all your needs.

MOULDED & FABRICATED PLASTICS

MERCURY & PHILLIPS SIGNS

51-59 Waterworks Road, Norwich NR2 4DA

Tel: 01603 666699

Fax: 01603 616781

mercphil@globalnet.co.uk

www.mercuryphillipssigns.co.uk

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

PROJECT PLASTICS LTD

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

Tel: 01206 868696

Fax: 01206 793737

project.plastics@btinternet.com

www.projectplastics.co.uk

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

MOULDED LETTERS

ACCENT SIGNS LTD

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

Tel: 0121 561 4600

Fax: 0121 561 5458

accsign1@aol.com

www.accentssigns.co.uk

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

MERCURY & PHILLIPS SIGNS

51/59 Waterworks Rd. Norwich NR2 4DA

Tel: 01603 666699

Fax: 01603 616781

mercphil@globalnet.co.uk

www.mercuryphillipssigns.co.uk

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

SIGNTRADE LETTERS LTD

225 Long Lane, Finchley London N3 2RL

Tel: 020 8346 8515

Fax: 020 8349 0294

sales@signtrade.co.uk

www.signtrade.co.uk

Moulded letters are our speciality with stock of 20 fonts 8 letter heights in coloured Perspex and 1000's of flat cut letters as well. Your own font or logo is made by our own toolmakers. With over 60 years of experience to call on.

NAMEPLATES

ALAN ROBERTS ENGRAVERS LTD

39a Knight Street, Liverpool, L1 9DT

Tel: 0151 709 3404

Fax: 0151 707 8081

mail@alanrobertsengravers.co.uk

www.alanrobertsengravers.co.uk

Fast confidential service to the trade.

Nameplates in ALL materials (see our web site), Labels, Nameplates, Plaques, Control Panels, Rating and ID Plates etc. Also Vinyl Signs and Stickers, Banners, Vehicle Livery, Window Graphics and more.. Always top quality - Always on time!

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

Tel: 020 8368 9017

Fax: 020 8368 9018

info@aspectsigns.com

www.aspectsigns.com

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

LEXICRAFT LTD

32 Woodside Business Park, 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.

MOCKRIDGE LABELS

& NAMEPLATES LTD

Cavendish Street, Ashton-under-Lyne, Lancs OL6 7QL

Tel: 0161 308 2331

Fax: 0161 330 9645

sales@mockridge.com

www.mockridge.com

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

SIGN INDUSTRIES

Gardyne, Forfar, Angus, Scotland, DD8 2SQ

Tel: 01241 828 694

Fax: 01241 828 331

info@signindustries.com

www.signindustries.com

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

NEON MANUFACTURERS (TRADE)

A1DESIGNS

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

Tel: 020 8646 9886

Fax: 020 8646 9478

enquiry@a1designs.co.uk

www.a1designs.co.uk

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

AVENUE SIGNS LTD

216-222 Luton Road, Chatham, Kent ME4 5BS

Tel: 01634 841300

Fax: 01634 841420

info@avenuesigns.co.uk

www.avenuesigns.co.uk

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

LOGOTECH DISPLAY

SOLUTIONS LTD

Unit 6, Atley Business Pk, North Nelson Ind Est, Cramlington, Newcastle Upon Tyne NE23 1WP

Tel: 01670 737 225

Fax: 01670 707 365

sales@logotech-ltd.co.uk

www.logo-tech.co.uk

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

NOTICE & DRY-WIPE BOARDS

JANSEN DISPLAY LTD

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

Tel: 01480 479231

Fax: 01480 404951

info@jansen-display.co.uk

www.jansen-display.co.uk

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

NOTICE BOARDS - LOCKABLE/EXTERIOR

ASHBY TRADE

SIGN SUPPLIES LTD

Youngs Ind Est, Aldermaston, Reading, RG7 4PW

Tel: 0118 981 5343

Fax: 0118 981 5335

Sales@ashbytrade.co.uk

www.ashbytrade.net

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

JANSEN DISPLAY LTD

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

Tel: 01480 404951

Fax: 01480 404951

info@jansen-display.co.uk

www.jansen-display.co.uk

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

ONTHECASE

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

Tel: 01392 247577

sales@onthecase.co

www.onthecase.co

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

NUMBER PLATES

TENNANTS UK LTD

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

Tel: 0115 973 8080

Fax: 0115 973 8090

sales@tennantsuk.com

www.tennantsuk.com

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

PAVEMENT SWINGER SIGNS

ROTOSIGNS

TRADING AS PART
OF YEOMAN PRESSINGS

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Road, Colesey, West Midlands,
WV14 8XR

Tel: 01902 404008

Fax: 01902 404006

sales@rotosigns.com

www.rotosigns.com

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

PLASTICS DISTRIBUTORS

CENTURY PLASTICS LTD

Unit G, Vector 31, Waleswood Way,
Wales Bar, Sheffield, S26 5NU

Tel: 01909 773037

Fax: 01909 773038

sales@centuryplastics.co.uk

www.centuryplastics.co.uk

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

EAGLE PLASTICS LIMITED

3 Highmeres Road, Thurmaston,
Leicester, LE4 9LZ

Tel: 0116 276 6363

Fax: 0116 276 6366

amber@eagleplastics.co.uk

www.eagleplastics.co.uk

Eagle Plastics Limited offers a comprehensive range of thermoplastic sheet materials which can be precision cut - to 0.25mm accuracy - and delivered quickly via our own transport. High Impact Polystyrene (print friendly / food grade) / High Impact ABS / Styrolux / PETG / APET / PVC / PP / HDPE all of which are available in a large range of colours and finishes.

N E PLASTICS LTD

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

Tel: 020 8308 9990

Fax: 020 8308 9995

sales@neplastics.co.uk

www.neplastics.co.uk

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

PERSPEX DISTRIBUTION LTD

2-3 Lonebarn Link, Springfield Business
Park, Chelmsford, Essex CM2 5AR

Tel: 01245 232800

Fax: 01245 232801

sales.chelmsford@perspex.co.uk

www.perspex.co.uk

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

TRANSPLAS

Dawkins Road, Hamworthy, Poole,
Dorset BH15 4HF

Tel: 01202 670567

Fax: 01202 667768

transplas@transdev.co.uk

www.transdev.co.uk

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

POINT OF SALE FITTINGS

UK POINT OF SALE GROUP LTD

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

0161 4314411

www.ukpos.com

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

POLYSTYRENE SIGN SERVICE

Fonteyne Signs & Displays

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

Tel: 01727 832146

Fax: 01727 898828

studio@fonteynesigns.co.uk

www.fonteynesigns.co.uk

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

POSTER HOLDERS / CASES

ASHBY TRADE SIGN

SUPPLIES LTD

Youngs Ind Est, Aldermaston, Reading,
RG7 4PW

Tel: 0118 981 5343

Fax: 0118 981 5335

Sales@ashbytrade.co.uk

www.ashbytrade.net

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

BROWNING'S LTD

5 Williamson Street, Hull, HU9 1ER

Tel: 01482 380900

Fax: 01482 380901

sales@browningltd.co.uk

www.browningltd.co.uk

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

GREEN MAGIC CO.

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

Tel: 01489 896999

Fax: 01489 895899

info@green-magic.co.uk

www.sign-holders.co.uk

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

INSIGHT SIGN SYSTEMS

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

Tel: 0141 774 5990

Fax: 0141 774 6653

sales@insightsignsystems.com

www.insightsignsystems.com

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

ONTHECASE

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

Tel: 01392 247577

sales@onthecase.co

www.onthecase.co

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

ROTOSIGNS

TRADING AS PART OF
YEOMAN PRESSINGS

Unit 10, Cannon Business Park, Gough
Road, Colesey, West Midlands,
WV14 8XR

Tel: 01902 404008

Fax: 01902 404006

sales@rotosigns.com

www.rotosigns.com

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

SIGN MAKERS PRODUCTS LTD

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

Tel: 01508 531183

Fax: 01508 531139

www.signmakersproducts.ltd.uk

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

SIGNSCAPE SYSTEMS LTD

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

Tel: 01934 852888

Fax: 01934 852816

sales@signscape.co.uk

www.signscape.co.uk

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

UK POINT OF SALE GROUP LTD

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

Tel: 0161 4314400 /

0161 4314411

www.ukpos.com

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

PRINT/POSTER FRAMES

BROWNING'S LTD

5 Williamson Street, Hull, HU9 1ER

Tel: 01482 380900

Fax: 01482 380901

sales@browningstltd.co.uk

www.browningstltd.co.uk

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

GREEN MAGIC CO.

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

Tel: 01489 896999

Fax: 01489 895899

info@green-magic.co.uk

www.sign-holders.co.uk

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

JANSEN DISPLAY LTD

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

Tel: 01480 479231

Fax: 01480 404951

info@jansen-display.co.uk

www.jansen-display.co.uk

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

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

Tel: 0161 4314400 /

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www.ukpos.com

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

PRINTED WINDOW FILM

DIGIGLASS LIMITED

Harris Business Park, Stoke Prior, Bromsgrove, Worcestershire B60 4DJ

Tel: 01624 675007

Fax: 01624 614766

sales@digiglass.com

www.digiglass.com

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

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Fax: 0118 981 5335

Sales@ashbytrade.co.uk

www.ashbytrade.net

Ask for any of our wide variety of aluminium projecting signs to suit your signage needs. Budget projecting, Bordeaux, Modular, Curved insert, Trays, Hanging brackets with flat plate. Styled to your measurements, colours to suit. Bespoke manufacture, for next day despatch on many styles.

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Tel: 0113 224 2124

info@infinitesigns.co.uk

www.icesigns.co.uk

Illuminated projecting signs in powder coated aluminium or stainless steel. Faces can be in opal acrylic or fret cut. We can install illumination as LEDs or fluorescent tubes. The signs can be any shape or size.

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PO Box 5423 Poole BH12 2ZW

Tel: 01202 463573

Fax: 01202 463564

enquiries@ironsigns.com

www.ironsigns.com

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

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Calf Hey South, off Well'ith Lane, Rochdale OL11 2JS

Tel: 01706 633043

Fax: 01706 710086

sales@apptape.co.uk

www.apptape.co.uk

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

TENNANTS UK LTD

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

Tel: 0115 973 8080

Fax: 0115 973 8090

sales@tennantsuk.com

www.tennantsuk.com

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

ROAD SIGNS

TENNANTS UK LTD

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

Tel: 0115 973 8080

Fax: 0115 973 8090

sales@tennantsuk.com

www.tennantsuk.com

Tennants are now one of the UK's largest manufacturers of Temporary Road Signs and distribute Economy Grade Zintec Road Signs through to BS EN 12899-1 Specified Permanent Signs. Many years have been spent working closely with leading Traffic Management and Construction companies enabling Tennants to supply anything from one road sign to a complete Chapter 8 traffic management layout, including Metal Frames, Cones, Barriers and Lamps!

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SIGNMASTER SYSTEMS LTD

Digital Court, Waymills Industrial Estate, Whitchurch, Shropshire, SY13 1TT

Tel: 0845 130 5565

Fax: 0845 130 3365

phil.george@signmaster.co.uk

www.signmaster.co.uk

Signmaster Systems only offer the top leading brands. We give the best level of service and after sales support. We can offer an unbiased opinion on your purchase giving you the confidence that you have made the right choice for now and for the future.

ROUTER CUTTERS/PLOTTER BLADES

ATA ENGINEERING PROCESSES

ATA House, Unit B, Boundry Way, Hemel Hempstead, Herts HP2 7SS

Tel: 01442 264411

Fax: 01442 231383

sales@ataeng.com

www.ataeng.com

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

EDWARD MATHIAS & CO

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Fax: 0151 728 8851

info@blades.uk.com

www.blades.uk.com

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

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Cyber House, 1 Kepler, Lichfield Road Industrial Est, Tamworth, Staffordshire, B79 7XE

Tel: 01827 304500

Fax: 01827 304501

sales@itc-ltd.co.uk

www.itc-ltd.co.uk

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

ROUTING SERVICES

PJ SIGNS LTD

Unit 22-24 Buckingham Square, Hurricane Way, Wickford, Essex SS11 8YQ

Tel: 01268 764874

Fax: 01268 764883

tony.sayers@pj-signs.com

www.pj-signs.com

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

SCREEN INKS

APOLLO COLOURS LTD

Unit E4, Kingfisher Business Park, Hawthorn Road, Bootle, Liverpool L20 6PF

Tel: 0151 922 5665

Fax: 0151 933 5667

sales@apollocolours.co.uk

www.apollocolours.co.uk

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

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Tel: 01952 677506

Fax: 01952 677464

sales@3s-signs.co.uk

www.3s-signs.co.uk www.3sballoons.com

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

ABBI SIGNS & DESIGNS LTD

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or 2831

Fax: 0151 495 1369

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www.abbisigns.co.uk

Screenprinting at sensible prices to the trade - Huge Discounts on Retail Prices for Transport & Chemical Industry signs, eg reflective Hazchems & related signage. It's our speciality. Ring Steve for a sensible quote!

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Fax: 01473 233415

sales@clearscore.co.uk

www.clearscore.co.uk

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

FIRST SIGNS & LABELS LTD

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Fax: 01279 467888
sales@firstsignsandlabels.co.uk
www.firstsignsandlabels.co.uk
We specialise in high quality screen printing. We are suited to meet print requirements onto many substrates. We have finishing capabilities with die cutting and CNC routing. We offer a fast and efficient service, should you require 1 off's or larger run's give our team a call.

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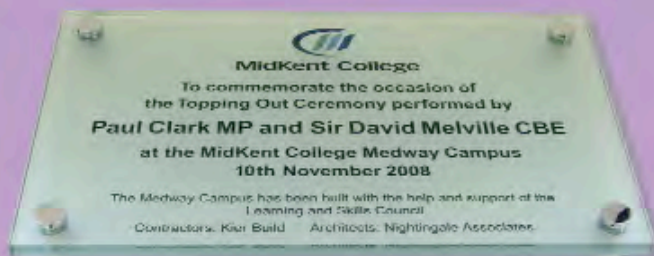
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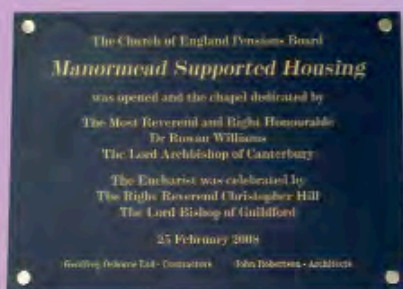
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ACRYLIC (Perspex or Repsol - including gold and silver) (10mm: white black and clear)

NO MINIMUM ORDER

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

FOAM PVC (all available colours - 10mm & 19mm available in white only)

NO MINIMUM ORDER

height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
3mm	£0.42	£0.53	£0.85	£1.03	£1.14	£1.39	£1.57	£2.12	£2.42	£2.72	£3.03	£4.00	£4.85	£5.76	£7.88	£18.20
5mm	£0.48	£0.72	£1.09	£1.46	£2.00	£2.30	£2.67	£3.15	£3.64	£4.37	£5.15	£6.07	£6.87	£8.00	£11.03	£30.32
10mm	£0.85	£1.33	£1.70	£2.55	£3.52	£4.37	£4.98	£6.07	£7.28	£8.32	£9.34	£11.52	£13.34	£16.98	£21.59	£58.21
19mm	£1.82	£2.55	£3.64	£4.24	£4.85	£6.67	£8.49	£9.41	£10.92	£12.42	£14.86	£16.98	£20.01	£23.05	£27.90	£78.83

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

NO MINIMUM ORDER

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

3mm ALUMINIUM COMPOSITE (Dibond, Alupanel)

NO MINIMUM ORDER

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

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

MINIMUM ORDER £95

height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm
3mm	£2.94	£3.67	£4.54	£5.63	£6.26	£7.18	£8.10	£9.38	£10.59	£12.08	£13.67	£17.88	£21.41	£27.22	£36.14
5mm	£3.46	£4.33	£5.36	£6.64	£7.39	£8.47	£9.55	£11.07	£12.49	£14.25	£16.13	£21.10	£25.76	£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

PLEASE NOTE: All the above prices are subject to VAT at the prevailing rate. Prices are based on the capital letter height, even on lower case orders. All work carries a 2 YEAR WORKMANSHIP GUARANTEE. All materials carry the manufacturers warranty. All our letters are manufactured from **exterior quality materials**.

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