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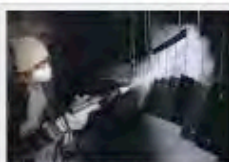
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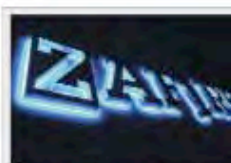
Powder Coating



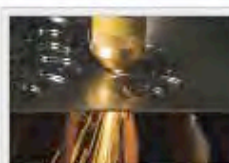
Sign Trays



Fabricated Systems



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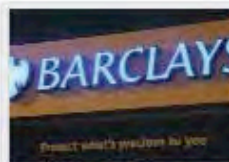
Projection Signs



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# WELCOME *Page*

## Take this opportunity to have your say

At the Sign & Digital exhibition I had a visitor to the stand who complained, well moaned about me and my welcome page. He knows I've been in the sign industry for many years and asked why I don't give my many years experience to that page. I had a quick grumble then explained that there are a further 70 pages plus after this welcome page with nothing but news about signage and the sign trade, so please leave me to have my moaning page.

It did leave me thinking though, was he right? When I bumped into Matt Driver from Trade Signs UK a little later and asked if he would be interested in using my page as he's working right in the heart of the sign trade, whereas I now look in from the outside by comparison. Not only that but sometimes I feel I have become, how shall I put it, a little tired of the world of signage.

So for our July issue we will have the pleasure of Matt's sign experience. If there is anyone who'd like to have their say on this page in September, then drop me an email letting me know.

Changing the subject, I was reading in yesterday's newspaper that they (can't remember who they were but think it was the current government) want to drop the one-penny piece from our currency. Already there are those that say it will add to inflation. How, I don't know, as I don't know of a single item that we can buy for one penny, or two pence, we're even hard pushed to find something at five pence. So I'm all in favour of getting rid of it. The first thing the retail trade will have to stop is the ridiculous habit of pricing at £9.99 and similar. It would have to be £9.98. So there you have it, it could bring down inflation.

There was another article in the same paper that will worry the sign industry. There seem to be very few car drivers who don't use sat-navs these days. We are relying more on them and ignoring all road signs. Can we eventually get rid of a lot of wayfinder signage altogether? Scientists are developing a new satellite navigation system, dubbed the Granny-Nav. This is intended to help the increasing pensioner population, guiding them through safer routes that avoided turning right onto major roads, giving them a lot more left turns. I'll watch with interest on this one. What would happen if or when the sat-navs all stopped working at the same time?

To cheer myself up, I'll start looking forward to summer, almost time to strip off the winter woollies and get into t-shirts and shorts! Except, looking out the window, pouring rain is making it feel like autumn already.

*Roger Huchiffe*



*Cor blimey Wayne, just look at those two.  
Don't women let themselves go over the winter months.*

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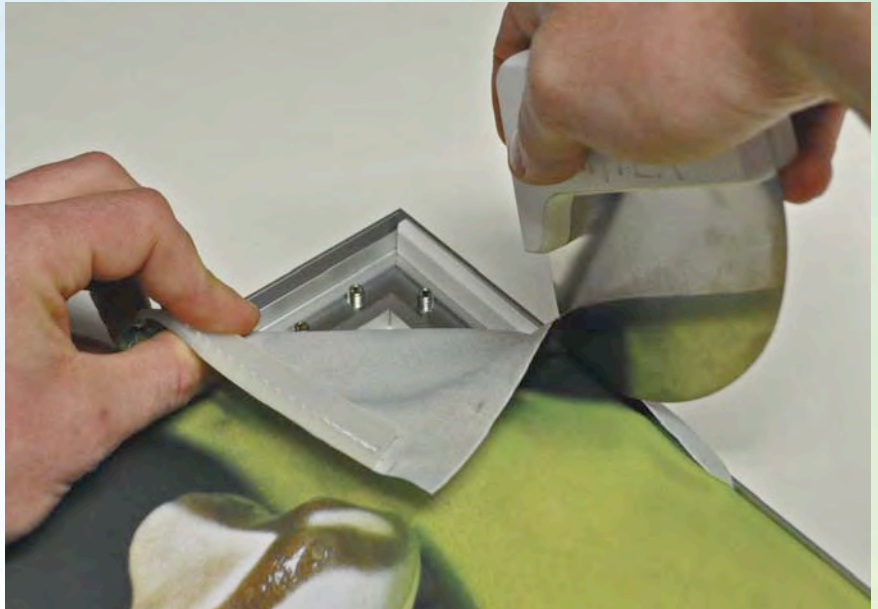
## Spirit Displays makes textile display easy with its Spirit-TEX Fabric System

Spirit Displays, the London-based manufacturer of banner tensioning systems, has announced the latest addition to its range. Spirit-TEX has been developed in response to market demand for sturdy, easy-to-use frame solutions for lightweight textiles, and is designed to address challenging sizing and finishing issues.

The innovative textile tensioning system, which has a patent pending, is said to be the only system to offer a choice of three finishing options for the printed fabric, allowing users to reduce or even eliminate the need for finishing. Available in a number of profiles, including wall-mounting, free-standing and back-lit, Spirit-TEX has also been successfully tested for compatibility with dye-sublimation, UV-curable and latex printing systems, making it one of the most flexible fabric display options on the market.

Of the several mounting options, a combination of industry-standard silicone strip application across the top edge of a printed graphic, and Spirit Displays's innovative Spirit-TEX Gripper along the sides and bottom edges, offers the best of both worlds. Allowing for easy alignment with a limited amount of finishing to the textile, this method also ensures optimal tension coupled with the maximum tolerance for size variation.

With Spirit-TEX Gripper on all edges of the frame, fabric can be printed with a bleed area and the edges tucked into the frame using the Spirit-TEX tool without any further finishing being necessary. This not only removes the issue of precise sizing of the printed fabric – a complex area made more complicated by the typical shrinkage of these substrates after washing – but also allows much larger textile graphics to be tensioned.



*The Spirit-TEX Fabric System from Spirit Displays is a flexible, innovative and easy-to-fit solution for lightweight printed textile displays.*

An 18 x 3m (59 x 9'10") frame has already been successfully installed at exclusive London department store Selfridges, and there is potential to go larger still.

Alternatively, TEX-TAPE from Spirit Displays can be affixed to the perimeter of the printed textile to reinforce the edge. The double-sided tape with textile adhesive does not require any special tools or training to use, and can be used in place of silicone strip. The Spirit-TEX system is also compatible with industry-standard 14 x 3mm silicone keder.

In addition to being simple to assemble and enormously flexible, the Spirit-TEX profiles are completely recyclable, making them a truly green solution for fabric display mounting, and are manufactured in the UK. The full range of profiles comprises options for front- or back-lighting and single- or double-sided display, and the frames can hang, or be wall-mounted or freestanding. Spirit-TEX and the popular Spirit-FLEX systems from Spirit Displays are available to the trade only in stock profiles and flat-pack kits, or fully fabricated with LED lighting in the case of light boxes.

Hadley Weight, director at Spirit Displays, says: "The industry has been crying out for a simple, flexible display solution for lightweight fabrics, and we have listened. We are proud to be the first to respond to the demand with Spirit-TEX and we are confident that it will become the most popular product of its kind on the market."

For further information telephone on 0844 800 9612 (UK) or +44 (0)20 8330 9486 or visit [www.spirit-displays.co.uk](http://www.spirit-displays.co.uk)





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## Mimaki widens the desktop UV printing gap

**The introduction of the Mimaki UJF-3042HG flatbed printer brings even greater capability to desktop LED UV inkjet printing. Maximum height for printing materials is expanded to 150mm, and Mimaki has also added the capability to benefit from 6-colour plus white printing by incorporating two additional ink slots.**

"The introduction of the UJF-3042HG underscores our commitment to continuing innovation in the development of wide format printing products," said Mike Horsten, Marketing Manager, of Mimaki Europe. "This desktop LED UV inkjet printer expands the thickness of materials that can be used for print to 150 mm. Even most larger, more expensive printers can only print on materials with a thickness of up to 51mm, making this a huge breakthrough for the industry. The printer can print directly on A3 media (420 x 297 mm)."

The UJF-3042HG is able to print on substrates that are impossible to use in a conventional model such as plastic, metals and wood; all of which continue to improve business opportunities. Its small environmental footprint is another differentiating factor for this printer, with long-life, low power consumption LED curing. With the introduction of the Mimaki UJF-3042HG, two print channels have been added to enable 6-colour printing plus white and clear inks. This produces attractive, higher definition output with high quality gradations that cannot be achieved as easily with 4-colour printing. In addition, white and clear inks add value to printed products by providing under/over-coating on transparent or coloured materials, as well as gloss or matte finish.

Mimaki is distributed in the UK & Ireland by Hybrid Services Ltd and national sales manager, John de la Roche welcomes the new machine. "Adding the 'HG' model to the Mimaki UJF-3042 product line-up provides customers with even greater choice dependent upon their application. With tangible performance and process advantages, Mimaki's UV print capabilities are unsurpassed."

The Mimaki UJF-3042HG also features a newly developed white ink circulation system that prevents pigment sedimentation. This not only improves the yield of white ink for more efficient consumption and reduced waste, but it also benefits production throughput with less risk of wastage of expensive substrates. The UJF-3042HG also incorporates a nozzle recovery function that temporarily restores print quality, reducing potential downtime if maintenance issues should arise.

With the printer's automated primer function, Mimaki's PR-100 inkjet primer can be applied through the inkjet system, as opposed to the previous manual application method. This primer improves adhesion and allows the use of materials that are not necessarily optimised for inkjet production, without affecting the look and feel of the substrates.

Inline application allows for improved registration and faster production times – spot priming only the areas of the substrate that will be accepting ink means less primer needs to be consumed, reducing costs while ensuring quality remains high.

The Mimaki UJF-3042HG supports three different ink types in addition to the primer: Mimaki LH-100 hard UV ink (excels in scratch and chemical resistance as well as colour reproduction); Mimaki LF-200 flexible UV ink (new to the UJF 3042 family, enables stretching of ink up to 200%); Mimaki LF-140 (offers strong gradation in 6-colour printing and is more flexible than LH-100 hard ink). Opaque white and high gloss/matte clear inks are also available.

"Gloss and matte inks add significant value to the printed product," says Horsten. "These inks enable the designer to highlight specific areas of the piece, making images literally pop off the page and adding other special effects to increase both quality and production value. White ink, of course, is a critical component of printing in the sign and display industry, especially when using transparent or dark substrates. Our opaque white ink meets both requirements – blocking the transmission of light through transparent materials so that the overprinted colour stands out resulting in a broader colour gamut, as well as providing full coverage over darker materials, delivering a crisp image without any muddiness. We believe the ability to print using both white and clear inks on a desktop device is a first in the industry and we are proud to bring this capability to market."

For further information telephone Hybrid Services on 01270 501900 or visit [www.hybridservices.co.uk](http://www.hybridservices.co.uk)



*The new Mimaki UJF-3042HG printer.*



foam pvc acrylic ali composite mdf stainless steel

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

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

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

no minimum order

## stainless steel

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

£85 minimum order

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height	6mm	12mm	18mm
50mm	£0.34	£0.85	£1.47
75mm	£0.79	£1.47	£2.26
100mm	£1.14	£1.81	£2.74
125mm	£1.53	£2.41	£3.63
150mm	£1.92	£3.01	£4.53
175mm	£2.31	£3.61	£5.43
200mm	£2.70	£4.21	£6.33
225mm	£3.09	£4.81	£7.24
250mm	£3.48	£5.41	£8.14
275mm	£3.87	£6.01	£9.04
300mm	£4.26	£6.61	£9.94
375mm	£5.05	£7.81	£11.74
425mm	£5.44	£8.41	£12.64
500mm	£6.23	£9.61	£14.44
600mm	£7.02	£10.81	£16.24
1200mm	£13.81	£21.61	£32.41

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# PRODUCT *News*

## New Freestanding Counter Top Light Panels from Mid West Displays

Mid West Displays has added a new product to its ever growing Light Panel range. The Freestanding Counter Top Light Panels use energy efficient LEDs to illuminate graphics placed within the acrylic pocket and work in exactly the same way as all of their Light Panels. They are made from 6mm acrylic onto which a special light carrying matrix is applied using screen printing techniques. This matrix ensures that the graphics are evenly illuminated and produces an impressive bright light.

"Our customers have demanded a small, flexible version of our Light Panels that could be used on counter tops, by till points or even on bars. With this in mind we have developed this new product," explains Mark Newman for Mid West Displays.

The Counter Top Light Panels are a single unit that plug directly into a mains power point via a 12 volt transformer, making it installation free and easy for customers to use. Mid West Displays manufacture all Light Panel ranges in house and are therefore able to manufacture different shapes, colours and styles depending



*The new Freestanding Counter Top Light Panels will be a popular choice for bars, restaurants and high street retailers.*



on the customer's requirements. Logo etching and brand colour matching are also options available.

"We foresee these Light Panels being extremely popular in bars, restaurants and high street retailers, they are so easy to use they could be used anywhere," said Newman.

Mid West Displays have also adapted their Wall Mounted Light Panel ranges to include a magnetic front which will allow even easier access to change the graphic and means customers can change the colour of the border. The front pocket easily locates itself onto the magnets ensuring a good fit.

The new products can be found on [www.midwestdisplays.co.uk](http://www.midwestdisplays.co.uk) or telephone 01743 365531 to request the new 2012 brochure.

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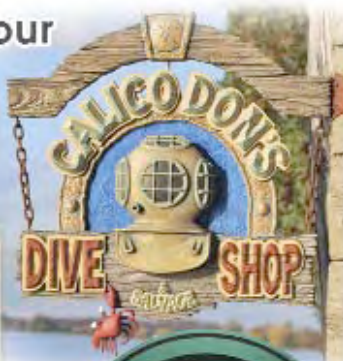
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## Roland DG introduces white ink configuration for VersaSTUDIO BN-20 and VersaCAMM VS Series

Roland DG (UK) Ltd has announced that the VersaSTUDIO BN-20 and VersaCAMM VS Series eco-solvent metallic inkjet printer/cutters, now offer a specialised new ink configuration for white-colour printing applications. This new configuration is available in five colours for the BN-20 – cyan, magenta, yellow, black and white and seven colours for the VS Series – cyan, magenta, yellow, black, light cyan light magenta and double white. Users can choose the ink configuration that best suits their business needs at the time of purchasing.

"White colour printing is currently available for screen and gravure printing," said Brett Newman, Roland DG UK's technical director. "However, the high costs involved in plate making with these traditional methods means that small volume printing becomes unprofitable. In addition, these traditional methods can take a number of days to deliver a few pieces of print. With the new white-colour configuration, Roland's BN-20 and VS Series are an ideal solution for small printing businesses, design offices and medium-sized screen printers to increase productivity, add value to their offering and cover a wider-variety of their customer's needs."

In today's market, the life cycle of a product is getting shorter, and as a result visual communication tools are becoming more significant to enhance retail promotions and drive sales. With innovative solutions such as the new white ink configuration, Roland DG aims to provide printing businesses with the tools to meet the growing demand from brand owners, retail outlets and design houses for small volume and specialised printing.

The BN-20 is a 20" wide compact eco-solvent inkjet printer/cutter. It enables you to easily produce small volume graphics, labels, apparel, window graphics and signage on a wide variety of media including transparent film right from your desktop. The BN-20 can save you time and production costs with the unique Roland Print and Cut workflow that prints and precision contour cuts graphics of virtually any shape.

The VS Series Eco-Solvent inkjet printer/cutters are available in four different widths: 30", 42", 54" and 64". Using transparent film and



*The new high-opacity white ink configuration and transparent film is ideal for window displays.*

the new high-opacity white ink configuration, the VS Series can produce a wide variety of high-quality applications such as window displays, labels, decals or small production packaging prototypes. The new white ink configuration increases speed by 200% for standard white colour printing compared to the previous Roland configurations for even higher productivity. The combination of a dedicated dryer and blower fitted on the VS Series device vastly increases productivity, and assures efficient drying of the white ink even in high opacity mode.

For precision printing, "TIFF Merge" function has been added to both the VersaSTUDIO BN-20 and the VS Series. The TIFF Merge function sends and prints a process-colour data file and a white-colour data file at the same time, preventing any gap between the two files, which can occur when the two files are sent to the printer and printed separately.

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

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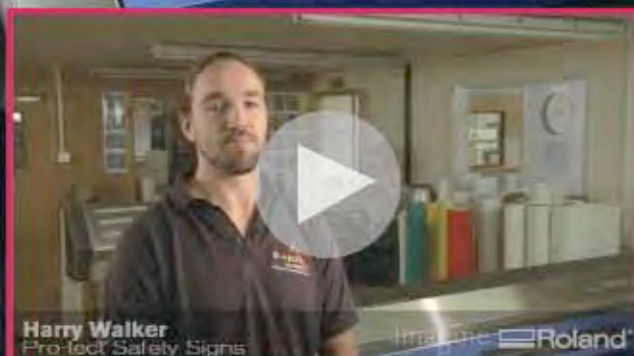
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# PRODUCT *News*

## Re-launched Sign Making Tools bring WrapCut to the UK market

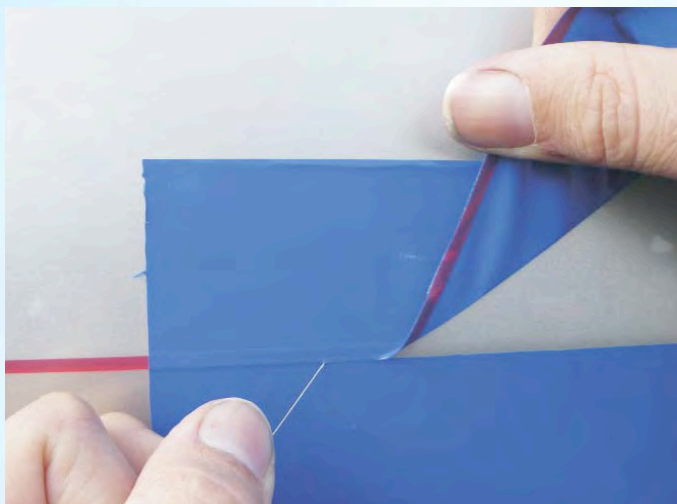
After a year Paul Hughes would sooner forget, he was delighted to re-launch his company Sign Making Tools at this year's Sign & Digital show.

The company was originally launched at last year's show but Paul suffered the loss of one of the company's main suppliers and was then in a major accident that literally saw him off his feet for six months with two broken legs! Now fully recovered, Paul and the company are back bigger, better and with hundreds of new products.

One of the new items, which proved an enormous hit at this year's Sign & Digital show, is a product that will truly alter the way anyone who is involved in vehicle graphics/wrapping works.

WrapCut™ is a narrow, flexible adhesive tape with an exceptionally strong fine filament attached to the adhesive side in close proximity to the tape edge. The filament becomes a cutting tool when pulled separately, outward through the film of material that's been applied on top of the edge cutting tape.

The method and application is fast and easy. Simply position the tape with the filament-bearing edge along the precise desired line for cutting, apply the vinyl film to the surface as usual and then pull the filament out and through the vinyl. With the fine



*The fine filament edge cutting tape produces sharp, straight lines*

cutting filament at the very edge of the tape, WrapCut now becomes an applicator's predetermined trim line, producing a perfect result every time.

No knife is required, meaning you no longer need to worry about damaging the vehicle's paint and other benefits include a reduction in the required skill level (fast learning curve), it creates new possibilities for application (overlapping vinyl surfaces) and is very inexpensive (low cost-per-foot/meter) plus a saving of time and energy.

Not only can WrapCut produce sharp straight lines it can also be used to cut out curved shapes around door handles, locks and recessed panels. It is extremely strong and can easily cut through laminated prints, reflective, and multi layers of vinyl.

WrapCut comes on a plastic reel that holds 122 metres of this innovative new product.

Paul said: "As a sign maker of 24 years I could instantly see the potential of this product and had to bring it to the UK market."

For further information on other innovative sign making tools and video demonstrations of the WrapCut visit the website [www.signmakingtools.co.uk](http://www.signmakingtools.co.uk)

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## XYZ introduces latest Pacer high-performance CNC router

Launched at Sign & Digital UK, the latest Pacer-branded high-performance CNC router series is now available from XYZ International. Supplied in a choice of three sizes (1524 x 2438, 1524 x 3048 and 2159 x 3048mm) to meet different production requirements and the most popular sheet formats, the machines embody all of the attributes of earlier systems sold under the Pacer power brand in terms of strength of build, ease of use, quality of cut and optimum reliability. They also represent an ideal upgrade path for owners of these systems now requiring a higher performance and higher productivity solution but at a very realistic price.

Key design features include a heavy-duty solid steel base and gantry with a substrate clearance capability of 150mm (expandable up to 400mm), helical rack and pinion drive system with direct-drive servomotors and ball screw control on the Z-axis for smoother and backlash-free motion and the latest seven-segment A2MC machine controller with Ethernet connectivity and 4Gb onboard memory. These are supplemented with a wide range of optional additional production tools, including a seven- or 21-station automatic tool change system, twin or triple cutting heads, the latest XYZ AVS Camera Registration System and a misting unit.

The routers will effectively cut and profile at a feed rate of up to 25m/min virtually all materials commonly used in the signmaking industry. These include all non-ferrous metals, plastics and their derivatives, solid and particle wood substrates, aluminium composite materials and laminates.



Full on-site training and after-sales technical support are provided by the XYZ International team of technical engineers, with further information available at [www.xyz.co.uk](http://www.xyz.co.uk) or by telephoning 01902 375600.

## Oasis gets back to black on polycarbonate printing



Signage produced for lightbox use by BlackBerry.

Printing a true black for use in a light-box has always been a challenge but Oasis Graphic Company has developed its own, cost-effective digital process to allow it to print a detailed, high-density black and colour image directly to large format polycarbonate sheets.

Oasis was commissioned to create a number of illuminated images for the Research in Motion (BlackBerry) offices in Slough. Using its recently-acquired EFI VUTEk GS3250 3.2-metre wide flatbed and roll-to-roll UV printer, Oasis was able to print directly onto sheets of polycarbonate up to 3 metre by 2 metre. The technique does not use a photographic process, but still produces high quality print. It employs flood and/or selective white printing in up to three layers.

Oasis Graphic managing director Simon Osborne says: "We ran tests over a number of weeks, experimenting with combinations of different brands and types of acrylic and polycarbonate, and different print settings and ink levels. This enabled us to create high-density and exceptionally detailed images with strong and vibrant colours and true blacks. We developed this technique, and were able to deliver to the client within a month of starting the project. Now that we have perfected this technique, we have used the same process on a number of projects since then, including one that we shipped to Singapore."

For further information telephone +44 (0)1628 532 003 or visit [www.oasisgraphic.co.uk](http://www.oasisgraphic.co.uk)





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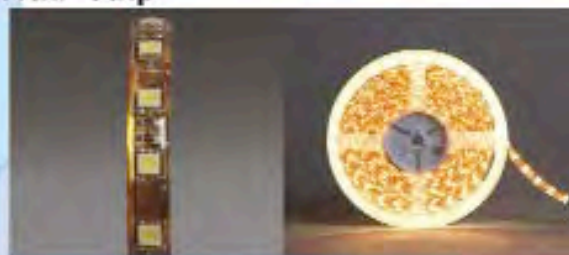
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## Doming perfected with new solution from Graphtec GB

Doming has become one of the most widely used technologies through which sign manufacturers can introduce a vital new revenue stream by extending their core activities to include the production of nameplates, labels, badges and decals as well as a host of garment and accessory decoration applications. The highly innovative PolyDrop doming system, which is now available in the UK from the recently appointed exclusive distributor Graphtec GB and its dealer network, offers the most cost-effective route to these potentially lucrative new markets.



The system, which is manufactured in Italy by a company renowned for its 30-year history of producing high-quality polyurethane and epoxy resins central to the doming process, is supplied with a start-up kit that includes both manual and automatic feed functions, resin dispenser and polyurethane doming resins and hardeners. The PolyDrop solution dispenses the polyurethane resin to a wide range of substrates commonly used in sign making, including ABS, vinyl, polystyrene, polycarbonate, aluminium and acrylic as well as fabrics such as Lycra, cotton, cotton mixes and nylon used in the print wear and promotional products sector.

The Tex Drop application of the system uses a thermo-adhesive film on to which an image is printed, cut out and then domed with a choice of resin (including a special glitter effect option) using an industry-standard heat press that helps accelerate the doming process. Polyurethane resins are extremely flexible and provide a high level of resistance to solvents, abrasion and UV degradation. They are also completely safe to handle and available in different approved grades for a wide range of interior and exterior applications in, for example, the signage, automotive, consumer electronics, marine and promotional products markets.



The resin can be applied using a choice of either manual or automatic feed functions. The manual function enables the creation of, for example, domed labels in any shape and size in a particularly intuitive way, while the automatic function will enable around 1,400 labels to be domed in just one hour.

"Sales and Marketing Director of Graphtec GB, Phil Kneale commented: 'These domed labels are an excellent example of what can be achieved with the PolyDrop system. The most exciting benefit of the system is that it enables the creation of highly intuitive 3D signage which has become so popular and which has such enormous potential and commensurate profitability. Bigger signs of, for example, a metre wide and featuring six inch-high lettering can be finished in spectacular fashion by the addition of doming.'

The system is extremely easy to operate and requires no special training or operator skills. It also requires only standard sign making software and a desktop space to start the process and to show a fast return on investment for all users.

For further information and/or arrange a demonstration, telephone 01978 666700. Alternatively, visit [www.graphtecgb.co.uk](http://www.graphtecgb.co.uk) for more details.





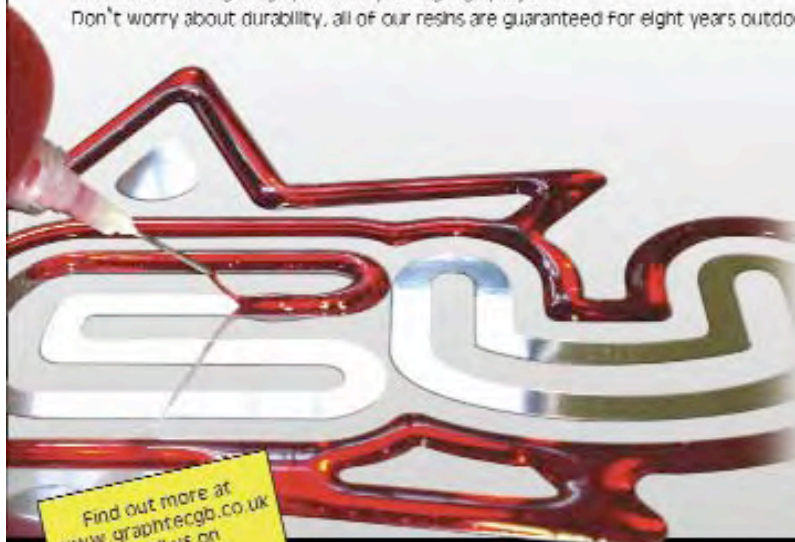
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## Mimaki adds fast direct-to-textile printing with new TX500-1800DS

Mimaki has added volume textile inkjet production to its range with the introduction of the Mimaki TX500-1800DS, capable of printing at 150 square metres per hour on pretreated polyester fabrics. This printer, together with Mimaki's new Sb300 sublimation ink, delivers enhanced capabilities and productivity to the textile apparel and soft signage markets by eliminating the need to print to transfer papers. The Mimaki TX500-1800DS printer is expected to be available in summer 2012.

"Our TS500-1800SB sublimation printer, is the world's fastest dye sublimation printer, capable of printing at 150 square metres per hour on transfer paper," said Mike Horsten, Marketing Manager of Mimaki Europe. "Now with the introduction of the TX500-1800DS, textile apparel and soft signage manufacturers utilizing pre-treated polyester fabrics can print direct-to-fabric at the same speeds without the need for an interim transfer paper step, and can do so without any compromise in quality. Our new sublimation ink, whether printing on transfer paper or direct-to-textile, delivers brilliant colours, and using our intuitive RasterLink 6 RIP, operators can easily convert special colours to specific Pantone colours to ensure total colour integrity, printing with up to six colours."

The Mimaki TX500-1800DS features a number of new capabilities that textile apparel and soft signage manufacturers will find attractive, including: fast direct-to-textile printing at 150sqm/h in high-speed mode, built-in heater which accelerates drying time of printed fabric, mist absorption filter, Mimaki Degassing

Module, new dye sublimation ink, Auto Media Feeder (AMF), larger roll media size and standard user friendly RIP "RasterLink 6".

The addition of the Mimaki TX500-1800DS has been embraced by Mimaki's exclusive UK & Irish distributor, Hybrid Services Ltd, and its Marketing Manager, Duncan Jefferies commented: "We're again seeing Mimaki pioneering specialist areas of the printing industry and the TX500-1800DS looks set to deliver phenomenal production capability for customers printing direct to polyester cloth."

A full specification of the TX500-1800DS and information on Mimaki's complete range of products, which include textile, latex, UV and outdoor durable printers, inks and software can be found by visiting [www.hybridservices.co.uk](http://www.hybridservices.co.uk) or telephoning 01270 501900.



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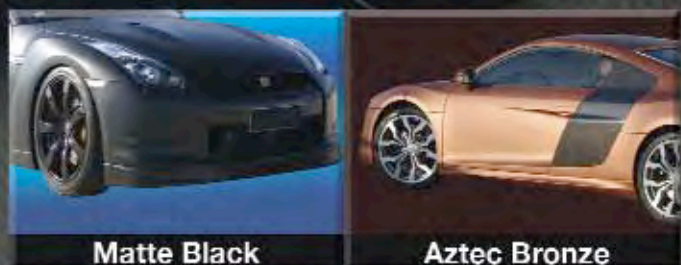
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## PRODUCT *News*

### Powerful creativity from new CorelDraw Graphics Suite

Corel has just launched CorelDRAW® Graphics Suite X6. Featuring a completely revamped typography engine, inspiring new colour styles and harmonies, and powerful shaping tools, the new suite offers graphics professionals its most creative and powerful tools to date. With a focus on opening up new creative possibilities for design professionals, this major update delivers improved workflow and performance to make it even easier for both aspiring and experienced designers to connect with assets, work with leading edge tools and technology, and output their design projects with confidence.

The new features and numerous enhancements included in the latest suite are designed to address the needs of CorelDraw users in a wide variety of industries, including sign making, graphic design, wide format and screen printing, and vehicle wrap design.

Included in the new Graphics X6 Suite is CorelDRAW X6, an intuitive vector-illustration and page-layout application; Corel PHOTO-PAINT™ X6, a professional image-editing application; Corel PowerTRACE™ X6, a utility to quickly and accurately convert bitmaps into editable vector graphics; Corel CONNECT™, a full-screen browser to search the suite's digital content on a computer, local network, or disc and stock imagery from iStockPhoto® and Fotolia; Corel CAPTURE™ X6, a one-click screen capture utility; and Corel Website Creator™ X6, a powerful new do-it-yourself website creation software.

The suite also comes with 10,000 high-quality clipart and images; 1,000 new professional high-resolution digital photos; 1,000 OpenType fonts; 2,000 vehicle templates; 350 professionally designed templates; and 800 frames and patterns. Corel will make more content and functionality available throughout the lifecycle for X6 users. All box versions include a comprehensive full-colour, hard cover Guidebook to help users of all skill levels get started quickly.

CorelDraw Graphics Suite X6 is available now as an electronic download (ESD) from [www.corel.com](http://www.corel.com) in a choice of languages and box versions are available from Corel's authorised resellers.

Connect with CorelDraw on Facebook ([www.facebook.com/coreldraw-graphicsuite](http://www.facebook.com/coreldraw-graphicsuite)) or follow updates via Twitter (@CorelDraw). To download a free 30-day fully-functional trial version, visit [www.corel.com/coreldraw](http://www.corel.com/coreldraw)







## CWE Solutions launches MAGMedia

**The UK reseller of wide format printing equipment, CWE Solutions, has launched MAGMedia, a cost-effective and flexible range of magnetic material.**

This new product is unique in the industry because it can be installed instantly, peeled away in seconds, and the printed message can be altered with the addition of another layer, making it ideal for last-minute price changes or special offers.

MAGMedia hands control of display graphics back to the individual, letting businesses change or alter displays whenever, however needed.

CWE Solutions operations manager Mark Hollinsworth said: "MAGMedia is the ideal solution to complement our current range of materials. I have never seen a media that is so easy to apply, and clients have been equally delighted with how quickly and simply graphics can be installed – it really does vastly reduce installation times."

This new innovative product offers clients versatility, ease of use, and affordability with their graphics solutions. The range of magnetic and ferrous display media can be directly printed on, cut

down to the right size using standard scissors, and used both indoors and outdoors as it is weather resistant.

Mark Hollinsworth added: "MAGMedia is good for so many applications, from retail displays and billboards to train station signs and vehicle advertising. The material is thin yet strong, making it so easy to manipulate and make the most of, ensuring our clients gain a cost-effective signage solution too."

CWE Solutions has been working with businesses to identify and provide printing solutions since 1999 and recently scooped three prestigious HP Partner of the Year awards, highlighting the company's high standards. The launch of MAGMedia represents the firm's commitment to its reputation as one of the largest and leading UK companies in the print industry.

To find out more about CWE Solutions and the MAGMedia range of magnetic material, visit [www.cwesolutions.co.uk/magmedia](http://www.cwesolutions.co.uk/magmedia) where you can also view a video that demonstrates just how easy the material is to install and adjust. Alternatively, you can telephone the company directly on 0207 394 6414.

## New XYZ drive system has real bite

**Leading supplier of high-performance routing, engraving and cutting systems, XYZ International has introduced a new helical rack and pinion drive system as an optional production enhancement for all XYZ Series machines. Installation of this powerful new tooling device will, it is claimed, greatly reduce wear by comparison with conventional rack and pinion drive systems, significantly increase feed rates and lead to smoother, quieter and more accurate cutting in the most demanding applications likely to be encountered.**

Unlike conventional rack and pinion drive systems, the new XYZ system operates through multiple gear teeth at all times. This greatly decreases wear on the system due to more even distribution of the load over several gear teeth and significantly increases the working life of the system. When specified as an optional production feature on XYZ Series machines, the helical pinions would normally be driven by a high-performance servomotor operating via a precision planetary gearbox to deliver a rigid and more powerful drive system with little or no backlash and enabling much higher feed rates and more precise cutting.

For further information, visit [www.xyz.co.uk](http://www.xyz.co.uk) or telephone 01902 375600.





# Expand Your Business into Large Format Printing

## At no extra cost to you

If you were to segment the print market by application, it's a foregone conclusion that digitally printed banners would be very near the top, whether the measure was volume, market appeal or simply potential profit.

Since the advent of materials and digital manufacturing technologies, digitally printed banners have burst onto an ambient advertising market and today most cities, industrial areas and retail outlets feature a colourful display of banners.

Banners are big business, they promote big businesses, but they are also the standard medium called upon to promote even the smallest events and endeavours.

We offer you the tools to add this very relevant and lucrative business to your current range of print services. Use our expertise, knowledge and more importantly our multi-million pound investment in the latest equipment to add another profit stream to your business easily and with zero outlay.



### Trade Website

- Use the price calculator for instant trade quotations
- Add your banner quotations to your basket and place your orders online
- Upload your artwork directly to us
- It's all so easy!



### Marketing Support

As part of our dedicated Trade Website we have included marketing support materials:

- A library of images for use in your own printing and promotional materials
- Basic marketing and pricing guidelines
- Customisable print templates of leaflets



### Trade Pack

Designed to help you start selling banners.

Pack includes a small finished PVC and Mesh banner plus a folder containing information sheets on the banner business, material, pricing, our trade website and banner templates.



If you are interested in adding large-format printing to your business call our Trade Team

0845 604 5470



### Your Own Website

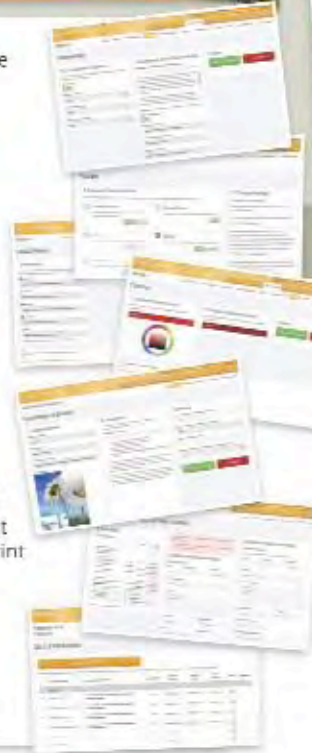
We have developed a website and control panel which puts you in control.

The website allows you to easily have your own large-format printing 'division' or can simply be used as your main website.

Available for a nominal monthly fee.

Interested? Call Scott on 0845 601 6799

- Your website with your own domain name
- Control the look of your own website
- Change colours and fonts easily
- Create custom pages
- Control the navigation
- Add links to your Facebook, Twitter, LinkedIn or Google+ pages, or your company blog
- Get your very own large-format price-calculator on your website
- Select and control the pricing of the materials and products we supply
- Customise the text for any of the materials or products
- Add your own materials and products
- Start taking orders through your website
- Choose which part of the orders you want to send us and which you would like to print in-house
- Process orders within the control panel
- Seamlessly send orders to Venture Banners
- Accessible from any modern browser or smartphone





PRINTED IN BRITAIN

DIGITALLY PRINTED & FINISHED  
440gsm PVC BANNERS

AN AMAZING

£10.50  
PER SQ.M

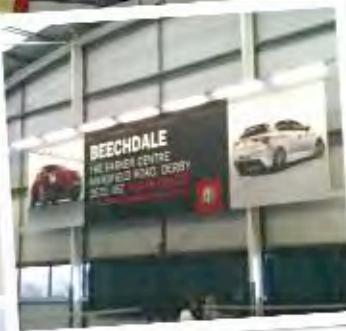
\*TRADE ONLY

NO HIDDEN EXTRAS

- Three 5-metre wide printers
- Our banners are priced **completely finished** so we don't add anything extra for eyelets or pole pockets
- No artwork handling charge (for print-ready artwork)
- A variety of materials/substrates to choose from (340gsm Mesh, 500gsm Premium PVC and 740gsm double-sided)
- Superior quality material and print finish
- Fast 3 to 4 day turnaround
- Delivery under plain wrap direct to you or your client
- We can handle all jobs, big or small!



\*PLEASE NOTE: THERE IS A 1 SQUARE METRE MINIMUM ORDER FOR ALL MATERIALS. VAT IS APPLICABLE TO ALL PRICES.



SUPERIOR MATERIAL & FINISH

NO JOB TOO BIG

3-4 DAY TURN-AROUND

UP TO 5M WIDE IN ONE PIECE

SAMPLES AVAILABLE

## Correx & Foamex

Rigid substrates are becoming increasingly popular and our foamex and correx materials are filling this need perfectly.

Our correx and foamex are digitally printed direct to substrate, making them ideal for both indoor and outdoor use. These materials fulfill a multitude of requirements.

Because of the nature of large-format printing, we are unable to print items below a certain size please contact us for more information.

## Roller Banners

Indoor-promotional materials are on the rise and the humble roller banner is leading the way.

We offer you the products at prices which enable you to compete in this growing and lucrative market.



## Flags & Flag Products

With 'soft-signage' set for big things over the coming years, we have decided to increase our product range with these flag products.

From standard flags to Teardrops and Feather Flag systems, we are looking to provide you with the product to break into this relatively new market.

Keep an eye out for more of these 'soft-signage' products in the coming months as we look to increase our product range.



Teardrop Flag Feather Flag



Our Dedicated Trade Website [venturetrade.co.uk](http://venturetrade.co.uk)



venture  
banners

0845 604 5470

email [trade@venturebanners.co.uk](mailto:trade@venturebanners.co.uk)



## William Smith offers more choices for wrapping

In line with its commitment to provide signmakers with the widest range of solutions to meet the requirements of both application and budget, William Smith has added three new vehicle wrapping products to its Materials Distribution portfolio.

Arlon Ultimate PremiumPlus, Arlon's flagship wrapping product, is a cast PVC film that comes in a choice of 44 colours/effects: 10 metallic colours, four special effects colours, 10 matt effect colours, eight matt colours, 10 pearlescent colours, and two carbon fibre effects. It is easy to apply and provides a very smooth and even finish even on difficult surfaces. It can be applied to smooth convex or concave surfaces, in channels and around rivets. Ultimate PremiumPlus comes with a durability of up to five years.

New additions to the 3M 1080Cv3 Series colour range include gloss black and white, matt dark grey, matt grey aluminium and brushed black metallic. 1080Cv3 is a long term, removable dual cast film that has been designed with sufficient rigidity to allow easy handling without the need for application tape. Featuring 3M's Controltac Comply Version 3 pressure-activated adhesive, it is easy to reposition and ready to use straight from the box. 1080Cv3 is suitable for flat surfaces and simple curves. It is ideal for part or full wraps, detailing, striping and decorative effects to create the personalised, individual and distinctive appearance for vehicles that is increasingly popular. With up to six years durability, these films offer excellent opacity and are highly weather resistant.



Vehicle wrapped in Arlon Ultimate PremiumPlus Aztec Bronze.

William Smith Total Wrap car wrapping film is a hybrid and modified PVC film that comes in 14 gloss colours, nine matt colours, 10 carbon effect colours and a selection of specialist effects. Suitable for flat or gently curved surfaces, Total Wrap is easy to apply and comes with a five year durability.

Full and part rolls are available for all product ranges and same day despatch is offered on orders received up to 6.000pm.

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



Porsche wrapped in William Smith Total Wrap Snowflake White.




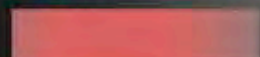


# Save time!

Save up to 80% production time with the RollsRoller from William Smith, the original supplier of the flatbed applicator.

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Take the...

# TIME TEST

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Get in touch...

**01833 690305**

[info@williamsmith.co.uk](mailto:info@williamsmith.co.uk)

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established 1832

THE ORIGINAL ROLLSROLLER SUPPLIER



## Making light of garment decoration

The MagicTouch in the UK and Ireland offer a new and innovative range of retro-reflective products creating “special effects” for garments and textiles. The new range is part of an exclusive licence and trademark partnership with the manufacturer and patent owner, reflectra® based in Germany.

The new foil sheets are available in two versions, reflectra PLOTFOIL for use with all conventional cutter/plotters and reflectra STITCHFOIL for use with traditional embroidery and sewing machines, similar to a regular appliqué.

One big advantage using the embroidery process is the reduced number of stitches required reducing production time whilst producing stunning reflective results on various apparel products.

To date, the only real offering for reflective on apparel has been the standard silver version normally associated with High Visibility and Work wear garments. This is now about to change.

Reflectra products when caught by light create stunning effects and strong visibility, provoking great response and reaction. The product was globally launched last month at Stuttgart in Germany where it captured the imagination and attention of garment decorators looking to offer their customers something new, unique and revolutionary.



*Reflectra Plotfoil creates stunning effects.*



*Reflectra Stitchfoil process.*



Product characteristics include great visibility, soft touch together with excellent cutting and weeding properties. The range of 32 x 48cm sheets includes 10 solid colours together with eight different “Scratch” and “Stone” effects in both the foil or stitch format. All materials are ecologically inoffensive according to the Oekotex-norm and are machine washable up to 40°C.

To understand more about this revolutionary product or for further information telephone 01582 671444 email [sales@themagictouch.co.uk](mailto:sales@themagictouch.co.uk) or visit [www.themagictouch.co.uk](http://www.themagictouch.co.uk)

## Creativity on a roll from ADS

Three new wallpaper products from specialist coated media manufacturer SIHL are now available from Amari Digital Supplies. They have similar as well as individual design characteristics, are 100% PVC free and can be printed using a choice of solvent, eco-solvent, Latex and aqueous-based large-format digital printers.

WallpaperSol Persomural 3259 is a premium-grade 195gsm non-woven product featuring a stable satin finish. Due to its particular properties, the paper can be applied using a standard glue and without the need for a protective layer. Key benefits include a wide colour gamut and fast-drying capabilities, resistance to scratching and the ingress of moisture, high opacity to enable cracks and other imperfections in the substrate surface to be effectively covered and an ability to be easily and purposely removed as required. Wallpaper Persomural 3260 is identical to 3259 but has been developed specially coated for aqueous printers.

WallpaperSol Persomural 3258, for which ADS has exclusive distribution rights, shares the same characteristics and benefits but is a pre-pasted product that uses a dry adhesive that is activated with water to enable the application process.

All of the products are fire rated in accordance with ISO EN 13501.

For further information, visit [www.amaridigitalsupplies.com](http://www.amaridigitalsupplies.com) or telephone 0115 982 9770.







Prices from £2495

## The new Zapkut ZM Range of Compact moving column Vertical Panel Saws

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## New micro-squeegees for extreme application challenges

One of the problems facing self-adhesive graphics applicators, particularly on motor vehicles, is answered by innovative additions to the professional Avery Tools™ range from Avery Dennison. The Avery FleXtreme™ micro-squeegees enable applicators to achieve a smooth finish around what may look like impossibly tight or intricate curves and corrugations.

Patent-pending Avery FleXtreme squeegees have been specifically designed for intricate vinyl graphics applications featuring very tight, compressed compound curves and other narrow substrate indentations. They make it possible to smoothly push film down into the narrowest gaps – even between car panels and under the headlights. Developed by Avery Dennison in close co-operation with the company's professional applicator network across Europe, the new Avery FleXtreme squeegees have been extensively validated and tested.

Supplied in a specially-designed plastic grip that fits easily into the Avery Toolbelt, the products are available in two logo-branded versions, in blue and red colourways to differentiate between a harder (blue) version and a more flexible (red) squeegee.

The blue Avery FleXtreme is designed to facilitate film application in areas of narrow curves and over the edges of car panels, and to ensure that the film conforms appropriately around the edges



of logos and emblems, to create an aesthetically-satisfying application. The red Avery FleXtreme is the right choice for film application over narrow, concave parts of a car, such as the grille, around the headlights, and the weatherseals around doors and windows.

Avery FleXtreme squeegees bring a new dimension to the art of squeegeeing, saving time and delivering an improved finish.

Full details are available via [www.europe.averygraphics.com](http://www.europe.averygraphics.com), and Avery FleXtreme squeegees, in boxes of 25 per quality, are available from Avery Dennison Graphics and Reflective Solutions distributors throughout Europe.

## Vista System introduces new flat suspended signage

Vista System International has recently introduced a new, smartly designed Flat Suspended Sign family of products via its recently acquired daughter company GreenSquare.

The newly developed Flat Suspended Signs offer an attractive solution for both interior and exterior information as well as advertising applications. The Suspended Sign family currently ranges up to 1000mm in width and length on standard products, while custom sizes are available upon demand. The new design also includes the upgrade of the hanging elements, which now use the same state of the art solution, as introduced to the market by Vista System.

The GreenSquare system is based on flat sign frames that accept a



Side profile.



Flat Suspended sign.

spectrum of insert materials of different thicknesses utilizing "Smart Insert" technology. This allows the sign professional to efficiently apply almost any materials within the 3.2mm thickness, as the inner channels are graded in a way that allows the use of different material and thickness. The system components are extremely modular and can be tweaked and designed to match any need. Custom made solutions can be easily fabricated utilizing the flexibility of the system.

For further information visit [www.vistasystem.co.uk](http://www.vistasystem.co.uk) or Green Square at [www.way-finding.com](http://www.way-finding.com)

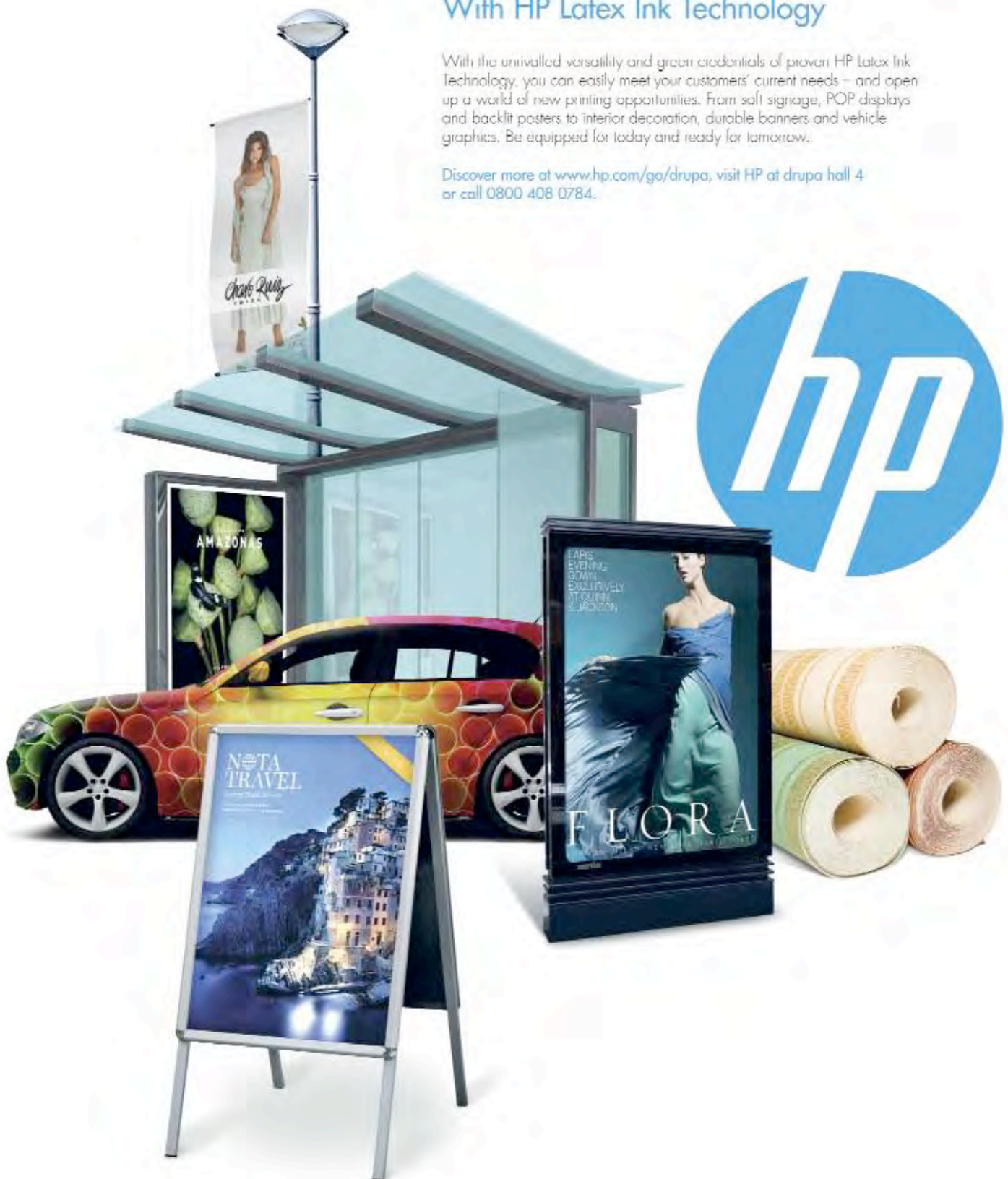


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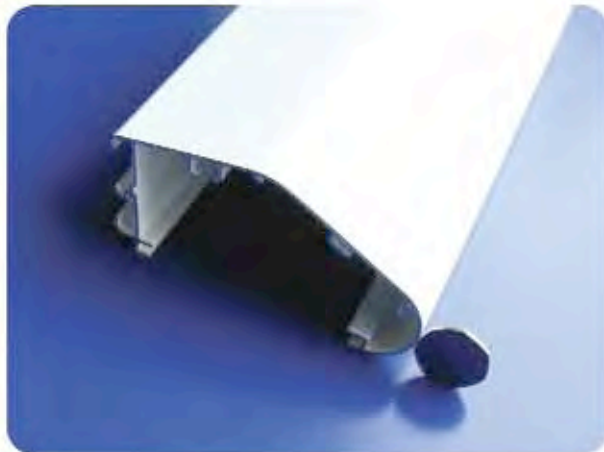




# ***Highlight Mk.4***

OVERHEAD TROUGH LIGHTING





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



*Highlight has a unique extruded aluminium joining section which supports joints and helps stop water ingress.*



*Highlight offers a wide range of fixing brackets, all with simple clip-on fit. No messing with nuts and bolts.*

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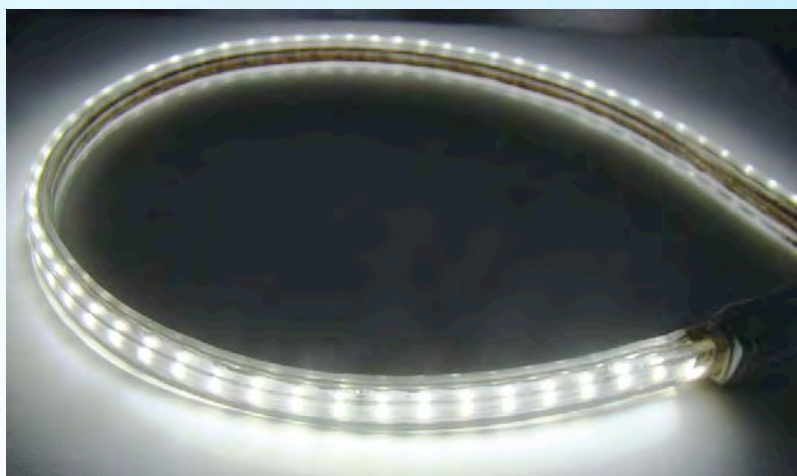
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## PRODUCT *News*

### The power of illumination

Insight Sign Systems has been first to bring many new ideas and products to the sign trade over the past 25 years. First with an extruded aluminium trough lighting system (Highlight), and then Mono-Curve/Fasica Curve - the first system to tension aluminium into a curved face for totem and fascia signs plus Spectra Speed Flex Frontloader, the only flexible faced sign case system which can be recessed. Adding to the list and available from May 2012, is a brand new product in the Lumirescent range of LEDs for the illumination of sign cases and in a variety of applications.



*Lumirescent Hv flexible LED strip lighting*

Lumirescent Hv is the first flexible LED strip lighting for signs which operates without any driver or power supply. It runs straight from 220/240 V mains and is not to be confused with rope light or Christmas lights etc. This is a brand new PCB design offering exceptional brightness and flexibility thanks to high quality chips operating 120 LEDs per metre and consuming around 15 W per metre, omitting 2,400 Fc of illumination at a 120° beam angle.

The benefits are many over other lighting such as existing LED systems and fluorescent, stemming mostly from there being no requirement for drivers or ballasts. Existing LED systems and fluorescent both require these. The cost savings from this alone can be substantial, but think also of the cost savings in time spent wiring. Then there are the savings in weight and the fact that without bulky drivers, the physical space occupied is substantially less.

Insight will be selling Lumirescent Hv for around £18.00 per metre, in 100 metre reels which can be operated via a 13 amp plug. To ensure it stays in position where fixed, 3M VHB tape is fitted to the underside. The particular VHB tape used also aids with thermal management and helps dissipate heat, which is beneficial with LEDs.

The only downside when compared with 12 V LED Strip is that the cutting length is in 500 mm segments, as opposed to every three LEDs (approx. 20 mm). Insight has however included provisions into its new extrusions to overcome this. Both Highlight Hv and Halo-Light can match any exact length. These extrusions are also designed around Lumirescent Hv's beam angle as great care must be taken when positioning LEDs - if the light is partially reflected and bounces around inside an extrusion for example, the resultant effect is an unpleasant distortion of the light.

Once Insight has finished conducting long term tests, the two year warranty will increase and all of Insight's products will be re-designed to utilise Lumirescent Hv for illumination. Insight will be doing a new comparison test in June, comparing all the very latest LEDs available in the UK. The last comparison tests can be seen in the PDF document on Insight's web site under Lumirescent.

For further information visit [www.insightsignsystems.com](http://www.insightsignsystems.com) to see all new and existing products.



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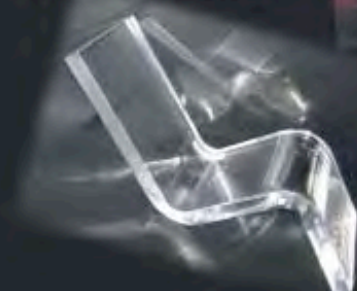
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Height	100mm	150mm	200mm	250mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	700mm	750mm	800mm	900mm	1200mm
3mm	0.79	1.26	1.95	2.89	4.00	5.30	6.50	7.25	8.40	9.00	10.30	14.40	21.00	29.50	37.20	40.50
5mm	1.27	2.00	3.00	4.59	5.10	7.42	8.40	9.80	12.40	13.65	14.60	22.50	24.50	32.35	44.50	52.00
10mm	2.53	4.00	6.05	9.30	10.30	14.95	16.85	19.80	24.50	27.50	29.00	45.50	48.00	56.25	82.50	102.00

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

Height	100mm	150mm	200mm	250mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	700mm	750mm	800mm	900mm	1200mm
3mm	0.68	0.98	1.35	2.19	2.70	3.40	3.95	4.75	5.25	6.75	7.28	9.75	12.50	15.00	17.00	19.00
5mm	0.92	1.67	2.26	3.20	4.70	5.12	5.95	6.75	7.10	9.40	9.98	14.60	16.50	20.50	24.50	26.50
10mm	1.45	2.95	4.38	6.40	8.35	9.95	11.85	13.30	15.30	16.50	19.62	28.20	34.00	40.50	46.00	51.50
19mm	3.20	4.45	7.71	10.00	13.65	15.26	17.95	19.95	21.35	29.95	25.75	39.50	46.00	53.50	60.00	70.00

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

Height	100mm	150mm	200mm	250mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	700mm	750mm	800mm	900mm	1200mm
Colours	1.75	2.62	4.35	6.05	6.45	7.60	9.50	11.62	14.75	15.95	18.25	20.95	24.10	28.10	36.00	55.50
Chrome	2.50	5.35	7.40	10.40	14.20	15.98	17.85	22.40	23.85	24.90	28.80	31.59	36.10	41.50	51.00	89.75
Brushed	1.85	3.35	4.75	6.65	9.10	10.50	12.40	13.40	15.75	16.98	19.15	22.15	26.10	31.50	39.00	58.50

**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	700mm
2mm	2.80	3.50	4.25	5.40	6.00	6.75	7.50	8.75	9.75	10.75	11.75	14.75	17.75	22.75	29.75	40.75
3mm	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	55.00
5mm	3.80	4.70	5.80	7.10	7.90	9.00	10.10	11.70	12.40	14.10	16.00	21.00	25.40	32.20	45.50	62.00

**Exterior MDF**

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
6mm	0.45	0.90	1.25	1.65	2.40	2.55	2.95	3.80	4.40	5.25	6.60	9.30	10.70	12.10	14.20	44.50
12mm	0.95	1.60	2.00	2.85	3.85	4.50	5.85	6.70	7.80	9.40	10.30	11.60	13.70	16.80	18.80	59.00
18mm	1.55	2.40	3.00	4.00	4.95	6.05	7.45	8.40	10.60	12.10	14.50	16.60	19.30	21.50	28.50	88.00

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

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

**Moulded Acrylic Letters (Including locators and paper templates)**

Height	152mm	203mm	254mm	305mm	380mm	457mm	610mm
coloured*	4.25	6.30	9.75	10.55	14.40	17.80	31.50

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

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\*including gold and silver

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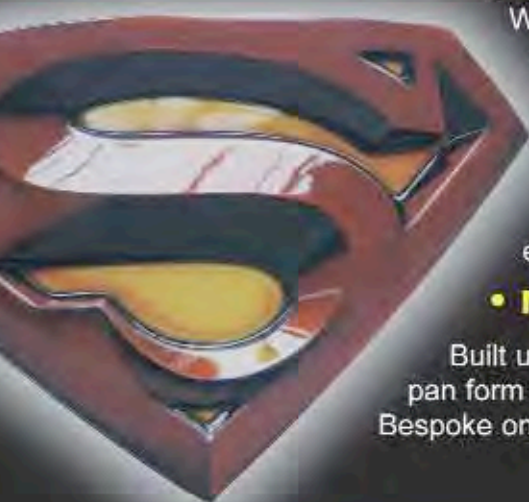
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# COMPANY *Update*

## Multitechnic celebrates 40 years in business

**Multitechnic Limited, the chemical etching specialists are celebrating their 40th birthday in 2012, and like many at this milestone age, are taking care to stay fit, keep looking young, and make the most of life.**

Founded in 1972 in a garden shed as a manufacturer of framed copper pictures, the company expanded and began to produce various items based around chemical etching, from parts for nuclear power stations to items for prototype cars.

Signs were always an obvious application for decorative etching, but in the 1970s and 80s the sign trade was not yet ready to make good use of the process. Metal signs were very basic then, usually engraved brass or aluminium, it would take the digital revolution to change the market for etched signs. Multitechnic were quick to make use of the possibilities of computer graphic design and were one of the first to invest in Apple Macintosh technology using Aldus Freehand to create artwork. One customer travelled more than a 100 miles just to see this amazing new machine with its powerful 80mb hard drive.

The 1990s saw the sign industry take on the new world of creative graphics, and this brought about the demand for more creative signs that would change Multitechnic forever. As a wealth of typefaces and new logos started to appear on signs it was only natural that customers would demand more than traditional engraving could offer, chemical etching was the way forward.

By the time everybody breathed a sigh of relief that the world had not ended when the calendar clicked over to 2000 (remember the Y2K?), Multitechnic were already turning down the old products that they had been manufacturing in order to concentrate on signs. When the company made the strategic decision to become a trade-only supplier to the sign industry, they chose to turn away other types of work, essential they believed if they were to be trusted with large or confidential projects.

It was a big, bold step to close the doors to about a third of their turnover, but to break into the sign market properly Multitechnic knew they had to be better than anyone else, and that meant total commitment.

Multitechnic says there are other companies claiming to offer a trade service, but that Multitechnic are the only trade-only sign etchers in the UK. This is an important factor in the company's success for two reasons: firstly, customers know that they can trust Multitechnic completely with full details of any enquiry, and secondly because it allows Multitechnic to tailor their production to suit trade supply specifically. Elsewhere, a trade service often means a low priority service, where it's the least profitable work which is fitted in when more lucrative direct work is finished, but at Multitechnic there is nothing to stop them offering the best service at all times.

Managing Director Colin Edge reckons it was the decision to become trade-only sign specialists that set Multitechnic in the right direction.

"Before then we were juggling too many balls in the air. Trying to provide a good trade service which was becoming our bread and butter work could be scuppered by a large order for direct work which would overload part of production. The two were totally incompatible, direct work was more profitable when we were busy, but it is more erratic and liable to feast and famine effects. Trade work is much more even as we have a large number of customers, and they are all busy at different times. It evens itself out allowing for constantly efficient production. Within weeks of stopping our direct work we halved our turnaround times, now the average is down to a couple of days, mistakes are almost unheard of, everyone knows what they should be doing and they are able to do it well."

As they became sign manufacturing specialists, the many years of experience making everything from beer pump badges to jewellery proved to be very useful, bringing new skills and techniques to the world of metal signs that sign designers were eager to make use of. Apart from the introduction of digital artwork creation, little had changed in the world of etched signs and it was still a bit stale and limited. Multitechnic introduced new creative ideas such as combining satin and mirror finishes, signs with both gold or brass and stainless steel detail, blending colours into each other, and clever ghost background images into their range.

Development of new creative ideas continues but in the last few years enormous effort has been put into further improvements in making Multitechnic's service even quicker and better. As everybody else battened down the hatches in 2008 when the recession bit deep, Multitechnic made good use of the lighter workload to install new equipment including two custom built etching machines. The company has seen recessions come and go, and decided it was a good opportunity to invest in new equipment, to be even more efficient when the sign industry became busy again.

A major investment in Digital Anoprinting, a method of digitally printing under the surface of anodised aluminium, has been introduced



*Mirror polished stainless etched with 14 overlapping colours.*

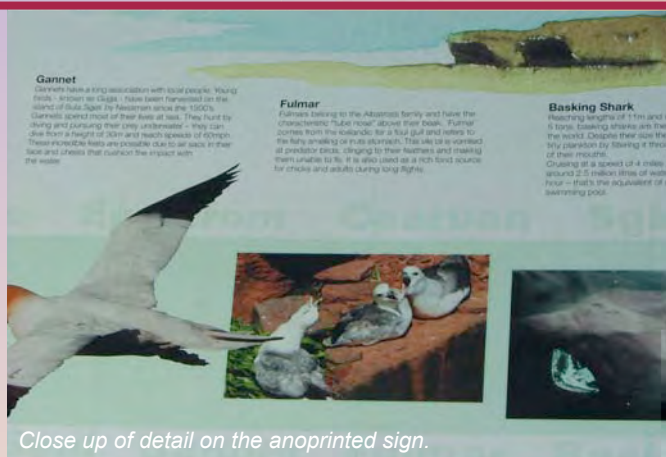


*Traditional etched brass.*

*Steve Aynsley & Colin Edge with the Digital Anoprinter.*







to offer more options for creating beautiful and functional metal signs. This has gone down well with customers, especially the supply vandal resistant signage for schools and other public buildings.

Multitechnic have also developed this process to manufacture beautiful and weather resistant exterior signs with full colour digital print technology, a vast improvement on lamination or reverse printed polycarbonates. With colour protection rated in excess of 20 years instead of the usual five or six, it is ideal for information signs that are required to survive outside without maintenance. Digital Anoprinting is allowing Multitechnic to create a whole new sector for the sign industry, but this is not allowed to disrupt the existing chemical etching service. The philosophy is to provide the same commitment to a quality trade-only service for anoprinting as they have already established for chemical etching.



Some say that life begins at 40, but that is possibly a daft thing to say about a company. For Multitechnic life is constantly beginning as new ideas, new processes and new people influence the company. In business there is no such thing as middle-age, says Multitechnic, so roll on 50!

Multitechnic can be contacted by telephone 01670 512090 or via [www.multitechnic.co.uk](http://www.multitechnic.co.uk)

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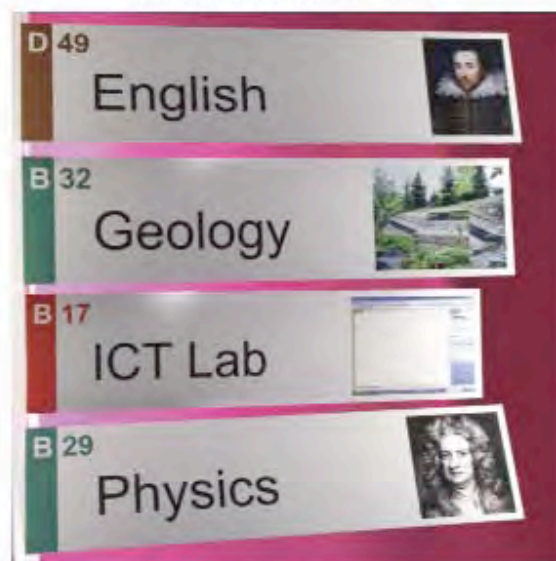
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# PROJECT *News*

## Sign 2000 on target at City of Salford Stadium

Following its earlier successful branding of the new Premiere Grandstand at Fontwell Park Racecourse in West Sussex, Kent-based corporate signage specialist Sign 2000 was again nominated by leading land regeneration and construction contractor Buckingham Group to manufacture and install signage at the newly developed City of Salford Stadium. Home to Super League rugby team the Salford Reds, the stadium was built on a brown field site and incorporates all of the usual facilities consistent with a new-build stadium development, including a banqueting and conference suite and seating for 12,000 spectators.

The signage covered the exterior of the stadium and the back wall of the reception area. The main ID branding comprised a host of built-up fascia and halo-lit letters together with supplementary four metre-wide club brand logos and low-level club shop, ticket office and entrance signage. Main brand logos and larger text were



delivered in two stages, with a first-fix structural steelwork with stud rods installed by Sign 2000 prior to installation of a plasterboard wall covering by the principal contractor. This preparatory work was carried out to support the signage that was superimposed onto the façade cladding featuring a special finish.

For further information on Sign 2000 and to download its latest brochure, visit [www.sign2000.co.uk](http://www.sign2000.co.uk) or telephone 0845 265 2000.



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# Avery Dennison distributor Lakeside Films takes up the challenge

Sometimes the best way to achieve the optimal business results is not by taking the quickest route as Lakeside Films Ltd, road traffic and safety distributors for Avery Dennison Graphics and Reflective Solutions, have proved.

Based in Clevedon, Somerset, Lakeside Films are professionals in all aspects of the road traffic and safety sector, and stock the appropriate specialist Avery Dennison products, including micro-prismatic Avery Dennison T-7500 MVP (Maximum Visual Performance) reflective and fluorescent sheeting, and Avery Dennison HV 1302 REV metallised reflective films. With a carefully-selected platform of five certified specialist converters, Lakeside Films decided to promote these particular products as practical, cost-effective solutions for emergency vehicle markings in today's quality-conscious, but cost-conscious, marketplace.

Lakeside Films' Managing Director Scott Horne, who has extensive experience in the self-adhesive signage and graphics industry, considered that the best way to achieve real market penetration was to work directly with the police authorities, and to conduct trials that would prove the efficacy of the films in direct comparison with other solutions.

Using the specifications created by the scientific development branch of the UK police as a starting point, which the Avery Dennison products meet in full, Lakeside Films set up formal long-term trials with two UK police authorities. "The aim", says Scott Horne, "was to create a market awareness that there are real performance differences between products available in the emergency vehicle markings market and ultimately to convince the fleet managers of the police authorities that the Avery Dennison materials that we stock offer a better cost/performance ratio over the whole life of the vehicles. We knew we could prove it."

Working with their certified converters, Lakeside Films created markings using the chosen Avery Dennison films for a total of 12 emergency service vehicles within the vehicle fleets of their two partner police authorities, and embarked on field trials of the materials that were to last 12-18 months.

"While the ultimate visual appearance and daytime/night-time visibility of the markings were what really interested the police authorities' fleet managers, we were just as concerned to prove the Avery Dennison retro-reflective materials in terms of conversion, finishing, reflectivity values, and resistance



to water ingress," continues Scott Horne. "Avery Dennison T-7500 MVP fluorescents and Avery Dennison HV 1302 REV retro-reflective films are high-performance, micro-prismatic products, offering exceptional convenience and economy in conversion and the only such products available for emergency vehicle markings. Omni-directional films mean that the chevron markings can be neatly "nested" on the signshop plotter to save waste – up to 7-10% of material costs. And because there are no visually-dead spots in the films' construction, they are brighter once applied – both by day and by night. These factors, including the use of an appropriate edge seal where required, are also part of the police specification."

The trials have been an unqualified success. Scott Horne concludes: "The fleet managers of both police authorities loved the end results, both visually and in terms of the financial savings they represent. Both authorities have both now switched their material specification to Avery Dennison."

Lakeside Films, and their certified converters, are confident that they will benefit from increasing business in the emergency service vehicles service sector as a result of these trials and have proved beyond doubt that a slow, measured approach to the market can bring real benefits.

Full details of Avery Dennison traffic and safety products are available via the website, [www.reflectives.averydennison.com](http://www.reflectives.averydennison.com); from [www.lakesidefilms.co.uk](http://www.lakesidefilms.co.uk), and from Avery Dennison distributors throughout Europe.

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# PROJECT *News*

## 3M vehicle wrapping film used to promote successful 737 Challenge in support of charity

The Cardiff branch of Signs Express was commissioned to wrap a new Audi A1 car that was used to promote the Richard Parks' 737 Challenge, a global 'first' race to become the first person to climb the famous seven summits on each of the world's continents and stand on all three poles (the North Pole, the South Pole and the summit of Mount Everest) within a seven-month period to raise a predicted £1 million in support of the Marie Curie Cancer Care charity. Richard achieved his incredible goal in just over six months, with the fundraising continuing via a special competition that will run until midnight

on 12 July 2012 and a brand new Audi A1 donated by Mon Motors Audi as the winner's prize (more information can be accessed at [www.737challenge.com/](http://www.737challenge.com/)).

For the vehicle wrap, Signs Express chose the high-performance and ultra-conformable Controltac Graphic Film IJ380 from 3M. This was printed with eye-catching graphics combining black-and-white photography with rough edges and complex typography created by the fundraiser's design partner limegreentangerine to convey the Challenge's message to the public. Suitable for high-quality screen and digital printing, the film incorporates 3M's Controltac Adhesive technology that enables vehicle wrappers to reposition the graphics-applied film at will until perfect application is achieved.

Co-owner of Signs Express (Cardiff), Grant Zehetmayr commented: "As a keen extreme sports fan and graphic arts enthusiast, it was a great project in which to get involved. We have completed vehicle wraps for other customers on this scale but never with such a high profile and for such a worthwhile cause. The 3M film was a "dream" to print and wrap.' Marketing Manager at the Commercial Graphics Division of 3M, Kim Brewer added: '3M is delighted to have made possible the excellent job carried out by Signs Express on behalf of the Richard Parks' 737 Challenge. This is yet another demonstration of how vinyl wraps can help create unique, attention-grabbing and impressive results."

For further information on 3M graphic solutions, visit the website [www.3M.co.uk/graphicsolutions](http://www.3M.co.uk/graphicsolutions)



Left: The Audi A1 donated by Mon Motors Audi.

## Arken provides navigation for HMV technology stores

HMV recently launched a campaign to promote its new format technology stores.

To support the new campaign in store HMV wanted an interchangeable category display solution for their technology area.

The solution designed by point of purchase and graphic display provider arken P-O-P was new header boards mounted with multiple clip frames. These have been used along the entire wall of the technology area and have helped to aid navigation for the various product categories such as Headphones, and Ipod accessories. A total of 1500 panels were produced for the new format technology stores.

For further information visit [www.arken-pop.com](http://www.arken-pop.com) or telephone 01638 565680.





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## Stylos fingerposts point the way

When civil engineering company Barhale Construction plc was contracted to build and develop a new stretch of Greenway, their client, Cheshire West and Chester Council, specified Stylos fingerpost units from William Smith for the wayfinding signage.

The shared pedestrian, cycle and equestrian pathway was constructed along a 3KM length of an old railway corridor to create a traffic-free route from Mickle Trafford to Guilden Sutton, to link up with the existing Chester Millennium Greenway.

"Both William Smith and the Stylos finger post system were specified by our client to ensure that the signs matched with

previous installations across Cheshire cycleways," explains Barhale's Site Agent Alan Phillips.

The three-armed Stylos units supplied by William Smith were stove enamelled dark green with white text applied to both sides of the arms, to meet the regulatory style of Greenway signs. Blue pedestrian signs were also supplied.

"William Smith was a new supplier to us and we found the quality of their product and service very good," continues Mr Phillips. "Within the four to five week lead time, in addition to the five main Greenway signs and 16 blue pedestrian signs that were originally ordered, they produced two additional signs that were required, and everything was delivered on time."

Designed to point in up to eight different directions, Stylos fingerposts from William Smith can be supplied as complete units or in component form.

A choice of styles and colourways ensures that Stylos fingerposts blend sympathetically with both urban and rural environments. A concealed internal fixing system, comprising an inner post into which the pre-drilled aluminium arms are slotted and secured into position, means that the fingers, which can be set either at one height or at different levels, cannot be twisted around once in situ. The arms are, therefore, robust and inaccessible to tampering, thereby reducing the incidence of vandalism. A range of finishes is available, including anti-graffiti film.

Bespoke features are frequently created for Stylos fingerpost units to complement other street furniture and signage, such as specially designed and manufactured finial caps, incorporation of special crests and logos, and specific colour matching.

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



## Jumping for a world record-beating photograph

Pictured is a section from what is to be the world's longest photograph, measuring more than a kilometre long by two metres high. The photo was created in time for the 2012 Olympics and is part of Jump4London, a small charity project working with children with special needs and less advantaged backgrounds.

East London based Artist Clare Newton, who was named British Female Inventor of the Year in 2001, spent 21 months travelling throughout London and the home counties, taking pictures of thousands of people mid-jump. The results are a series of vibrant and exciting photographs capturing the amazing diversity of people celebrating the city hosting the 2012 Olympics this year. This is believed to be the first time such an attempt has been made to push digital imagery to the limits, transforming virtual images to reality, with the help of the sign industry.

Clare created the final artwork by seamlessly blending more than 109,000 photos, constructing a mixture of real and imaginary scenes of interesting and curious backdrops. The finished photograph was printed on an Agfa Anapurna M2050 wide format machine at The Creative Place, a multi service design agency and print production house in Watford, Hertfordshire. Amari Digital Supplies donated a robust 550gsm fire retardant banner fabric and the Anapurna's inks were used to provide high quality image quality and the vibrant colours and wide colour gamut required.

As the finished work of art would weigh approximately two tonnes and is to be displayed at several different locations, it was printed in 30 metre sections with Velcro seams for ease of handling and transportation. Overprinting with clear ink provided added



durability and protection against scratches and wear and tear during the moves and people touching it.

The first showing of the complete photograph takes place at ExCel Exhibition and Conference Centre in London Docklands from 1-9 June where Guinness World Records will adjudicate on the official world record.

Further information:

- Clare Newton at [www.jump4london.co.uk](http://www.jump4london.co.uk) or tel. 0207 254 4555,
- ADS at [www.amaridigitalsupplies.com](http://www.amaridigitalsupplies.com) or tel. 0115 982 9770,
- The Creative Place at [www.thecreativeplace.co.uk](http://www.thecreativeplace.co.uk) or tel. 01923 227272,
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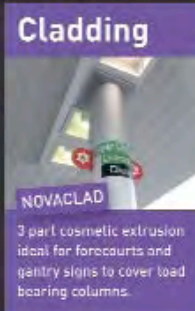
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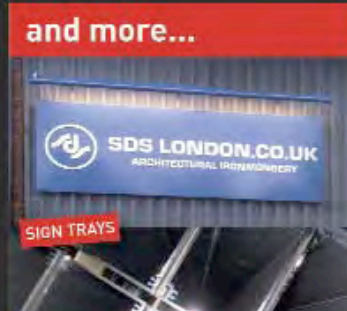
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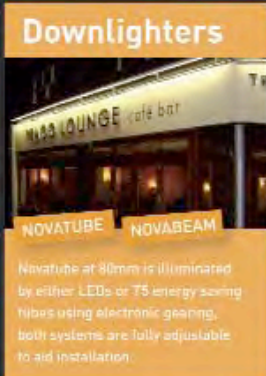
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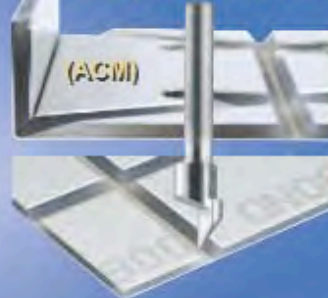
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# DIGITAL *Printing*

## Digital printers continue to evolve and offer even more versatility

Last year, 2011 was challenging for many industry sectors, the sign and graphics trade included. Canon Europe says data from InfoSource actually showed that the 17 to 60 inch segment of the wide format market was shrinking; most notably in graphic arts. *Sign Update* spoke to some of the leading companies involved in manufacturing and supplying digital printers, to find out what the recent innovations and trends are and what their impact has been. The main developments highlighted included advances in ink technology, faster speeds and higher resolution prints, new printers, and improved environmental credentials of inks and output.

Roland DG says that ink technology continues to be the fastest moving arena for innovation in wide-format, and this in turn is driving the major trend in the industry, which is a move towards sign makers diversifying their businesses.

"Inkjet is a highly versatile technology and sign makers have responded to increased competition by applying their existing expertise to a whole range of new applications; for example, wall hangings, vehicle wraps, product decoration; something that has been particularly helped by more widespread availability of UV technology," says Rob

Goleniowski, Business Manager - Signs & Graphics, Roland DG UK.

"The most important impact of ink innovation and the trend for



*Innovations such as metallic effect inks from Roland DG enable users to be more creative.*

diversification is the broadening range of applications and services from which signmakers can profit. Garment transfer materials

...the broadening range of applications and services from which sign makers can profit...

and related inks, for example, have allowed users of the VersaCAMM to not only offer signage for a

client's exhibition stand

with a single machine, the VersaCAMM.

"With Roland's VersaUV LEF-12 desktop machine, signmakers can and are diversifying into personalised gifts and branded promotional items."

A main benefit to the end customer of innovations in ink technology is that they can be more creative in their printed displays, and for the print supplier this means they can add more value to the work they produce, raising revenue and turning a profit.

"Metallic effects, for example, are something that designers would previously have been hesitant to build into their work because it was very costly to produce. Roland brought to market the world's first inkjet printable metallic ink and that changed everything," says Rob Goleniowski.



*The Roland VersaUV LEF-12.*





*Jeff Biggs, Managing Director, Colourgen.*

Sign makers extending what they offer their customers without making massive investment is at least partially as a result of changes brought about by improvements in the environmental benefits of inks and output, says Coloungen.

Jeff Biggs, Managing Director, Coloungen, explains "The main trends in digital printer technology over the last year focus heavily on improving the environmental credentials of the inks and output. Most manufacturers have dramatically reduced the VOCs (Volatile Organic Compounds) and HAPs (Hazardous Air Pollutants) in their inks, for example Seiko with its IX HAPS free inkset and Mutoh with its Eco Ultra inkset. The development of these inks has been done without compromising colour gamut, speed or quality and in many cases these have improved as a result.

"Textile output is also becoming big news. Mutoh has been making textile printers for many years with great success in markets outside the UK. While the UK has been slow to take up on textile printing compared to the rest of Europe, a range of new launches targeted at the textile market recently from many manufacturers indicate that it's now being seen as a serious proposition.

"Again, this is largely driven by its environmental benefits – water-based inks, recyclable output, transport costs and reusability," says Jeff Biggs.

"The impact of these changes opens the market up for all sign-producers to take on additional work outside of their core offering. They can now diversify and offer more to their customers without heavy investment. They can also do this with green credentials and without having to make drastic



*Yuichi Miyano, Director of Large Format Solutions, Canon Europe.*

changes to their buildings (forced ventilation for instance), while knowing they can offer productivity, great colour and durability to address more applications. This will drive companies to look at low-solvent and textile printing, which they were previously turning away or outsourcing."

According to Canon Europe, the use of wide format printing to produce Point of Sale (POS) material is definitely on the increase and proving its value to end customers, from the use of store graphics to drive footfall through to the use of in-store displays for up-selling and cross-selling.

"The retail sector is extremely competitive, and when retailers have to respond immediately to competitor activities and promotions, POS is absolutely vital," says Yuichi Miyano, Director of Large Format Solutions, Canon Europe. "Retail isn't the only sector where wide format printing is being used to produce materials to promote products and services. The hospitality and leisure sectors are increasingly using wide format print for promotional purposes, and we're even seeing growth in the healthcare and transport sectors.

"At Canon, we work to support our customers by helping them to identify opportunities for growth and in making the most of these. For some of our commercial print customers, adding wide format printing to their service offering has been vital to helping them survive the economic downturn, while for companies that have brought their POS print work in-house, doing so has enabled them to cut costs and be more responsive to their markets."

**.....Continued on page 54**



*A main trend over the last year has been improving the environmental credentials of the inks and output says Coloungen.*





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# DIGITAL *Printing*

## Digital printers continue to evolve and offer even more versatility

.....Continued from page 51

Graphic Printing Technologies says that the biggest innovation over the last year has without doubt been the appearance of the new Mimaki Latex machine. Mimaki launched two models, the 1.3m wide JV400-130LX and a 1.6m version, the JV400-160LX.

Stuart Cole, General Manager, Graphic Printing Technologies, explains: "The Mimaki JV400 has a wealth of features and benefits that put it ahead in the Latex market, a market which is currently filled by one other manufacturer. One of the main benefits is that the new range runs significantly cooler (60 degrees) than many printers and therefore is able to print on a wide range of materials.

Stuart also mentions the Mimaki TPC-1000 wide format textile printer. This machine, particularly when coupled with one of the Secabo heat presses, is proving a popular option for customers currently printing with small format inkjets using Saw Grass inks. He says this is because it's a great value solution that can add considerable revenue to their business.

A major trend that Grafityp reports over the last year or so is faster speeds with higher quality and resolution prints. In addition, as affordable UV printers are being introduced to smaller business users, printing is now taking place on much wider range of materials, not just vinyl graphics or posters.

The most important impact of this trend is that as newer and faster printer models available, high resolution images can be printed more quickly, resulting in speedier throughput which means higher volumes of business, says Grafityp. Customers come to expect high quality as the norm as output becomes increasingly better.

Now inks and media are more durable and UV printers print directly on to all manner of objects, there's great scope for further business opportunities. Being able to include photographs within printed signs and other options, such as those with the use of a Roland VersaCAMM, die cut printed graphics, labels, printed garment transfers, and vehicle graphics, can open up a whole new source of income.

The benefits for the print supplier mean being able to offer more exciting signage, giftware, workwear and the end customer has more freedom of design on almost anything they require. As more print suppliers look at different ways to expand their print experience by including white or metallic inks, soft signage, or direct to substrate printing, Grafityp's biggest selling digital printer over the last year was the Roland VersaCAMM SP-540i, 54" wide print and cut machine.



*The new Mimaki Latex printer.*

"The JV400 doesn't require time consuming self-checking procedures, so the machine is faster and more productive than its nearest competitor. Flexibility is also a key factor with the new range.

"Mimaki's new latex printers are also the first to feature a white ink set that complements the machine's other six colours. It can also print three layers simultaneously to give colour/white/colour for perfectly registered double sided clear image print, typically required for window film applications."

*Stuart Cole, General Manager, Graphic Printing Technologies.*



*Recent innovations mean print suppliers can offer more exciting signage says Grafityp.*





*The HP Designjet, available from William Smith.*

Particularly suited to the changing requirements of the sign and graphics industry, including the now burgeoning market for soft signage and printed textiles are the HP L26500 and the latest and larger HP L28500, available from William Smith. The company, a prominent HP Channel Partner, is now distributing an expanded family of HP wide-format printers.

Both the HP L26500 the HP L2850 incorporate the unique and patented HP Latex Ink Technology that has only a minimal VOC (volatile organic compound) content, contains no HAP (hazardous air pollutants) and generates no ozone emissions during printing. As a consequence, no expensive fume extraction or special ventilating equipment is required, thus adding to the appeal of migrating from hazardous solvent-based systems to this faster, cleaner and ultimately more cost-effective water-based printing technology.

The HP Designjet L26500's larger print width of 61 inches makes it even better suited to applications involving flexible media used, for example, in soft signage and textile printing. The L26500 also has the ability to make double-sided banner printing easier and more accurate and will handle a wide range of roll-fed media, including vinyl, backlit polyester film, textiles, thin banner-grade material and lined mesh for porous media.

The recently launched larger HP Designjet L28500 supplied by William Smith has been engineered to meet the needs of companies with an even broader range of applications and higher productivity levels.

Recent innovations have enabled wide format inkjet users to do more; better, easier and quicker, and have opened up new applications and markets that, ultimately, can make more money for the signmaker, while reducing the environmental impact. So, what's on the horizon for digital printers?

"We expect further developments in inks and growth of the textile market to continue over the following year(s) as well as improved head technology and lower power consumption, All in all, this will make the industry and print workflow more green in every aspect," says Jeff Briggs, Managing Director, Colourgen.

Rob Goleniowski, Business Manager - Signs & Graphics, Roland DG UK, also expects ink development to continue apace.

"It is an area that never stands still and can unlock many new applications. After the success of metallic inks, Roland will certainly be working ever harder to bring to market the next solution to make graphics production even more profitable," says Rob Goleniowski.

Yuichi Miyano, Director of Large Format Solutions, Canon Europe says: "Finance continues to be an issue for many in the industry and knowing that an investment is going to translate into profit is vital, which is why printers are now looking for added-value services and solutions from manufacturers. In 2012 it will be important for both manufacturers and printers to broaden

their offerings and look for opportunities in new areas."

It will be interesting to see what the forthcoming innovations in digital printing are, but it seems sure that whatever happens, the variety of output and possible applications will continue to grow.

### For further information

- Canon Europe: [www.canon.eu](http://www.canon.eu)
- Colourgen: [www.colourgen.com](http://www.colourgen.com)
- Grafityp: [www.grafityp.co.uk](http://www.grafityp.co.uk)
- Graphic Printing Technologies: [www.g-p-t.co.uk](http://www.g-p-t.co.uk)
- Roland DG: [www.rolanddg.co.uk](http://www.rolanddg.co.uk)
- William Smith: [www.williamsmith.co.uk](http://www.williamsmith.co.uk)



*Canon points out the increasing use of wide format printing to produce Point of Sale (POS) material.*



# EXPAND YOUR MARKETS

## Put yourself in the frame to boost your business

Offering a picture framing service can be a great way to expand sales for any business that already has a photo quality printer among its equipment. Lion Picture Framing Supplies Ltd says it can provide everything needed, including canvas, mouldings, stretcher bars, frame varnishes and paints, and even training for absolute beginners.



"More sign companies are now being asked to print art canvases and many are missing out on really good opportunities to add value," says Tony Walker, Sales Manager at Lion Picture Framing Supplies Ltd.

The increase in demand for art prints has boomed over recent years, partly for reasons within the art market but also because the cost of producing prints of the required quality has reduced significantly, mainly due to digital printing and developments in inks.

"Picture framing can provide a very good return," says Tony. "Take a 48" x 48" canvas to be stretched: that would cost £18-20 for the stretcher bars and 15-20 minutes work, and you can sell that service for £60. You also need stretcher pliers and a staple gun that would be

used again, they're usually no more than £75 in total. It's easy to see how quickly you can earn back your outlay and get into making a profit."

The initial outlay to add a picture framing service is approximately £4,000 and the potential can be almost endless.

Tony says: "Earlier this week I was discussing with a photographer how he could use picture framing to increase income. For the job mentioned he'd charged £450 to take the photos and supply them on CDs. I explained how he could have boosted his income on that job alone by another £400-450, just by framing the best eight photos."

An estimated 60 per cent of a typical sign business's clients for picture framing are customers they previously supplied signage to, believes Tony. He believes it's a case of the sign trade making sure their customers know what else their sign maker can do and asking questions such as "Have you thought about printing canvases for this job?"

...more sign companies are now being asked to print art canvases and many are missing out on really good opportunities to add value...

"We have a sign maker customer who does the standard signs and banners and now, through offering picture framing services, produces canvas prints for a well-known pizza company and has been all over the country installing them. Another sign making customer uses our moulding to customise mirrors for a leading fashion retailer and one of the biggest clothes retailers in the country is using our frames with their in-store acrylics," says Tony.

For sign businesses looking to approach new customers, art galleries are usually a good bet to start with. Quite often they're a one-man/woman band and haven't invested in a framing system and necessary personnel so outsource their requirements.

"Stretching canvases and framing takes a certain skill and care but it isn't rocket science," says Tony. "It's scary the first time you handle a canvas worth £1,000 or so, but after the first dozen or so you wonder what you were worrying about."

Lion Picture Framing Supplies Ltd runs training days at its Birmingham site. An Introduction to the Business of Picture Framing is a one-day course designed for newcomers to professional framing; Beyond the Basics is a one-day event for people who have been framing for profit for six months or more.

To find out how picture framing could boost your income or for further information, go to [www.lionpic.co.uk](http://www.lionpic.co.uk) or telephone 0121 773 1230 / 020 8848 4558.

## Do more with Graphtec's versatile cutting

Sign manufacturers are now introducing new technologies to supplement their core activities and to introduce vital new revenue streams to enable future growth and profitability in the current economic climate. One of the most profitable areas now being maximised is in the print wear and promotional products market where existing production tools can be used by sign manufacturers to greatly extend their capabilities and to enable a world of new business opportunities to be accessed.

Plotter/cutters, in particular, from market-leading suppliers like Graphtec GB can be used to enable entry into these potentially lucrative new markets. In addition to mainstream sign and graphics applications, these can be used to process a vast range of additional materials.

.....Continued on page 58



The Silhouette Cameo desktop cutter from Graphtec GB features a new cutting head.



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# EXPAND YOUR MARKETS

## Do more with Graphtec's versatile cutting

.....Continued from page 56

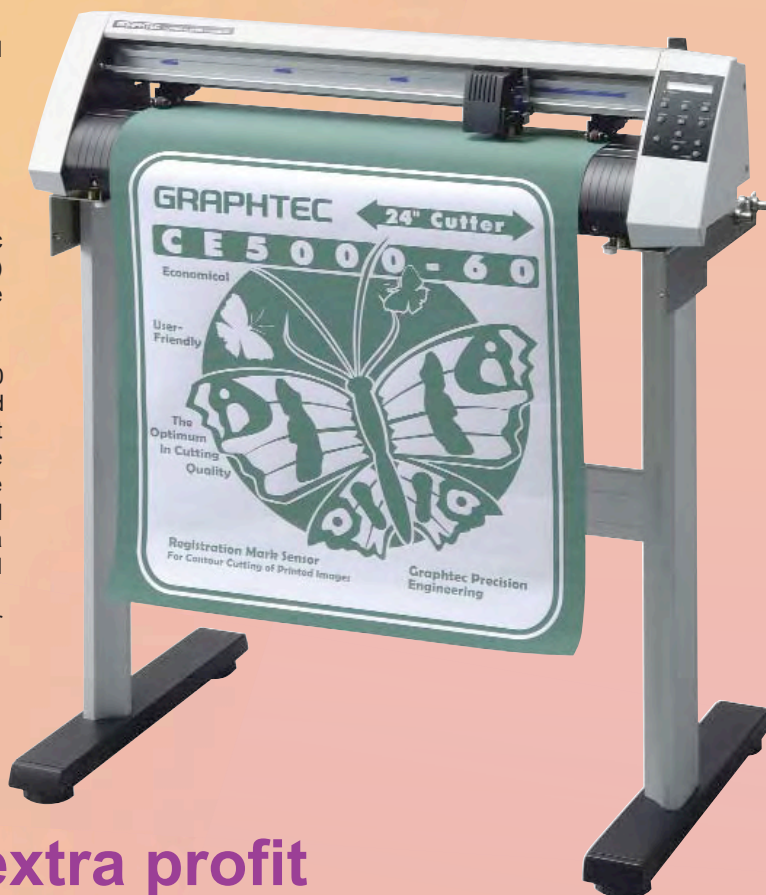
Typically, these can include materials like flex, flock, vinyl and rhinestone and even fabrics using Graphtec GB's Silhouette fabric heat transfer interfacing for producing a whole range of personalised garments and promotional items and gifts.

Plotter/cutter machines from Graphtec GB have been designed for very fine-detail applications involving text as small as three millimetres in height, making them particularly suited to the cutting of flock and flex. All of the machines have Graphtec GB's renowned ARMS (Advanced Registration Mark System) function that ensures ultimate cutting precision of fine and otherwise problematical materials used in these new markets.

Included in the range of plotter/cutters are the FC8000 for companies with higher productivity levels, the budget-priced CE5000 that shares many of the same production capabilities but is designed to help smaller companies grow via cutting technology without the need for a huge up-front investment and the latest Silhouette Cameo desktop cutter. This is a new and larger version of the popular Silhouette machine but now offers a number of advanced design features. These include a new cutting head that allows a more diverse range of materials to be processed via an extended 12-inch cutting width.

For further information, visit [www.graphtecgb.co.uk](http://www.graphtecgb.co.uk) or telephone 01978 666700.

*Right: Graphtec's budget-priced CE5000 is designed to help smaller companies grow via cutting technology without a huge up-front investment.*



## Engrave your way to extra profit

Engraving can provide a handy extra income stream from both existing and new customers in return for a relatively small investment.

Trotec UK provides a range of laser engraving and cutting machines for processing different materials. The company also supplies UK manufactured Suregrave rotary engraving machines and engraving materials from world leading manufacturers including Rowmark, IPI and the Suregrave line of metals, flexible and rigid laminates.

Awards and gifts come in all shapes and sizes, some flat, some round, and the shape and size of awards and gifts that are being engraved will determine what machine best meets your needs.



*The Wizzard 12 is available with a 10 year Surecare warranty.*

Popular with start up businesses is the Wizzard 6, especially with the option to trade in for its original purchase value within 12 months against a larger Suregrave machine. The bigger Wizzard 12 and Wizzard 16 offer increased speed and production on flat items.

More than 17,500 variants of this popular engraving system have been installed to date. Today's Wizzard is as compact as the original but has been redesigned with an increased work area of 305 x 305mm. Fitted with the latest Hi Drive controller it delivers industry leading production. Another feature of the digital Hi Drive controller is its extremely low power consumption making Suregrave the right choice for the environment too. Despite its large work area the machine takes up little more than 500 x 600mm (nominal) making it the ideal machine where space is at a premium.

The Rotation S is a flagship machine for this market, with an extremely economical footprint versus engraving area and really fast swap between flat and round modes of any machine. For larger volume suppliers of awards and gifts, the 2516i or 4824i system machines are ideal for high productivity and expansive work areas.

For further information go to the web and visit [www.suregrave.com](http://www.suregrave.com) or [www.troteclaser.com](http://www.troteclaser.com)



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# COMPANY *Update*

## HM The Queen is not the only one celebrating a Silver Jubilee this year

**Craft Signs celebrates its silver jubilee within days of HM Queen Elizabeth celebrating hers. Roger Dobson formed Craft Signs on 2 June 1952 in Mansfield, Nottinghamshire.**

Roger sold shop signs, hand painted lettering on vehicles, and did gold leaf work, along with using his artistic talents to produce effects such as marbling and wood graining on upmarket commercial properties. The business remained primarily a one-man band but established a good reputation. In June 1988 when the current Managing Director Graham Simmons joined the firm as an Apprentice, the only other employee was the previous apprentice.

"I left school on the Friday and started at Craft Signs on the Monday. It was a great opportunity to gain a really good all round knowledge. I got to do everything, from speaking to customers, making the signs, and even digging holes and putting in the posts," says Graham.

"When I started I had to visualise how something would look, and learn how letters should be spaced. These days some youngsters are so reliant on computers and seeing everything automatically on screen that they can struggle to visualise things in their head."

The late '80s may be little more than 20 years ago but back then the majority of sign companies had no computer systems and artwork was created and cut by hand. Roger Dobson got ahead of the competition by investing in an early Spandex system, which impressed the young Graham.

"Roger was the first in Nottinghamshire to get a computerised signmaking system and was rightly very proud of it and what we could do with it," says Graham. "At the time it seemed very advanced even though there were only eight fonts to choose from and we still had to draw customer logos by hand."

After his apprenticeship, Graham was offered a permanent job and continued to develop his considerable knowledge and experience in all aspects of sign production and first-class customer service. When Roger Dobson retired in 1996, Graham took over as workshop manager for the new owner Harvey Parrott; then when Harvey retired in 2002, Graham bought the company and became MD.



*A new sign to celebrate Craft Signs' Silver Jubilee.*



*A sign from the 1970s.*



*Embroidery is an important part of Craft Signs' promotional goods business.*

Today, in-house facilities at Craft Signs includes two digital printers, a Roland print and cut machine, vinyl cutters, an embroidery machine, and screen printing facilities. The most recent significant investment is a CNC system bought last summer. Developing personnel as well as buying hardware and software means the company's team of seven staff now includes a full time graphic designer.

More than half of Craft Signs' work is business-to-business for end users, with the remainder being for various trades, primarily graphic designers and shop fitters. Most of the orders are for signs and graphics but since Craft Signs took over a promotional goods business two or three years ago a significant proportion of orders are for embroidery work. The company provides a complete design, production, installation and after care service. It also handles business printing such as stationery, leaflets and brochures for many customers.

"We became really frustrated with our customers' struggles to achieve a consistent corporate image because no one wanted to send logos or images to anyone else, which meant they had



to be constantly recreated. So we said 'ok, we'll offer the full service and ensure each customer's corporate image is reproduced accurately every time', and that's what we do," says Graham

Although providing a complete and personal service to customers, innovative design, and investing in both equipment and staff are key factors in Craft Signs' continued success, perhaps the most vital one is its very stringent quality control, which dates back the full 60 years.

"My old boss Roger was really picky and would rather lose money then send out something that wasn't perfect, which is a good lesson," explains Graham. "We trade on our reputation and customers come by word of mouth. We provide a 100% satisfaction guarantee and back it up; vehicle graphics are guaranteed for as long as that person has the vehicle."

The fastest growing area of work at Craft Signs is vehicle wrapping, vinyl application and removal, etc. Since staff underwent comprehensive training a couple of years ago, Graham says that it's really taken off with more and more people requesting partial and full wraps. While he's happy to share his knowledge and experience, he believes that many in the trade don't want to share best practice or give away any tips and tricks. In contrast, Graham is in the process of preparing How To films on vehicle wrapping, to be posted on YouTube, with a link to Craft Signs' website.

From speaking to Graham it's clear that the company is involved in a variety of projects both in this country and further afield. Craft Signs has just completed a full rebrand for Oakdale Homes (part of Langley Holdings), which included internal and external signs at multiple sites, flags, vehicle wraps and window graphics, as well as umbrellas, hats and work-wear.

Graham says: "We work throughout the UK and supply all over the world, for example to Singapore for snooker events and Germany for boxing events, and to Dubai, the Caribbean, Australia and South Africa. We also produced the signage for the Pot Black show that used to be on TV. Unfortunately we don't always get to install our signs in every location, such as the time we created beautiful 24 gold leaf letters that light up on the back of a yacht; sadly we didn't get the contract to go and apply the livery in the Mediterranean."

The most amazing location that Craft Signs' work has been to is the planet Mars. Via Leicester University's involvement in the Mars Rover project, Graham and the Craft Signs team produced vinyls that were used on the robotic rover (Beagle II) designed to roam and explore the planet.



The first van Graham Simmons completed, more than 20 years ago.



Graham Simmons in younger days.

Despite the economic climate, business at Craft Signs is growing steadily and Graham is currently in talks about expanding into a vacant unit next door, which would almost double the size of its premises and the company is about to take on its first new apprentice for several years.

"What with the work coming in for the new CNC system we bought and digital print booming, we're a bit cramped at the moment. Extra space means we'll also be able to have a proper showroom, which is very exciting," says Graham.

Find out more about Craft Signs at the soon to be updated site [www.craft-signs.co.uk](http://www.craft-signs.co.uk) or telephone 01623 626166.



Demand for vehicle graphics from Craft Signs is growing fast.



# SIGN & DIGITAL UK 2012 *Review*



## Exhibitors report busy stands and strong sales at Sign & Digital UK 2012

Sign & Digital UK 2012 has been hailed by many exhibitors and visitors as the best yet with a real emphasis on buying. The exhibition was a platform for many new UK wide format print and imaging product launches from big names such as FujiFilm, Zund, Mimaki, Inktec, Jetrix and Océ, to name a few.

The Adobe Theatre and Corel Theatre showcased their latest software packages and both were as popular as ever. The Signmakers' Workshop delivered "back to basics" training sessions that attracted huge crowds, including budding signmakers and new businesses to the show. The free educational programme, both on-stand and show-organised, was well received with sessions covering a huge range of topics including vehicle wrapping, dye-sub printing, routing, software and colour management.

New for 2012 was the Green Trail which proved popular with visitors looking to source eco-friendly products. Café 25 was busy throughout the three days with visitors and exhibitors going along to see vintage machinery and look at photos of their colleagues from over the past 25 years.

This year's increased use of Twitter by the organisers to communicate offers and information worked well with many visitors and exhibitors alike contributing to the show's official Twitter feed and helping to create a great atmosphere during the event.

Sign & Digital UK 2012's overall attendance, subject to abc audit, was 6,264 with visitors from a wide range of companies including: Augustus Martin, Bezier, Birmingham City Council, Boots, British Airways, Burberry, Butterfield Signs, C3 Imaging, Cadbury, Cardiff Metropolitan University, Cornwall Signs, Fastsigns, Fenwick, Fossil UK, Hallmark, Halfords, Hawes Signs, Hollywood Monster, IKEA, JCDcaux, JD Sports, Kall Kwik, Kraft Foods, Linney Group, MOD, Selfridges, Service Graphics, Sign A Rama, Signbox, Signs Express, Somerset County Council, The National Trust, Topshop/Topman, University College Birmingham and Zoological Society of London.

The feedback from exhibitors on this year's event has been extremely positive, a selection of their comments follow.

"The show has been extremely busy, you do start to question is there a recession on or not when you look at the amount of people that have been to the show. It's been very successful for Hewlett Packard. This year's Sign & Digital UK has probably been the strongest for the last four years with extremely good quality of visitors. At this show customers know about the market, they've done their research and they come to Sign & Digital UK to buy products. We will absolutely be rebooking for 2013." – Phil Oakley, UK and Ireland Design Country Manager, Graphic Solutions Business, Hewlett Packard.

"Our resellers have taken multiple orders for the new machines, so we're delighted with the response to the product launches we made during the show. The new Mimaki latex printers have understandably captivated the commercial print, sign making and graphics sectors – it's a solution that offers companies considerable revenue generating potential." – John de la Roche, Hybrid's National Sales Manager.

"We had a fantastic response at the show taking over 300 enquiries over the three days and now look forward to following them all up!" – Mark Auty, Director of Kongcrete, commenting on Q-Set, a two part composite described as a revolutionary new way to install fence and sign posts.

.....Continued on page 64



Tony Barnett, Proprietor of Midlands-based John E Wright (left), celebrates on the stand after purchasing an Océ Arizona 360 XT.



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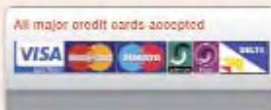
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# SIGN & DIGITAL UK 2012 *Review*

## Exhibitors report busy stands and strong sales

.....Continued from page 62

"I couldn't have wished for a better response. Our presence at this year's show was a toe in water for us and I'm really pleased we made the effort. Roll on 2013!" – Graeme Hoole, Director, The Sign Group.

"With a great result last year we were aware that we needed to succeed again. With both quality and quantity sales leads coming through from visitors this year we weren't disappointed. It was definitely the best show in years!" – Michael Bolton, Managing Director, PrintMax.

"Sign & Digital UK was a fantastic show for InkTec Europe as we had lots of genuine interest and enquiries. It was great to see the industry so buoyant in these uncertain economic times." – Ben Woodruff, UK Sales Manager, InkTec Europe.

"The show has been excellent, we've been coming to the show for nearly 20 years and the quality of the people through the door this year has been exceptional and sales have been generated from day one, we have had great leads and sold products." – Brett Newman, Technical Director, Roland DG (UK) Ltd.



*Busy aisles at Sign & Digital UK 2012.*



*Football legends Arthur Albiston (centre) and Lou Macari (left) with the signed football shirt won by Laura Hutchings of Silk Screen Advertising.*



*Doing business in a relaxed and friendly way on the Roland stand.*

"The first sale (of an Epson 64-inch SureColor SC-S30600) was made within the first hour of the show with our reseller partners reporting brisk business over the three days. Orders have certainly exceeded expectations." – Nick White, Manager, ProGraphics, Epson UK.

"We at DPI were most impressed by the quality of visitors to Sign and Digital UK, we were delighted to take significant orders at the show and we have already committed to exhibiting at Sign and Digital UK 2013." – Stewart Bell, MD, Digital Print Innovations Ltd.

"A lot of positive vibes from everyone and most people seemed to be genuinely looking to spend money which can only mean good for the country as a whole as well as the Sign and Graphics industry." – Kirsty Reader, General Manager, Granthams Ltd.

"We exhibit in many countries but this was the first time we ran out of catalogues at the end of the second day. Mouse-PS Ltd will definitely be at the next Sign & Digital UK." – Ivaylo Vladimirov, Import Export Manager, Mouse PS Ltd.

"We had a target number of sales leads for the show and we exceeded this in the first day." – Martin Johns, Market Development Manager, Professional Graphics, Epson.

"We certainly have seen some good sales leads over the past few days. We have seen more sales leads over the past 3 days here than we have over the past 3 or 4 weeks so just from this one show it has been absolutely phenomenal and a great response." – Emerson Welsh, Marketing Manager, Clarity Software.

"Sign & Digital UK was a great launch pad for Soyang moving into the large format sector. Well organised and publicised bringing new and exciting prospects." – Mark Mashiter, Managing Director, Soyang Europe.

"As seasoned exhibitors at Sign & Digital UK we were very impressed by the quality of attendees to this year's event. Everyone that visited our stand had a genuine interest in our products and the solutions we provide making the three days a very worthwhile exercise. So much so in fact, we've booked our stand for next year's show already!" – James Carpenter, Managing Director, Dorotape.

Next year's Sign & Digital UK will be held at Birmingham NEC on 30th April to 2nd May 2013. For more information visit [www.signanddigitaluk.com](http://www.signanddigitaluk.com) or follow on Twitter @signanddigital



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# SIGN Awards



Celebrations from the winners at the Sign & Digital UK Awards.

## Winners celebrate at Sign & Digital UK Awards

This year's Sign & Digital UK Awards took place at the National Motorcycle Museum in Birmingham on 28 March. The event which recognises and awards the best creative talent in the industry was hosted by TV comedian Seann Walsh and the judges included Martin Hinchliffe on behalf of *Sign Update*.

Congratulations to all the winners, highly commended and placed companies in all 10 categories.

### Sign Company of the year - Signbox (sponsored by Trade Signs)



Signbox's signage was perfect for a visually impressive and elegant re-brand project.

Signbox won Best Sign Company of the Year for the second year running. The company battled the economic downturn by investing in in-house printing facilities in order to successfully diversify into new markets, leading to a tremendously successful 2011 with strong retained profits and a 10 per cent increase in employees. The judges placed this company as the industry benchmark for quality,

creativity and service, and said: "This is simply what a modern sign company should aspire to become".

**2nd - Graffiti Design**

**3rd - Sign 2000**

### Individual Sign Project of the year 1-9 Employees - Allen Signs

Allen Signs expertly retrofitted the premises' original fascia and projecting sign to create the imaginative and eye-catching projecting sign with a colour changing eye for newly independent Chameleon Print. The judges praised the clever use of LED technology and were impressed by an imaginative solution to a simple brief featuring a creative, arresting and appealing sign.

**2nd & Highly Commended - Signs Express (Leeds) for Hush Puppies' floating illuminated signage**

**3rd - ID Signs & Graphics for Baskind Pharmacy**



Allen Signs created a dramatic sign to draw attention to this newly independent company.





*Imaginative and fun signage that's sensitive to its surroundings, from The Grain Sign Company.*

### Individual Sign Project of the year 10+ Employees - Signbox

Signbox provided signage in line with the company's re-brand at global investment solutions firm solutions Blackrock. Impressed by the exceptional quality of work throughout the project, the judges were "blown away" by Signbox's unique and contemporary signage with creative use of materials to really capture the branding and environment of the organisation.

**2nd - Piggotts for the GAP signage project**

**3rd - Amber & Green for the IBM Southbank refurbishment project**

### Multiple Sign Project of the year 1-9 employees - The Grain Sign Company

Impressing the judges with the professional creativity displayed throughout, The Grain Sign Company won this award for its sensitive yet bold interpretation of the brief, where they combined a range of materials, visual effects and impact with finesse for a beautiful and attention grabbing signage project at Longleat Safari Park.

**2nd - Create Signs for work at the M Shed Museum, Bristol**

**3rd - Signs Express (Leeds) for the Bridgewater Place project**

### Multiple Sign Project of the year 10+ employees - Graffiti Design

Graffiti Design was recognised for the excellent conception and execution of work including external identity and wayfinding, internal public wayfinding, internal hospitality and graphics at the prestigious American Express Community Stadium. Graffiti Design overcame difficult installations with finesse to create remarkably varied signage with remarkable effect and impact.

**2nd & Highly Commended - Piggotts for the Hong Kong Asolay**

**3rd - Image Technique for the Westfield Stratford City project**

### Vehicle Wrapping Project of the year - Raccoon

Winning rave reviews from all the judges with comments such as "Beautiful on every level," and "unsurpassable work", Raccoon takes home the Best Vehicle Wrap Project Award for the second year running.

**2nd & Highly Commended - Wrap Kings**

**3rd - Principle Reprographic Services**



*Hollywood Monster was awarded 3rd place in Wide Format Print Project of the Year for this work.*

### Wide Format Printing Company of the year - Hollywood Monster

Consistently impressive in terms of innovation, excellent quality, diverse portfolio of services and strong business ethics including its dedication to developing and investing in its staff, Hollywood Monster won Wide Format Print Company of the year.

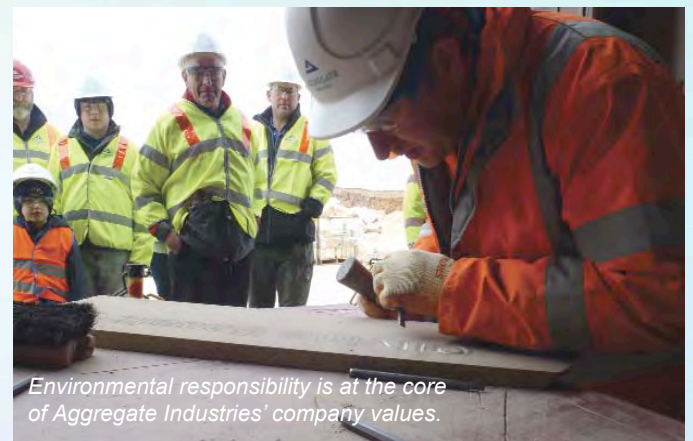
**2nd & Highly Commended - Service Graphics**

### Wide Format Print Project of the year - Signbox

Signbox used a great creative concept when producing signage and environmental graphics at Expedia head offices. Described as simply a perfect blend of materials, creativity, expression and precision, Signbox is this year's winner for its consistently excellent work throughout this complex project.

**2nd - Service Graphics for its work at the National Museum of Scotland**

**3rd - Hollywood Monster for its banner display at Westfield Shopping Centre**



*Environmental responsibility is at the core of Aggregate Industries' company values.*

### The Green Award sponsored by DS Smith Recycling - Aggregate Industries

Using natural stone materials and environmentally friendly production techniques, Aggregate Industries produced a stunning signage project for the Forestry Commission. Excellent craftsmanship coupled with elegant, minimalist designs created durable signage from natural materials, the judges were bowled over by the green credentials and lovely hand-crafted pieces.

**2nd & Highly Commended - The Grain Sign Company for sandblasted cedar wood signs**

### Rising Star Award - John Matthews of Sign Vision

Against the odds John has grown his business throughout the recession, including an increase in projects and moving to larger premises. Comments from judges included "Definitely one to watch", "A success story for tomorrow's industry" and "Definition of rising talent".

**2nd - Chris McIntosh of Service Graphics**

**3rd - Gemini Katwa of Fusion Print**

**For more information and photos from the awards evening, visit [www.signanddigitaluk.com](http://www.signanddigitaluk.com)**



## Latex printer cuts the mustard at Ecosse Signs

Supplied and installed by HP Channel Partner William Smith, the new HP L26500 Latex printer has greatly increased the printing capacity at Lanarkshire-based Ecosse Signs. The company supplies primarily vehicle graphics and vehicle wrapping solutions to a number of blue chip organisations in the commercial vehicle rental and retail car trades in addition to general signage and high-impact digitally printed banners for corporate branding.

Director of the company, Tom Thomson commented: 'We needed to replace our existing wide-format printer in order to decrease production times and increase capacity levels. Having visited William Smith to evaluate the HP L26500 printer, we were immediately impressed with the machine's speed of production that proved nine times faster than the previous platform, by the environmental credentials and eco friendliness due to the integrated patented Latex Ink Technology.' This offered a host of new benefits, not least of which were much faster production, low maintenance due to the printer's self-cleaning capability and the removal of the need for expensive fume extraction and special ventilating equipment that are necessary when using solvent-based printers.

The HP L26500 printer now installed is used for printing onto a wide range of different media, including premium-grade options from 3M and in particular the 3M IJ180 series of films and other materials under the ImagePerfect, Arlon and Dtec brands for shorter-term



applications. Tom Thomson added: 'In addition to the greatly increased volume of work that we can now undertake, there has been a correspondingly high reduction in print wastage, more consistent quality and an increase in new customers keen to engage with the environmental benefits provided.'

For further information on the HP range of Latex printers, visit [www.williamsmith.co.uk](http://www.williamsmith.co.uk) or telephone 01833 690305.

## OMMprint chooses Fujifilm to make 'step change' with Inca Onset S40 investment

Large-format digital specialist OMMprint has invested in an Inca Onset S40 digital flatbed printer from Fujifilm, increasing capacity and fulfilling a strategy to enter new markets, including PoP/POS and packaging. Installation of the high-performance, high-quality printer, which replaced one of OMMprint's two existing Inca Columbia flatbed printers, has recently been completed at the Slough-based company, which is part of integrated marketing services provider the OMM Group.

"The Inca Onset S40 will give OMMprint a big competitive edge over our competitors, most of whom seem to be consolidating at the moment. In contrast, we believe this is the year to go for growth and market share," says Howard Campion, OMM Group commercial director. "We've set challenging targets for OMMprint, and the Onset S40 is one of the keys to reaching them. It marks a step change in our offering, not only to existing customers in the events and sports signage markets but also to new clients in sectors such as POP and packaging. It will certainly set us apart from all our competitors."

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







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## Radecal adds Roland EGX Engravers to its portfolio

Since becoming a Roland Authorised Dealer in 2011, Radecal has proven itself a valuable partner for Roland DG in the sign and graphics market, successfully growing the install base of Roland's VersaCMM, SolJet Pro and VersaUV range of wide format digital printers in the UK. The agreement to now sell Roland's EGX engraver range extends the partnership and gives Radecal access to some of the best engraving technology on the market.

Says Craig Williams, Sales Manager, Radecal: "We've had some great results in our first year as a Roland wide format partner selling the VersaCMM and SolJet ranges and we believe that having the Roland engravers will enable us to build on this success in order to take our customers into some interesting and profitable new markets."



*The EGX Engravers.*

"We already sell the larger CNC Routers from Piranha International and TECHNO CNC, but have recently had a number of enquiries regarding engraving for durable signmaking as signmakers seek out new business opportunities to offset the margin reduction in their core markets. We've recently installed a Roland EGX-350 desktop engraver into our showroom which is available immediately for demonstrations. It's a very welcome addition to our range and an exciting prospect for both us and our customers."

Specifically Roland's EGX-350 desktop engraver represents a true price versus performance breakthrough for signmakers, gift engravers, trophy shops and jewellery retailers.

For further information telephone Radecal on 0191 4172929 or visit [www.radecalmachinesales.com](http://www.radecalmachinesales.com)

## GPT teams up with Secabo to enhance its dye-sub and textile printing expertise

Graphic Printing Technologies (GPT) has teamed up with Secabo to sell its range of heat presses. Secabo's heat presses will enhance GPT's capability to fully service the textile and apparel industry as they compliment Mimaki's range of market leading dye-sublimation textile printers.

Secabo develops high quality devices and machines for signmakers from vinyl cutters to heat presses. Secabo's seven heat presses provide a simple, cost-effective solution for all common heat transfer methods and objects. The TC 5 and TC 7 are clam presses and the TS 7 is a swing away heat press. The TC C is made for caps and hats, the TC M for mugs and other round items and the TC D 7 is a pneumatic double plate heat press for professional use. For large-scale applications the TC 10 offers a much larger working area.

GPT will offer the Secabo heat presses together with Mimaki dye-sublimation printers (dye-sub), which use heat to transfer dye onto a broad range of materials including plastic, paper and fabric.

The Mimaki TPC-1000 is an integrated printer/cutter designed to produce a range of apparel, including uniforms, workwear, t-shirts, swimsuits and virtually any type of clothing that requires

additional text or graphics. The Mimaki TPC-1000 is based on Mimaki's market-leading CJV printer/cutter and delivers a cost-effective integrated solution to creating unique designs on a range of apparel.

GPT's General Manager, Stuart Cole, says, "Now we are able to offer customers the complete package from Mimaki's expert dye-sub printers to Secabo's heat presses. The two really go together and we are confident that this is a winning combination."

For more information on GPT telephone 01189 294429 or visit [www.g-p-t.co.uk](http://www.g-p-t.co.uk)



*Secabo Heat Press.*

## Spandex becomes a UK distributor of the RollsRoller Flatbed Applicator®

Spandex has announced its appointment as a UK distributor of the RollsRoller Flatbed Applicator® series, a highly versatile and time saving print finishing and laminating solution used for a multitude of self-adhesive foil applications.

The RollsRoller is produced by Reklamide AB, a Swedish company with over 20 years experience in providing innovative solutions to the sign industry through specialty consulting and high quality, patented products.

The appointment of Spandex as a UK distributor of the RollsRoller Flatbed Applicator series is part of a recent agreement with Reklamide AB in which Spandex Group has been granted the international distribution rights for 14 countries starting at the beginning of 2012.

The RollsRoller series applicators are used for applying all types of self-adhesive foils and overlaminates to flexible and rigid materials up to 6cm thick. Typical applications include banners, signs, road signs and glass application. All models can optionally be equipped with a height adjustment function to ensure the operator enjoys an optimal ergonomic working position. Due to its easy operation and short learning curve, operators can be up and running in less than one hour.

The RollsRoller series consists of three different model ranges; the Basic, Premium and Traffic range.

For more information on the RollsRoller Flatbed Applicator series, visit the Spandex website [www.spandex.co.uk](http://www.spandex.co.uk)



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## CWE Solutions celebrates business growth with office move

**Award-winning HP partner CWE Solutions has moved offices, relocating its southern office from central London to a far bigger site in Surrey, due to its continued business success.**

Throughout the recession, CWE Solutions experienced year-on-year growth and recently outgrew its office and warehouse space in Bermondsey, London. The company has just moved to its new premises in Chessington, Surrey – a site that is four-times bigger than its previous location.

As a result of the office move, CWE Solutions is able to stock an even larger range of printing equipment and consumables, ensure an increased stock availability, and offer a better demonstration facility to clients.

Furthermore, CWE Solutions' expansion has the added benefits of providing more room and the firm is now looking to hire new

employees across its business areas including sales, accounts, warehouse and drivers while ensuring central London is still within easy reach and that there is improved access to the rest of the UK.

If you're looking for work within a leading company that is rapidly expanding and offering career progression, CWE Solutions is keen for you to get in touch.

The new southern office address is 61 Barwell Business Park, Leatherhead Road, Chessington, Surrey KT9 2NY. The telephone number is now 08444 829 895 and fax 08444 829 896.

CWE Solutions' Sheffield office address remains the same, and those based in the north are welcome to contact this office to discuss possible employment opportunities.

To find out more about CWE Solutions and its range of printing equipment and consumables, visit [www.cwesolutions.co.uk](http://www.cwesolutions.co.uk)

## Applelec expands antistatic assembly room

**The first stage of Applelec's self financed 2700 square foot expansion to its Bradford head office has been completed with the first of three floors now operational.**

Floor one is devoted to LED Light Sheet production and features a relocated LED antistatic assembly room, which delivers increased floor space and is fully dedicated to the manufacture and testing of Applelec's award winning product. The room is designed to ensure contamination from atmospheric dust is eliminated before LED modules are embedded within the lighting unit which is now supplied with a three year warranty.

LED Light Sheet features a standard ingress protection rating of 54 which is suitable for indoor installations situated in dry, predominantly dust free environments. For exterior projects the lighting unit can be manufactured to an IP67 rating which provides total protection against the penetration of dust and protection from water at a tested immersion depth of between 15cm and 1m.

"Ian Drinkwater, Applelec's Managing Director, states: 'The opening of the expanded antistatic room comes hot on the heels of our Leeds factory opening. We are continuing to invest in the facilities and equipment owned by Applelec to ensure we continue to meet growing demand for our product range and manufacturing services.'

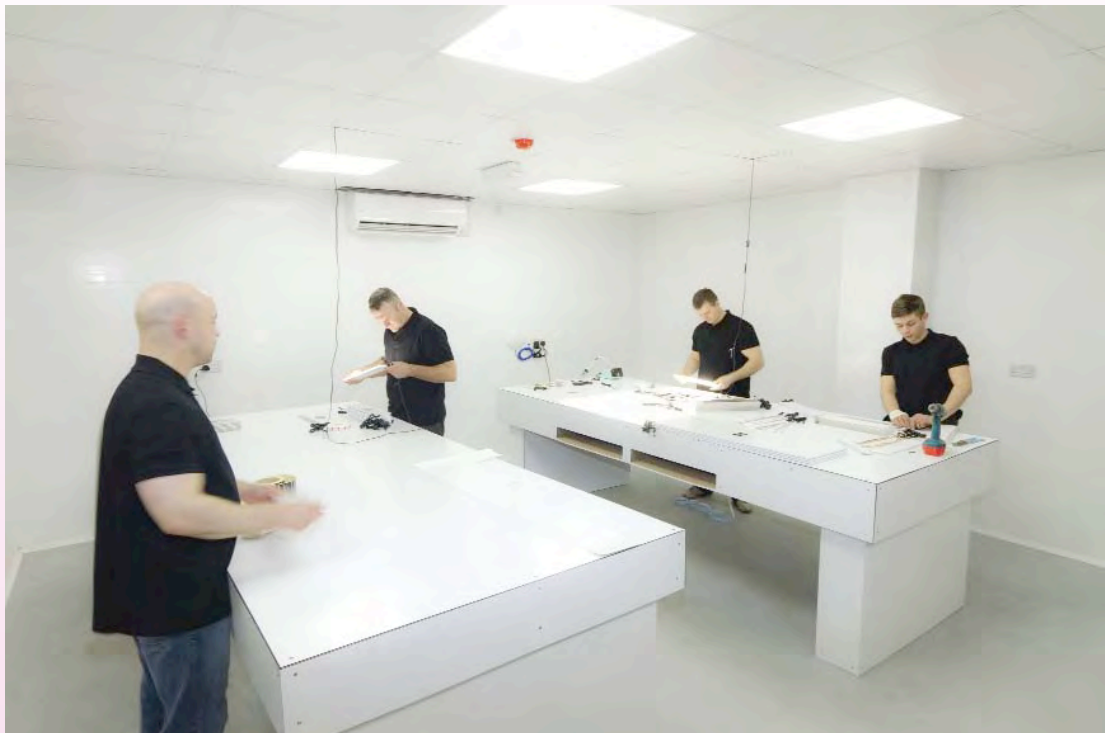
The previous LED Light Sheet assembly room is currently being refurbished to accommodate a programming and development area as Applelec has seen an increase in the number of LED Light Sheet projects which incorporate dmx sequencing for dimmable and colour changing panels. All dmx programming can be accommodated

in-house by Applelec for LED Light Sheet and signage projects. Sign systems featuring LED illumination continue to be manufactured in our dedicated sign workshop as well as in the new Leeds factory.

Applelec's Bradford building expansion is divided across three floors with a new showroom planned for the second floor due to be opened this summer.

Last month Applelec announced the opening of a second factory which delivers 8000 square feet of manufacturing space in Leeds.

For further information telephone Applelec on 01274 768343 or visit [www.applelecsign.co.uk](http://www.applelecsign.co.uk)



*The new antistatic room designed to ensure contamination from atmospheric dust is eliminated.*



# A bright future for Perspex Distribution and Sloan LED

Perspex Distribution Limited has announced the introduction of SloanLED products to complement their extensive range of Perspex® cast acrylic and thermoplastic sheets. The availability of LED products enables sign makers, specifiers and designers to enjoy the benefits of a single supplier to purchase both LED products and specialist Perspex sheets.



The new SloanLED 'Great White 4'.

As well as offering the full range of SloanLED products, Perspex Distribution provides a free estimate and layout service. Product experts offer support and advice to customers and produce a layout drawing to estimate product requirements for a project.

"We continue to listen to the changing requirements within the sign industry," explains Craig Dodson, Director at Perspex Distribution, "and by teaming up with SloanLED, our customers will now benefit from easy access to what we believe to be the best quality LEDs in the market. Our expanding range of specialist Perspex material for LED use demonstrates our continued focus on providing quality material for the sign industry."

Recent product development includes Perspex Spectrum LED, developed for signmakers and designers looking to make an impact with light. Using white LEDs, Perspex Spectrum colours have been specially formulated to give optimised colour performance with both transmitted and reflected light.

Explaining their decision to supply Perspex Distribution, Barry Blythe, Sales Director at SloanLED, said: "We are delighted to be working alongside Perspex Distribution and believe that our SloanLED products offer superior brightness to complement their specialist LED materials. Perspex Distribution will stock our full range of LEDs, combining over 50 years of product development with the very best customer support."

As well as stocking SloanLED products, Perspex Distribution Ltd supply a complete range of semi-finished plastics including Perspex acrylic sheet, extruded acrylic, rod & tube, Alupanel® aluminium composite, Bencore® composite, Polycarbonate, APET & PETG, foamed PVC, rigid PVC and polystyrene.

For a free LED estimate or more information on SloanLED products telephone Perspex Distribution on 01827 263900 or visit [www.perspex.co.uk](http://www.perspex.co.uk)

# Arlon announces downloadable colour palettes

Arlon is excited to announce the availability of downloadable colour palettes for Series 2100 Opaque Cast Vinyl and Series 2500 Translucent Cast Vinyl Film.

The palettes for these products lines are downloadable and available on the Arlon website at [www.arlon.com/ColorPalettes](http://www.arlon.com/ColorPalettes) for the following software programs: Adobe Illustrator and Photoshop, Corel Draw, Flexi and SignLab. These palettes will help designers to show the Arlon Vinyl colours they are using for their signage designs on screen and before going to production.

Arlon Graphics manufactures and markets a full line of high quality pressure sensitive cut vinyl, flexible substrates, and print media films for the digital imaging, signage, vehicle graphic and screen printing industries. Arlon is headquartered in Santa Ana, CA, with strategically positioned distribution out of Australia, Europe, India, Latin America, the UK and Uruguay to service customers worldwide.

For further information on all Arlon products visit [www.arlon.com](http://www.arlon.com) or to contact the European office based in the Netherlands telephone +31 (0) 70-354-4311.





## Victory Design celebrates 25 years

**2012 is definitely a year for celebration not only because of the Queens Jubilee, the Olympics and Euro 2012 but also because Victory Design Ltd celebrates its 25th year in business.**

Victory Design was founded in 1987 by Tony Biggin who is now Chairman of the company and also celebrates his 70th birthday this year. Tony explains his reasons for establishing the company.



*Carole Smy, Managing Director, and Justin Hines, Sales Director, of Victory Design*

"The business was a product of the digital revolution, where computer aided design and manufacture revolutionised the sign making industry and created an opportunity for material distribution. The innovations of digital print and suitable inks to give external durability further expanded the opportunities in our industry. I believe the next 25 years will be even more exciting and challenging."

In 2008 Tony stepped down, handing the reins to Carole Smy who became Managing Director and at the same time Justin Hines became Sales Director.

Previously, Carole was the Financial Director providing strong leadership for the company and a customer focused approach whilst Justin, who has worked from apprentice to board level, has a very good understanding of all aspects of the company and industry.

Victory Design employs 28 staff in various roles including product sales, accounts, administration, marketing, warehousing and production. Recently the company has been supporting local young people by employing apprentices in different roles, they are also studying for an NVQ qualification.

Victory Design, based in Clowne, Chesterfield, is renowned for their supplies in sign making, garment marking and digital printing. Selling both on and offline there are lots of benefits available when ordering including; free delivery over £125. A vast range of products are available including brands such as Jac, easiMARK, 3M, RTape, Avery Dennison and more. You can also order by the metre online and there are no restrictions like a minimum order, just order as little or as much as you like. Victory also provides credit accounts making ordering faster and easier.

Find out more about Victory Design by visiting the website [www.victorydesign.co.uk](http://www.victorydesign.co.uk) or telephone 01246 570570.



## Positive 12 months for Tecman assisted by customer referrals

Tecman Speciality Materials have announced growth in excess of 25% during the last financial year (2011/2012). Though the economy is slow, Tecman has maintained their valued customer base and seen a significant increase in new customers, many being referrals from other companies.

Kevin Porter UK Manager comments: "This is such positive news. Our key priority is to provide customers with unparalleled levels of technical and product support, adding to our fast delivery times and economical pricing. It's excellent to know that our customers are recommending us and we will be introducing a reward scheme to thank them for this loyalty."

Established for over 20 years, Tecman is a leading adhesive tape converter with extensive in-house conversion facilities and is part of an international group providing global bonding solutions.

With an in-depth understanding of customer requirements and product performance they offer a strong product range, focused brand development and ongoing investment in conversion capabilities with customer satisfaction as their key priority.



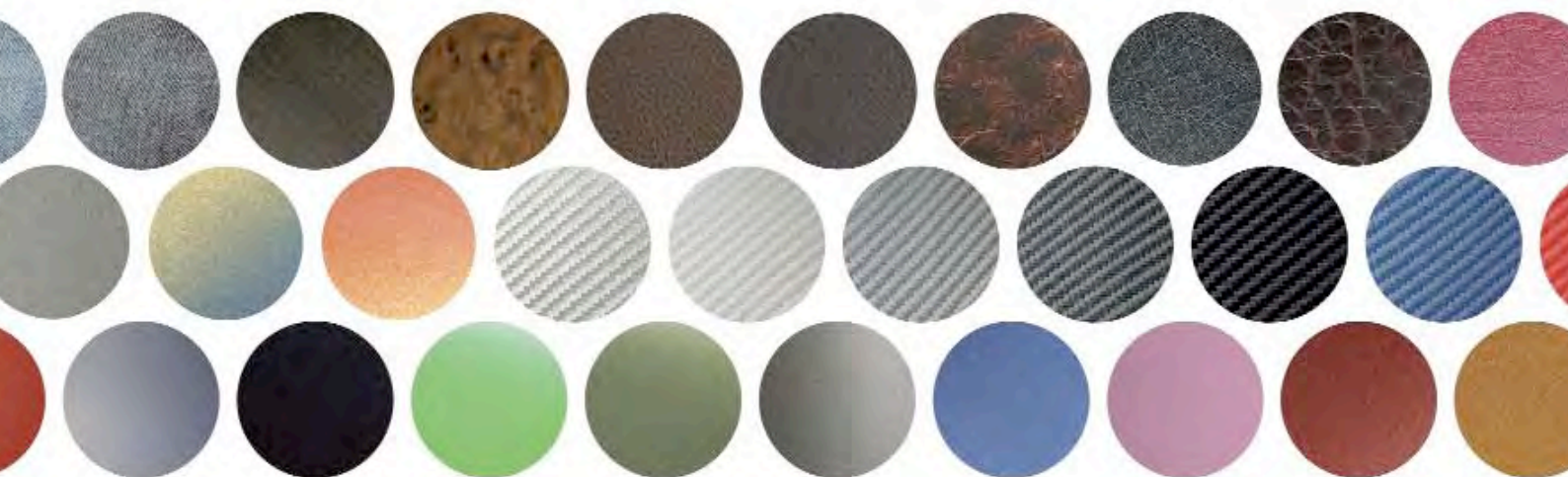
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## Roland DG's Marketing Manager abseils one of Bristol's tallest hotels for charity

**Lisa Metcalfe, Marketing Manager, Roland DG (UK) descended from the top of the Bristol Premier Inn hotel in March to raise more than £800 for children's cancer charity CLIC Sargent**

Located at the base of the M32 motorway and standing 200ft tall, the Bristol Premier Inn is one of the city's tallest hotels. Lisa, accompanied by her fiancé, Iain Moncrieff, took on the mighty challenge in the wind and the rain to complete the descent to raise money for charity.

Said Lisa: "Every year I love to take on a personal challenge whilst raising money for charity, and this year was no different. I was terrified as I stood on top of the building looking down at the spectators, spending their Sunday morning cheering on the participants, waving with one hand while clutching umbrellas in the other!

"This year I was raising money for CLIC Sargent, the children's cancer charity and am proud to say that between Iain and I, we raised over £800. I was overjoyed when I reached the bottom and it's certainly something to be able to tell the children, and grandchildren, in years to come."

As the UK's leading children's cancer charity, CLIC Sargent offers all round care and support every step of the way - during treatment in the hospital and at home, through specialist social care and support in the community and after treatment by helping survivors and supporting the bereaved.

Anyone wishing to support this charity can do so by visiting [www.clicsargent.co.uk](http://www.clicsargent.co.uk)



*Roland's Marketing Manager, Lisa Metcalfe, bravely descends the Bristol Premier Inn Hotel.*

## Flag firm supports South Pole skier's charity race

**The Hampshire Flag Company has donated a selection of flags to one man's adventurous expedition to the South Pole which has raised more than £15,000 for charity.**



*Yoyo Schepers-Menten (team mate) and Matt Elliott, Operations Director at EBB Paper.*

Matt Elliott took part in 'The Extreme World Races Centenary Race to the South Pole' – one of the toughest races in the world and took 12 flags with him, provided by the leading flag manufacturer, to raise money for The Royal British Legion and The Alzheimer's Society.

Each custom flag was manufactured from a lightweight knitted polyester and printed with the branding of the different businesses which supported Matt's 40 day expedition to Antarctica during which he skied more than 700km – 100 years after Norwegian explorer Amundsen beat Sir Robert Falcon Scott in their epic duel to the South Pole.

Matt, who is the Operations Director at EBB Paper, said: "It was a real privilege to visit such a beautiful continent at this symbolic time in its history whilst raising money for very worthwhile charities."

During his expedition Matt endured temperatures as low as -45°C and winds which reached 80kmph. Matt skied on special cross country skis, pulling a pulk (polar sledge) weighing 50kgs. He had to endure 24 hour daylight as he slept every night in a specially designed polar tent and ate a mix of nuts, chocolate and rehydrated food to try and replace the 8,000 calories he was burning every day.

"The race was extremely challenging but it was fantastic to have Hampshire Flag Company's valuable support in the donation of the 12 flags. It was a wonderful moment when I planted the flags at the South Pole and I am very grateful to Graham and his team for their generosity," added Matt.

Hampshire Flag's Managing Director Graham Wilkinson said, "Anyone who can endure such harsh conditions and puts in two years of training deserves real recognition and respect."

For further information telephone The Hampshire Flag Company on 0845 644 3129 or visit [www.hampshireflag.co.uk](http://www.hampshireflag.co.uk)



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## Interesting and fun applications submitted for Wrap&Win competition

Avery Dennison have recently seen excursions into new markets for self-adhesive film 'wraps' that take the commercial possibilities several steps beyond the conventional vehicle wrap. However, Avery Dennison is able to offer readers what must be the ultimate portfolio of creative wrapping achievements to date -- on the special image gallery at [www.perfectwrap.eu](http://www.perfectwrap.eu). This treasury of ideas is the outcome of a competition held by Avery Dennison Graphics and Reflective Solutions Europe to promote recent enhancements to the range of colours and finishes available in Avery® Supreme Wrapping Film.

The Wrap&Win competition offered a top prize of a 3D LED TV for the entry adjudged the best. Additionally, the first 20 competition entrants were rewarded with a complete professional Avery Toolkit. Potential contestants were invited to register with Avery Dennison to receive a free linear metre of Avery Supreme Wrapping Film along with an Avery Squeegee Pro, and challenged to use the material to wrap an 'unusual object' of their choice. Formal entry to the competition was completed by uploading a picture of the wrap to the special image gallery.

As visitors to the image gallery can see for themselves, the products wrapped were certainly diverse. They spanned such items as WCs (strangely, a favourite choice!), a wild birds' nesting box, a teapot, a suitcase, a chair, an electric shaver, a wine bottle, shoes, and a TV.

The judging panel, headed up by Rachel Oakley, Senior Product Manager, Avery Dennison Graphics and Reflective Solutions, had a hard task deciding who should win the 3D LED TV, but in the end chose Davide Mancinelli for his Avery Dennison firemen cartoon (pictured on the website), which certainly proved that changing self-adhesive vehicle graphics is just 'child's play'!

However, there were several other entries that also caught the judges' attention. They loved the creativity and humour of Karsten Vodder's 'Have a Seat' toilet, and the 'High Heels' from Juan José Vasco Calero.

For overcoming real technical challenges, the judges singled out Ulrike Solga's 'Coffee Maker' wrap, and Markus Kuhnert's 'Wine Bottle'. Finally, for their real commercial potential, they also highlighted the 'Avery Fridge' wrapped by Cor Oldenhuis; Lenka Bruchnarova's 'Chair'; the 'Bar Seat' from Stéphan Revel; and Kim Hammarberg's 'Suitcase'.

All these worthy entrants were awarded a special prize of an Avery Toolbelt.

Comments Rachel Oakley: "We were delighted with the response we received from professionals in signage and graphics application. In all, we received 175 application pictures, and 46 made it to the final selection. Contestants certainly proved, with their wrap



entries, just how versatile and conformable Avery Supreme Wrapping Film can be, regardless of the nature of the application substrate. We were also extremely surprised and delighted by the variety of objects contestants chose to wrap. They showed real imagination and creativity! Maybe some of them point the way to real new commercial opportunities for wrapping applications?"

Full details of the competition entries and winners are available via the contest website, [www.perfectwrap.eu](http://www.perfectwrap.eu), where details of the newly-extended Avery Supreme Wrapping Film range (and its new extra-wide rolls) are also available.

## Birmingham firm wins major new contract

Birmingham sign designer and manufacturer Bowden and Dolphin has won a major new contract to provide signage for Yardley's Swan Centre.

The contract is for the design and manufacture of directional signage to help delivery personnel find their way around behind the scenes, as well as front-of-house signs for the shopping centre itself.

The tendering process involved stiff competition, but Yardley's Swan Centre decided that Bowden and Dolphin was the right choice.

Yardley's Swan Centre is just a few miles from Bowden and Dolphin's premises and the signs will be hand crafted by local

Birmingham sign makers.

Jamie Bowden, managing director at Bowden and Dolphin said: "We were delighted to hear that we had successfully won this fantastic contract. We understand the importance of local Birmingham businesses working together to help boost our city's economy and create success, despite the downturn."

Jamie added: "We have a vast portfolio of experience when it comes to shopping centre signage and so we were delighted when Yardley's Swan Centre asked us to quote for this project."

For further information telephone 0121 773 6000 or visit [www.bowdenanddolphinsigns.com](http://www.bowdenanddolphinsigns.com)



# Tecna Display wins the Queen's Award for Enterprise in International Trade

**Tecna Display's first Queen's Award is the result of a good old-fashioned UK success story in manufacturing; innovative design, and the desire to get out into the world and sell.**

The company designs, produces and sells an advanced modular display system under the product name of t3. This is a strong, lightweight, fast and easy to build framework which, when clad in graphics, creates exhibition stands, walls and retail and POS displays. The product has been used for many high profile projects and companies worldwide, including the Brit Awards and Dyson in the UK, X Factor and Nintendo in South Africa, HSBC in Australia, Nespresso in France and the Buddha Museum in Singapore.

The owner, Jonathan Evitt, with over 30 years experience in the industry who is also the designer of the t3 products comments: "The last three years have been very challenging for the display and exhibitions industry. We have managed to buck the trend by developing a high quality product that stands out in the market place. The Queens Award is a huge honour and we are absolutely delighted. It recognises all the hard work that we and our global distributors have put in over the last years."

Tecna Display exports to more than 30 countries worldwide. They have recorded an overall 92% increase in overseas sales in the last three years in the highly competitive display systems market and Evitt has even more innovative ideas and products in the pipeline to keep t3's product range at the forefront of the exhibition and display industry for many years to come.

For more information on Tecna Display and the t3 system, visit their recently launched website at [www.tecnadisplay.com](http://www.tecnadisplay.com)



*Jonathan Evitt, Inventor, Designer and Managing Director of Tecna Display Limited.*

## Newly appointed Ronnie heads Technical Sales in Ireland

**Industrial Adhesive Solutions (INDASOL) are pleased to announce the appointment of Ronnie Kynes as Technical Sales based in Ireland. Ronnie will be responsible for maintaining the existing business in Ireland as well as expanding the company into new and exciting areas.**

Paul Robinson comments: "Ronnie has a wealth of knowledge of the Sign Industry and associated markets and comes from a background of technically focussed product sales."

Indasol have continued to grow through investment in key people, product development and most importantly understanding their customer needs. Part of this investment in Ireland has come about by listening to their customers who need a man on the ground to react and assist with technical applications. The recent Sign and Digital Exhibition



*Newly appointed Ronnie Kynes.*



further highlighted this need where they had many enquiries not only for their tapes and adhesives, but also for the new innovative SIGN-BLOCK 3D lettering material.

"I understand the demands of the signage Industry and am pleased to be part of the Indasol team offering proven sign making and fixing solutions to almost any application," says Ronnie.

For further details on any of the Indasol products telephone +44 (0)2476 5640909 email [enquiry@indasol.co.uk](mailto:enquiry@indasol.co.uk) or visit [www.indasol.co.uk](http://www.indasol.co.uk)



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# SIGN *News*

## Metamark's new Product and Price Guides now available

Metamark has just announced the availability of its new Digital Media and SignVinyl Product and Price Guides and the good news is that the pricing remains unchanged.

The new guides continue to detail the full range of Metamark Digital Media, and the company's range of SignVinyl and speciality materials. Both material ranges have grown and the new guides also detail the new material and media introductions.

Class-leading value, shipping costs and pricing policies remain unchanged according to Metamark. Metamark also adds that, if it's in the price guide, it's on the shelves and ready to despatch the day it's ordered.

In support of maintaining this level of service, Metamark has relocated to larger distribution premises which are better able to accommodate the company's larger inventory and handle increased order traffic.

In addition to despatching customer orders the day they're placed, Metamark also says it will despatch sample rolls of the materials and media in the new product and price guides the day they are requested.

Both guides are available free of charge by contacting [sales@metamark.co.uk](mailto:sales@metamark.co.uk) or by calling Metamark's sales desk on 0845 3455645.



## .....plus the launch of the e-Brick App

Thanks to Metamark's e-Brick app, it's now even easier to select and match Metamark SignVinyl colours.

Metamark's hefty "Brick" SignVinyl and Speciality Materials swatch now has a somewhat lighter-weight cousin which The Materials Company calls the e-Brick. The e-Brick takes a useful chunk of Metamark's Brick's contents, the 4 Series and 7 Series SignVinyl ranges, and packs it into an intuitive and easy-to-use iPhone app that makes material colour selection and specification even easier still.

The new app uses the iPhone's camera to capture images of anything its user might want to survey. The captured images can be saved and subsequently examined in close detail using a touch-controlled cursor. The app dynamically calculates and displays the closest available Metamark SignVinyl matches for the image area under the cursor's focus.

Captured images and corresponding selected matches can be saved for future reference and the entire swatch can also be browsed without making a match reference to an image. Full product data sheets are also stored within the app and it's also possible to email Metamark directly from the application.

It's unlikely that the e-Brick will replace the real-world article, says

Metamark, but it's just another example of how Metamark strives to make itself easy to deal with, and its products easy to choose and to buy. There's also no doubting, the iPhone is a very powerful and useful tool and its talents are put to good use by Metamark's app.

The app is available now, free of charge on Apple's app store. Just search for e-Brick.

For further information on the Metamark product range visit the website [www.metamark.co.uk](http://www.metamark.co.uk)





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# APPOINTMENTS

## Metamark appoints South-East Territory Sales Manager

Metamark is pleased to announce that it has appointed Neill Boatman to the role of Territory Sales Manager for the South East of the UK.

Neill's name will be familiar to many in the sign and display industry having been involved in the material and media supply markets for a number of years. Neill also ran his own company in the graphics and allied markets for a time and so knows the industry from both sides of the counter.

Neill's role will be field based so he will be meeting many of Metamark's established clients and talking to those joining the company's growing customer base. With a large portfolio of products to present and recent introductions to launch, Neill joins Metamark at a particularly busy time in the company's development.

For further information on Metamark's product range visit [www.metamark.co.uk](http://www.metamark.co.uk)



Neill Boatman joins Metamark.

## Arlon promote Ken Huggins to Customer Service Assistant Manager

Arlon is pleased to announce the promotion of Ken Huggins to Customer Service Assistant Manager. Ken is now responsible for managing and overseeing the daily operations of Arlon's call centre, customer satisfaction, claims resolution and key account management. Prior to this role, Ken held the position of Customer Service Lead, leading all the operational activities of the Arlon Flex Division.

"Ken brings a strong and solid customer service and sales experience to his new role," states Ivonne Uruena, Customer Service Manager, Arlon Graphics. "While at Arlon, Ken has actively participated in Arlon's lean journey, improvement of our operations for the Arlon Flex Division and will be a strong leader over the day to day activities of Arlon's call centre taking it to the next level."

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



Ken Huggins.

## Chris Bosworth joins Pyramid Display

Pyramid Display Materials have announced a number of strategic investments taking place at their West Midlands Sales and Distribution Centre based in Birmingham.

Dennis Morgan, Pyramid's Managing Director explains the investment program: "As part of our continuous expansion plans I'm pleased to confirm we will be increasing our fleet of vehicles operating from our Birmingham branch to enhance our delivery service, as well as recruiting an extra internal sales person along with a dedicated stock controller.

"We are also delighted to announce that Chris

Bosworth (previously Antalis McNaughton) will be joining our external sales team. Chris will have a very specific role in developing new strategic business and will work alongside our existing sales team, whilst at the same time bringing a wealth of experience into the company. We are all very excited about the new opportunities these investments will bring as the Pyramid Group continues to grow and thrive in what are still very difficult trading conditions."

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



Chris Bosworth, Pyramid's new recruit in the Midlands.

## UK POS appoints new Sales Manager

UK Point of Sale, based in Greater Manchester, has announced the appointment of a new Sales Manager, Helen Stott, as part of its ongoing commitment to provide its customers with unrivalled service.

Helen, who has more than 12 years experience in the sales industry, joins UK POS from a nationwide school-wear manufacturer, and in her role as product sales manager, had a proven track record of success in all aspects of the retail and trade sector.

Helen says: "I wanted to join a business that could utilise the skills and experience I had developed in my previous role. UK POS is highly respected and recognised within the industry as well as being the appointed supplier of point of sale to many of the biggest names in retail. As well as

working with clients in the retail sector, I will have the opportunity to work with companies across a number of other varied sectors. This was a huge attraction to the role."

Debra Jamieson, Sales and Marketing Director at UK POS, said:

"We are delighted to have Helen on board at UK POS, her successful background in sales and operations for national brands will be a great asset to the company. We were impressed by her 'hands on' approach and her focus on customer service, while ensuring company strategies transfer throughout all projects. Helen's appointment will definitely continue to improve the customer service our customers receive."

For further information on UK POS visit [www.ukpos.com](http://www.ukpos.com)



Helen Stott, newly appointed Sales Manager.



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We are a company that prides itself in good customer relations therefore the successful applicant will be a good communicator and have good presentation. Candidates must have a full and clean UK driver's license, have a good knowledge of Illustrator and Photoshop, be able to work under pressure and meet deadlines.

A minimum of 5 years experience in signage production and good managerial skills are also required.

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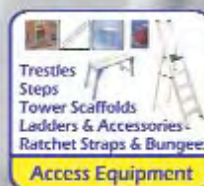
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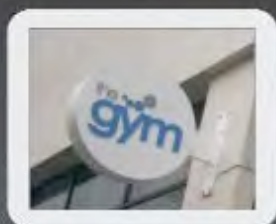
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www.righton.co.uk  
Righton Ltd is the UK's leading supplier of semi-finished plastics to the sign industry. our extensive range includes: Cast and extruded acrylic available in clear, opal and a full range of colours. Polycarbonate, Foam PVC, PET-G, Aluminium Composite Sheet, Painted aluminium sheet, Aluminium extrusion, Ultragrain stainless steel sheet. In house cutting and coating as well as 24 hour delivery service.

### 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, 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@simplex ltd.com  
www.simplex ltd.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 convertor 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, Broadcott Ind. Est., Station Rd., Cradley Heath B64 6NT  
**Tel: 0121 561 4600**  
**Fax: 0121 561 5458**  
accsign1@aol.com  
www.accent signs ltd.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

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**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.

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

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sales@lexicraft.co.uk  
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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

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

## SIGN INDUSTRIES

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

## NEON MANUFACTURERS (TRADE)

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**Fax: 020 8646 9478**  
enquiry@a1designs.co.uk  
www.a1designs.co.uk  
Neon & Cold Cathode Manufacturers to the Trade. Fast turnaround & Delivery, Quick repair service. Installation, Fault diagnosis, Repairs & Maintenance. Confidential Service. All neon accessories, Transformers, Cable, Tube supports etc.

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

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sales@logotech-ltd.co.uk  
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Specialists in neon manufacture to the trade, all types of neon work undertaken. Quick repair service. Very competitive prices. Over 25 years experience in the sign trade.



## NOTICE & DRY-WIPE BOARDS

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**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,  
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**Tel: 0118 981 5343**

**Fax: 0118 981 5335**

Sales@ashbytrade.co.uk

www.ashbytrade.net

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

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Great North Road, Wyboston,  
Bedfordshire, MK44 3BY

**Tel: 01480 404951**

**Fax: 01480 404951**

info@jansen-display.co.uk

www.jansen-display.co.uk

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### 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 poster cases for both internal and external use. A wide selection of models, sizes and finishes are available. New developments include vitrum, an outdoor back illuminated case for post mounted or wall applications using LED technology, and solar powered cases and light posts.

### ROMAC DISPLAY SOLUTIONS

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HD7 5BB

**Tel: 01484 847753 /  
841362**

**Fax: 01484 846085**

sales@romacstainless.co.uk

www.romacstainless.co.uk

Leading manufacturer and supplier of lockable notice boards/poster cases/menu cases. High quality, low prices. Powder coated, stainless steel & brass. Internal & external use. Vandal & weather resistant. A4 to A0, D/Royal & 6040. Bespoke sizes on request. Wall or post mount & lectern style. With felt pin board or high powered magnets for fixing posters/menus. LED illuminated options.

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

**Fax: 0115 973 8090**

sales@tennantsuk.com

www.tennantsuk.com

Distributors of quality number plate components and suppliers of the UK's best selling number plate printing package the 'Print Pro' system - Full colour number plate printing being used around the world. Our optimised number plate printer will also print Health & Safety Signs, Business Cards, Banners & more. For prices and a free no-obligation demonstration, please call or visit our website.

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Road, Coseley, 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.

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**Fax: 020 8308 9995**

sales@neplastics.co.uk

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

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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.

## POINT OF SALE FITTINGS

### 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.

## 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

### ARKEN P-O-P

### INTERNATIONAL

Studlands Park Avenue, Newmarket,  
Suffolk, CB8 7EA

**Tel: 01638 565656**

**Fax: 01638 662770**

info@arken-pop.com

www.arken-pop.com

arken provide a comprehensive range of quality poster displays for both internal and external use including, poster frames, poster cases, light boxes, and pavement signs. Products are available off the shelf, can be customised to a specific size or colour or can be expertly designed to meet your individual brief. All our products are manufactured at our factory in the UK.

### ASHBY TRADE SIGN SUPPLIES LTD

Youngs Ind Est, Aldermaston, Reading,  
RG7 4PW

**Tel: 0118 981 5343**

**Fax: 0118 981 5335**

Sales@ashbytrade.co.uk

www.ashbytrade.net

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

## BROWNINGS LTD

5 Williamson Street, Hull, HU9 1ER

**Tel: 01482 380900**

**Fax: 01482 380901**

sales@browningsltd.co.uk

www.browningsltd.co.uk

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

## 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

67 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 poster cases for both internal and external use. A wide selection of models, sizes and finishes are available. New developments include vitrum, an outdoor back illuminated case for post mounted or wall applications using LED technology, and solar powered cases and light posts.

## ROMAC DISPLAY SOLUTIONS

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**Tel: 01484 847753 / 841362**  
**Fax: 01484 846085**  
sales@romacstainless.co.uk  
www.romacstainless.co.uk  
Lockable notice boards/poster cases/menu cases/snapframes/exhibition displays. High quality, low prices. In aluminium, powder coated steel, stainless steel & brass. Internal & external use. Products to suit all applications and budgets. Lockable cases for wall or post mount and lectern style. With felt pin board or high powered magnets for fixing posters/menus. LED illuminated options.

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Unit 10, Cannon Business Park, Gough Road, Coseley, West Midlands, WV14 8XR  
**Tel: 01902 404008**  
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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.

## SIGNSCAPE SYSTEMS LTD

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**Tel: 01934 852888**  
**Fax: 01934 852816**  
sales@signscape.co.uk  
www.signscape.co.uk  
Trade supplier of modular sign systems including Post & Panel, Infocurve, Infocurve Lite, Papyrus, Finger Posts, Bannerfix, Tam Torques, Column Plates, Posterloc, Clip frames, Infotex and Mini-slots. 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

### BROWNINGS LTD

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

## 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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**Tel: 0161 4314400 / 0161 4314411**  
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UK Point of Sale leading manufacturers of display products Acrylic & PVC poster holders, Sign Supports, Aluminium Snap Frames, A Boards, Poster cases & Point of sale fittings.

## PROJECTING SIGNS

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**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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info@infinitesigns.co.uk  
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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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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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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

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The UK's largest distributor of Orafol and Reflexite reflective vinyl. Our range includes Class Ref.1, Class Ref.2, Micro-Prismatic, commercial grade, engineering grade, construction grade & hi-intensity in many colours. Used for chapter 8 chevron kits, ECE 104 conspicuity tape, permanent & temporary road signs & emergency vehicles. Visit our website for guides, prices & application instructions.

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**Fax: 0115 973 8090**  
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Tennants UK is 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 UK to cater to their every need, including metal frames, cones, barriers, lamps & sign design software.

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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.

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



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Based on 20 years of CNC manufacturing, CNC routing and CNC cutting, we can offer you a unique range of cost effective cutters, tooling and accessories developed specifically to deliver optimum routing results across a wide range of materials used in the sign, display, exhibition and shopfitting industries. Product guides and toolpath software feed/speed databases available upon request.

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**Tel: 01928 739 799**

**Fax: 0151 728 8851**

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

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**Tel: 01268 764874**

**Fax: 01268 764883**

tony.sayers@pj-signs.com

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

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**Fax: 0151 933 5667**

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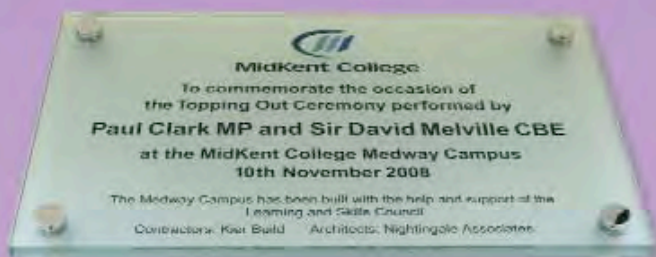
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height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
3mm	£0.61	£0.80	£0.93	£1.22	£1.46	£1.82	£2.42	£3.03	£3.28	£3.76	£4.61	£6.86	£8.37	£10.31	£12.49	£48.51
5mm	£0.91	£1.15	£1.46	£1.82	£2.30	£2.79	£3.63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

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

**NO MINIMUM ORDER**

height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
3mm	£0.42	£0.53	£0.85	£1.03	£1.14	£1.39	£1.57	£2.12	£2.42	£2.72	£3.03	£4.00	£4.85	£5.76	£7.88	£18.20
5mm	£0.48	£0.72	£1.09	£1.46	£2.00	£2.30	£2.67	£3.15	£3.64	£4.37	£5.15	£6.07	£6.87	£8.00	£11.03	£30.32
10mm	£0.85	£1.33	£1.70	£2.55	£3.52	£4.37	£4.98	£6.07	£7.28	£8.32	£9.34	£11.52	£13.34	£16.98	£21.59	£58.21
19mm	£1.82	£2.55	£3.64	£4.24	£4.85	£6.67	£8.49	£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  
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Add 25% to price list for Flame Polished Edges (clear acrylic only)

Add 25% to price list for Gloss Finish Foam PVC

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

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

Additional Glue 500ml of Adhesive £23\*

\*no discount available

**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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