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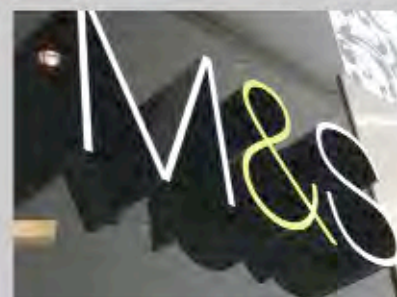
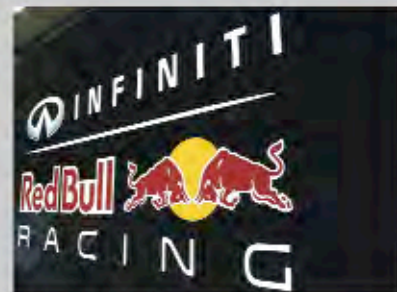
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Built Up Letters



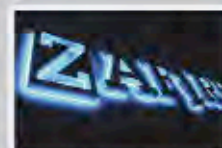
Fabricated Systems



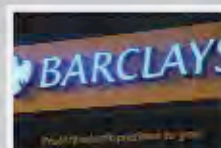
Monoliths



Flat Cut Letters



LED Illumination



Retail Signage



Sign Trays



Architectural Signs



Projection Signs



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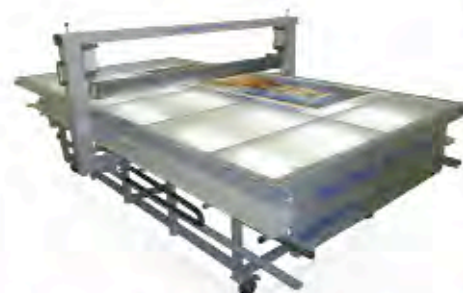
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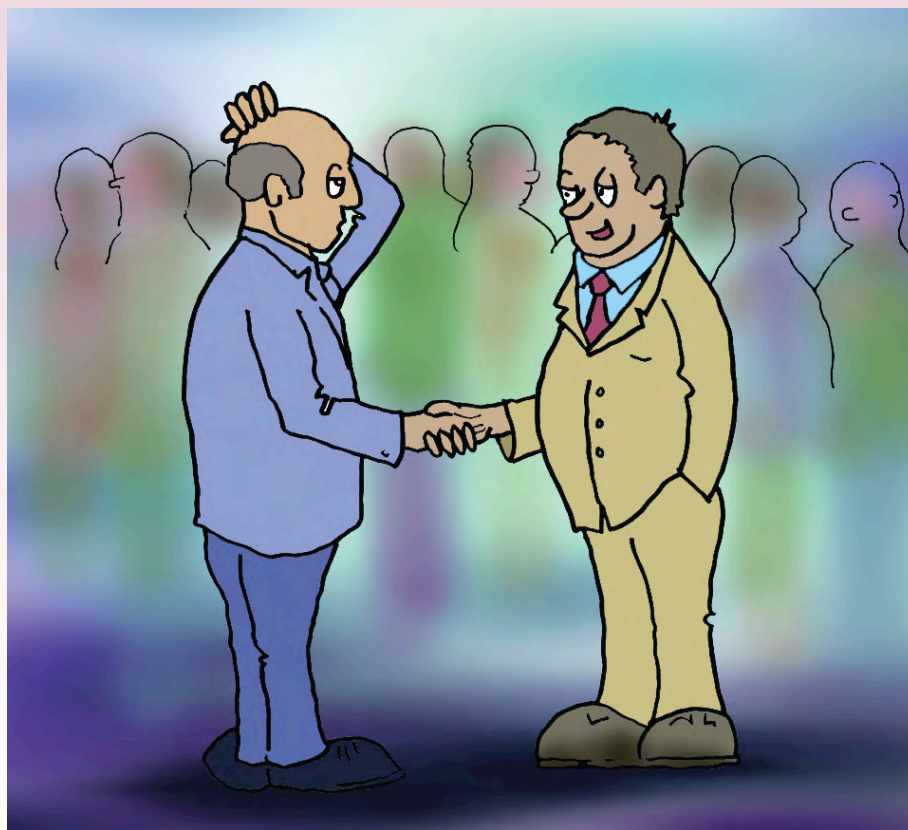


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WELCOME *Page*

The greatest show in the world?



Hello, how are you?
Well, not too bad, busy as usual.
It's a good show this year, have you got a stand here?
No, never had a stand at any exhibition. So, how is the wife?
She died nine years ago. Put me out of my misery, who are you?

We had a great time at Sign & Digital 2013; the three day event brought visitors from all over the world to Birmingham's NEC to showcase the latest advances, products and business networking events to help bolster the sign industry.

We had an interesting conversation with James 'I'm a Roland user and proud of it' Sahota from Group 101, who remarked that one of our stand neighbours, XYZ, who were showcasing their XYZ 8010 Twin Head CNC router had a much quieter machine than other routers we've heard, largely as a result of having ceramic bearings.

We would like to thank all those who visited and passed by our stand at the show, it was a great pleasure to meet each and every one of you.

But let's not forget FESPA.

Like our last issue (Sign & Digital 2013 UK preview – April), we have put together a brief preview for the gigantic event that is FESPA in this issue.....which looks like it's going to be one of, if not THE biggest event for the wide format printing industry, maybe even the sign industry as a whole.

You can find the preview on pages 92-103, which details what you can expect to see when you visit the show (seminar listings, a guided tour and a full list of exhibiting companies).

For all those attending FESPA, we very much look forward to meeting with you at the show at our stand A1S, feel free to pop by and have a chat with me or the team.

Lastly, as part of our ongoing commitment to highlighting some of the most influential companies by region, we have focused our attention on Manchester and would like to thank: Seymour Sign and Print, Signs Express (Manchester), Spectron LED, and Sign and Display for speaking to us for our Manchester Sign makers feature.

We hope you enjoy the show!

Ashwin Mehra

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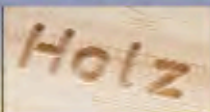
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Balancing cut

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S1-1,0/3-4-30 A	1,0	3	4	30	
S1-1,5/3-6-30 A	1,5	3	6	30	
S1-2,0/3-6-30 A	2,0	3	6	30	
S1-2,0/3-8-30 A	2,0	3	8	30	
S1-2,0/3-11-38 A	2,0	3	11	38	
S1-2,5/3-6-30 A	2,5	3	6	30	
S1-2,5/3-11-38 A	2,5	3	11	38	
S1-3,0/3-6-30 A	3,0	3	6	30	
S1-3,0/3-11-38 A	3,0	3	11	38	
S1-3,0/3-22-50 A	3,0	3	22	50	
S1-2,0/4-6-50 A	2,0	4	6	50	
S1-3,0/4-11-50 A	3,0	4	11	50	
S1-4,0/4-8-50 A	4,0	4	8	50	
S1-4,0/4-12-50 A	4,0	4	12	50	
S1-4,0/4-14-50 A	4,0	4	14	50	
S1-4,0/4-22-50 A	4,0	4	22	50	
S1-4,0/4-32-64 A	4,0	4	32	64	
S1-2,0/6-6-50 A	2,0	6	6	50	
S1-3,0/6-6-50 A	3,0	6	6	50	
S1-3,0/6-11-50 A	3,0	6	11	50	
S1-3,0/6-22-60 A	3,0	6	22	60	
S1-4,0/6-8-50 A	4,0	6	8	50	
S1-4,0/6-12-50 A	4,0	6	12	50	
S1-4,0/6-14-50 A	4,0	6	14	50	
S1-4,0/6-22-50 A	4,0	6	22	50	
S1-5,0/6-12-50 A	5,0	6	12	50	B
S1-5,0/6-16-50 A	5,0	6	16	50	
S1-5,0/6-22-50 A	5,0	6	22	50	B
S1-6,0/6-12-50 A	6,0	6	12	50	B
S1-6,0/6-22-50 A	6,0	6	22	50	
S1-6,0/6-22-58 A	6,0	6	22	58	B
S1-6,0/6-32-64 A	6,0	6	32	64	B
S1-6,0/6-32-100 A	6,0	6	32	100	
S1-6,0/6-42-76 A	6,0	6	42	76	B
S1-8,0/8-22-64 A	8,0	8	22	64	B
S1-8,0/8-32-64 A	8,0	8	32	64	B
S1-8,0/8-42-76 A	8,0	8	42	76	B
S1-8,0/8-42-100 A	8,0	8	42	100	
S1-8,0/8-55-100 A	8,0	8	55	100	B
S1-10,0/10-22-64 A	10,0	10	22	64	B
S1-10,0/10-32-76 A	10,0	10	32	76	B
S1-10,0/10-42-76 A	10,0	10	42	76	B
S1-10,0/10-55-100 A	10,0	10	55	100	B

B = Also available as balanced

New Arlon film gives vehicle wrapping the X-Factor

Arlon's Ultimate PremiumPlus Series 2600LX now features a repositionable air release adhesive that makes this colour change wrapping film easier than ever to apply.

The unique Automotive-X airflow adhesive technology enables perfect adhesion and conformability for all full and partial vehicle wraps, providing a very smooth and even finish, even on difficult surfaces. The 100 micron cast films, which come with seven years durability, are suitable for applications on flat, convex and concave surfaces, in channels and around rivets.

Arlon Ultimate PremiumPlus Series 2600LX is available in a striking range of metallic, sparkle-effect, matt, carbon fibre effect and pearlescent colours.

Universal Wraps recently used the new Arlon Ultimate PremiumPlus Series 2600LX for a full colour change wrap to Pearlescent White on a Subaru.

Universal's Craig Cameron comments: "It was extremely easy to apply and stood up well. It was a lot easier to apply than previous Ultimate PremiumPlus materials and it definitely has more tack, making it easier to reposition. We were very



impressed with the finish, too - there were no visible air channels, no rippling and it looked just as good as a paint finish."

"We needed a product that would enable us to complete this job more quickly. William Smith recommended Arlon Ultimate PremiumPlus Series 2600LX and got the material to us by the next day. It certainly made application much quicker and we will definitely be using it again,"

concludes Mr Cameron.

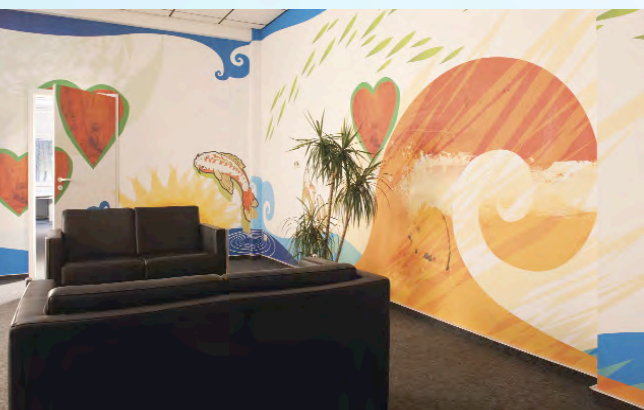
Arlon Ultimate PremiumPlus Series 2600LX is available ex-stock from William Smith in full or part rolls and same day despatch is offered on orders received up to 6.00pm.

For further information call 01833 690305 or visit the website www.vehiclewrapfilms.co.uk

Neschen display new range of products and a sneak preview of forthcoming 'window' products

ArtSystems, having successfully taken over all sales responsibilities for Neschen AG's UK & Ireland presence last year, launched and showcased a wide variety of Neschen products at Sign & Digital 2013.

Not only that, but they are offering a sneak peak of the latest 'window graphics products' that won't be officially launched until later this year.



In addition to being treated to an overview of all Neschen's sign and display products, visitors will have the opportunity to test out some of the very latest Neschen media on the market. This includes;

Easy Dot

An inexpensive, easy to reposition and digitally printable display film which is suitable for all manner of promotional applications. Neschen is expecting this high-performance film to prove increasingly popular in stores and shops with constantly changing advertising messages. The films - glossy, matte or clear - can be printed with solvent, eco-solvent, UV-curable and latex inks - all delivering outstanding print quality with bold and vibrant colours.

The dot-type adhesive coating provides a channel

for air to move, enabling the films to be evenly applied by inexperienced staff without bubbles or creases. After use, the film can then be removed from almost any substrate residue-free. The PE backing paper ensures that the film lies flat in the printer and there is no need for an additional protective film when used indoors.

Solvoprint and ERFURT Wallpaper

Wall covering applications are a rapidly expanding marketing not only in traditional interior design but in the use of wall paper media in applications like event graphics, retail signage, corporate interior design and performance/theatre graphics. The Neschen ranges work with both solvent and latex inks enabling sign makers to exploit their current printer investment to address new markets.

For more information please call 0115 9380 380 or visit the website www.artsystems.co.uk

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Downlighters



NOVA BEAM/TUBE/HOOD

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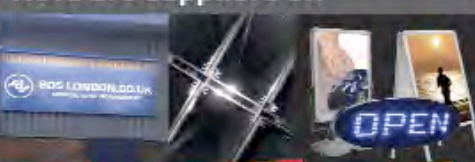
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PRODUCT *News*

Zünd UK launch SonicZ at Sign & Digital UK

Leading global manufacturer of finishing systems Zünd demonstrated the new SonicZ ultrasonic cutting module on their award winning G3 cutter at Sign & Digital UK 2013 at the NEC on the 31st April to the 2nd of May.

The Sonic tool lends itself to new industry segments to existing owners of Zünd cutting machines as well as traditional applications such as processing of reflective, composite materials, line and spot welding and is used in the processing of prismatic, reflective materials for emergency traffic fleets and road signs where high conspicuity is essential.

Utilising the unique characteristics of ultrasonic cutting and high frequency oscillation Zünd can now offer massively improved cutting speeds to the corrugated packaging and point of sale display manufacturer, on corrugated and thicker fluted core boards.

For larger sample quantities and short run production volumes the SonicZ tool offers the perfect solution.



Zünd also showcased their S3 flatbed cutting machine which was launched last year, but is now available with a brand-new V-cut tool.

With a revolutionary direct-drive system, the S3 is built for speed. The new cutter excels with unprecedented price/performance as well as exceptional productivity. S3 is capable of processing a wide range of materials, including textiles, vinyl's, films, thinner plastics, and cardboard, with the modularity and quality typical of Zünd.

The S3 features smaller, space-saving footprints and ultra-fast Z and T-axis control. Altogether, the characteristics of the S3 make it the perfect all-round cutting system whose capabilities can be extended even further with creasing tools and a 300W router insert. Zünd Cut Center, Zünd's multiple award-winning design-to-cut software suite, completes the new S3 cutter line.

For more information please call 01727 833 003 or visit www.zund.co.uk

MeFace cuts revolutionary groove into signage industry, with 'indestructible' Anodised Aluminium Printing

As the perfect alternative to engraving, the company's anodised aluminium printing allows photo-quality images to be placed inside a metal surface and sealed with an extra-durable protective layer. Resistant to weather, fire and vandalism – the process is stamped by critics to be the most revolutionary signage and nameplate development to date.

Using the unique process of anodised aluminium printing, the company is able to transfer high-definition imagery directly onto a surface that is almost indestructible and resistant to weather, temperatures, fire and vandalism.

"Anodised Aluminium has a protective aluminium oxide layer added using electrolysis. This process forms a hard anodised layer of Aluminium which offers superior heat, chemical and abrasion resistance. The anodised layer will accept pigments, integrating the graphics into the surface creating a superior nameplate or sign," says Victoria Titova, the company's Creative Director.

Continuing: "Photo quality images and graphics can then be printed into the unsealed oxide layer using colour dyes via special anodised aluminium printer. The printing pores are then closed in a fixation process, protecting the dyes from outside influences."

Aside from its immediate benefits, the final product is also fully-protected from mechanical abrasion (scratches), solvents and even graffiti – with foreign colour easily wiped off using any

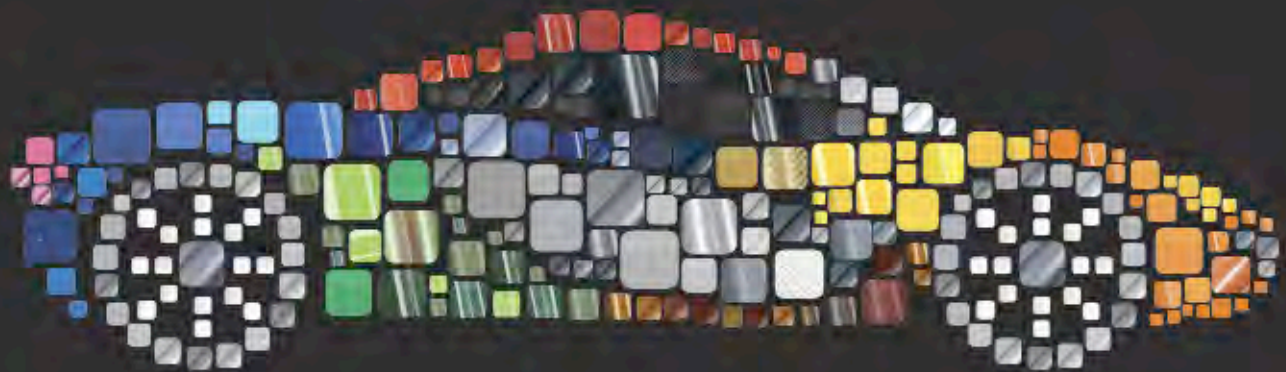
store-bought paint thinner.

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Roland introduces new SOLJET PRO4 XF-640 printer: Its most advanced to date

Roland DG UK, the leading worldwide provider of wide-format inkjet printers and printer/cutters for professional durable graphics, has introduced the 64-inch SolJet Pro4 XF-640 - the company's fastest wide-format printer to date.

The XF-640 incorporates next generation dual print heads and redesigned take-up and pinch roller systems, plus a host of other advanced features for high quality imaging at a maximum print speed of 102m²/hr.

"Today, more than ever, high-speed large format printers are in demand across our industry," explains Brett Newman, Technical Director, Roland DG (UK). "While high volume production is the goal for many of these businesses, quality imaging is equally important. The XF-640 answers this need in the marketplace by combining exceptional print quality with reliable, high-speed performance."

Designed for both outdoor and indoor applications, the XF-640 is the ideal production tool for signs, banners, vehicle wraps, window graphics, POP displays, exhibition show graphics, posters and more. The XF-640 features new, advanced print control technology that incorporates the industry's most advanced print heads in a staggered design for maximum productivity. Roland's newest eco-solvent inks, Eco-Sol Max 2, offer an expanded colour gamut for accurate image recreation as well as fast drying times to boost production and the dual mirrored CMYK ink configuration virtually eliminates banding for consistent colour imaging.

Like the rest of the Roland printer line, the XF-640 is easy to operate. A redesigned front-loading ink cartridge unit provides easy ink access. With the XF-640, media loading levers are positioned in both the front and back for maximum convenience. Special media brackets support even the heaviest media rolls as they are loaded into place.

The XF-640 joins the SolJet Pro 4 XR-640, Roland's widest and fastest printer/cutter to date which was launched last September. The XR-640 also features advanced print head technology, mirrored print head configuration and Roland's Eco-Sol Max 2 inks, but the integrated print/cutter streamlines production by automatically printing and contour cutting printed graphics with extreme precision.

SOLJET PRO4 XF-640 Features:

- Built for high-speed production and outstanding image quality
- New head control technology drives the industry's latest print heads, staggered to achieve print speeds up to 102m²/hr (1,098 sqft./hr.)
- Mirrored CMYK ink configuration ensures consistent imaging at top speeds
- Roland Intelligent Pass Control® precisely controls dot placement between passes for exceptional images, virtually free of banding
- New Eco-Sol Max 2 ink produces rich, vibrant colours
- Increased ink coverage allows for high-density printing, even in the fastest mode
- Durable, scratch resistant and virtually odourless

- Supports a vast range of coated and uncoated media
- Fast, consistent drying across prints for even colours and sharp images and text
- New media take-up system for long unattended production runs
- Redesigned for exceptional results at high print speeds
- New dancer roller device stabilises media handling
- Redesigned heater supports quality high-speed printing with the take-up system
- Ensures even drying across every inch of the graphic
- Easy operation ensures maximum productivity from the very first print
- Front loading ink cartridges are easy to access
- Media loading levers are located in both the front and back of the printer for maximum convenience
- New version of Roland VersaWorks®
- Features built-in PANTONE® spot colour libraries to streamline the conversion process from PANTONE® to CMYK colours
- Includes a predictive ink calculator which estimates the amount of ink needed for each job
- Roland OnSupport enables unattended printing by sending text or email messages to a smart phone or remote computer when a print job is completed or ink is running low

For more information, please call 0845 230 9060 or visit www.rolanddg.co.uk/beast



Spandex releases new and improved range of ImagePerfect™ Signage materials

Spandex, one of the world's leading trade suppliers to the sign making and display industries, announces that the ImagePerfect™ Signage range has been expanded and equipped with new and improved features.

The new and improved range of ImagePerfect™ signage films enables sign makers to push the boundaries of typical sign applications and offers customers solutions in profitable growth areas such as vehicle wraps, in - and outdoor signage, office interiors, interior decoration, promotional signs and more.

"Developments in materials are exposing a rich stream of opportunity for sign makers and graphic professionals. With the improved ImagePerfect™ range, we want to offer Spandex customers the broadest range of high quality signage materials available today," comments Roland Keller, Executive Director for Aftermarket Product Management, Spandex.

Whatever the application, think ImagePerfect™

ImagePerfect™ signage materials is an eye-catching range of high-performance sign-making vinyl optimised for better cutting, easy weeding and application. From short-term to mid-term or outdoor applications with up to 8-year durability, ImagePerfect™ signage is the broadest and most versatile range of professional sign making materials available. The IP signage range now includes:

- **IP 3000 Promotional Film**
gloss & matt - up to 4 years
- **IP 3500 Intermediate Film**
gloss & matt - up to 6 years
- **IP 5700 High Performance Film**
- up to 8 years
- **IP 5700T High Performance Translucent** - up to 7 years
- **IP 5800 Decorative Window Film**
- up to 7 years
- **IP 6500 Mirror & Brushed Range**
- up to 5 years
- **IP 7900 3D Wrapping Film**
- up to 6 years
- **IP Sun Protective Film** - up to 10 years

IP 3000 Promotional Films **New range**

The newly developed ImagePerfect™ 3000 Promotional Film is a quality gloss & matt vinyl range with a permanent, acrylic adhesive, suitable for a wide variety of indoor and some short-life outdoor applications such as general purpose signage, decorative panels, directional signage and short-life outdoor advertising. This range is available in black, white and a



wide range of colours. White vinyl also features a handy blue Kraft liner to form a stronger contrast to lettering and facilitate weeding. The new IP 3000 Promotional Series includes the following quality features:

- **Colour range available**
in gloss & matt finish
- **Good performance**
- **Contrast liner on the white options to facilitate weeding**
- **Ideal for application to flat surfaces**

IP 3500 Intermediate Films

New and improved features

ImagePerfect™ 3500 Intermediate Film is a high-quality, medium-life, gloss & matt vinyl range with a permanent, repositionable solvent-based adhesive and a high-quality PE-coated silicone liner. This range is suitable for a wide variety of indoor and some medium-life outdoor applications such as general purpose signage, decorative panels or directional signage and is available in matt quality black, white, clear and 42 colours. White vinyl also features a handy blue liner to form a stronger contrast to lettering and facilitate weeding. The IP 3500 Intermediate Series includes the following new features:

- **New colour (Clear Matt Permanent)**
- **New colours (White & Black Gloss Removable)**
- **New more repositionable adhesive system**
- **New contrast liner**

IP 5700 High Performance Films

New and improved features

ImagePerfect™ 5700 High Performance Films are specially-formulated, flexible, high performance vinyl films suitable for a wide variety of long term indoor and outdoor applications such as vehicle lettering window signage, directional signage and durable outdoor applications. Because of the new formula the film feels softer, cuts better and weeds easier and faster than ever before. White vinyl in the IP 5700 range also features a blue contrast liner. This range is available in black, white, clear and 75 colours. Black, white and clear are also available in a matt finish. The improved IP 5700 High Performance Series includes the following new features:

- **New colour (Clear Matt Permanent)**
- **New softer film**
- **New more repositionable adhesive system**
- **New contrast liner**

IP 5700T High Performance Translucent Films

ImagePerfect™ 5700T High Performance Translucent Films are superior quality, translucent vinyl films featuring a high-quality PE-coated silicone liner and a permanent, solvent-based adhesive. They are suitable for application on light boxes or where the film has to be illuminated available in black, white and 49 colours. The IP 5700T High Performance Translucent Series includes the following quality features:

- **Excellent cutting and weeding**
- **Specially-formulated, flexible films**
- **Permanent, solvent-based adhesive with low initial tack**
- **High-quality PE-coated silicone liner**
- **Ideal for long-term indoor & outdoor application on flat surfaces**

IP 7900 3D Wrapping Films **New range**

ImagePerfect™ 7900 3D Wrapping Film is superior quality cast vinyl that allows high levels of flexibility and conformability which makes it suitable for application on complex 3D surfaces such as compound curves, corrugations and rivets. It's ideal for automotive applications and can be used on the interior door handles, centre consoles and dashboards or on the outside of a vehicle to wrap wing mirrors, outer panels, wheel arches, bonnets and bumpers to create a high-tech look that is much more cost-competitive than using paintwork. Popular colours include black & white carbon, brushed metal and matt finishes.

- **High-impact styling at a low cost**
- **Highly flexible**
- **Easy application**
- **Seamless installation**

The ImagePerfect™ range of Signage materials is distributed in Europe exclusively by Spandex, offering next-day delivery from one linear meter upwards. For more information, call 0800 77 26 33 or visit www.spandex.com

PRODUCT *News*

Avery Dennison showcases TrafficJet™ digital printing system

Avery Dennison Reflective Solutions has announced the launch of TrafficJet™, a complete digital printing system for the road traffic safety and reflective signage market.

Featuring equipment, ink and reflective sheeting, it constitutes an end-to-end, cost-effective, highly-flexible digital printing solution for work zone signage.

The Avery Dennison TrafficJet Digital Printing System comes with a choice of two printers: the eight-colour TrafficJet 1638 and the four-colour TrafficJet 1324.

Currently, the TrafficJet System is available with black ink, but seven specially-

formulated eco-solvent inks for work zone sign fabrication will be available later this year. The TrafficJet System provides signmakers and traffic authorities the opportunity to print short runs of signs, digitally, on a just-in-time basis, using Avery Dennison prismatic reflective sheeting including leading-edge W-11500 OmniCube™, and W-9500, W-7500 and W-6500 series fluorescent yellow, yellow green and orange sheeting.

"Avery Dennison is the only sheeting manufacturer offering a complete, branded digital printing system for work zone and reflective signage," says Scott Seeley, Global Marketing Director, Avery Dennison Reflective Solutions.

He adds: "With the TrafficJet System, there is no need for overlays for work zone or unregulated signs – and they are still warranted for three years' durability. Eco solvent inks deliver the most durable, cost-effective results, and the System's ideal for variable-length or short run sign production. Our spot colour inks (which will meet durability and traffic signage colour requirements), will be ready this autumn, and will add even more functionalities to the TrafficJet System. This is an ideal opportunity for signmakers and converters to



Avery Dennison® TrafficJet™ 1638



Avery Dennison® TrafficJet™ 1324

make a cost-efficient change to digital production for work zone signage."

The TrafficJet was showcased live via demonstrations at stand E40, at Traffex between 16th to 18th April in Birmingham, by Lakeside Films Ltd, official road traffic and safety distributors for Avery Dennison Reflective Solutions.

Further information on Avery Dennison reflective products, sign inventory management, and planning systems for signmakers and traffic authorities is available via the Avery Dennison Reflective Solutions website, www.reflectives.averydennison.com

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'Fastest in class' colour scanner launched by Graphtec GB

Providing the ideal partner for digital printers used in sign design studios, copy shops and drawing offices generally in the industrial and commercial sectors, the new CSX500 series of scanners from Graphtec GB delivers remarkably fast scanning speed in relation to its relatively low cost.

Typically, high-resolution (up to 1200dpi) AO-size colour scanning can be carried out in just 15 seconds, making the CSX500 series four times faster than a previous offering to enable 'fastest in class' market recognition and obviating the need for investment in expensive large-format machines.

Available in three models, each of which provides a 36-inch scanning area and all of which share common as well as different performance characteristics to accommodate varying production requirements, the CSX500 series of scanners uses Graphtec's proprietary LUXios scanning and Real Color colour-matching technologies to deliver high-speed and high-precision uniform colour reproduction of design documents, engineering drawings and associated data. The scanners will

handle media up to 1.6mm in depth and are supplied with PC-compatible software. This includes the Scanning ARTS2 for WIN program that enables users to easily build a large-format copy system by combining existing large-format printers and Graphtec scanners to mimic a photocopying machine.

The CSX500 series of scanners comes with a range of standard accessories to further enhance their production capabilities and to enable Graphtec GB to offer a high-performance and high-quality product at a price that will readily appeal to smaller design studios or any drawing office where there is the need to reproduce copies from a full-size original.

For further information, call 01978 666700 or visit www.graphtecgb.co.uk



SSE Worldwide to showcase Eagle range of versatile UV LED Printers at FESPA

SSE Worldwide will launch the Eagle range of highly versatile, to format, UV LED flatbed inkjet printers onto the UK market at FESPA 2013 (stand P44N, 25-29th June, ExCeL London).



Mobile phone covers printed by the Eagle UV LED 60.

Developed by DPI DG Printing, Italy, the Eagle UV LED 30 (300 x 1000mm printable area) and the Eagle UV LED 60 (600mm x 1500mm) machines print CMYK and white as standard onto substrates and objects up to a depth of 25cm making it ideal for imaging onto a wide range of products from flat signage to 3D promotional products, gadgets and industrial components.

The Eagle printers use UV inks which are suitable for printing onto a wide range of both flexible and non-flexible substrates and deliver vibrant, wide colour gamut results. Furthermore the use of LED UV drying lamps allows users to print onto heat-sensitive substrates.

The Eagle has been engineered to maximise flexibility, quality, production efficiency and return on investment (ROI). Features include: Epson DX5 printheads, which deliver one of the smallest ink drop sizes of any inkjet printer (3 picolitre) to produce sharp text and clear images; a unique free-standing wing design which allows easy loading and unloading of the print bed, even during production, to minimise downtime

time; and a cost-effective bulk ink system.

The Eagle includes a dedicated RIP - Whiterip - which has been developed specifically for the printer to ensure the best print quality and production performance. In addition, a web-to-print front-end has been developed specifically for the printer, allowing users to offer a personalised online shop front and streamline their product ordering and production workflow.

Commenting on the launch of the Eagle range, Scott Armitage, SSE Worldwide's Managing Director, says: "The Eagle is highly versatile and affordable machine which fits easily into any production environment and enables companies to print onto a wide range of materials and objects and, as a result, to open up new markets for added-value printed products. The Eagle 30 is essentially a quick turnaround, short-run machine, while the larger Eagle 60 is a production engine that can play a key role in a developing print business."

For more information please call 01943 605 650 or visit www.sseworldwide.co.uk

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PRODUCT *News*

INDASOL adds Crystal Clear adhesive to its range

Further to the huge success of the INDASOL 2020 Totally Clear 2 Part adhesive and the UHB range of Totally Clear Structural Tapes, INDASOL have now added to the range with a Hybrid Single Part PU called Crystal Clear.

Crystal Clear is not just a high strength adhesive but also a sealant. Developed for bonding to materials such as BCP, Di-Bond, Correx, Foam-ex, Glass and Plastics, Crystal Clear allows the Sign Maker and Sign Fitter to not only bond products together, but also fix signs to vertical surfaces such as painted walls, wood and even brick work.

"Crystal Clear provides the customer with a simple to use, fast fixing and strong product allowing them the confidence they need to do a good job," comments Andy Mordue of INDASOL. "We know that sign fitters need something that sticks to everything and so we set about developing Crystal Clear to meet this brief and the feedback we have had already has been excellent."

Supplied in a 290ml tube, Crystal Clear is used through a normal silicone type skeleton gun.



For your free of charge sample, of any of the INDASOL Sign making and Sign fitting

products, please call them on: 0121 556 9900 or visit www.indasol.co.uk

Arlon Graphics launches Series 4600LX colour change film

Arlon Graphics has announced the launch of Series 4600LX, a high

performance colour change wrap film for automotive restyling. Series 4600LX is an

ultra-conformable film that allows you to transform the look of your vehicle with multiple colours and finishes to choose from.

Series 4600LX is designed for full vehicle wraps, vehicle striping, and custom accent wraps on vehicles. Arlon's LX (low profile) X-Scape Technology offers easy, bubble free installation to give the vehicle a smooth paint-like finish. The new Series 4600LX is the solution to customize and add eye-catching effects to your vehicle.

Series 4600LX is available in gloss and matte finishes and offered in an array of unique colours.

"The Series 4600LX is the optimal solution for colour change and custom effects on a vehicle," states Phil LaFata, Vice President of Marketing and International Sales, Arlon Graphics. "This film provides the automotive restyling market with very high performance and outstanding visual appeal at a cost competitive price."

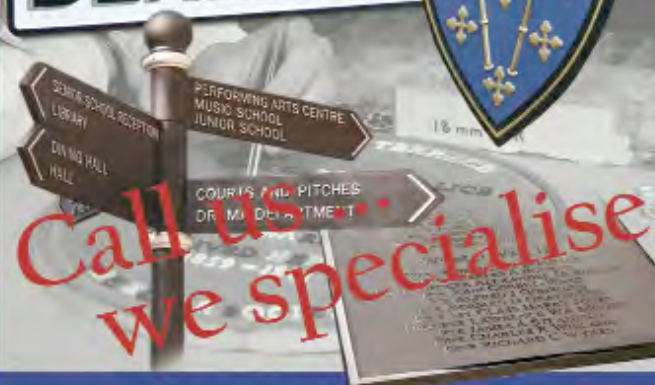


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PRODUCT *News*

T3 just got curvy! Tecna Display launches T3 Flexi-curve

The award winning Tecna Display Ltd has just launched a brand new addition to their T3 exhibition and display framing system – T3 Flexi-curve. T3 Flexi-curve is a flexible extrusion that connects to the standard T3 beams to produce a stand capable of multiple shapes and orientations.

The T3 Flexi-curve has been developed to provide the opportunity for the exhibitor or installer to design their own structure on-site using a range of beams that suit their build requirements. The new flexible beams now mean that a wall can be moved into almost any shape to fit into any given area.

The added returns at the back give the wall increased strength and stability. By incorporating the beam into the highly successful T3 system, the new T3 Flexi-curve

gives you an almost unlimited choice of structures which you can build without tools.

Couple this with our range of low cost, lightweight plinths and counters and we have an unparalleled choice of structures and options to choose from.

T3 transport and storage: The T3 system is cost effective and lightweight and so easy to transport and store. A full, 4 panel (800mm c/c) wall with returns and end extrusions will fit into a bag just 105cm x 21cm x 17cm. It weighs only 15.4 Kilos.

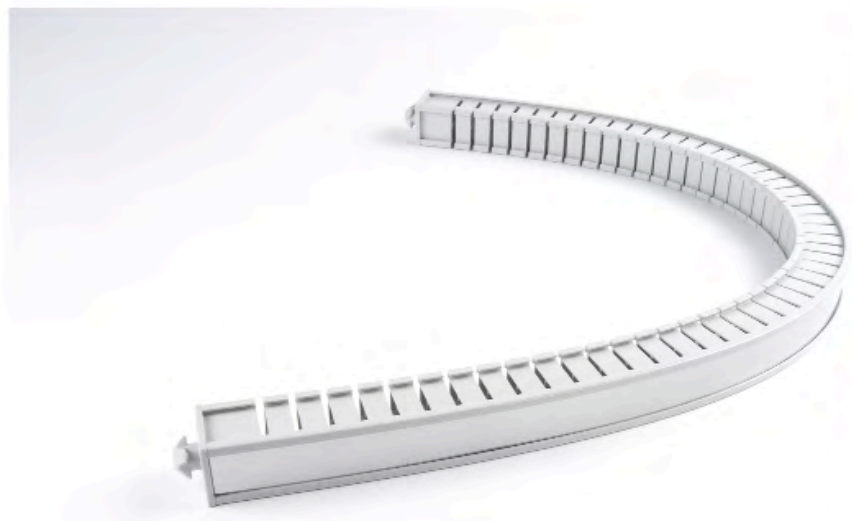
T3 degrees of flexibility: The diagram below illustrates the incredible flexibility of the bending power of the flexi-curve. It is only when you get on site to build your structure or stand that you will understand how flexible and versatile this product truly is.

The T3 Flexi-curve can be used within any T3 structure. This means that entire walls can be “hinged”, either in the middle or at any point on the wall.

The Flexi-curve can, of course be used to replace a fixed curve where you are not sure of the curve diameter required on-site, for example in the corner of a shell scheme when using T3 Shell Kit.

The design of the Flexi-curve means that we can supply any length of beam between 200mm and 1000mm.

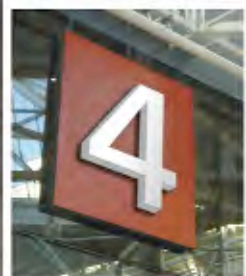
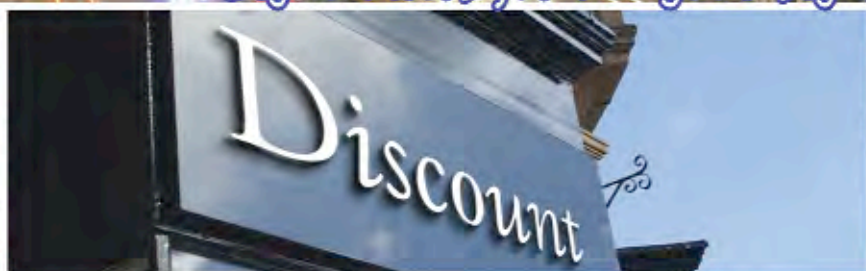
T3 Flexi-curve is available via authorised T3 distributors around the globe – to find your nearest T3 distributor and for more information call 0208 8034469 or visit www.tecnadisplay.com



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Durst showcases two new UV inkjet printers and printhead technology to its flagship Rho 1000 Series at ISA

At the 2013 International Sign Association Show in Las Vegas (ISA), Durst Phototechnik unveiled the new Rho 1012 and 1030 printers, as well as Variodrop printhead technology.

The Rho 1000 has proven itself as the most productive wide format UV inkjet printer offered on the market, and the 1012 and 1030 further enhance its market leading position.

The Rho 1012 is the first 12 picolitre flatbed printer in its class made possible by Durst's latest Quadro Array printheads. The very small drop size provides unrivalled 1000 DPI print quality whilst maintaining exceptional productivity of up to 490 m² per hour. The Rho 1012 offers users the ability to meet the quality and volume requirements normally reserved for offset printing but with the media flexibility only possible with digital inkjet printing.

The Rho 1030 is the fastest fully automated flatbed printer available. It is capable of production speeds of up to 1000 m² per hour without compromising the quality of print. This printing speed and full automation with auto loading and unloading tables makes it ideally suited to incorporation into an industrial production line. Also available are both roll to roll and roll to sheet print options to further enhance the machines' media flexibility.

Existing Rho 1000 users will be able to upgrade their existing machines to either the

Rho 1012 or the Rho 1030 in the field, further maintaining Durst commitment to providing customers with long term solutions to their printing needs.

"The introduction of the 1012 and 1030 is a natural fit for what we have been hearing from the market", explains Michael Lackner, Marketing Manager of Durst, "The Rho 1000 is a proven high volume wide format digital printer and the capabilities of the two new printers, along with the automation solutions, make this a very strong solution for many of our print partners."

Durst have also launched the innovative development of Variodrop printhead technology to its Rho P10 Series of UV inkjet printers, which further enhances the unrivalled quality of all the printers in the series.

The benefits of Variodrop are refined greyscale technology, with improved productivity and image quality whilst overcoming some of the errors which can occur with greyscale printing alone. In particular, greyscale relies very strongly on accuracy of drop placement and this can be affected by the uniformity of velocity of drops. Any variations of the printheads' working conditions could lead to a mismatch of different greyscale level drop velocities and the consequence is drop placement inaccuracy.

"There is a significant increase in productivity of up to 25% for all the Rho P10 Series printers," says Michael Lackner,

Marketing Manager of Durst. "For example, with Variodrop the output of the P10 250 is up to 240 m²/h featuring an ink drop size of 15 picolitres. In addition, the quality is improved for both 15 picolitre and 10 picolitre printing, including better colour gamut and even smoother solid colours."

Variodrop is an adjustable binary mode which uses multi-pulsing for drop size modulation and is not concerned with possible drop velocity variations associated with greyscale printing. It combines two voltage pulses in such a way that the second pulse pumps precise dosage amounts of ink into the droplet before it detaches from the nozzle plate without forming any satellites. This new printing technology is a major improvement and it surpasses greyscale only applications almost every time.

The Rho P10 printers offer a DPI of 1000 and are the first industrial level UV inkjet printers featuring the very small drop size of only 10 picolitres. Thanks to Durst's latest Quadro Array printhead technology associated with the P10 Series, the exceptional quality is maintained at the highest level of productivity and Variodrop enhances the final output even further.

Both printers are available for UK customers from May 2013. For more information please call 01372 388 540 or visit www.durst-online.co.uk



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PRODUCT *News*

3M launches new finishes for vehicle wrapping film

Colour-change films are increasing in popularity in the production of more creative vehicle wrapping, with dynamic and eye-catching new colours and special finishes from which to choose.

Six new matte and satin finish colours have now been added to the Scotchprint Car Wrap Film Series 1080 from 3M. They supplement an already wide range of matte, satin, gloss and carbon fibre- and metal-effect options. The six new colours now available include satin white and pearl white and matte bright yellow, hotrod red, royal purple and apple green.

Professionally wrapped vehicles can offer a faster, smarter and more cost-efficient alternative to conventional spray painting. The speed of application inherent in the Scotchprint Car Wrap Film Series 1080



reduces application and downtime costs, thanks to the unique Controltac adhesive technology developed by 3M that enables precise positioning with an instant bond with no curing time. The films also ensure fast, easy and bubble-free installation.

In a recent world record attempt in car wrapping, 10 Danish installers fully wrapped an Audi A6 car with the Scotchprint Car Wrap Film Series 1080 in just 34.40 minutes, three of which were without light! The car was wrapped using 60-inch sheets of carbon fibre film, enabling sections of the vehicle to be covered entirely without seams. The challenge demonstrates how quickly an entire car can be transformed to create that eye-catching wow factor.

For further information, visit www.wrapyourcurves.co.uk or follow 3M on facebook.com/3MgraphicsUK or twitter.com/3MgraphicsUK

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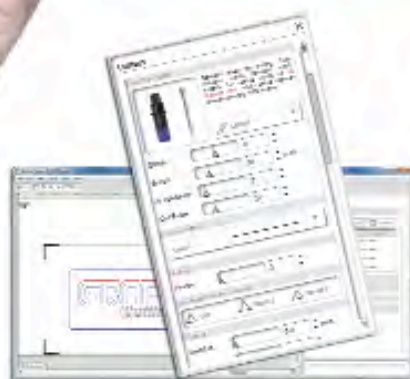


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PRODUCT *News*

INNOVA announces a major advance in safety signage

Now commanding an increasing share of the safety signage and safety way guidance market, INNOVA Solutions has announced a major advancement in photo-luminescent technology.

In partnership with Jessup Manufacturing, the company has introduced Glo Brite® 7535, a new product which is based on the highly successful Glo Brite® 7500 polyester photo-luminescent series and which now adds a powerful fresh dimension to product aesthetics and print quality.



Available in both matte and satin finishes and utilising the latest developments in HD print-receptive surface technology, Glo Brite 7535 provides razor-sharp edge definition and rich, consistent colour density via a choice of solvent, eco-solvent, UV, screen and thermal transfer (THT) ink processes.

The high energy and receptive nature of the product's surface ensures outstanding ink adhesion to provide a superior and more durable finish that will resist even the most hostile of environmental conditions.

These performance enhancements are further reinforced by the product's quick-drying and lay-flat characteristics and by compliance with all relevant international quality and performance standards that apply to the use of photo-luminescent signage in multiple end user applications. In particular, these include durability, flame, smoke and toxicity accreditations that are of special importance to the transportation industry as well as additional accreditations that cover use of Glo Brite 7535 in marine and offshore environments.

For further information, call Michael Thompson on 01282 867390 or visit www.innovasolutions.co.uk



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Applelec releases I-Sign system

The display frame has evolved with the introduction of the sophisticated I-Sign system, available exclusively from Applelec. Consigning the primitive snap frame to the fate of the dinosaurs, I-Sign is a uniquely designed display system set to be a natural selection for the display of print and graphics.

The flexible frame and signage system features a sleek finish and is constructed in silver aluminium with an anti-reflective acrylic cover. Wall mounted frames are available in a wide range of sizes, including A-series dimensions from A6 to a maximum A1 frame size. Featuring a 9mm profile depth, even at the largest frame size, each wall mounted frame has a discreet lock to ensure the system is tamper-proof. Slim, neat and with an elegant design that features mitred corners, I-Sign finally offers a sophisticated alternative to the tired snap frame.

With products that look and feel as though they have been effortlessly constructed, there's usually complex and original design at work and the I-Sign range adds weight to this theory. The frames open with an ingenious, patented, spring mechanism that's so well hidden even the Applelec team had difficulty opening the frames.

Ian Drinkwater comments: "We've been actively looking for products that offer a unique take on the established systems seen throughout the sign and display industries and we recognised the I-Sign range offered something new. I-Sign is an off the shelf product that's incredibly sleek and stylish. We're very excited to be bringing this new product to the market."

Complimentary products including projecting signs (maximum A4 size), hanging signs and a desk / table stand are available in set dimensions to create flexible,

coordinated wayfinding and interior branding systems. The seamless looking frames have a flush finish to the face which, as well delivering a contemporary design, eliminates the collection of dust along the frame edges.

Easy to install, I-Sign wall mounted frames are fixed into position with double-sided tape or by using the adjustable wall mounts supplied with each unit which ensures uneven walls are no obstacle. Once installed, the frames and signage can be easily updated with fresh graphics as required.

With design uniformity, the system can be used to create fully complimentary interior branded systems for offices, hospitals, museums and educational establishments alongside retail and hospitality buildings.

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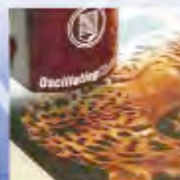
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PRODUCT *News*

3M unveils major product innovations at FESPA 2013

3M stand takes visitors on visual journey through the world of graphic solutions

Diversified technology company 3M has announced its participation at this year's FESPA exhibition, taking place 25-29 June at ExCeL, London. The event will act as a launch pad for the Envision Brand from 3M, incorporating a new product line that offers leading edge technology and best-in-class performance with a sustainability edge.

On stand C15S, visitors will be taken on a visual journey through a dynamic street scene incorporating a host of displays demonstrating 3M highly comprehensive portfolio of graphic solutions for vehicle customisation, building signage, architectural design, rail and fleet livery applications. Plus, 3M is principle sponsor and media supplier to FESPA's Wrap Cup Masters Series, designed to encourage, recognise and promote excellence in the global vehicle wrapping community.

New Envision product lines

The first two product innovations within the game-changing Envision brand will be unveiled at FESPA. Introducing the next generation wrap film – Envision Print Wrap Film 480Cv3 and Envision Gloss Wrap Overlaminate 8548G from 3M – and the first graphic films that optimise LED light – Envision Translucent Films and Envision Diffuser Films from 3M.

The Envision 480Cv3 and Envision Gloss Wrap Overlaminate 8548G outperform not just non-PVC wrap films, but all wrap films for applications that demand outstanding performance. For example,

cars, trailers, trucks, boats, buses, motorbikes and textured walls. The wrap film is highly conformable, installs in extreme temperatures, has high tensile strength for faster removal, and offers exceptional clarity, durability, easy repositionability and comprehensive ink compatibility. Graphic installers can also benefit from the wrap film's sustainable edge. It is non-PVC which reduces issues with incineration and pollution control; no chlorine or other halogens are added during manufacturing; it is Phthalate-free; is made in part with bio-based materials and uses less solvent.

The Envision Translucent Films and Envision Diffuser Films are industry breakthroughs, letting graphics manufacturers and sign builders achieve maximum sign face brightness while requiring fewer light sources. This reduces maintenance, power and running costs, while providing the vivid appearance that customers expect when they visit banks, retail outlets, hotels, quick-service restaurants, petrol stations and other points of interest. While specially optimised for use with LEDs, the efficient diffusers and translucent films are also compatible with fluorescent lights. The diffuser films are available with two levels of light transmission – 50 per cent

and 60 per cent – to manage sign face brightness. The translucent films are available in standard colours, custom colours and as an inkjet printable form.

Stand visitors will be able to see live demonstrations using the new Envision brand products. The entire range of 3M graphic solutions will also be presented via various displays, including a café, metro train and a range of vehicle applications.

FESPA Wrap Cup Masters Series

In addition, 3M will be supporting the FESPA Wrap Cup Masters Series for the first time. The series is a compilation of eight events over three years. Within each competition, an iconic collection of cars will act as a blank canvas for vinyl mastery, using media supplied only by 3M. Featuring a host of vehicle wrapping superstars, contenders will battle it out in quality and speed using the latest materials and techniques, with an aim to impress a star studded line-up of car wrapping experts. For more information, visit www.fespa.com/wrapcup

For more information about 3M graphic solutions, visit the website www.3M.co.uk/graphicsolutions



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FINDING NEW Markets

Diversification – A key to success

By Mat Drake, Business Manager, Commercial Print, Roland DG



If I was to sum up the prevailing mantra of the industry over the last few years it would no doubt go along the lines of 'diversify or die!'

The statement itself is dramatic and while it is not necessarily true of the whole industry – many sign makers continue to make a good living doing exactly what they do best – there has been a huge amount of discussion in the broader graphic arts industry about the best ways to seek out new markets to improve margins, revenue streams and client base.

Manufacturers of hardware, software, inks and substrates from right across the industry have responded to this positivity and worked very hard over the last decade to ensure that printing companies of all persuasions have the right technologies at hand to grow and diversify their businesses.

From my perspective, nowhere is this commitment more evident than in the wide format sector. There is no doubt we are in one of the more vibrant sectors of the industry, where innovation continues to flourish and be embraced, and as a result the opportunity to diversify and grow is ever present.

The short-run label and garment decoration markets are two excellent examples of where sign makers can utilise the inherent flexibility in their current print and cut machine and move into supplementary, high margin sectors, with a minimum of effort and, importantly, cost. The former requires no additional equipment and the latter just a heat press and you're ready.

Its real flexibility like this that also gives the sign maker or printer considerable opportunities for cross selling other products to the same customer and this is critical for two reasons: firstly, you increase your revenue levels per customer. And, secondly, but of equal importance: if you offer a broader range of services, then you lessen the risk of a customer going elsewhere for additional products and then being cross-sold to by your competitors.

I often say to customers one of the most exciting things about wide format is you can never assume that what you could produce on the machine this time last year, is 'all' you can produce this year.

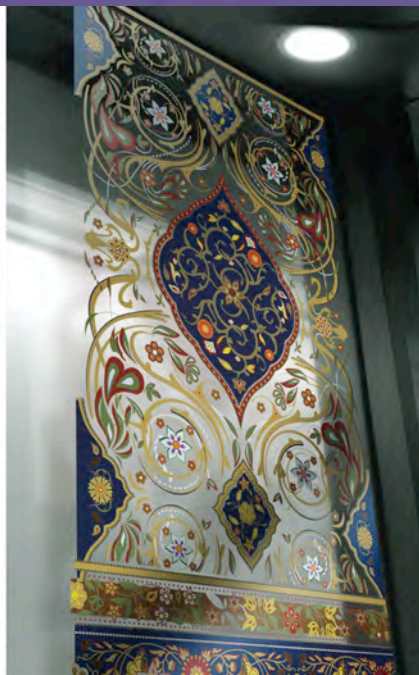
The extraordinary versatility of these machines and their openness for new opportunities means they are always effectively designed with one eye firmly on the future. We've actually got examples out there in the field of machines that are nearly a decade old, yet are printing some of the latest, most innovative and creative applications out there.

This is because the technology is flexible enough to adapt as the industry's needs change and new inks and substrates become available.

Like hardware companies, substrate and materials manufacturers see huge possibilities for the sector's future.

Working closely with companies like Roland, those in the substrate world are investing in and continually introducing new wide format products onto the market and opening up new markets and potential new channels for revenue. Importantly, this investment by both huge international companies as well as a plethora of nimble, new start-ups, means they all see a strong, positive future for this part of the industry.

And, all this has combined to create an increased demand for wide format print as print buyers increasingly see the value of these applications and realise they offer a much greater choice of innovative ways to capture their audiences' attention.



I'm out there every day as part of my role as business manager for Roland in the commercial print sector and there are an exceptional number of creative new applications coming into play every month.

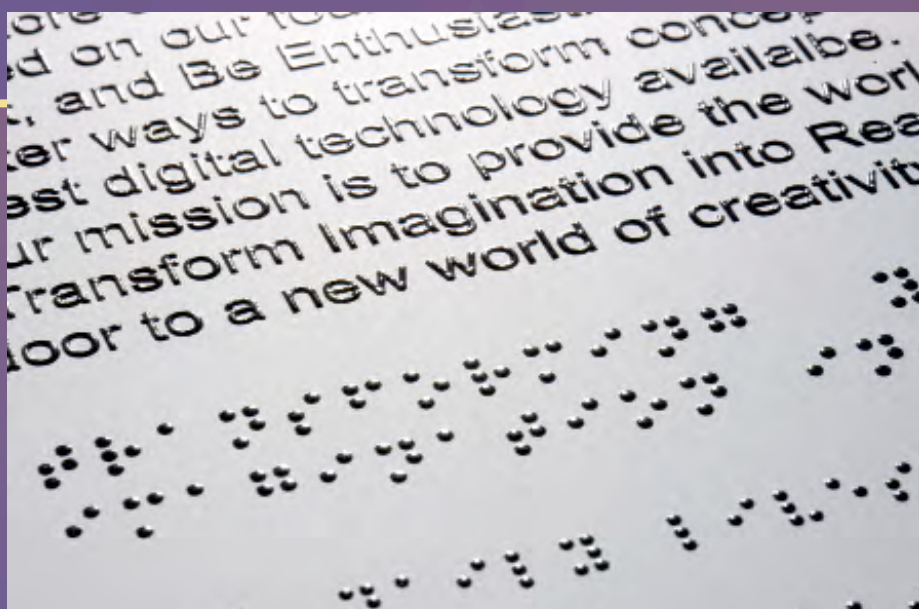
Recently, I saw a sign maker working on a new, unique adhesive-free graphics substrate that uses a micro suction structure that enables it to stick to flat surfaces without any adhesive. It's also 100% recyclable and can be easily reapplied. This is an outstanding development for those sign makers working in the POS and retail space, where seasonal and sale-based campaigns are the norm.

For all these reasons, in terms of diversification, the wide format market is an incredibly exciting place to be right now, with all those along the supply chain - from hardware and software manufacturers and substrate and ink suppliers to sign makers, printers and print buyers embracing and taking advantage of the considerable opportunities wide format offers.

And, with options like white and metallic inks and 3D textures and layered effects now readily available, as well as highly intelligent print and cut functionality, wide format printers have never been more versatile, and the options for business development more extensive.

At Roland, we're right at the forefront of this industry and have pioneered many of the technology developments the industry now sees as critical to success, such as print and cut, wide-format-specific workflow software and metallic and white inks.

As a result, we now have one of the widest range of printers separated by width, speed and special print effects on the market today as well as dedicated models such as our LEC series for sector-specific or highly specialised applications. In fact, to keep up with the increase in demand for wide format, we recently introduced our fastest, most versatile printers to date - the Pro 4 XF-640 printer and the Pro 4 XR-640 printer/cutter. Both have already been very well received by the market and



customers and demonstrate to us that the appetite for exciting and relevant new wide format remains on the up.

Moving forward, the prevailing mantra of the industry should be less about 'diversify or die' and focused far more on all the great applications there are out there for new business, and new business that is exciting and profitable. From literally month to month the horizon is changing, getting bigger and presenting more

opportunity as new substrates, software and hardware comes onto the market. So, make a point of doing your research, and speaking to your hardware, software consumables partners to find out the latest developments. It could change the way you see wide format technology and transform your business in the process.

For more information please call 0845 230 9060 or visit www.rolanddg.co.uk

Wall covering graphics: Getting the most from your business

In a market becoming ever more competitive, getting in early on new applications could make a huge difference to your business.

Sihl Direct has recently launched its PersoMural range of media designed to help sign-makers exploit the rising demand for wall covering graphics.

Ian Turnbull, Operations Director for

Sihl Direct UK, says, "Due to the high dimensional stability and water fastness of Persomural can be hung using everyday wallpaper paste. Lining up patterns after hanging is easy and due to its dry structure it is also easy to remove after use, without any problems. Its high opacity and tight structure enables a perfect covering, even when faced with small cracks and uneven walls. And the

scratch resistance of the PVC-free media makes mounting easy and carefree."

The beauty of wall coverings as an application is that there are lots of walls that can be covered. Board rooms, residences and, possibly most interestingly, exhibition stands. Turnbull and his colleagues demonstrated the effectiveness and ease of application of Persomural at the recent Sign and Digital show.

"We printed and applied our own graphics to our stand and if I say so myself, made a pretty good fist of it. This is less expensive than having custom-built exhibition graphics and we could see several more stands with wall coverings this year."

Sihl's Persomural comes in a range of formats, allowing for different types of application. Some already have paste on them and just need water applied, others are the same as normal wallpaper and can be applied using standard paste. "I am no DIY expert, but as long as you are patient and careful, most people can apply wallpaper to a reasonable standard. We are seeing this product increase in popularity and expect this to be a massive growth area in the coming months," Turnbull concludes.

For more information please call 0161 927 9051 or visit www.sihl-direct.co.uk



FINDING NEW *Markets*

Find a niche and exploit it - etch effect films from Metamark

A signmaking business, or any other for that matter, would mark itself as unusual if sales growth were not on its agenda. Growth of course usually involves attracting more work and this key concern represents one of the biggest challenges which small businesses face.

Growth can come from many sources, some easier to get at than others, some attractive, some not so. One thing is for sure though, according to the materials company, Metamark, signmakers today are lacking neither the tools, nor the materials needed to exploit or develop the available opportunities.

An emerging application that produces novel window graphics is enabled by Metamark's etch effect films. These films can be cut and applied, just like coloured vinyl, and they produce a very convincing effect that looks like acid or abrasive-blasted etching when applied to glass surfaces. Metamark's etch effect films can also be printed and the effect this accomplishes is subtle, very attractive and fresh.

Promoting something fresh and novel is a much easier job than trying to muscle out someone supplying a more established product.

But how to do it?

Metamark says that it is a big advocate of print-based promotions these days. Metamark has a point. The days when the letter-box opened and a torrent of so-called junk mail poured in would appear to be behind us. Today, the focus is squarely on your in-box and if something physical turns up on the doorstep, it's more likely to be read.

A simple leaflet focussed on a single application, is well within the mean of most signmakers to produce, and its printing isn't expensive even in low volume. Distributing



the leaflet could involve little more than a stroll along the high street or a drive around local industrial estates.

Follow up action may be a little more involved and could be a telephone based activity or, better yet, managed in person. Ideally, a personal visit to discuss the possible provision of next-generation window graphics would be undertaken in the company of some samples produced for the very exercise.

Metamark says that it will happily send free-of-charge samples to any company requesting them for the production of promotional material. Metamark will also supply professionally written advertising copy for the same purpose, again free-of-charge upon request.

In pioneering the application of a novel medium, much of the effort applied is mission-ary-like. New markets don't just spring up out

of the ground, they have to be tended and developed. It's not likely that target customers will have seen the type of printed window graphics described above before, and they may need convincing that it will work for them. The rewards though, can be impressive.

Selling printed etch effect graphics into an emerging market is best approached along lines that establishes the medium as representing an improvement on what's gone before. Etch effects are popular, and well understood. The application of print though, enables the basic effect to travel and it suddenly becomes suitable for wider application in venues where it enhances ambience in a unique way.

For more information please call 01483 571111 or visit www.metamark.co.uk

Plotter/cutters and PolyDrop 3D doming from Graphtec GB offers wealth of opportunities

Sign manufacturers are fast migrating to new markets where production machinery already installed for core manufacturing activities can be used to create vital new revenue streams. Nowhere is this more evident than in the potentially lucrative market for print wear and promotional products.

A company that is enabling sign manufacturers to open up new market opportunities is Graphtec GB with its range of plotter/cutters and the PolyDrop 3D doming system.

The plotter/cutters that are already being used for mainstream sign and graphic applications can also be used to process a vast range of additional materials used in the print wear and promotional products sector.

Typically these can include materials like flex, flock, vinyl, rhinestone and fabrics used for a wide range of personalised apparel and promotional items and gifts. The machines have been designed for very fine-detail work involving text as small as three millimetres in height, making them particularly suited to the





Phil Kneale, Director,
Graphtec GB.

cutting of flock and flex.

Included in the range of Graphtec plotter/cutters are the flagship FC8000 for companies with higher productivity levels, the latest CE6000 that shares many of the same production capabilities but at a lower cost and the Silhouette CAMEO and Portrait

desktop cutters.

All of the machines feature Graphtec's renowned ARMS (Advanced Registration Mark System) facility that ensures ultimate cutting precision on fine and frequently problematic materials used in the print wear and promotional products industry. Supporting these cutters and enabling brilliant 3D effects to be added is the PolyDrop resin doming system.

Director of Graphtec GB, Phil Kneale comments: "We are witnessing many sign companies, particularly two- and three-person operations, moving into the print wear and promotional products

market on the basis that 90 per cent of the equipment installed can be used to tap into this potentially lucrative new business sector."

"Using a Graphtec plotter/cutter, an equally inexpensive heat press and the PolyDrop 3D doming system, sign companies have all that is required to maximise the potential for new business that now exists in the print wear and promotional products sector."

For further information, visit the website www.graphtecgb.co.uk or telephone 01978 666700.



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on stand A1S

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PRODUCT *Choice*

Morgan Signs step up with Mimaki latex for PopIn Vehicle Graphics

With ISO14001 certification and a group-wide commitment to recycling and environmentally sound initiatives; investment in additional digital print capacity for high profile Cardiff sign and graphics company, Morgan Signs, stood a good chance of pointing towards a latex printer, but it wasn't just for green reasons that it chose a Mimaki JV400.

Having invested in a Mimaki JV3 in the mid 2000's, Morgan Signs increased its capacity in recent years with a JV33 and has a quiver of Mimaki cutting plotters, laminators and other high end kit that serves both its sign making arm and the newly formed PopIn Vehicle Graphics that specialises in fleet liveries and vehicle branding.

PopIn Vehicle Graphics is based in the same, substantial premises as the rest of Morgan Signs' operation, but has an impressive climate controlled double vehicle bay that is ideal for preparation of vehicles and installation of vinyl graphics. Formed in early 2013, the subsidiary focuses entirely on vehicle liveries, employs a team of four specialist fitters and is headed up by MD Craig Lovegrove. "Although it wasn't much of a decision to stay with Mimaki when we were looking at a new wide format printer, there was still a distinct decision making process that we went through," Lovegrove recalls.

"We had to offer faster turnaround times, so removing the need to out-gas prints meant latex was top of the list," he continues. "We looked at all the latex options and although alternatives initially seemed better



Sitting alongside the company's Mimaki JV33, the new JV400 latex printer is primarily used for vehicle graphics.

at face value, once we dug a little deeper, the Mimaki had a number of compelling factors that made it an easy decision in the end."

MS Group has received advice from Shaun Thompson of authorised Mimaki reseller, Graphic Printing Technologies over a number of years. MS Group's operations director, Rod Hill, details the decision making process further. "The Mimaki latex printer has very low running costs. We're able to select from a huge range of materials and the output quality is head and shoulders above the competition."

Hill continues to emphasise how working with Mimaki's UK distributor, Hybrid Services fits well with MS Group's commitment to considering environmental factors in its operations. "Morgan Signs identified waste streams and Hybrid's "Let's Do MORE" rebate linked re-

cycling scheme has been a significant bonus for us." The scheme focuses on recycling Mimaki solvent ink cartridges and for the two Mimaki solvent printers that MS Group uses, it allows the company to advise prospective clients that it's following Hybrid's lead and "doing something where it can."

"The construction industry is a big market sector for Morgan Signs and it's driving recycling as part of a moral and commercial obligation," continues Hill. "With our approach, allied to the company's production setup and ISO certification, we become an attractive proposition."

The Mimaki JV400 latex printer used within the vehicle branding operation ticks a multitude of eco positive boxes, but that's just one of the many benefits that the boss of PopIn Vehicle Graphics is finding. "The smooth gradients, drop shadows and colour matching we're getting from the Mimaki RasterLink RIP software is so good that our production time has sped up even more," says Lovegrove. Simple, but very effective applied vinyl jobs that may once have been constrained to a limited range of off-the-shelf cut vinyl colours are now printed, laminated, cut out and applied in a seamless process, tied together with Mimaki's software package for the latex printer and cutting plotter.

PopIn Vehicle Graphics is fast becoming a firmly established sub-brand of the well renowned Morgan Signs operation and Lovegrove summarises how it's already gaining a reputation for winning repeat business. "We're offering professional design, have a team of highly trained fitters, use only the best materials and with the new Mimaki latex printer can install a product faster, that's better than anything else out there."

For more information please call 01270 501 900 or visit www.hybridservices.co.uk



PopIn Vehicle Graphics has a climate control double vehicle bay for applying graphics.

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PRODUCT *Choice*



Zapkut delivers 30% time saving at Piggotts

"There just aren't enough hours in the day!" It's a frustration common to small businesses everywhere – pressure to do more and more in less time is characteristic of the modern world. The temptation under such pressure is to rush, leading to mistakes, poor finish, and, ultimately, results that are 'good enough' at best.

Mark Archer, Creative Manager at Essex-based Piggotts, has found a solution to the problem, delivering by his reckoning a 30% time saving on sheet material cutting. The solution boils down to that age-old essential, the right tool for the job: that tool is the ZM12 moving column vertical panel saw from British wall saw specialist Zapkut limited – a robust, feature-rich high-quality machine priced from just £2,495.

Table saw issues

Before the arrival of the Zapkut vertical panel saw, Mark's team used a table saw for sheet material sizing. "Accuracy was a real problem," recalls Mark. "We had to cut roughly, and then sand back to get a precise edge: it was slow."

Cutting large sheets on the table saw required four operators working together, and the machine was not well suited to cutting strips much wider than 300mm (1 foot). In such cases a hand held circular saw and trestles was the order of the day.

Mark knew that only a vertical panel saw would address these issues. He researched the machines available on the market and then went to see the Zapkut ZM series at 2011's Sign and Digital show.

An easy solution at a sensible price

"It was immediately obvious how easy the machine would be to use," he explains. "The price was great, too: it's amazing value for money. We went for it there and then." Piggotts' Zapkut ZM12 was installed shortly after the show.

The ZM12 has continued to impress Mark ever since. "Sheet cutting is much easier and quicker," he noted. "A single cut now gives the precision and finish we need, with no need for sanding. On larger jobs that makes for a huge time saving. We're getting sheet cutting done about 30% faster than

before, without compromising quality."

That 30% time saving means that for every three hours needed previously, only two are now required. With many projects requiring the cutting of hundreds of sheets Mark's assessment that the ZM12 has already paid for itself is perhaps not surprising.

Repeat cuts a breeze

Repeat cuts are a significant strength of the new machine. "Just set the dimensions and away you go," said Mark. "It doesn't matter whether you're cross-cutting or ripping. The moving column makes them both really easy: no pushing the board through the machine needed!" The moving-column design of the ZM12 also makes the machine highly compact in operation.

"I'm over the moon," Mark concludes. "The Zapkut ZM has made an enormous difference. It's really easy to use, accurate and fast and great value for money."

For more information please call 0118 970 1950 or visit www.zapkut.co.uk

XYZ router excels at Daytona Visual Marketing

Tamworth, Staffordshire-based display solutions specialist Daytona Visual Marketing has been able to greatly enhance the quality of the work it produces on behalf of a number of blue-chip clients following installation of an XYZ 6010 router supplied by XYZ International.

The machine has been used to handle a wide range of materials, including DI-BOND, FOREX, aluminium and acrylic, as well as enabling larger sheet processing, more accurate cutting and faster turnaround on finished products that the company's rapid business growth has demanded.

Formed in 1979, Daytona Visual Marketing is a well-known and much respected provider of high-quality display solutions founded on a full design, print (both screen and digital) and fabrication facility for the graphics industry. It operates from a purpose-built 17,000 square feet production site, manned by a team of highly skilled and trained display professionals. A key factor to the company's continuing success has been investment in a wide range of technically advanced production equipment.

This includes flatbed and roll-to-roll digital presses, large-format screen-printing systems and CNC finishing solutions to which the XYZ 6010 router has made a major and ongoing contribution.

The 6010 router installed at Daytona is part of the XYZ 6000 family of large-format machines that are renowned for their robust construction and the speed and accuracy with which they can handle large sheets of material under continuous operation.

The router has an impressive 3,048 x 2,095mm processing area that can be configured to include a host of additional machining options such as the automatic tool change (ATC) facility and the new helical rack and pinion drive system that feature on the router installed at Daytona.

This latter production enhancement greatly reduces machine wear by comparison with conventional rack and pinion drive systems due to the presence of multiple gear teeth that spread the workload more evenly, leading to much faster feed rates and smoother, quieter and more precise cutting under all operating conditions.

Managing Director of Daytona Visual Marketing, Andy Wassall comments: "We chose XYZ International as a working partner and not simply as a machine supplier. Routing and cutting is only a part of what we do but it is everything in which XYZ specialises.

"We have been impressed not only by the reliability and quality of the machine but also by the way in which XYZ engineers work closely with us to achieve our clients' requirements and in particular those which are more difficult or challenging and which demand a high level of ingenuity, versatility and adaptability. Having access to XYZ International's considerable knowledge base has enabled us to complete some very complex and high quality projects for a number of well-known companies like Virgin Media for which we recently produced bespoke LED-illuminated in-store displays."

For further information, please call 01902 375600 or visit the website www.axyz.co.uk



PRODUCT *Choice*

First Fujifilm Uvistar Pro8 UK installation is a big hit

Image Technique boosts outdoor communications business with integration of productive super-wide format printer

"It's an extraordinarily productive and reliable piece of equipment." This is the overriding impression James Dawson, managing director of Image Technique, has of Fujifilm's Uvistar Pro8. His is the first company in the UK to have installed the advanced super-wide format platform, which is particularly suited to the POP and outdoor advertising markets.

Specialising in the design, manufacture and installation of signs, two years ago Image Technique embarked on the production of wide format print and installed a Fujifilm Acuity HS Advance printer. "We used to outsource all print related jobs but then realised that it would be much more cost-effective to manage them in-house," explains James.

Due to increasing demands from its customers, who mainly operate in the retail and leisure industries, Image Technique needed to raise the bar further with regards to productivity and was on the look-out for a high-end wide format device. James continues: "Today we are asked to deliver more roll-to-roll based volumes with quicker turnaround times, so it was crucial to strengthen our production capabilities."

After conducting an in-depth analysis of the market, James chose a Fujifilm Uvistar Pro8 on the strength of it striking the perfect balance between quality and productivity. In addition, he was influenced by Fujifilm's excellent support and technical knowledge, which he had already experienced with the installation of the Acuity HS Advance.

The acquisition of the super-wide format printer has immediately benefitted the company. "The Uvistar Pro8 has significantly reduced our time to market thanks to its advanced features," James comments. More specifically, he is particularly pleased with the ability of the printer to simultaneously handle two rolls of the same material, which has dramatically improved the company's efficiency, not to mention his excitement about the vivid colours and high adhesion guaranteed by Fujifilm's inks.

What's more, Fujifilm's strong expertise in colour management has allowed Image Technique to achieve consistent quality across both the Uvistar Pro8 and Acuity HS Advance. This provides the print service provider with increased flexibility and the opportunity to either allocate a job to



the most suitable device, or print the same job on both pieces of equipment to maximise productivity.

James wraps up: "Since October 2012, when the Uvistar Pro8 was up and running within our production environment, we have more than doubled our print capacity. We can't be more positive about the impact of this installation on our business!"

Fujifilm's Uvistar Pro8 in a nutshell

Uvistar Pro8 is the latest development in Fujifilm's highly successful series of Uvistar super-wide format printers. One of its major advancements is the inclusion of a complete set of light colours within the ink set, which increases print quality without compromising on print speed. Together with its unique Parallel Drop Size (PDS) technology, this allows the Uvistar Pro8 to produce high definition display POP graphics at speeds in excess of 300m²/hour.

Uvistar Pro8 also features an auto media handling system for rigid media and is able to switch between four and eight colour printing modes. Uvistar is ideal for outdoor applications where the vibrancy of the inks and the versatility of the associated materials, including polyethylene, work extremely well together. In addition, Uvistar Pro8 has been developed in combination with Fujifilm's Uvijet QN inks, which are able to meet the strict quality requirements typical of indoor applications.

For more information please call 01234 572 000 or visit the website www.fujifilm.eu





Cubic Digital adds a Roland wide format dimension to its commercial print business

Southampton-based print shop, Cubic Digital, has been in operation for 15 years. The business is headed up by owner, Stuart Joseph, and has built up a very successful reputation for providing high quality promotional products, such as posters, flyers and booklets to bars, beauty salons and churches around the country.

Cubic Digital started off its life as a traditional commercial printer, integrating cut-sheet digital printing to its portfolio eight years' ago. Just over a year ago, Cubic Digital beefed up its armoury again, installing a Roland wide format VersaCAMM VS-540 printer/cutter alongside a Heidelberg B3 litho press and Konica Minolta digital press. This has enabled it to further expand its product offering, and move confidently into new markets and reduce its dependence on outsourcing wide format work.

"The investment in the Roland was to ensure we had a more robust and versatile printer that would reduce outsourcing, which would in turn help the company increase profitability as well as provide us with a versatile machine that would help expand the business. The VersaCAMM is a great complement to our litho and cut sheet digital presses and means we can offer our customers a complete portfolio of printed prod-

ucts under one roof," says Stuart Joseph.

The VersaCAMM replaced an Epson inkjet printer, which was not giving Cubic Digital the freedom and flexibility they needed from a wide format machine. "With the old machine, the types of graphics and applications we could print were fairly limited, as were the materials we could print on. To maintain the viability of the business, we needed a more productive, long-term solution. We researched the market when we looked to purchase a new wide format machine and the Roland brand and its technology stood above the rest," Stuart adds.

Cubic Digital purchased its Roland from large format print solutions dealer, Perfect Colours, and has been more than impressed with the VS-540's performance since the day it was installed. A combination of the Roland's ability to handle a wide range of substrates, including adhesive vinyl, and Roland's Eco-Sol Max inks which come with a metallic and white option made it the perfect choice. And, thanks to the VS-540's flexibility and high-performance, the machine has already paid for itself and enabled the company to grow and offer more products to new and existing customers.

Roland's award-winning VS series printer/cutter is the fastest and most versatile

VersaCAMM to date. Available in four different sizes – 30, 42, 54 and 64 inches wide – and with a choice of four ink configurations, it's suitable for a range of businesses and budgets of all sizes. The VS series is an easy to use unit perfect for creating creative and visually stunning applications. The VS series also benefits from additional features such as unattended printing which gives users the option of carrying on with other duties safe in the knowledge the Roland will send an alert to their computer or smart phone once it has completed the print job or if ink is low.

Also included with the VS series printer/cutter is Roland's VersaWorks RIP software, an Intermediate Digital Print course at the Roland Academy and 1 year Silver RolandCare Warranty. VersaWorks is specially designed by Roland to get the best production out of its units. The intuitive and friendly user interface makes it easy to manage print jobs and includes features such as colour management, variable data printing and ink usage calculations and production timings.

For more information about Cubic Digital call 02380 336449 or visit www.cubicdigital.co.uk

PRODUCT *Choice*

3M VentureShield - The toughest surface protection on wheels

3M's benchmark paint protection film is now available from William Smith. Designed to keep car and motorbike paintwork in pristine condition, 3M VentureShield Surface Protection Film has been OEM tested and motorsport approved in the harshest environments on two or four wheels.

Specifically designed for surface protection of painted, unpainted, gel coated, fibreglass and other smooth surfaces, VentureShield protects car and motorbike paintwork and headlamps against stone chips, scratches, scuffs, minor abrasions and environmental damage.

It offers a highly effective way to protect vehicle paintwork by providing a durable, protective barrier without altering the vehicle's appearance. And a positive bonus for the end user is that when the time comes for the vehicle to be resold, the original paintwork will still be as good as the day the VentureShield was installed, thereby helping to maintain the value of the vehicle.

The optically clear coated urethane film with clear acrylic pressure adhesive is easy to apply and maintains clarity, durability and performance across a wide range of environmental conditions, such as salt spray, bird



3M VentureShield applied to an Audi TT.

droppings, high heat and humidity. Available in high gloss or matt finish, VentureShield is warranted against yellowing or cracking.

3M VentureShield is available in full or part rolls and same day despatch is provided

on orders received up to 6.00pm.

For further information please call 01833 690305 or visit the website www.vehiclewrapfilms.co.uk

Arlon DPF 8000 answers a tough call for Sign Plus



When Sign Plus was approached by Forth Crossing Bridge Constructors (FCBC) with the unusual request to wrap the gable end of the Forth Replacement Crossing project office comprising nine modular offices, it was clear that a tough material would be required to withstand the salty atmosphere close to the water's edge on the Firth of Forth for the expected five year construction period.

"We knew that no standard vinyl would stand the test of time, except for vehicle wrap materials," says Sign Plus key account manager Rick Bruce. "We contacted William Smith who recommended the Arlon range of materials and sent samples. We then applied these to trailers in our yard and left them for four months. We selected DPF 8000 as it clearly stood up to the test and gave us the confidence to use it for this high profile project on what is Scotland's largest infrastructure contract for a generation.

Sign Plus, working closely with FCBC and their photographer then created what may be the largest external wrap in Scotland

featuring an image of the new bridge. Application of the final graphic took three fitters 15 days to complete.

"We had not used the material before but found it very easy to apply," continued Rick Bruce. "Very little work was required and it has now been in place for nine months, during which time it has become a real talking point for the Rosyth business community."

Arlon DPF 8000 is a satin white high-tensile polyvinyl chloride film, with an extra strong permanent pressure-sensitive adhesive that offers an ideal solution for indoor and outdoor graphics on 'hard-to-stick' and low energy surfaces. It conforms well to flat and slightly contoured surfaces on substrates such as polyethylene, polypropylene and polyurethane.

It can be applied in cold temperature environments and comes with an outdoor durability of up to seven years. DPF 8000 is also designed to meet the marking requirements and specifications of the transportation, vending and automotive industries.

Arlon DPF 8000 is available ex-stock from William Smith and next day delivery is available on orders received before 6pm.

For more information please call 0161 884 0592 or visit www.arlon.com

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Dye sublimation process requires a heat press.

PRODUCT *Choice*

Roland DG's Eco-Sol Max metallic ink gives Datum Print extra sparkle

Hertfordshire-based full-service print services provider, Datum Print, has been offering its high-quality graphic design, marketing, and digital and wide format printing services to agencies, print management companies and popular brands such as Bollinger Champagne and John Lewis for over 13 years.

The company is run by directors, Scott Pearce and Mark Gamble, who have pioneered its evolution from a prepress business to one that also offers exhibition graphics, vehicle wraps, POS displays and product mock-ups. In 2011, the company invested in a Roland VersaCMM VS-640 printer/cutter with white and metallic inks to improve the creative offerings it could provide to its customers – a decision that has opened up new markets and significantly reduced Datum Print's outsourcing costs.

On the company's decision to purchase the Roland package, Scott Pearce comments: "Datum Print has steadily evolved since it was established in 2000 and now offers a wide range of creative print. As part of our on-going development plans, we were looking for a package that would help us break into the high-end jewellery and luxury car makers graphics market – both of which require a very high-quality finish and additional finishing touches like vibrant metallic silver incorporated into designs.

"We have used Roland products for a number of years so were confident in the brand's quality and performance. We purchased the VersaCMM VS-640 due to its integrated cutting feature and the Eco-Sol Max inks which are available in white and metallic. It has definitely helped us achieve our ambitions and we can now make products such as window graphics and labels that require complex cad-cutting in-house. This has been very beneficial to us on a financial and operational level," adds Scott.

Datum Print purchased its Roland through local dealer, Atech. The installation was completed within a day and the machine continues to impress Datum Print and its customers with the quality of its output and the added definition and luxurious finish the white and metallic ink gives printed graphics.

Scott and the team at Datum Print have also been impressed with the level of after-sales service from Roland through its RolandCare technical support package and the training courses held at the Roland Academy. Datum Print has Roland's Bronze level of RolandCare which includes over the phone technical support and free call outs and new parts if required.

Scott concludes: "The level of after-sales care from Roland is truly impressive. Our Roland is such a crucial part of our op-

eration it's nice to know they are only a phone call away if we encounter any problems. The Roland forum and online support are also useful and a great way to interact with other Roland users. The team has attended courses at the Roland Academy and always give positive feedback on the level of teaching and information provided."

Roland's award-winning VersaCMM VS series of printer/cutters is one of the brand's most versatile and high-performing machines available in a range of specifications to suit all business needs and budgets.

Available in four sizes – 30, 43, 54 and 64 inches – the VS series is easy-to-use and ideal for creating high-impact, eye-catching applications. Boasting fast print speeds (23.1m²/hour) and an unattended printing feature, the unit will seamlessly integrate into any print business. The VS series is available in four ink configurations and up to eight Eco-Sol Max ink colours (CMYK, LC, LM, Metallic and White). Innovative technology ensures the Eco-Sol Max inks are durable and scratch resistant, and the wide colour gamut will cater for even the most creative of projects.

For more information on Roland DG and its range of VersaCMM VS products please call 0845 230 9060 or visit: www.rolanddg.co.uk/VS



Hope Technology bolsters marketing with new Mimaki printer/cutter

Hope Technology - the Barnoldswick based manufacturer of high end bicycle components - put its recent decision to invest in a wide format Mimaki inkjet printer/cutter down to a desire to replicate its production efficiencies within its print department. With around 100 staff employed across its highly focussed operation, the company has been a proud supplier to the cycling industry since the late 1980s.

Marketing manager, Alan Weatherill has been with Hope since the very beginning and with ultimate responsibility of how his brand is portrayed in bike shops and at events around the country, the quality of output from his department's new printer was a key factor in Hope's decision to change brands with the new investment. "We need to show the Hope brand off at its best," he says. "I'm responsible for producing prints that will be seen in thousands of cycle shops around the country so it's important they're an accurate reflection of the brand."

Weatherill is quick to point out where his company's strength do (and don't) lie. "We're not a print company!" he asserts, "so ease of use was important too." Referencing the minimal maintenance required on the Mimaki CJV30, he also recognises that a varied demand for output combined with the productivity of the printer/cutter means they're not running the machine all day, every day. "We needed a machine that was reliable, had low maintenance requirements and that we could use when we needed to."

Hope invested in its Mimaki CJV30



from Granthams Graphic Technology - a long standing supplier to the company, who, according to Weatherill, easily convinced them it was the right move. "Our old printer/cutter couldn't accurately produce long runs of decals, but the demo we had with Granthams ensured we were confident about making them ourselves." So cost effective is the process that the company has now ceased to screen print its stickers, preferring to mirror its low product inventory with a minimum amount of marketing collateral held in stock too.

"Our dealers - who are primarily independent bike shops - can request any form of marketing resource from us," says Weatherill. "Hope's premium 'Tech Shop' dealers get even more support and we're now sup-

plying personalised Hope collateral for them to use in their stores to promote our product ranges," Weatherill confirms.

Beyond the corridors of the beautifully renovated cotton mill (and former printers - ironically) that house Hope's offices, its manufacturing facility is equipped with an enviable arsenal of CNC milling equipment, laser cutting, anodising and engraving machinery. Raw material is brought in as billet and products leave in gleaming anodised finishes, machined to perfection and ready to hang from the bikes of discerning cyclists the world over.

With the majority of Hope's staff living within cycling distance of the company, understandable warmth is felt within the community for the company that does an awful lot for it. Even though the machines run 24 hours a day, there's still plenty of time for staff to relax - whether it be riding out on one of the numerous test bikes the company makes available to its employees, or sitting in its relaxing coffee bar and breakout room - decorated in part with digitally printed wood cladding and mountain scenes to make anyone feel at home.

"Window stickers for one of our dealers, personalised bike wash banners for Mountain Mayhem, perfectly cut out slat-wall branding for a Tech Shop or a shot of one of the Hope Factory Racing riders out in the hills - we'll run it all on the Mimaki," concludes Weatherill.

Authorised Mimaki reseller Granthams Graphic Technology can be contacted by calling 01253 624402 or visiting www.granthams.co.uk and Mimaki's complete range of products is exclusively distributed in the UK & Ireland by Hybrid Services Ltd, please call 01270 501 900 or visit www.hybridservices.co.uk



PRODUCT *Choice*

Dance by Design opts for Mutoh ValueJet 1304 printer and Summa cutter from Stanford Marsh



Founded in 2009, Scarborough - based Dance by Design is a supplier of bespoke costumes and theatre backdrops for a variety of businesses including television companies, theatres and dance schools.

Mid last year, the lease on the company's Summa D60 cutter was coming up for renewal, so Managing Director Dave Smith started to review the options available in the marketplace.

John Hatton, Account Manager, at Stanford Marsh Group Graphics division (SMGG) – the commercial graphics division of Stanford Marsh Group comments: "The original contact came through to me via the website as an enquiry about a cutter. The conversation continued and we started to talk about printing in general. It quickly became apparent that the customer had an interest in separate printing and cutting devices."

Whilst talking with Dave Smith from Dance by Design, John Hatton mentioned a special offer that the company was currently

running. SMGG was offering five Mutoh ValueJet 1304 printers on a first come, first served basis, with a package of free extras – worth around £2500 – including a take-up roller, a full set of original inks and RIPCentre software.

Dave says: "Previously, we had outsourced some of our work to a specialist printer who used another brand of machine. Initially I was keen to stick with that manufacturer. However, once John sent me samples produced on the Mutoh from our own files, I was blown away with the quality, simplicity and value for money. The special offer made the decision a bit of a 'no-brainer'."

The Mutoh printer was installed in September 2012 and is covered by a standard Mutoh warranty. It is running using original Mutoh inks as Dave says he has heard too many horror stories about alternatives. "For the sake of a couple of quid, it's not worth the risk," he states.

When Dance by Design is not using the printer for its core business, it takes in more

traditional work - such as signage and vehicle wraps – so the flexibility of the Mutoh machine was a key selling point.

In terms of the future, Dave Smith says he will be considering upgrading to the wider Summa cutter and will perhaps invest in a laminator further down the line. He explains, "We currently outsource our lamination to another print shop, so that would be a logical next step."

In the meantime, Dave is very happy with the Mutoh Valuejet 1304. Its versatility more than meets the challenge of Dance by Design's varied applications and the special offer made it a great value purchase for the business.

Mutoh printers are distributed in the UK by Colourgen. SMGG is an authorised Colourgen reseller.

For more information on SMGG, please call 0845 880 4596 or visit www.smgg.co.uk
For more information on Colourgen, please call 01628 588722 or visit www.colourgen.com

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PRODUCT *Choice*

UYR sends inefficiency down the pan with new cutting table

When the UYR Group started as a home based design agency over 15 years ago, the directors couldn't have envisaged the success that would follow. Within a few years, the agency evolved to its current niche as a full design, print and production service.

Increasingly successful, UYR was designing, printing and creasing card for night club chains, colleges, police forces and local government, this growth enabled the company to acquire its first AGFA Anapurna M4F large format printing machine for printing direct to media. The ability to print Point-Of-Sale (POS) designs on a wide variety of media soon developed new markets for the Pontefract company. Despite having the ability to print on most materials, UYR could only hand cut simple forms and shapes. This all changed when UYR acquired a KASEMAKE KM727A cutting table from AG/CAD in November 2012.

Recalling the decision to purchase the KASEMAKE KM727A, UYR Studio Director, Mr Dan Prescott comments: "We were cutting our A3 work internally with platens but large board printing was being cut externally, so we investigated the available CNC cutting tables. When we won a large contract from Ideal Standard for POS designs that had to be manufactured from Corex, we calculated the external cost of cutting 500 POS designs with three individual boards per design would be in excess of £30,000."

The 44 employee business concluded that AG/CAD offered the ideal solution with its KASEMAKE KM727A, so the company had the cutting table and its second AGFA, delivered simultaneously. With a major contract looming, UYR wanted the machine

delivered urgently - and AG/CAD duly obliged.

The machine purchase was a strategic decision that went beyond a single contract, as UYR's Mr Prescott continues: "Our work for the retail sector is growing, so purchasing an entry level CNC cutting machine in situ with a large project provided us with the perfect opportunity to instantly put the machine to work in a production environment. Manufacturing the 1500 parts in-house delivered a cost saving of £5000, which was instantly offset against the machine cost."

The KASEMAKE machine ensures that all of UYR's large format printing is now cut on the CNC machine. This has improved accuracy, quality and consistency of production. "The CNC cutting table offers us the flexibility to manufacture anything from prototypes through to larger production runs like the Ideal Standard project. We have reduced externally processed work and this ensures we have greater control over our quality, processes and lead-times."

Since installation, the cutting table is continuously cutting Corex from 3 to 6mm thick, Perspex up to 5mm and numerous types of foam centred and foam rigid boards. The ability to accurately route through Corex on its rigid machine bed has improved edge finishes and eradicated any secondary hand finishing that was previously required. Additionally, by routing half way through Corex boards with specialised cutting tools, the



creasing and folding of Corex 3D POS projects is no longer beyond the capabilities of the prestigious company. Folding 3D POS assemblies is now a simplistic process for UYR.

UYR makes a Kase for CAD software

Highlighting the benefits of the KASEMAKE CAD Software, Mr Prescott believes the software has opened up a realm of opportunity. "As a design studio we create our files in Adobe Illustrator. We send these files to the KASEMAKE machine that automatically converts these files into the CAD system for production. Additionally, KASEMAKE allocates the correct tool for the material and application."

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PRODUCT *Choice*

Expanse Premier vinyl from CWES is the smart choice for Frost Signs

Frost Signs are delighted with the new Expanse Premier Cast Vinyl and matched cast laminate provided by CWE Solutions Limited (CWES). Gareth Marchant, Production Manager at Frost Signs Limited based in Kent, started using the recently launched Expanse Premier a few months ago for vehicle wrapping and has been extremely pleased with the results.

Established ten years ago, Frost Signs started as a sign installation company, providing trade services to clients across the UK and the world, installing a wide spectrum of sign and graphic projects including vehicle wrapping. In recent years Frost Signs have expanded their product portfolio allowing them to expand their direct customer base whilst still maintaining their valued trade service of installation and sub-contract work. Gareth already had a great relationship with CWES, so when he joined Frost Signs in 2011 he brought in the CWES team to profile the HP Designjet L25500 he inherited with the job and supply a new Onyx RIP to optimise his print solution.

Having experienced various vinyl failures, Gareth started researching and testing different alternative vehicle vinyl and applications, trialling the Expanse Premier Vinyl and matched cast laminate for a vehicle

wrapping job over Christmas 2012.

Gareth explains: "Some vinyl that we have used for vehicle wrapping in the past provide easy and smooth application but have been very problematic when it came to printing. Others were great to print onto but then difficult to fit to the vehicle. We were really struggling to get the branding right for our clients and we knew there had to be a better way. That's when we decided to trial Expanse Premier and we've had great results ever since."

Specially designed for the vehicle wrapping market and rigorously tested, one of the secrets to the success of Expanse Premier lies in the new Micro-Air bubble releasing system adhesive. Expanse Premier also provides superior conformability, easily taking the form of the vehicle it is being applied to but without losing its shape, meaning it fits even the difficult curves of the Smart Car without messy mistakes and difficult reapplications. Frost Signs' fitters enjoy using Expanse Premier and it is now their preferred choice for vehicle wrapping.

When Frost Signs upgraded to a new HP Designjet L26500 Latex printer a few weeks later in January 2013 to meet the ever increasing demands of their growing cus-



tomers base, it was a natural decision to use CWES again.

"We needed a new machine and it had to be latex as so many of our jobs are fast turn-around. With latex you can print and as the signs are coming off the machine they are ready to use straight away. You don't have to wait for inks to cure or gas off before laminating. Our need for a consistently reliable printer is paramount and that's why we chose the HP Designjet L26500 Latex printer from CWES," Gareth adds.

For more information please call 08444 829895 or visit www.cwesolutions.co.uk

Elite Signs and Graphics solve wood conundrum with Metamark

The case of a client's wishes and needs not quite being in keeping with the budget allocated to a job will be one issue that most signmakers are familiar with.

Compromise, of some sort, is usually indicated unless there's a willingness to dig a bit deeper but, on occasions, a bit of creative thinking can leap to the rescue too, as recently proven by Simon James and his team at Bridgend based Elite Signs and Graphics.

Elite's client in this case was a gift shop based in West Wales' Newquay, Ocean Blue. Ocean Blue came to Elite with ideas of weathered wood contrasting with its crisply rendered trading name over the top of the shop's entrance and spanning the shop's frontage. No problem as far as Elite was concerned. The quote for the work though raised a few pulses at the shop with the wood commanding a big slice of the cost.

It was obvious that the sign as originally conceived wasn't going anywhere. Not least above the shop.

It didn't take the Elite team too long to find a creative solution to address its client's concerns though. Rather than fabricate the proposed wooden parts of the sign, Elite suggested printing them.

Simon and team turned to a trusted partnership comprising Metamark's MD5-A reference-quality

media and its matching satin MG700 laminate, which it printed with EcoSol MAX inks using its Roland XC540. Using a reference sample of imaged wood, the printer was soon producing metres of very convincing looking wood-effect material, suitably toughened up with the highly resistant laminate.

Application of the printed Metamark media onto the sign's fabricated composite tray was made easier by the MD5-A's MetaScape adhesive which simply doesn't give trapped air a chance when it's being used. Simon and the team have used the material on other occasions in the recent past and Simon commented, "Even though we're experienced applicators, the MD5-A does make the job of applying large areas much simpler and a lot faster."

With some very sharp-looking cut acrylic lettering sat on stand-off locators upon the printed and applied background, the sign definitely rings the client's bells in combining the wood effect with the sign's other elements well. Thanks though to Elite, the whole production happened at an affordable price, and embodies a welcome bonus too - it won't need staining or varnishing every few years.

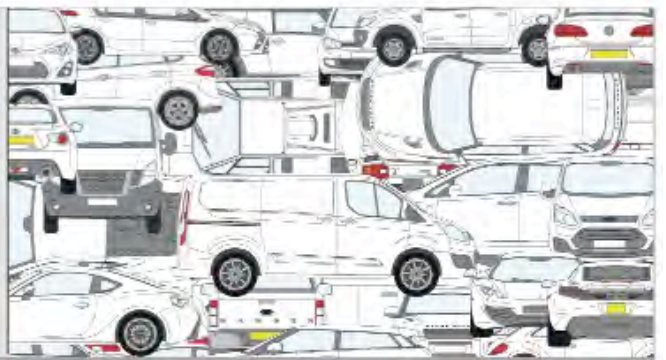
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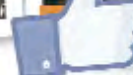
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PRODUCT *Choice*



Tom Focardi, Technical Supervisor at Service Graphics, checks a GMG certified proof output on the Epson printer against two Lambda printed samples.

Service Graphics implements device-independent output workflow with GMG ColorServer

One of the UK's largest large-format printing companies, Service Graphics, has rolled-out GMG ColorServer colour management across the whole of its Chessington production site to streamline and simplify production - regardless of the particular digital printing device used.

Part of the St. Ives Group, Service Graphics' four state-of-the-art production locations around the UK offer a wide range of large-format and grand-format print services for exhibition stands, bespoke retail and display solutions and building wraps.

"Prior to installing GMG, we had a number of issues in matching colour output across our printing machines," says Alan Clark, Studio Manager. "In order to best service our customers, we have built up perhaps the largest range of wide-format print equipment within the UK display and exhibition industry. With so many devices, processes and substrates, it was always a challenge to produce identical results across devices." Service Graphics have an impressive range of wide-format machines from manufacturers such as Canon, Durst, HP, Inca Digital, Nur and Vutek.

Always at the forefront of cutting-edge technology and amongst the first in the UK large-format industry to use GMG colour management software, Service Graphics installed GMG ColorProof, ColorServer and SmartProfiler a number of years ago.

Initially used for bespoke projects and offered as an enhanced service to their demanding blue-chip customers only, after time it became clear that GMG ColorServer was the correct solution to roll out across the whole of Service Graphics' Chessington production site.

"We chose GMG as much for its ubiquity within the industry - more and more of our customers were supplying us with GMG proofs - as for the enhanced quality and consistency that the product offered when compared to what we were using at the time," says Alan.

"We fully implemented GMG ColorServer as a solution to two issues. One was to reduce the amount of manual colour correction we needed to do for profile-to-profile conversions and to bring customer files to within machine performance criteria. The other was to align output capabilities across all of our printing machines. Since deploying GMG ColorServer all of our devices are now

in precise colour alignment with each other and across any substrate. Furthermore we have been able to free up available resources in our Studio due to the reduction in manual colour correction work - a direct consequence of using GMG ColorServer. The savings in production time, manual processes and reduced material wastage have been enormous."

The process of profiling each device is made easy by using GMG SmartProfiler, a "wizard" that allows even non-experts to create high-quality ColorServer profiles quickly and easily.

Streamlining colour management across devices brings numerous benefits. "We can monitor output from a central location and have full control and can implement far more precise internal management and audit processes," continues Alan. "We have the confidence and assurance that when we get repeat jobs throughout the year, we can quickly and easily reproduce the result - even if the new job is on a different substrate," Clark concludes.

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DIGITAL PRINTERS *Feature*

Mimaki Latex Wide Format printing delivers new business advantage to print providers

By Stuart Cole, General Manager, Graphic Printing Technologies

Print providers and sign-makers are under increasing pressure to grow their businesses while improving productivity, reducing costs and meeting customer needs for fast, high quality and cost-effective output.



They need solutions that not only provide economic benefits and support business growth initiatives, but also offer an environmentally friendly and safe method of printing.

Many print providers rely on tried and tested wide format printers using solvent inks to make printed media capable of quality displays that can withstand harsh weather and outdoor conditions. While effective in producing durable outdoor media that retains its quality finish, petroleum-based solvent inks are not as environmentally friendly as some would want, and require consideration when utilising to ensure proper ventilation and time for the drying/degassing phase.

The introduction of Latex wide format printing offers an alternative solution and the new JV400 printer from Mimaki delivers the superior image quality, speed and reliability needed to handle growing print volumes and reach untapped new markets.

Latex printing offers the significant advantage of producing prints that are ready to finish or use immediately. Removing drying/degassing times mean print providers can deliver high quality, vivid print in a very much shorter amount of time compared with solvent ink printing.

Additionally, water-based latex ink is

odourless and does not release solvent into the environment making it an environmentally friendly and safe printing solution. Mimaki has taken the green credentials of its JV400 latex printer range one step further by utilising recyclable ink sacks so there is minimal wastage.

The Mimaki JV400 latex printer range offers print providers a wealth of benefits. The new printer range runs significantly cooler (60 degrees) than other manufacturers' Latex printers and therefore is able to print on a wider range of materials and can be left unattended for overnight printing.

In addition to the lower running temperature, the JV400 printer has low power consumption and is cost-effective to run due to its Piezo print head technology. Compared with competitive thermal ink printers which require ongoing disposal of print heads, the ongoing costs are significantly lower.

Flexibility is also a key factor with the new Mimaki range. The JV400's ink cartridge changeover can be done while the printer is still running, so there is no downtime in production.

The Mimaki range uses Piezo print heads which last considerably longer than thermal cartridges. In addition, the Piezo offers variable dot print heads with a drop size down to four

picolitre, which gives better graduations and skin tones.

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

The vast benefits of the new Mimaki latex printer range are driving new opportunities for Print providers. While wide format printers that use solvent inks still have their place in producing durable outdoor media, Mimaki latex printers offer an efficient, environmentally friendly and safe alternative.

For more information on GPT and future events, call GPT on 01189 29 44 29 or visit www.g-p-t.co.uk



Latest developments in Wide Format technology

By Rob Goleniowski, Business Manager - Sign & Graphics, Roland DG

As we head rapidly towards the summer of 2013, the industry is definitely moving through a period of evolution not revolution. It's part of the natural cycle of any industry, but evolution doesn't have to mean that forward movement is significantly curtailed or slowed. In fact, quite the opposite is often the case.



Evolutionary periods are critical as they provide focus for manufacturers and time to

assess the market and consider trends and how those trends are impacting on technology and the way customers use it. Revolution on the other hand, can often create distraction and can be counter-productive if not managed well, as everyone tries to chase the next big thing, with huge resources being drained into new, 'revolutionary' products.

It is actually evolutionary periods where the big improvements in technology often come as small incremental changes join together to make a big difference to a customer's production ability and commercial success. And, it is exactly this strategy that is

behind the launching of two new 64 inch Roland machines in just the last nine months.

In September last year, we launched our SOLJET PRO4 XR-640 into the UK market. The 64 inch printer/cutter has been a great commercial success so far. At the time, it was the industry's first printer/cutter to offer so much power and versatility, and had been designed to maximise profitability when producing banners, signage, POP, decals, labels, vehicle graphics, backlit displays, building wraps, package prototypes and photographic reproductions.



The XR-640 is available in both seven and eight ink configurations and compatible with Roland's latest Eco-Sol MAX 2 ink technology. It comes with a choice of nine ink colours – CMYK, light magenta, light cyan, white, metallic silver and light black, delivering an expanded colour gamut and the ultimate in print quality and colour reproduction. These new high-density inks, when combined with the power of the XR-640, have provided sign makers and designers with the tools to unleash their creativity and develop exciting and profitable applications. And, although considered an evolutionary, rather than revolutionary product, the XR-640 was a strong step forward in terms of productivity, print head technology and substrate flexibility.



This was followed up earlier this year, when we also launched our new 64-inch SOLJET PRO4 XF-640 printer, which had its first official outing at Sign & Digital UK in April. Those who missed it there will be able to see it at the FESPA exhibition in the ExCeL centre in June. The new XF-640 is Roland's fastest wide format printer to date and in our view has significantly raised the game in terms of the speed and quality. The XF-640 incorporates next generation dual print heads, runs at a maximum print speed of 102m²/hr and is an ideal high production machine for a host of durable, high quality outdoor and indoor applications including signs, banners, vehicle wraps, window graphics, POP displays, exhibition show graphics and posters.

The new machine also benefits from a redesigned take-up system and pinch roller system, and like its cousin, the XF-640 is also compatible with Roland's Eco-Sol MAX 2 eco-solvent inks, has an expanded colour gamut and fast drying times to further boost production. The machine's dual mirrored CMYK ink configuration also virtually eliminates banding, assisting with clean and consistent colour imaging.

Perhaps the best example of all in the wide format sector of a product that has gone from revolution to constant evolution is our VersaCamm family of printer/cutters. When we introduced the VersaCamm in 2003 it was a true revolution in wide format printing and is now the world's most popular wide format printer. When launched, the VersaCamm's print and cut functionality transformed both the way the industry thought about wide format printing and what a wide format printer could be used for. And, in the ten years since its launch, it has continued to evolve year on year to meet the needs of our customers, meaning even today, it remains on the cutting edge of wide format printing and the machine of choice for many sign makers and printers.

The VersaCamm has always been set at a price point that provides an outstanding return on investment but without compromising on innovation. All machines in the family, from the SP-300i/540i to the VS series strike a beautiful balance between speed and quality and most importantly just keep going and going. Confidence is a critical factor that must sit behind any investment in technology, because if you trust the technology supporting your business, you'll have

the confidence to drive it forward. The VersaCamm has given thousands of sign makers exactly that for over a decade.

With the launching of the XR-640 and XF-640, we now have one of the most extensive portfolios in the market, from the entry level BN-20 desktop printer and VersaCamm SP-i and VS series through to the VersaArt™ RE-640 production workhorse and right up to the VersaUV LEC Series for high end proofing and package prototyping, 3D and layered effects and textures. But succeeding in today's highly competitive and on-demand world requires so much more than just great technology. It's also about everything that's wrapped around it, and key to that is the right levels of service and support and on-going education to ensure your company keeps abreast of trends so you can maximise your return on investment.

This has always been a central tenet of our philosophy at Roland and can be seen in our market-leading RolandCare service and support packages as well as our extensive Roland Creative Centre in Clevedon and our Roland Academy in Walsall College which is now into its seventh year of educating the industry.

For me, today's wide format market is an inspiring place to be, and it's the outstanding marriage of technology and people that have made it so. It's fast moving, innovative and forward thinking, with a level of creativity that is only limited by our own imaginations. And, healthy competition aside, we're all working towards the same goal - to get wide format to the top table of the printing and graphics industry. A quick glance outside at all the bold and vibrant signs, POS and banners and creative vehicle and building wraps that span any city would suggest we're already there.

For more information please call 0845 230 9060 or visit www.rolanddg.co.uk



DIGITAL PRINTERS *Feature*

Opening the door to digitally-printed design

By Arzu Ilhan Babaoglu, General Manager, Large-format Printing, Sign & Display, EMEA, HP

There is a nearly limitless realm of design possibilities just waiting to be explored by forward-thinking designers and manufacturers – one you may have never even considered. This emerging opportunity lies in unique, customised design pieces you can create using the latest digital printing technologies from companies like HP.



Digital printing puts custom-printed wallcoverings, curtains, rugs, lampshades, pillow covers, ceiling tiles, ceramics, glass and wood within reach. With this wide variety of substrates and digital artwork available, you are no longer limited by what can or cannot be printed, but by your imagination.

Pushing boundaries with digital printing

In a highly competitive and commoditised world, design is becoming a key way for brands to differentiate themselves. They want to provide a unique experience, touching everything from the product itself to the shopping experience, and they want their stores to deliver this same look and feel. Restaurants and hotels are also investing to create environments that make the stay unique. And consumers are looking to add their personal touch to favourite objects or spaces, be it their gadgets, cars or rooms.

The new printing technologies help address this increasing demand for one-of-a-kind designs built around a brand image or reflecting individual tastes, changing the scope of design.

To demonstrate this, HP recently partnered with world-renowned designer Karim Rashid to create a lounge area in HP's exhibition booth at Heimtextil that would inspire visitors and show off the possibilities of digital printing.

Karim Rashid comments: "When I designed the HP lounge at Heimtextil, I decided I would try to exploit all the possible materials and substrates that could



be printed with the HP technology. I thought about flooring, textiles, wallpaper, decorative surfaces, the ceiling and even lamps. Digital technology is a beautiful way to bring radical ideas to life and push boundaries; but at a practical level, it also lets you very quickly print an entire floor or wall to have clients experience and approve a project immediately before production."

Digital makes the difference

Digital printing not only fits with today's design process because of its flexibility, but it also saves time, inventory costs and reduces waste. Traditionally, printed wallcovering and textile manufacturers have relied on analogue printing equipment to produce high volumes of a single print or style at the same time.





These analogue devices require an elaborate plate-making process before printing can begin and thousands of copies must be produced to make money. With digital printing, you can create wallcoverings for a single customer or a retail chain, printing only what is needed, when it is needed.

Beyond production of final design pieces, digital printing technologies like HP Latex Ink solutions are also changing the way manufacturers and high-volume design firms proof projects. HP Latex Printing Technologies can print on cotton, polyester, coated and uncoated materials, so you can proof directly to the production substrate rather than paper. By printing to the produc-

tion substrate, both you and your clients can get an exact idea of how the final output will look.

In addition to reducing waste, today's digital printing technologies can help designers and manufacturers show clients that the printed output meets high environmental standards, suitable for use in restaurants, medical facilities and even schools. For instance, water-based HP Latex Inks produce odourless prints and have achieved the UL Sustainable Product Certification.

Wallcoverings produced using HP Latex Inks on HP PVC-free Wall Paper are GREENGUARD Children & Schools Certified, meet AgBB criteria and can help building owners obtain Leadership in Energy and Environmental Design (LEED) credits.

Print what you never thought possible

If you are interested in exploring digitally printed design, getting started may be easier than you think. The first step is to begin thinking about design projects as if the option to print on the floor, walls, ceilings and everything in between is a realistic option. When you are ready to print, a local print service

provider with HP flatbed devices can print to rigid materials including wood, metals, glass and much more, and those with HP Latex technology can print on a wide variety of flexible substrates. With HP media, you have a broad range of substrates available for use with HP Latex inks, including HP PVC-free Wall Paper.

For manufacturers or large design firms, bringing these printers in house may prove more cost effective, particularly as new software options become available that go beyond printing. HP Latex users can now co-design wallcoverings with clients through the cloud-based HP WallArt Solution. This tool lets those new to wallcoverings easily manipulate designs around windows or doors with great detail.

Digital printing technologies are bringing new design opportunities to life for designers willing to print what they never thought possible. By using HP technology, you can express your creativity and create customised pieces in a more efficient way to match the demanding needs of today's buyer.

For more information please visit www.hp.com



Graphic technology innovation – The next step in all round brand experience

An unmissable 360° station domination advertisement wowed commuters and travellers as they entered the passenger walkway of London's Oxford Circus tube station in early May. The stunning, high impact wrap promoting Warner Brother's UK release of their new Great Gatsby movie incorporated a unique development in digitally printed floor applied graphics to complete an all-round visual brand experience.

The large format graphic panels were printed using an efficient digital flat-bed with flexible UV cure inks which proved ideal for the polymeric base media. The printed graphics were then protected with a propriety laminate and incorporated crystalline aggregate.

The graphics system, developed by Applied Media, has effectively enabled designated floor areas within the London Underground network to be brought to life as a new, giant, out of home media opportunity now used as an integral part of the CBS Outdoor UK underground inventory.

The development at last makes the 360° experience possible within the tube network. It follows close collaboration between media owner CBS Outdoor UK, and Applied Media to gain approval from London Underground for floor applied advertising graphics.

The Applied Media product performance characteristics and technical



certification, set it apart from traditional floor media. The panels which can be tessellated to any size are extremely durable under high pedestrian and even vehicular traffic, slip resistant and are easily removed at the end of a campaign without damage to or residue left on the substrate.

The Great Gatsby campaign, which

fully utilises the floors, walls and ceiling to stunning effect was booked with CBS Outdoor UK by Kinetic and planned by PHD. Last month TBWA/London and Manning Gottlieb OMD had also utilised the Oxford Circus station domination experience to promote the Juke and highlight the new Nissan connect technology.

Business development director for Applied Media, Larry Walsh says: "Within the tube network we are used to seeing advertisements on the vaulted walls and ceiling. With our versatile system, which was also adopted to create unmissable branding at this year's BNY Mellon Boat Race, we can now complete the circle and help create a full 360° experience within the underground.

"The base technology employed in our heavy duty floor graphics stems from our parent company's highway experience who last year worked with TfL to deliver 120 kilometres of temporary games lanes for the 2012 London Olympics and Paralympics."

"We are delighted to be working with CBS Outdoor UK on this exciting out of home 360° advertising development, a media first now available to the industry."

For more information contact Applied Media on 0845 4785016 or visit www.appliedoutdoormedia.com



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PROJECT *News*

Artwork Digital creates a road-worthy display with Inca Spyder 320 printer

Artwork Digital, Brazil, conceived and produced a 3D board model of a 2008 Harley Davidson V-Rod, which showcases the versatility of digital printing, when combined with cutting tables, and Re-board® substrates.

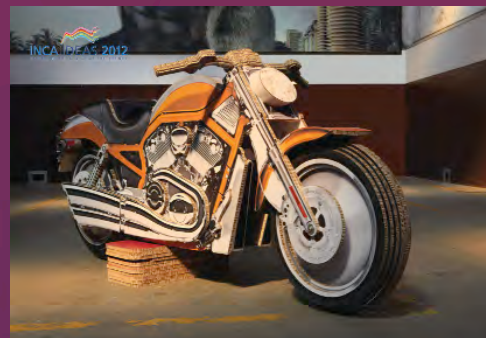
Printed on a six-colour Inca Spyder 320 and assembled from sheets of 16 mm board, the model was produced as part of a campaign. It demonstrates all the possibilities of curvature and folding using structural board, creating something innovative with the material.

Interested in a promotion that would illustrate both the printing and cutting technology of the equipment it sells, Fujifilm Brazil approached Artwork Digital to come up with a unique display. "Fujifilm had seen a model of a Hummer made completely of Re-board®, and we were able to acquire the design plans for it," remembers Rômulo de Abreu Guimarães of Artwork Digital. "Unfortunately, they did not have the space and needed a smaller display, so they asked for something different."

Presented with this scenario, Artwork Digital had to radically adjust to the size constraints of the job. "My designer likes motorcycles. He started to think about how to make it, taking some ideas from the Hummer. We chose a model that was recognised around the world to add value to the final product," remembers de Abreu.

Soon enough, Artwork Digital had temporarily transformed its office into a motorcycle chop shop, as its design department began to assemble the bike with the help of CAD software and a high-end cutting table. "The structure, the design, the assembly... it was all challenging," remarks de Abreu. "It had many curves, so it was difficult to handle." Compounding the difficulties, "It was our first experience working with Re-board®, so we began with a 1:10 scale prototype to experiment with the building process."

The Inca Spyder printer, however, handled the complex demands of the job with much aplomb. "With the Inca Spyder 320, printing wasn't a big problem. Once the structure was created and the design was complete,



we just sent the PDF file to the printer. That was the easy part!" adds de Abreu.

The end result was a realistic and road-ready full-sized cardboard motorcycle that literally rolled off Artwork Digital's assembly line with spinning tyres and twisting handle bars, earning them an Inca IDEAS Award for Display Graphics.

For more information please call 01223 577800 or visit www.incadigital.com

Fairfield Displays provide innovative signage solutions for Nottingham Building Society

Fairfield Displays has just completed the new displays for Nottingham Building Society. The office is divided into two clearly defined areas, one selling properties and the other providing building society services. To ensure both sides of the business were clearly represented from the street, Fairfield produced bespoke LED Lights Pockets™ with custom coloured borders to reflect the different areas of business.

To help the internal team to buy into the new design, Fairfield created high quality visuals which really helped everyone to visual their new office. The Fairfield consultant brought a sample of the light pocket to the office and instantly everyone was able to see the quality and the brightness of the display.

Large format LED Light Pockets™ were produced with green borders for the Building Society side and blue borders A4 LED Light Pockets™ for the property details. Inside the branch on the estate agency side horizontal rods have been mounted to the wall and look extremely slick. They give lots of flexibility to display A4 portrait and A3 landscape properties.

Innovative design with a professional and prompt service, were the requirements of Clare Roberts, Campaign Manager, of



Nottingham Building Society. She was looking for a new window and interior display which was radically different to ensure they stood out from the competition. "Customers love the new design and have commented on the use of the strong bold colours."

To see many more innovative ideas visit, www.estateagencydisplays.co.uk or

call 0845 619 9835 for a local consultant to drop in and have a chat with you.

The company has extended its reach across Europe are also looking for European distributors for their products.

For more information please call 0845 619 9821 or visit www.fairfielddisplays.co.uk

OPG delivers stunning interior decor to order for Cafe Eataliano

Pizzeria's complete custom interior decor produced on HP Designjet L26500 Printer HP has announced that print service provider, OPG, based in Lanarkshire, Scotland, has used its HP Latex Printer line-up to produce a feast-sized range of eye-catching décor for new restaurant business, Cafe Eataliano.

The Cafe Eataliano pizzeria, based in Hamilton, called upon OPG's services to furnish its premises with a full interior décor design package comprising not only vibrant digitally-printed wallpaper, but also textile prints, roller blinds and illuminated glass panel graphics.

"As a brand new restaurant business, we were looking to create an instant hit with customers, and realised that a vibrant and visually-impactful eating environment was equally important as the quality of the menu itself," says Cafe Eataliano's owner, Manio Loia.

Themed on Loia's family vineyard estate in Tuscany, Italy, OPG used its HP Designjet L26500 Printer to produce an array of stunning graphics to show the history of the 30-year old wine-making business.

The print project undertaken for Cafe Eataliano saw the 30-strong OPG, which runs a trio of HP Latex Printers, produce a total of over 40m² of wall coverings using HP PVC-free Wall Paper⁽¹⁾. This was complemented by eight double-sided roller blinds printed with a block-out membrane, which adorn the restaurant's windows.



In addition, four 900 x 2440mm glass panel backlit graphics were printed directly onto 3M Frosted Crystal and 3M self-adhesive clear film and applied to glass partitioning and backlit Perspex panels. 3M self-adhesive front-lit film was applied to an aluminium composite panel and affixed to the wall. Five 800 x 550mm textile-printed graphics produced on DigiEco 100 per cent

PE 210g knitted fabric completed the varied ensemble.

Vibrant graphics that are seen and not smelt

According to Alan Watson, general manager, OPG, a key benefit of the HP Designjet L26500 Printer was its ability to run water-based HP Latex Inks that contain no hazardous air pollutants⁽²⁾. As well as restaurants, this makes the inks ideal for any location where odour is a concern – such as schools and hospitals.

"We finished installing the entire graphics package for Cafe Eataliano on a Friday and by the Sunday, the restaurant was full of customers," he explains. "This could not have been achieved with our solvent printers, because the smell would have still been unbearable, as would the ensuing conversation with my customer. Insofar as interior graphics are concerned, it's a case of being seen and not smelt."

For information about HP large-format sign and display solutions, please call 0800 4080784 or visit the website www.hp.com/go/signanddisplay

⁽¹⁾ HP PVC-free Wall Paper printed with HP Latex Inks is GREENGUARD Children & Schools CertifiedSM and meets AgBB criteria for health-related evaluation of VOC emissions of indoor building products.

⁽²⁾ Contains no detected Hazardous Air Pollutants according to EPA Method 311



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BNY Mellon Boat Race embraces new technology for a branded non-slip walkway

Crews from Oxford and Cambridge university boat clubs stepped out on uniquely printed walkways this year as they made their way from the boathouse to the Thames slipway for the BNY Mellon Boat Race. The unmissable branding opportunity was made possible thanks to a development in floor applied graphics by Applied Media, and viewed around the world by millions of spectators.

The large format graphic panels were printed using an efficient digital flat-bed with flexible UV cure inks which proved ideal for the polymeric base media. The printed graphics were then protected with a propriety laminate and incorporated crystalline aggregate.

The remit was for a highly durable floor applied graphic to cope with a wet environment. The system had to be inherently safe and slip resistant for the crews and spectators to walk over and withstand some vehicular traffic. It also had to be installed quickly within a fixed timetable, stable in situ, easy to remove and be reusable.

The stringent criteria, in common with many branded sports environments, were driven by a limited window in which to apply the graphics, and the demands of heavy pedestrian footfall. In this instance the graphics also had to cope with the rigours of a tidal river and public highway environment.

The solution from Applied Media was to adapt their proven surface graphics system to provide two branded walkways, each approximately four metres wide and sixteen metres long. The panels boldly displayed the name of BNY Mellon, the global financial services provider.

Business development director for Applied Media, Larry Walsh says: "Our parent company working with TfL delivered the 120 kilometres of temporary games lanes for the 2012 London Olympics and Paralympics last summer. The base technology and experience gained in that type of environment has been the inspiration behind the overall development of this branding system."

"The graphics are usually applied internally or externally directly to the substrate and easily removed after use. In this instance though the graphics were adhered to a rubber backing enabling them to be rolled out very quickly and later cleaned and rolled up to be used again."

The highly prominent, surface applied graphics are unavoidable allowing the brand advertiser to interact with their consumers, providing significant likelihood to see by millions in a situation normally difficult to exploit.

Previously the Applied Media system has been installed at locations such as: airports, motorway service stations, retail centres, sports and events stadia, and multi-storey car parks.

More recently it has received full approval from the London Underground for advertising media and signage within the tube station network. The panels can be printed from an advertisers own artwork and tessellated to any size.

For more information please call Oliver Mason on 01260 291 244 or visit www.appliedoutdoormedia.com



New welcome signage marks Morecambe's end point of the Way of the Roses

Signs Express (Lancaster) was pleased to assist Lancaster City Council and sustainable transport charity, Sustrans, by installing a new signage board at the western end of the coast2coast route, situated close to the iconic Midland Hotel in Morecambe.

The new signage has been unveiled on Morecambe Promenade to welcome 'Way of the Roses' cyclists to the town and show cyclists, walkers and tourists all the local attractions available to them. The new signage also gives an at-a-glance view of the whole route and carries the relocated route sign.

Andrew Dobson, Head of Regeneration and Planning for Lancaster City Council, explains: "The spectacular Way of the Roses cycle route has already proved popular with cyclists and walkers alike and has transformed 170 miles of roads and cycle tracks into a new leisure route taking in some of the most spectacular towns, villages and countryside in the North of England.



Thomas Somers, owner of Signs Express (Lancaster), adds: "We thoroughly enjoyed working on this project. My wife has previously cycled the Way of the Roses route and having seen a similar board at the eastern end of the route on Bridlington's promenade, I'm delighted to help make sure we've got our own at the Morecambe end."

Signs Express (Lancaster) has been in operation since 2002 with over 11 years' experience.

The centre is ideally located on Lake Enterprise Park on Caton Road, just two minutes from junction 34 on the M6. Local to the community they work with a variety of customers, covering areas such as: Garstang, Carnforth, Morecambe, Kendal and the Lake District.

For more information on Signs Express (Lancaster) call 01524 389966 or visit the website www.signsexpress.co.uk

Donated banners bring boost to toy library

A host of large scale banners have been produced by Hampshire Flag Company to help a children's charity raise its profile.

Connors Toy Libraries provides a toy library service and other community resources for children, their families and carers

in and around the Portsmouth area, and this year the charity celebrates its 40th birthday.

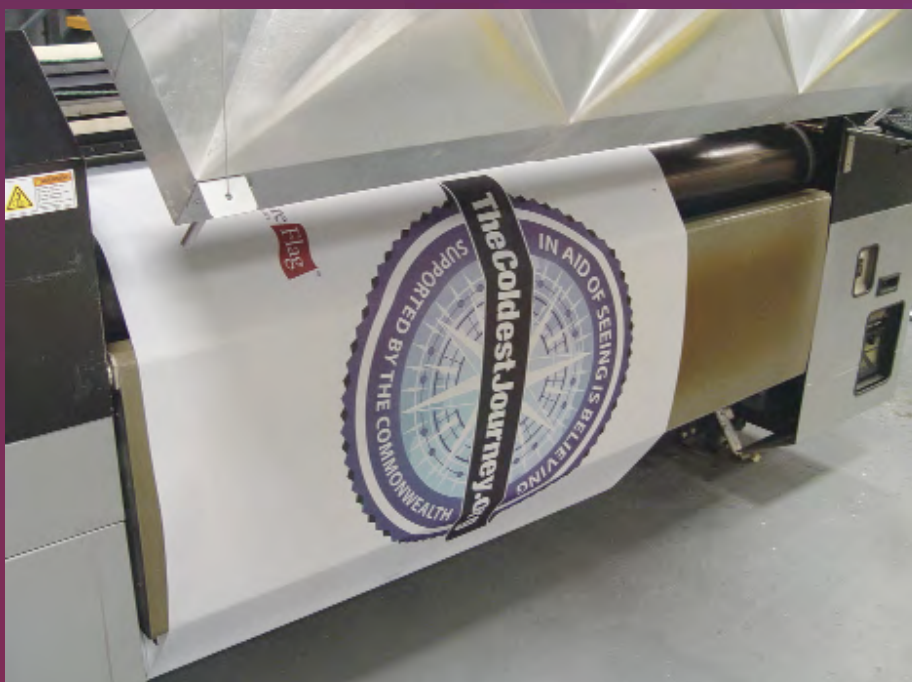
Hampshire Flag donated 12 digitally printed PVC banners, each 6ft x 2ft, to Connors Toy Library each featuring different types of information, and they are now displayed outside each venue to attract the attention of passers-by.

Graham Wilkinson, Hampshire Flag's Managing Director explains: "This is a fantastic cause and it's a privilege to be supporting such a worthwhile charity that's on our doorstep.

"Banners are a powerful promotional tool and an effective way to communicate. We are delighted to have played a part in helping Connors Toy Library and we hope the banners drum up greater awareness."

Hampshire Flag's team of 24 produces hand-sewn national and international flags, printed flags and digitally printed banners. It also offers a bespoke flag design service, PVC banners, marine flags, bunting, table flags, exhibition graphics and event systems in addition to the supply and installation an extensive range of flagpoles.

For more information please call 02392 237130 or visit www.hampshireflag.co.uk





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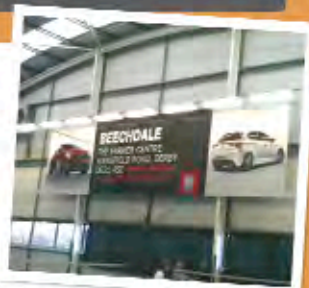
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I can't believe it's not paint - Raccoon supports FAB1 Million campaign

Raccoon have supported BBC Radio 2 DJ and car fanatic Chris Evans in his bid to raise one million pounds for Breast Cancer Care by wrapping the FAB1 Rolls-Royce Ghost in a custom printed Pink wrapping film.

The award-winning Raccoon team donated their services and all materials completely free of charge for this amazing cause and have raised the bar in vehicle wrapping. Creating a project that has media outlets reporting that their wrap is a paint job.

The project

Chris Evans has embarked on a campaign to hire out FAB1 for events with all proceeds going to the charity Breast Cancer Care. In order to get the car ready and the project on the road as quickly as possible Raccoon was approached by Chris and his team to create a wrap that would transform the Rolls-Royce Ghost Extended Wheelbase into Lady Penelope's infamous car from Thunderbirds. As there was only six weeks to go before the start of the charity campaign, vehicle wrapping was the only viable option.

Raccoon sprang into action and set about experimenting with the colour and carefully produced a bespoke shade of pink wrapping film for the vehicle. A gloss laminated film was applied to the material, giving it a high class 'paint like' appearance. The material was then handed over to the



Raccoon application team who in just three days worked their magic on wrapping the entire vehicle, removing fixtures and fittings in the process to ensure no inch of bodywork was missed. The team also accented the door sills and interior wherever possible and it was these finishing touches that rounded off this amazing project.

Raccoon MD Richard Clark explains: "We were flattered to be approached to undertake the work and be a part of this amazing fundraising effort. We ensured that

our resources and expertise were given to the project completely free of charge and are amazed with the resulting wrap. The Rolls-Royce looks phenomenal and this is backed up by the comments across the internet and in the media who have reported that our wrap is a paint job! We wish Chris every success with his campaign and hope he smashes his target."

For more information please call 0845 257 8757 or visit www.raccoon.co.uk

Sign 2000 in Nike re-branding project

Kent-based corporate signage specialist, Sign 2000 was recently contracted to carry out the re-branding of a number of newly acquired stand-alone retail stores on behalf of Nike following the demise of previous owner JJB Sports.

Founded in January 1964 as Blue Ribbon Sports, Nike Incorporated was set up in May 1978 by University of Oregon track athlete Philip Knight and his coach Bill Bowerman, initially selling sports footwear out of the back of Philip

Knight's car but subsequently developing into the global powerhouse that the company is today. BRS opened its first retail store in Santa Monica California in 1966 and launched its own line of footwear bearing the familiar 'swoosh' symbol in 1971.

Sign 2000 carried out a host of external and internal signage, point-of-sale display equipment and associated wall and window graphics at a number of prime locations, including the one now completed in Thurrock. The finished works at this site included large external ID brand signs featuring internally illuminated LED lettering and the now familiar Nike 'swoosh' first registered with the U.S. Patent and Trademark office in January 1974.



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

Hansign use Metamark MD5-B to create unique graphics for GAME Swansea

Computer games share quite a few similarities with movies. The budgets for production can be just as impressive, as can the roster of stars drafted in to assume character roles. The "box-office" a game accomplishes can gross numbers just as big as a Hollywood production movie too.

Like movies, games are widely anticipated by the franchise's fan-base and equally elaborate pre-launch marketing and publicity are engaged.

One of the most anticipated game titles in recent history follows in the footsteps of an already very successful franchise from the Visceral stable via publisher Electronic Arts. *Dead Space 3* is sure to register just as big an impact at its

previous versions.

Looking to get things off with a bang in its UK market, EA threw out a challenge to the GAME network of stores to see who could dream up the best launch plan. GAME's Swansea branch evidently impressed with its effort and was handed the victory.

Part of the plan involved cladding the front of the store in printed graphics dripping with elements of *Dead Space 3*'s edgy game-play. It didn't take long, before the unusual job found a company able to do it, and able to do it at the odd ends of the clock that the early morning launch event would demand. Enter Swansea based Hansign.

The graphics were designed so as to totally obscure the shop's interior and the event inside, so Hansign elected to use Metamark MD5-B for the job. MD5-B has an opacifying inclusion in its adhesive and so resists show-through from strong coloured substrates, muzzle flashes, and nuclear space weapon detonations. Ideal then, for launching *Dead Space 3* in style.

Hansign printed the graphics and installed them as needed before midnight on the eve of the game's launch. Job done. Looking good.

The next morning, all of *Dead Space 3*'s local and no-so-local fandom descended on GAME in Swansea, Hansign's beautifully printed graphics were ripped off the shop and *Dead Space 3* began racking up the sales in the midst of the colourful launch cast and excitement.

Not the longest lasting of jobs that Hansign has ever produced, but a great example of extending POS outside retail premises and in turning an event, into an EVENT. Hansign is available for similar engagements having dealt with Necromorph hoards and levelled up.

For more information please call 01483 571111 or visit the website www.metamark.co.uk



Vista System's eye catching illuminated double sided pylon installed veterinary centre in Australia

Vista System International, a world leader in Modular Curved Frame Technology (MCFT), recently supplied its eye catching Illuminated Double Sided Pylon to 'Signarama Adelaide CBD & Norwood' for installation at Adelaide Veterinary Specialist & Referral Centre, a Leading veterinary centre located in Adelaide, Australia.

The client was not satisfied with the existing pylon in front of the practice as it was lacking in design and was not prominent enough as a central way finding

sign should be. The sign professionals at "Signarama Adelaide CBD & Norwood" decided that Vista System's prominent double sided illuminated pylon would be perfectly suitable for this project. The client accepted the solution offered to him as he was impressed with the sleek and modern design and with the very competitive price.

For further information, please call 0800 404 9151 or visit the website www.vistasystem.co.uk



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HEIGHT	SINGLE-SIDE	DOUBLE-SIDE
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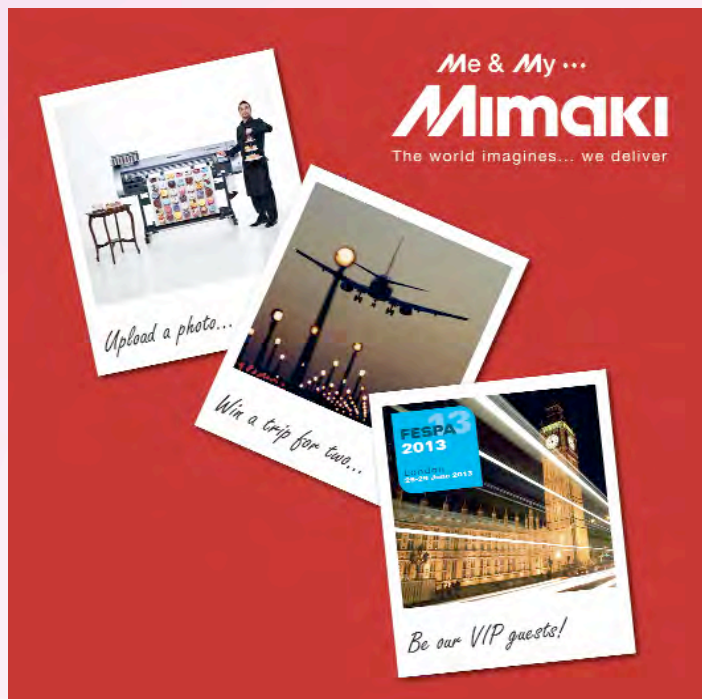


Mimaki's FESPA Fun

Mimaki, a leading manufacturer of wide-format inkjet printers, has announced its FESPA 2013 plans with the launch of a fun, customer-based website MyMimaki.com and a photo competition. The show at London's ExCel runs from June 25th to 29th and Mimaki can be found on stand J5S.

To celebrate the unveiling of MyMimaki.com website, its customers are being asked to get creative for a photo competition by uploading fun images of their Mimaki systems. Dubbed as the "Me & My Mimaki Photo Contest", the competition offers a prize package worth more than €5,000.

"We wanted to use the platform of FESPA to highlight the very exciting results achievable on our portfolio of systems and help customers celebrate the capabilities possible, which is why we have launched MyMimaki.com," says Mike Horsten, Marketing Manager of Mimaki EMEA.



"Our solutions help customers be as responsive and proactive as possible but it is their energy and creativity that is vital to ensuring their long-term success."

can be found at by calling 01270 501 900 or visiting www.hybridservices.co.uk. For the fun new website, visit www.mymimaki.com

The emphasis on the fun is continued with the Mimaki-sponsored FESPA Wrap Cup Masters Series and the photo competition's winner being flown to London with two sought-after VIP tickets to FESPA, paid on-site transportation, as well as FESPA gala invites.

A creative mix

Promoting a mix of innovative technologies with social networking, Mimaki's booth will feature its strong product portfolio, with latex/eco corner, innovative UV printing solutions, creative samples, and an "aquarium" where creative young students will show visitors job concept/design to realisation.

More details about Mimaki products, including those featured at the show

GPT announces sole distribution of a new flatbed lamination applicator: LamiDesk

Graphics Printing Technologies (GPT) announced it has been appointed the sole UK distributor for the new LamiDesk range of industrial Flatbed lamination applicator machines.

Commercial print providers are under pressure to deliver increasing volumes of high quality flat sheet laminated materials, while increasing productivity and reducing operational costs.

The LamiDesk range delivers robust, reliable, low cost, low maintenance, and high quality flatbed lamination, with its intelligent designed to handle growing volumes. Sizes of 1.6mtr width by 3.5mtr and 4.5mtr length (LamiDesk 3016 & 4016), the options allow you to create the machine to suit your requirements. Options include uniquely an electrically driven roller to transit the bed (with footswitch control), LED bed illumina-

tion, and clear over-cutting mat.

LamiDesk addresses these market challenges. Owners can choose to either run lamination automatically with its unique motor drive and foot control to make it a true single person operation, or manually, at just the touch of a button. With the lack of a cumbersome "over table" gantry like some of the others out there, the ease and speed of use is one of its key benefits.

Stuart Cole at GPT says: "We are extremely impressed with the superior construction, quality, reliability, and cost point of this new commercial flatbed laminator. With the improved productivity offered by the inbuilt motor feature of LamiDesk, our customers will be able to easily handle growing volumes of lamination and short turnaround times while meeting business growth goals."

He continues: "This is a market that has traditionally been dominated by one or two major players. However, we believe the LamiDesk offers some unique benefits, build quality and value for money. They are the perfect accompaniment to our extensive range of printers and we invite people to come and see the machine in action at Sign and Digital UK."

The products are available in the UK exclusively from GPT. Prices start from £7,995 for the LamiDesk Easy 3016. Other models in the range including the LamiDesk Easy 4016, LamiDesk Power 3016 and the LamiDesk Power 4016.

To find out more about LamiDesk Power 316, please call 01189 294429 or visit www.g-p-t.co.uk

New partnership to support armed forces community and promote business growth

Three of the UK's leading signage manufacturers have formed a new alliance to support the re-training of the Armed Forces Community, whilst bolstering their own businesses.

The partnership between Gateshead-based manufacturer, Astley, Elite Graphics UK who operates from Wrexham and Kent-based charity and social enterprise Royal British Legion Industries (RBLI) saw their new alliance witnessed by Ian Mearns MP for Gateshead. The agreement not only sees the organisations offer a wider range of products to their customers, it also confirms their support of the Armed Forces Community.

Within the business partnership, Astley and Elite Graphics UK pledge to sponsor a local veteran onto RBLI's LifeWorks course and provide them with paid work experience. This will be of particular help for those from the Armed Forces who have never worked in mainstream employment and do not have civilian employment references. The Partnership will enable the individuals to gain valuable skills and experience in the manufacturing sector.

The signing of the agreement marks a new era for the three organisations as David

Forrester, Sales Director, Astley explains: "This is an exciting opportunity for Astley to work in partnership with like minded businesses whilst supporting the work of the RBLI. By combining our skills we can provide a broader offer to existing clients and look

at alternative routes to market which will enable us to see real results by supporting veterans."

For more information please call 01622 795900 or visit www.rbli.co.uk



The alliance agreement is signed witnessed by (L-R) David Forrester from Astley, Steve Sherry CMG OBE from RBLI, Ian Mearns MP and Lisa Godfrey from Elite Graphics UK

Robert Horne Group partners with UK Sign Group (UKSG) to provide vehicle wrapping training courses

Robert Horne Group, part of international merchant group PaperlinX, has partnered with UK Sign Group (UKSG) to provide customers with access to independent, vehicle wrapping training courses.

The courses are conducted on a specially customised articulated lorry, that's been kitted out to include vinyl application facilities, a six-man lecture room complete with computers and a plasma TV that's used for training. And, with a comprehensive schedule of courses across the UK in place; customers can elect to attend the one or two-day programmes at a venue that's local to them.

UKSG training is wholly independent and is endorsed by the British Sign and Graphics Association, Avery and Orafol.

The courses on offer include a two-day Vehicle Wrap Training course, suitable for people who can already apply vinyl to a reasonable standard and want to take it further and learn to wrap. The course takes delegates through the full process of wrapping a vehicle step-by-step and uses two of the best brands of vinyl available in the industry - Orafol and Avery.

There's also a one day Advanced Vinyl Application course for people confident applying simple graphics but who want to learn about more difficult applications

such as etched glass on windows for example; the day also covers some wrapping techniques.

A one day accreditation programme is also available for delegates. This consists of a wrap assessment exam designed to test knowledge of wrapping and understanding of the media and also includes a hands-on assessment of the vehicle wrapping process. Those passing the accreditation exam, will become part of the UK's first nationally recognised network of elite vinyl application technicians.

For more information please call 01236 604 377 or visit www.rhgtraining.co.uk

Exclusive PSCo hosted event brings retail brands, the AV Channel and digital retail solution providers together

PSCo Technical Distribution, a specialist UK-based distributor of innovative display products and services brought together over 400 guests at the exclusive Bulgari Hotel, Knightsbridge to meet solution partners and discuss the future of digital in retail.

Guests included retail experts, end users, content providers and channel partners of PSCo Technical Distribution. "The Art of Digital" was held in association with solution partners PlayNetwork, Intevi, Kin Design, Holition, VIVID, and MediaZest and the entire event was sponsored by Samsung, NEC, Sharp, Panasonic, Harris and omniSHAPES.

Stuart Holmes, CEO of PSCo says: "The whole event was put together to provide an environment that allowed a highly visual industry to see, feel and touch the future of in-store digital solutions and speak with the experts in the field."

He continues: "We brought together in one room a carefully selected array of innovative digital solutions for the retail environment with an audience of brand owners, retailers and content providers invited by our



PSCo Technical Distribution hosted The Art of Digital event at the Bulgari Hotel, London on 26th March 2013 to showcase the latest in-store solutions.

channel partners. The event created the right environment for open discussion and honest engagement between technologists, decision makers, retail innovators, pioneers and industry experts and enabled them to learn from each other's experiences."

Held at the Bulgari Hotel, London on March 26th 2013, The Art of Digital included a technology showcase and a networking event as well as four keynotes from the pioneers and active supporters of the in store digital experience.

PSCo brought to the Bulgari an array of state of the art displays, alongside some very innovative technologies that are just breaking out into the store environment in Europe and the USA. Centrepiece of the technology showcase was an impressive 29 omniSHAPES 24-inch LED DLP Rear Projection Video Wall Display.

Other displays at the event included a brand new to the UK 2x2 60" bezelless plasma videowall display technology which is exclusive to PSCo and a Samsung 75" and a 95" Thin Bezel Edge-lit LED LCD Display along with the New Samsung UD22B LCD tile technology and the 55" UD55A videowall displays in a 1x3 configuration. A large configuration of both the NEC Ultra-narrow Bezel 46" and 55" Direct-lit LED LCD Video Wall Displays as well as a 3x1 Sharp PN-V602 60-inch High Brightness Super-Thin Bezel Direct-lit LED LCD Video Wall, the New Sharp 90" LCD display along with the 40" double sided display also from Sharp.

For more information please call 0870 240 8484 or visit www.pscoco.uk

Inca Digital wins Queen's award for enterprise

Cambridge-based Inca Digital, a leading manufacturer of large format inkjet printers, has been awarded the Queen's Award for Enterprise for International Trade – in recognition of its substantial success in overseas earnings and outstanding performance in international trading. The Awards are UK's highest accolade for business success and recognise companies which have achieved outstanding results.

Inca manufactures the innovative Inca Onset series of UV flatbed inkjet printers which are used worldwide to produce wide format display graphics. Since its foundation in 2000, Inca has steadily expanded its facility in Cambridge to meet global demand for its printers. The move to a new 6,000 m² facility last year brought the manufacturing process under one roof and increased its overall capacity with scope for future growth. Inca's focus on technical innovation has allowed the company to bring a new product to market every 18-24 months.

The success of the Onset series worldwide has raised the quality bar in digitally printed graphics and has demonstrated the considerable demand for fast turnaround,

quality display graphics on a wide range of materials and at a competitive price.

The USA has consistently been Inca's largest overseas market, but over the last five years, several new and important overseas markets have been established. Brazil, Germany and Canada have seen significant growth (150% in Brazil since 2007) and the company has also had success in Eastern Europe, particularly in Poland and the Czech Republic. Other new overseas markets include South Africa, Dubai, Morocco, Nigeria, Saudi Arabia, Belgium and Korea. Inca has developed a strong international distribution base thanks to the strength of its main distribution partner, Fujifilm. Today Inca printers are installed in 34 countries.

Commenting on the award John Mills, Inca CEO, says: "We are immensely proud to have won this prestigious Award which recognises the enor-

mous effort and commitment of the entire Inca team. Although the market is highly competitive and trading conditions have been tight over the last five years, we have maintained a strategy of developing high-performance wide format printers that are in demand around the world."

For more information please call 01223 577800 or visit www.incadigital.com



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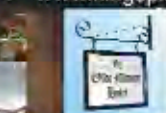
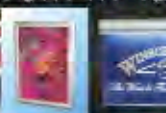
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Tider Sign extends its reach to UK market

Tider Sign, the Netherlands - based company, specialising in supplying a complete product assortment to the sign market, is making its products available to the UK market.

Since its founding in 2006 by Sophie Jiang, Director of Tider who set up the business by importing PVC products from China. In the seven years that followed, Tider has successfully made its mark by supplying consistent quality with affordable pricing.

At present, Tider covers the Netherlands, Belgium and Germany. Director Sophie Jiang continues to remain true to her original belief that there are excellent opportunities to be made for trading in the British market.

Tider offers a complete range of quality products. These include:

- **PVC Banner: Frontlit, Blockout, Backlit and Mesh**
- **100% recyclable PE Banners**
- **Displays: Rollups available in many sizes and types, Pop-up, Counters, Magazine Racks, Beach Flags, Wind Flags, Snap Frames, Textile Frames, Textile Profile and LED Light Boxes**
- **Inkjet Media: Self-Adhesive Vinyl, Transparent Vinyl, One Way Vision, Stay-Flat, PVC Film, PET Film etc.**
- **Tube Clamps and Aluminium Tubes**
- **Accessories: Halogen, LED Spots etc.**



Tider Sign Director, Sophie Jiang hopes to make an impact in the UK market.

The Tider team is based both in the Netherlands and in China. A number of people work directly for the company in China and direct contact is the key.

The Chinese end of the business discovers and selects new products for the market and monitors quality control at source. It also offers the company the necessary administrative support.

Tider's newly developed PE banner, for outdoor use deserves some special comment. This product is a 100% recyclable polyethylene. It is very strong and durable, weighing only 170 grams and it has a matt finish. It is suitable for UV and Latex.

Another new product Tider is bringing to the UK is the Waveline display series. This is a frame of aluminium tubes that can be easily put together, and when assembled the frame is totally concealed by a textile cover.

Because the frame is so light in weight, it is perfectly suitable for transport to exhibitions. It comes complete with its own bag. A printed and finished cover can be delivered to your UK address directly from China within approximately 6 working days.

Tider offers a complete line of Rollup Displays. Its attractive economy line of Roll-up displays satisfies the needs of the market place. In the medium price segment, there are 6 models available and 5 luxury models are sold under the brand Signtific.

At your request, Tider can fulfill your special orders: new product searches, custom made products and container orders. Containers can be shipped directly from China to your location and will take approximately 30 days. In urgent cases, some products can even be sent through DHL or UPS.

To know more about Tider, please visit www.tidersign.com





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3mm	0.70	1.10	2.03	2.74	4.00	5.50	6.31	7.25	8.02	9.19	10.66	14.76	21.63	30.34	38.32	42.28
5mm	1.19	1.80	3.00	4.77	6.79	7.88	9.13	11.02	12.40	13.65	15.03	20.95	25.24	33.32	45.85	58.43
10mm	2.34	2.92	5.84	9.30	11.69	14.95	17.55	20.87	23.45	25.73	29.28	40.50	49.44	54.56	84.98	107.82

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	0.72	1.00	1.39	2.13	2.70	3.48	3.83	4.81	5.09	6.14	7.06	9.02	12.88	15.45	17.51	19.00
5mm	1.06	1.74	2.34	3.14	4.52	5.12	5.75	6.53	7.10	8.62	9.38	12.68	17.00	21.12	25.24	26.50
10mm	1.47	3.07	4.38	6.40	8.10	9.11	10.79	12.90	14.84	17.20	19.62	25.69	35.02	41.42	47.38	49.95
19mm	3.20	4.22	7.45	9.70	13.65	14.26	16.68	18.42	20.71	22.94	24.98	30.20	47.38	55.11	61.80	67.90

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	1.69	2.34	4.02	5.57	7.00	7.83	9.25	11.26	13.80	15.47	17.00	20.98	24.10	28.10	36.00	50.59
Mirror	2.38	4.86	6.79	9.32	13.77	14.83	17.31	19.70	23.13	25.00	28.12	34.94	36.10	41.50	51.00	82.21
Brushed	1.96	3.28	4.39	6.12	8.83	9.85	11.15	13.16	15.28	16.77	19.08	23.61	26.10	31.50	39.00	56.92

MILL FINISH ALUMINIUM (Comes in its raw form ready for coating)

no minimum order

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	700mm
2mm	2.88	3.68	4.38	5.56	6.18	6.95	7.73	9.01	10.04	11.07	12.10	15.19	18.28	23.43	30.64	41.97
3mm	2.85	3.56	4.40	5.46	6.07	6.96	7.86	9.10	10.27	11.72	13.26	17.34	20.77	26.40	35.06	56.65
5mm	3.36	4.20	5.20	6.44	7.17	8.22	9.26	10.74	12.40	14.25	16.00	21.00	24.64	31.23	41.36	63.86

EXTERIOR MDF

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
5mm	0.36	0.82	1.18	1.60	2.40	2.55	2.95	3.70	4.27	5.09	6.60	9.30	10.70	12.10	14.20	43.16
12mm	0.88	1.52	1.88	2.76	3.85	4.52	5.30	6.12	7.29	9.12	10.00	11.60	13.70	16.80	18.82	57.23
18mm	1.55	2.40	2.91	4.00	4.95	6.05	7.50	8.40	10.60	12.10	14.50	16.60	20.21	21.80	28.50	85.36

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Height	152mm	203mm	254mm	305mm	380mm	457mm	610mm
Colours*	4.45	6.98	10.92	17.40	16.40	20.80	34.90

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Sun Chemical's streamline Inkjet inks meet growing market demand

Sun Chemical is meeting the growing demand for reliable aftermarket inks with similar or better quality than OEM inks with its Streamline ESL HPQ and Streamline Ultima HPQ inks.

The new additions to the Streamline range, which provide high print head reliability and print quality, launched in July 2012 addressed the need for reliable aftermarket inks and consequently have shown a significant uptake in sales leads.

Designed specifically for use in wide format printers which use high-quality solvent based inks, the ranges were introduced following extensive customer feedback. In the highly competitive and rapidly moving industry, customer demand is changing on a regular basis and Sun Chemical's R+D team is continuously making improvements to product performance to ensure these demands are met.

Paul Smith, Managing Director, Print-Big comments: "I was nervous at first about

using a third party ink as we'd tried one from another supplier previously on another machine and it didn't work out very well. However, as Sun Chemical is a well-known brand, when we were approached by a distributor and ran a couple of tests we decided to try out the Streamline Ultima HPQ system.

"Since we've been using the Streamline system, we've gone through a few litres and haven't seen any signs of change from the OEM inks. Previously 60-65% of our work was done with UV inks; now with the Sun Chemical system I'd say 60-70% of the work is with solvent inks because of the cost savings. Whilst using Streamline we've noticed that the adhesion is slightly better than the OEM ink and the drying time is shorter. The benefit to us is that there's no difference in the quality between the third-party inks and OEM, therefore we're getting the same quality for half the price."

Tony Cox, Business Manager for Digital Aftermarket, at Sun Chemical, comments:



Tony Cox, Business Manager for Digital Aftermarket, Sun Chemical.

"It's great to see the Streamline ranges meeting the increasing demand of the print market. Both ranges were designed for the highest print quality and to meet the needs of this expanding market. To see the amount of new leads and positive customer service is a great result."

Sun Chemical will show further improvements to the Streamline range at FESPA in June 2013 on stand B20N.

For more information please call 0203 139 0000 or visit www.sunchemical.com

Fujifilm set to wow visitors with retail-inspired stand at FESPA 2013

Fujifilm's eye-catching and vibrant stand (F10S) will attract visitors the moment they arrive at FESPA 2013 (London, June 25th - 29th). Highlighting the importance of print applications, the stand will create the impression of a high quality retail space, showcasing exceptional print in the type of environment it is designed for.

As a key supplier to the wide format industry, with a long heritage and unparalleled expertise in ink manufacture for large format print, Fujifilm will use the show to demonstrate a wide variety of solutions for print service providers of all, sizes highlighting the

versatility of its products and technologies and how each one has developed year on year in terms of productivity and quality.

Fujifilm will also demonstrate how the company's advanced suite of XMF workflow products has played a crucial part in this evolution, keeping print production processes as efficient and cost-effective as possible.

Ultra high quality print production will be visible in every area of the stand, as different applications and machine capabilities are highlighted in respective zones. These zones will range from those featuring the high-end, flatbed devices of the Inca Onset series of

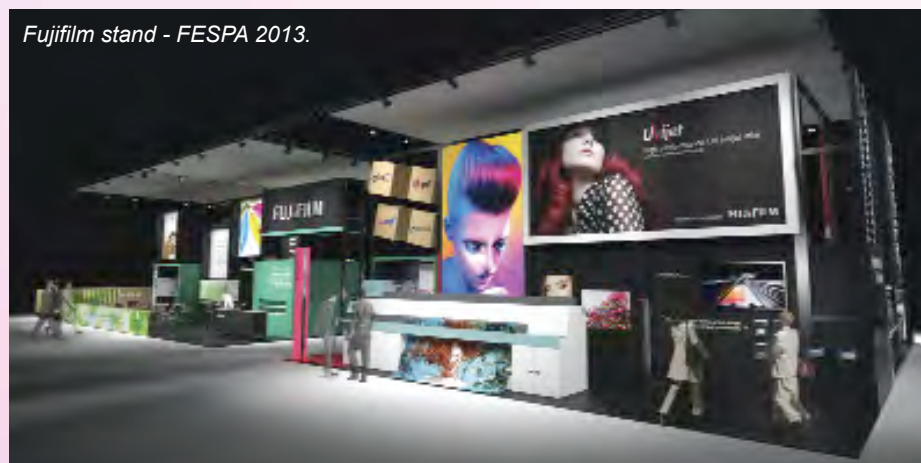
printers, through the first showing of Fujifilm's five metre version of the Uvistar Pro8 roll fed device, to a range of the company's well known models in the Acuity family, all with relevant application examples. A number of brand new products will also be revealed at the shows, which are set to provide some exciting new developments for users.

Managing colour across wide format devices is also increasingly important, and to show how easy this can be, Fujifilm will be demonstrating its recently launched colour management solution, XMF ColorPath, in action through all areas of the stand. Both workflow and colour management systems have become well established in many commercial print premises in recent years.

XMF ColorPath allows full colour control of wide format devices to ensure consistent colour output, independent of the print device, and being a hosted system means printers can save money (by eliminating the need for installing software on many machines), as it can be controlled from any web browser, with the reassurance that every device connected to the system is using the exact same system and tools for managing colour.

"We are excited to be able to welcome visitors to a very different-looking Fujifilm stand at FESPA in London," continues Keith. "We are confident they will walk away understanding the endless array of high quality applications that are possible today, all efficiently produced and colour-matched using the technology and expertise we can offer them."

For more information please visit www.fujifilm.eu





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Crystal Display signs agreement with Korean commercial LCD Interface Card specialist Estecom

Crystal Display Systems (CDS) has signed a master Distribution agreement for the UK with the high quality Specialist Korean Interface card manufacturer to add value to its Display Monitors and touch screen products for the Retail and commercial sectors to give them better long term quality and availability.

CDS' European coverage combined with the quality and reliability as well as long term availability of the Estecom products creates an excellent partnership for clients that are looking for cost effective high quality solutions for Retail, industrial and commercial applications.

Estecom is an innovator and developer of high quality Analogue to Digital (A/D) converter interface cards including custom cabling and software / bios. These high quality cards are for use globally. Crystal Displays implement these into many of their products for many applications.

Crystal Displays' Managing Director comments: "We have many years experience in commercial and Retail digital Displays and have taken time to find the best partner who can meet and exceed our technical and long term reliability requirements and Estecom is definitely that partner. We have a strong relationship with Estecom and the founder and owner to

optimise the support for our customers globally. We like to say that this is the best technology you do not see!"

Crystal Displays is a displays specialist focusing on and developing Display based solutions including Touchscreens, video

walls, custom solutions, transparent Displays, open frame monitors for Point Of Sale, as well as a number of unique products.

For more information please call 01634 292025 or visit www.crystal-display.com



Shuttleworth demonstrates its commitment to helping customers get the most out of their MIS with a new series of live webinars

Shuttleworth, the leading supplier of Management Information Systems to the print and packaging industry, is keeping its customers up-to-date with the latest developments with a series of free webinars to be held throughout 2013.

Customers can view a live demonstration to see how they can improve business performance. Dawn Safford at Shuttleworth put the new programme together comments: "The webinars are an ideal way for customers to increase their knowledge of the Shuttleworth MIS without having to leave the office. It is all part of our strategy to help our customers improve

their businesses through better use of MIS technology."

The webinar schedule for 2013 includes two new topics:

- **How to Keep your Database Tidy**
- **How to setup Events and Filters - for the Sales and Customer Service**

Steve Law, Sales Executive and several of his colleagues at Platinum Print based in Harrogate, North Yorkshire joined the new webinar and explains: "We found the topics interesting and informative. We have already implemented

improvements to our Shuttleworth MIS. We have added colours to our Event Priorities which has immediately improved the visibility on the Event Selectors making it easier to identify various Events. It's the small changes that make all the difference and Webinars are an excellent way to increase your knowledge and keep up to date with the latest developments."

The webinars are FREE for customers to attend and each topic takes around 30 minutes. For further information contact Dawn Safford at Shuttleworth on 01536 316 316 or visit www.shuttleworth-uk.co.uk

Burnham Signs rises again

Stocksigns has announced the re-introduction of the Burnham Signs brand. Stocksigns took ownership of the well established vitreous enamel manufacturer in 2004.

Since then the Burnham production facilities have moved to the main Redhill premises, taking the opportunity to modernise and streamline the Vitreous enamel process. Many of Stocksigns quality procedures and business practices have been adopted bringing the Burnham business completely up to date.

However even after trading under the Stocksigns banner since their acquisition, the Burnham name has refused to be forgotten. 177 years of Vitreous Enamel sign making has stuck hard in the minds of many that have worked with Burnham signs. The decision to reinstate the Burnham brand is also partly due to a wider project Stocksigns is undertaking, to add clarity to their signage offering.

There is no-one currently serving the signage market that has the expertise and breadth of capabilities that

Stocksigns has to offer. However, the Stocksigns umbrella name has lead to some confusion in the marketplace, with the mistaken belief that Stocksigns only manufactures and 'stocks' signs. The decision to publically promote the different business streams, used internally within Stocksigns to serve the signage market, will help clearly define the service range they provide.

Julian Rowlandson, Sales & Marketing Director comments: "The Burnham Signs name is the natural choice for the Vitreous Enamel division, a well known and trusted name, synonymous with the Rail and other industries within VE. Burnham Signs is the archetypal 'phoenix rising from the flames' and will add strength to the Stocksigns' Group signage armoury."

Other business streams within the Stocksigns Group include:

- **Stocksigns & Stocksigns Trade**
- over 30,000 health & safety and general signs available for next day delivery.
- **First Call Signs – print on demand**

temporary signage for the construction and events industry

- **Garnier – vintage style vitreous enamel sign plates, gifts and souvenirs**
- **Messagemaker Display – LED signs, programmable moving messages**
- **Projectsigns- specialist project management services, including survey, design, manufacture and installation**

Using the company's experience to maximise the skill sets in each division, has allowed Stocksigns to become leaders in the signage market. Supplying architects, sign trade, catalogue retailers and design agencies as well as the end user.

The company's approach has lead to Stocksigns' success in niche sectors such as the rail and transport industry, the care home market, education and municipal services, parks and open spaces.

To find out more about the Stocksigns Group including the Burnham signs brand please call 01737 764 764 or visit www.stocksigns.co.uk



Sales & Marketing Director, Julian Rowlandson at Sign & Digital 2013.

MANCHESTER *Sign makers*

As part of our ongoing features to highlight the companies that have changed the landscape of the sign industry, we have turned our attention to Manchester signmakers.

Family ties

Seymour Sign and Print are a family business, with over 25 years' experience in the design and printing industry.

Seymour Sign and Print was formed in late 2010, after taking over the large format printing and signage business Signworks Northwest from a family member. Seymour Sign and Print has established itself as a high quality, reliable large format print provider, with many trusted clients across the United Kingdom.

April 2012 saw Seymour Sign and Print move from the retail shop on Seymour Grove, Old Trafford, to more spacious and usable industrial unit in Salford Quays, where today they continue to provide high quality and reliable large format print to trade and retail customers, along with installing energetic vehicle graphics from their dedicated installation bay.

Originally running a small 2 colour litho press, then investing in a vinyl plotter, producing banners & boards, then more recently investing in a full colour large format printer.

In April 2012, the decision was made to relocate to an industrial unit in Salford Quays. Not only providing a much larger work environment, but the ability to install vehicle graphics indoors.

Seymour Sign and Print supplies to a number of design agencies, commercial printers and sign companies; providing a trade service.



The majority of their clients are located within the North West, ranging from local sole traders to international companies.

The majority of the companies work consists of Large Format Printing, whether it's an outdoor banner for a church, or 500 shelf strips.

The company enjoy the variety of work, and the challenge of managing the workflow to ensure customers deadlines are fulfilled, to the highest standards.

There are a number of large format print suppliers, with some impressive online prices, and find the reason customers come to them is because of the service and quality they offer. The company are constantly striving to meet customers' demands, whether it's budget, deadlines or specification.

The recession has made customers, in particular end users, much more price conscious. The company have sourced new and negotiated with existing suppliers, to ensure they can provide satisfactory quality, at an affordable price whilst maintaining margins. While at the same time are maximising their Customer Relations software to enable the company to target marketing material to existing, and prospective customers.

Following a recent merger, the company are enjoying a successful 2013, with the ability to provide a comprehensive digital print service, as well as a team of experienced graphic designers. If that wasn't enough, they also have a vehicle wrapping course booked in the near future, which should see the company maximise their facilities.

For more information please call 0161 925 0581 or visit the website www.seymoursignandprint.co.uk



Signs Express reach for the 'Sky'

Signs Express (Manchester) is run by Lee & Geoff Eaton (father and son) and has been established since 1995.

They have grown consistently over the years and won some high profile contracts, most notably the Sky Pro Cycling and British Cycling Team graphics which sees them travel with the team to various European destinations on tour during the cycling season.

Their production centre is based in Trafford Park, and boasts a rolls roller and digital printer.

Another key client is Bruntwood, office management and property company, who Signs Express has worked with for over 10 years.

For more information please call 0161
865 0200 or visit www.signsexpress.co.uk



Above and below: Examples of work completed for Sky Pro Cycling – Tour de France in 2012 and 2011



Lee Eaton receiving a special achievement award from Operations Director Peter Sayles (Left) and former Olympic swimmer Mark Foster (Right) at the Signs Express convention.



Spectron LED lights the way

Originally a sign manufacturer, Ivan set up the company as a sign supplier in 1978, with a manufacturing unit in Salford and an office in Manchester's Chinatown area. With over 30 years' experience at producing signs the company was changed to Spectron LED, a supplier of LEDs in 2007.

Operating solely from their office/showroom the company are currently looking for larger premises so they can combine the warehouse and showroom, supplying trade only.

The company's customer base consists of national companies, as well as European, African and UAE based clients.

Typical customers range from: sign makers, exhibition designers, shop fitters, electrical contractors, retail, to theatre, design consultants and more.

Their mission statement is: 'Offering effective and attractive illumination of products or signage, and general lighting'. At present the company's 'bread and butter' is LED modules and drivers.

According to Ivan from Spectron LED: "With Mainland China desperate to sell ex-

ports, even in small quantities, the market is flooded with LEDs and when there are few jobs to go around everybody wants to be a trade supplier. However, the thing about LEDs is that a lay person or expert can't tell the quality of a LED chip by looking at it, or by how bright it is.

"You have to consider the power consumption, colour rendering, lumen efficacy etc. A lot of people think brightest is best. For these suppliers the manufacturer will increase the power of the component, which will increase the brightness, but it will also shorten the lifetime of the LED and may damage the component. It will also cost your client more in terms of energy consumption. It's about balance.

.....Continued pn page 88



MANCHESTER *Sign makers*

Spectron LED lights the way



LUMENLINEAR-X LED trough light
by spectron

We work closely with our manufacturers and actually develop our products to produce efficient LEDs that give good colour rendering, bright light and are efficient. In a lot of cases where our client is using a lot of LEDs, we will actually reduce the brightness of the LEDs and reduce the power to save them money on running cost and increase the life expectancy of the LED. In answer to the question, is there anything similar on the market? Yes, hundreds. Are they as good? Not many."

The company have recently invested a lot into redeveloping their LED trough light. It will be launched soon and is a do-it-yourself system that requires no weather seal, therefore cutting out the problem of water ingress and mould. They are also developing our own unique high power LED modules with different beam angles. These can be used with our trough light, channel letters and architectural lighting.

For more information please call 0161 236 8868 or visit the website www.ledsignsandlighting.co.uk

The rise of Sign and Display

Sign and Display was launched by Joe Faulkner in 1988, and was first based in an old derelict back street boiler house in Stockport.

After a few years Joe decided to move 5 miles away to a rented shop for more passing trade in Chorlton, Manchester, where he has remained for the last 19 years.

The company comprises of 3 full time employees, which was reduced from 5, due to the recession – Sign and Display also hire a variety of sub-contractors when required.

Rarely supplying to trade, almost 99% of the business is targeted directly towards the end user. Most of their customers are North West based, but over the last two years Joe and his team have had to travel



nationwide to install work and recently produced work via internet enquiry from a company in LA and Holland.

The company's wide client base consists of education housing trusts and property lettings sectors, providing POS (Point of Sale), banners and external signage.

According to Joe: "The most challenging part is keeping the customer satisfied, going that extra mile and not being complacent, there is always another company ready to grab your clients if you slip up in any way."

The company have recently seen a massive increase in the production and installation of bespoke wallpaper.

"Wallpaper is everywhere but we produce one off personal installations which has proved a winner. We produce everything we sell in house. If we don't do it ourselves,

we don't sell it. That way there is less chance of problems," says Joe.

Most recently the company invested in Roland 640 and 540 print and cut machines, and are shortly investing in a Roland Soljet Pro4 XF 640 Printer.

Staying ahead of the competition can be a difficult thing, but offering them extra value added services and promotions to retain loyal customers: "Loyalty discounts seem to work for us. The more you spend the bigger the discount you receive. I've seen a few recessions in my time in business; the trick is to watch what you spend. It might all go wrong one day," Joe adds.

For more information please call 0161 861 7311 or visit www.signanddisplay.co.uk

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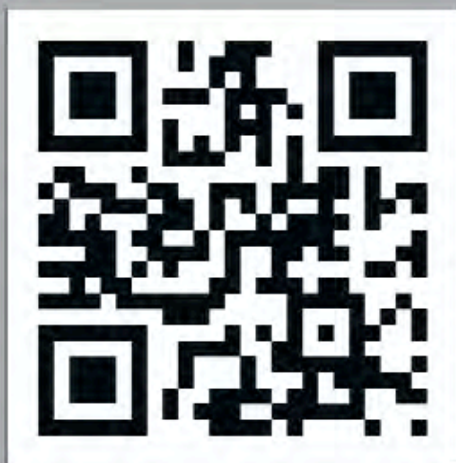


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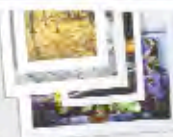
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ACRYLIC - (BLOCK FONTS) (Respers - includes gold & silver 10mm white, black & clear only)

Height	100mm	150mm	200mm	250mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	700mm	750mm	800mm	900mm	1200mm
3mm	£0.70	£1.10	£2.03	£2.74	£4.00	£5.50	£6.31	£7.25	£8.02	£9.19	£10.66	£14.76	£21.63	£30.34	£38.32	£42.28
5mm	£1.39	£1.80	£3.00	£4.77	£6.79	£7.88	£9.13	£11.02	£12.40	£13.65	£15.03	£20.95	£25.24	£33.32	£45.85	£58.43
10mm*	£2.34	£2.92	£5.84	£9.30	£11.69	£14.95	£17.55	£20.87	£23.45	£25.73	£29.28	£40.50	£49.44	£54.56	£84.98	£107.82

FOAM PVC - (BLOCK FONTS) (All Colour Available - 10mm & 19mm available in white only)

Height	100mm	150mm	200mm	250mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	700mm	750mm	800mm	900mm	1200mm
3mm	£0.72	£1.00	£1.39	£2.13	£2.70	£3.48	£3.83	£4.81	£5.09	£6.14	£7.06	£9.02	£12.88	£15.45	£17.51	£19.00
5mm	£1.06	£1.74	£2.34	£3.14	£4.52	£5.12	£5.75	£6.53	£7.10	£8.62	£9.38	£12.68	£17.00	£21.12	£25.24	£26.50
10mm*	£1.47	£3.07	£4.38	£6.40	£8.10	£9.11	£10.79	£12.90	£14.84	£17.20	£19.62	£25.69	£35.02	£41.42	£47.38	£49.95
19mm*	£3.20	£4.22	£7.45	£9.70	£13.65	£14.26	£16.68	£18.42	£20.71	£22.94	£24.98	£30.20	£47.38	£55.11	£61.80	£67.90

MILL FINISH ALUMINIUM (Raw finish ready for painting)

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	700mm
2mm	£2.88	£3.68	£4.38	£5.56	£6.18	£6.95	£7.73	£9.01	£10.04	£11.07	£12.10	£15.19	£18.28	£23.43	£30.64	£41.97
3mm	£2.85	£3.56	£4.40	£5.46	£6.07	£6.96	£7.86	£9.10	£10.27	£11.72	£13.26	£17.34	£20.77	£26.40	£35.06	£56.65
5mm	£3.36	£4.20	£5.20	£6.44	£7.17	£8.22	£9.26	£10.74	£12.40	£14.25	£16.00	£21.00	£24.64	£31.23	£41.36	£63.86

EXTERIOR MDF

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
5mm	£0.36	£0.82	£1.18	£1.60	£2.40	£2.55	£2.95	£3.70	£4.27	£5.09	£6.60	£9.30	£10.70	£12.10	£14.20	£43.16
12mm	£0.88	£1.52	£1.88	£2.76	£3.85	£4.52	£5.30	£6.12	£7.29	£9.12	£10.00	£11.60	£13.70	£16.80	£18.82	£57.23
18mm	£1.55	£2.40	£2.91	£4.00	£4.95	£6.05	£7.50	£8.40	£10.60	£12.10	£14.50	£16.60	£20.21	£21.80	£28.50	£85.36

* CONTACT US FOR NON STANDARD BLOCK FONT QUOTES & FLAME POLISHING - ALL PRICES EXCLUDE VAT & DELIVERY

FROM **£0.36**

STANDARD WHITE TRAYS

SIZE	COLOUR	RETURN	PRICE
750mm x 1500mm	White	6cm	£60.00
750mm x 3000mm	White	6cm	£80.00
1500mm x 1500mm	White	6cm	£80.00
1220mm x 2500mm	White	6cm	£90.00
1500mm x 3000mm	White	6cm	£120.00

COLOURED TRAYS

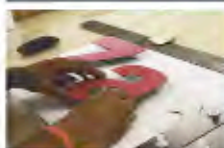
SIZE	COLOUR	RETURN	PRICE
750mm x 1500mm	Below	6cm	£75.00
750mm x 3000mm	Below	6cm	£95.00
1500mm x 1500mm	Below	6cm	£95.00
1220mm x 2500mm	Below	6cm	£105.00
1500mm x 3000mm	Below	6cm	£140.00

*RED *BLUE *YELLOW *GREEN *BLACK *SILVER *BRUSHED

SIGN TRAYS

- * Available flat packed in kit form or fully assembled
- * Contact us for larger size multiple pan trays

Aluminium composite (Dibond) trays * Precision cut on XYZ 6010 CNC *



- * All standard trays come undecorated
- * We can flood coat sheets with vinyl to match most colours prior to cutting
- * Fret cutting additional 20%
- * Larger tray returns available - Please ask
- * Sent flat pack throughout mainland UK with full assembly instructions

FROM **£60**

* non standard delivery item

ROLLER BANNERS

POSTERS

BACKLITS

WIND FLAGS

EXHIBITION & POS DISPLAYS

STICKERS

PRINT & CUT

CNC ROUTING


PVC BANNERS

MOUNTING LAMINATING

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ROLLER BANNERS

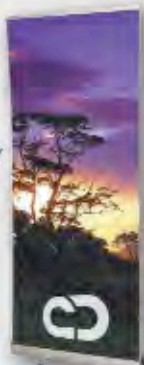
1 BUDGET ROLLER BANNER

BUDGET

- 800 X 2000MM
- HIGH GRADE PLASTIC BASE
- PHOTO QUALITY PRINT
- INCLUDES CARRY BAG
- 48HR UK MAINLAND DELIVERY



£25 EACH



2 PREMIUM ROLLER BANNER

PREMIUM

- 850 X 2000MM
- ALUMINIUM BASE
- PHOTO QUALITY PRINT
- INCLUDES CARRY BAG
- 48HR UK MAINLAND DELIVERY



Water & UV Resistant

£35 EACH



3 DELUXE ROLLER BANNER

DELUXE

- 850 X 2150MM
- FLAT ALUMINIUM BASE
- PHOTO QUALITY PRINT
- INCLUDES CARRY BAG
- 48HR UK MAINLAND DELIVERY



Water & UV Resistant

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BACKLIT

PVC BANNERS

48HR UK MAINLAND DELIVERY



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- 440 GSM BANNER
- WATER & UV RESISTANT
- 48HR UK MAINLAND DELIVERY

£8/SQM

MESH BANNERS

£10/SQM

DOUBLE SIDED BANNERS

£31/SQM

PVC POSTERS

£15/SQM

SELF-ADHESIVE VINYL

48HR UK MAINLAND DELIVERY



£9/SQM

- UPTO 1500mm WIDE
- 3-5 YR SHORT TERM VINYL

PRINT & CUT STICKERS

£20/SQM

ADHESIVE FRONT WINDOW STICKERS

£24/SQM

SELF ADH VINYL CLEAR

£10/SQM

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£15/SQM

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200GSM MATT WALLPAPER
PVC FREE LATEX PRINTING

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£49 2.5M HIGH



QUILL FLAG

FEATHER FLAG

HEIGHT	SINGLE	SIDED	HEIGHT	DOUBLE	SIDED
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3.5m	£69	£89	3.5m	£119	£139
4.5m	£99	£119	4.5m	£159	£179
5.5m	£109	£129	5.5m	£179	£199

INCLUDES PRINT & POLE

£25 WATER BASE	£30 VEHICLE BASE	£25 FLOOR SPIKE	£60 METAL PLATE

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A0 POSTER

£10.50 EACH

A1 POSTER

£5.20 EACH

A2 POSTER

£3.50 EACH

A3 POSTER

£3.50 EACH

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HP LATEX PRINTING

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- CAN BE SUPPLIED IN LARGE SECTIONS AT STANDARD SQM RATE

EXHIBITION DISPLAYS

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£422 EACH

3x4 SINGLE SIDED

£499 EACH

3x3 DOUBLE SIDED

£599 EACH

3x4 DOUBLE SIDED

£699 EACH

PRINTS INCLUDED



- SPOTS LIGHTS INCLUDED
- TRAVEL CASE INCLUDED

ADD PRINT TO TRAVEL CASE FOR £40.00

£8.50 DELIVERY ON ANY OF THESE ITEMS

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All our correx and foamex are printed either direct to substrate or applied with vinyl depending on size of material

£5 CORREX
£22 FOAMEX



• SHEETS 4/5MM, MAX SHEET SIZE 2400 X 1220MM



POS DISPLAYS

- PRINTS INCLUDED
- 48HR DELIVERY

FESPA Preview

Welcome to FESPA 2013: A guided tour

FESPA has created a whole host of show features to guide visitors around FESPA 2013. The show will provide valuable educational content and hands-on features, showcasing innovative real-life examples of print at the ExCeL London exhibition centre, 25-29 June 2013.

Bringing to life the central 'Destination London' campaign theme, visitors will start their business journey at the North hall N1 entrance. FESPA 'airline stewards' will be on hand to help guide visitors around the exhibition floor exploring the many possibilities of print.

Set to land in London for the first time, the Jet Set conference will be held on the show floor on stand B75N. For the duration of the show seminars will address key areas of opportunity for today's Print Service Provider (PSP) including topics on digital textile, digital printing, business building skills and industrial printing.



Speakers already confirmed include Paul Noble - Banner Box, Nick Del Verme - Advanced Digital Textiles, Nick Devine - The Print Coach, Andrew Hodson - Icon-world, Chris Martin - Syntax121 and NooPix Ltd, Melanie Bowles - Chelsea College of Art and Tim Claypole - WCPC, Swansea University.



A short walk across the hall will take you to FESPA Fabric, the show within a show for garment printing and decorating. PSPs considering the opportunities in promotional products should take a stroll through the Promotional Products Business Academy (PPBA). The PPBA is being delivered in partnership with the CTCO and

visitors to the feature will be guided through different zones - Garment and Gift - where they can explore the full array of promotional merchandise on show including: writing and office products, electronics, promotional clothing, fashion, sport and outdoor wear, eco-friendly garments, accessories and headwear.



Travelling through FESPA Fabric, visitors looking for more information and advice on garment applications can enjoy a hands-on experience at the Pilot's Briefing Zone.



Building on the past success of 'Charlie's Corner', this year Charlie Taublieb will be joined by other leaders in the garment community incorporating theory with valuable practical workshops where visitors will design and print their own t-shirts. The workshops will get progressively more technical throughout the week so visitors can experiment with the technology as well as benefitting from expert advice.

Visitors looking to inject their visit with some creativity during their stay at FESPA 2013 will find what they are looking for at the Print Inspiration Runway, located in the North hall. A real showcase of innovative ideas, the



feature will be a real life example of awe-inspiring print. Each piece will be supported by a case study about how it was created and how effective it was for its intended purpose. Visitors looking to find out more will be directed to the exhibitors stand to speak to them directly. Confirmed pieces of print to be displayed include: interior design, garments, printed electronics, outdoor, screen print effects, in store and augmented reality.



Next stop aboard FESPA 2013 is the Creative Corner, the packed programme targeting PSPs, designers, creatives and brand directors aims to showcase what print can do, opening up the relationship between PSPs and end-users. Located on stand Q100N, seminar topics will look at packaging and in store graphics, interiors, outdoor and



extra large format print. Global brands already signed up to the packed seminar programme include, Coca-Cola, TBWA and Heineken.

Travelling down the North hall, visitors can taxi through FESPA's Hall of Fame, which highlights worthy printers from across the world who printers hold up as an inspirational role model.



PSPs can vote for whom they think deserves to be honoured until 7 June 2013. The top five printers and overall winner will be announced at the FESPA Gala Dinner on Thursday 27th June 2013. Winners will be inaugurated into the Hall of Fame on the show floor on Friday 28th June 2013.

Cruising across halls to the South hall will take you to FESPA's characteristic crowd magnet the Wrap Cup Master Series – the grand final. Since the launch of the Wrap Cup Series at FESPA 2010 Munich, the series has enjoyed pit stops at FESPA Americas, FESPA Mexico, FESPA Digital 2011, Digital 2012 and FESPA Brazil 2013, picking up finalists along the way.

At this year's three day event contenders will go head to head on stand S90S against regional winners for the ultimate title of FESPA Global Wrap Cup



Masters Champion. Day one of the show will see the final qualifying heat giving one lucky vehicle wrapper a chance to compete in the grand final. The remaining two days will host the knock out events where the overall Wrap Cup Masters Champion will be crowned on Saturday 29th June 2013.

For more information on any of the show features or for information on FESPA 2013 and to pre-register please visit: www.fespa.com/london

European Sign Expo on track to showcase best of conventional and digital signage

Leading digital signage software provider BroadSign confirmed as Platinum Sponsor European Sign Expo - the dedicated signage event co-located with FESPA 2013 at ExCeL London from 25-27 June 2013 - is progressing positively, with 50% of the available floor space committed as at the end of February 2013. Together, the co-located events will occupy 35000 m² at ExCeL.

BroadSign, the leading global provider of software-as-a-service for digital signage networks, is now confirmed as Platinum Sponsor of European Sign Expo, underlining the scope for the event to showcase how digital signage can be integrated with printed graphics to offer effective communication, branding and marketing solutions for brand owners.

"We are pleased to become the Platinum Sponsor of European Sign Expo in 2013," comments Daniel Parisien, Vice President of Marketing and Strategy at BroadSign. "In the past BroadSign was a large supporter of the integrated event, Screenmedia Expo. Today we are very excited by the wider audience and new opportunities the show will offer us under the stewardship of FESPA."

Other key exhibitors within European

Sign Expo, organised by FESPA in partnership with the European Sign Federation, include iBase, PC Partner, Arch, Elbo Signs, Mid West Displays, Aluvista, Mouse, and Menden Buchstaben.

Managing Director of European Sign Expo Neil Felton says: "When we launched European Sign Expo in mid-December, we set out to enhance the overall value of FESPA for visitors from the sign-making community, to showcase the full spectrum of non-print signage technologies including digital signage. By acquiring Screenmedia Expo, we have increased the proposition of the event to reach a wider audience of retailers, marketers, media and brand owners to explore the latest innovations in visual communications."

During European Sign Expo visitors will be able to take advantage of free high quality educational information through two conference theatres on the exhibition floor. While the Sign Forum will cover conventional signage topics, the Screenmedia Theatre will focus on digital signage and DOOH, exploring the convergence of the channel with social media, design considerations for digital signage, as well as a stream for sign-

makers and printers looking to adopt digital technology.

For more information please call 01737 240 788 or visit the website www.fespa.com/eurosignexpo



FESPA Seminars

Tuesday 25 June 2013

FESPA Flight briefing

10:30am - 11:00am

Location: Jet Set Conference (B75N)

Head of Membership Services, Chris Smith will offer an exploration into FESPA's Profit for purpose programme.

11:00am - 11:30am

Association Showcase

Location: Jet Set Conference (B75N)

Speaker(s): Ludovit Bartos, Slovak Screen-print Association

11:30am - 12:00pm

Association Showcase

Location: Jet Set Conference (B75N)

Speaker(s): Peter Kiddell, FESPA UK Association

12:00pm - 12:30pm

Association Showcase

Location: Jet Set Conference (B75N)

Speaker(s): Ibrahim Demirseren, ARED (Açık hava Reklamcılar Derneği)

12:30pm - 1:00pm

PANEL SESSION: Association

Location: Jet Set Conference (B75N)

Chairman: Chris Smith, FESPA

Speaker(s): Ludovit Bartos, Slovak Screen-print Association
Ibrahim Demirseren, ARED (Açık hava

Reklamcılar Derneği)

Peter Kiddell, FESPA UK Association

Sustainability Conference

2:00pm - 2:30pm

Sustainability

- what does it mean to you?

Location: Jet Set Conference (B75N)

Speaker(s): Clare Taylor

2:30pm - 3:00pm

ISO16759 Calculating the carbon footprint of print media products

Location: Jet Set Conference (B75N)

Speaker(s): Laurel Brunner, Digital Dots Ltd

3:00pm - 3:30pm

Sustainability- Timber

Location: Jet Set Conference (B75N)

Speaker(s): Rachel Butler, Independent Technical Advisor

4:00pm - 4:30pm

Making 'sustainability' work for your business

Location: Jet Set Conference (B75N)

Speaker(s): Paul Noble, Banner Box

4:30pm - 5:00pm

PANEL SESSION:

How to become more efficient

Location: Jet Set Conference (B75N)

Chairman: Chris Smith, FESPA

Speaker(s): Laurel Brunner, Digital Dots Limited

Rachel Butler, Paul Noble, Banner Box

Clare Taylor, Independent Environmental Consultant

Packaging and In-Store Conference

11:00am - 11:30am

From Insights to Activation.

Shopper Engagement Study: Lessons in Shopper Currency, In store decisions and Neuroscience

Location: Creative Corner (Q100N)

Speaker(s): Michelle Adams, Marketing Brainology

2:30pm - 3:00pm

Driving brand loyalty and growth through packaging design innovation

Location: Creative Corner (Q100N)

Speaker(s): Saskia Goeteyn, Coca-Cola Services

4:30pm - 5:00pm

GWG 2012 Specifications

Location: Creative Corner (Q100N)

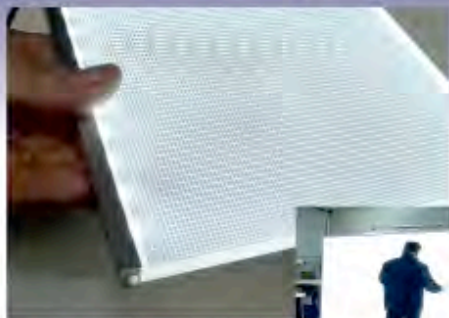
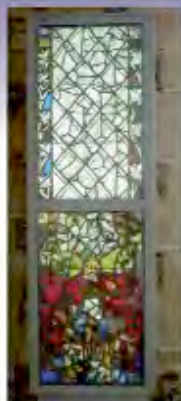
Speaker(s): Andrew Bailes-Collins, Enfocus



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Screen Printing Conference

11:00am - 11:30am

Introductory Tutorial for Screen Printing

Location: Pilot's Briefing Zone (K65N)
Speaker(s): Charlie Taublieb, Taublieb
Consulting

12:00pm - 12:30pm

Setting Up a Raster File

Location: Pilot's Briefing Zone (K65N)
Speaker(s): Dane Clement, Great Dane
Graphics

2:00pm - 2:30pm

Integrated Registration System

Location: Pilot's Briefing Zone (K65N)
Speaker(s): Charlie Taublieb, Taublieb
Consulting

3:00pm - 3:30pm

Working In Layers

Location: Pilot's Briefing Zone (K65N)
Speaker(s): Dane Clement, Great Dane
Graphics

Wednesday 26 June 2013 Digital Textile Conference

10:30am - 11:00am

Digital Textile Printing-Increasing

Opportunities for the Printer

Location: Jet Set Conference (B75N)
Speaker(s): John Provost, Digital Textile
magazine

11:00am - 11:30am

Digital Technologies: The Right Choice

Location: Jet Set Conference (B75N)
Speaker(s): Marc Van Parys, University
(Hogeschool) of Gent

11:30am - 12:00pm

Sublimation vs. Direct-to-Garment - A Technology Reality Tour

Location: Jet Set Conference (B75N)
Speaker(s): Christopher Bernat, Vapor
Apparel / Source Custom

12:00pm - 12:30pm

The True Cost of Digital Textile Printing

Location: Jet Set Conference (B75N)
Speaker(s): Jimmy Lamb, Sawgrass
Technologies



FESPA Preview

FESPA Seminars

12:30pm - 1:00pm

Textile printing: Managing your company to offer something different to your customers

Location: Jet Set Conference (B75N)

Speaker(s): Gabriel Virto

2:00pm - 2:30pm

Diversification – Adding Digital Decoration (or sublimation) to an existing business

Location: Jet Set Conference (B75N)

Speaker(s): Jimmy Lamb, Sawgrass Technologies

2:30pm - 3:00pm

From Catwalk to Consumer

Location: Jet Set Conference (B75N)

Speaker(s): Melanie Bowles, Chelsea College of Art and Design

4:00pm - 4:30pm

Meeting the challenges of a new generation – a glimpse into the textile printing industry of tomorrow

Location: Jet Set Conference (B75N)

Speaker(s): Omer Kulka, Kornit-Digital

4:30pm - 5:00pm

PANEL SESSION: Digital Textile Printing

Location: Jet Set Conference (B75N)

Chairman: John Scrimshaw, World Textile Information Network

Speaker(s): Melanie Bowles, Chelsea College of Art and Design, Omer Kulka, Kornit-Digital, John Provost, Digital Textile magazine, Marc Van Parys, University (Hogeschool) of Gent, Gabriel Virto

Interiors Conference

11:30am - 12:00pm

Print Avenue

Location: Creative Corner (Q100N)

Speaker(s): Felipe Araujo, Egue and Seta, Daniel Pérez, Egue and Seta

12:00pm - 12:30pm

Printing for interiors

Location: Creative Corner (Q100N)

12:30pm - 1:00pm

Migrating from screen to digital for home furnishing and apparel: a UK manufacture's experience and perspective

Location: Creative Corner (Q100N)

Speaker(s): Barry Forester, Walker Greenbank plc



2:00pm - 2:30pm

Catering for Corporate spaces

Location: Creative Corner (Q100N)

Speaker(s): Richard Lewis, Portobello Art Ltd

3:00pm - 3:30pm

High Fashion at Home

Location: Creative Corner (Q100N)

Speaker(s): Jos Bastiaans, Print Unlimited

Screen Printing Conference

11:00am - 11:30am

Adding Type On A Path

Location: Pilot's Briefing Zone (K65N)

Speaker(s): Dane Clement, Great Dane Graphics

12:00pm - 12:30pm

T-shirt Treatments-Spraying & Dipping Demonstration

Location: Pilot's Briefing Zone (K65N)

Speaker(s): Charlie Taublieb, Taublieb Consulting

2:00pm - 2:30pm

Innovations in Screen Chemicals

Location: Pilot's Briefing Zone (K65N)

Speaker(s): John Schluter, Easiway Systems, Inc

3:00pm - 3:30pm

Designing for Black Shirts

Location: Pilot's Briefing Zone (K65N)

Speaker(s): Charlie Taublieb, Taublieb Consulting

4:00pm - 4:30pm

How To Change Colours In An Image

Location: Pilot's Briefing Zone (K65N)

Speaker(s): Dane Clement, Great Dane Graphics

Thursday 27 June 2013 Digital Conference

10:30am - 11:00am

Trendspotting in Digital

Location: Jet Set Conference (B75N)

Speaker(s): Tim Greene, InfoTrends

11:00am - 11:30am

Digital Business Leaders at Work-How to grow a digital wide format business

Location: Jet Set Conference (B75N)

Speaker(s): Neil Falconer, Printfuture

11:30am - 12:00pm

The Digital Blueprint-Business Planning for a digital environment

Location: Jet Set Conference (B75N)

Speaker(s): Richard Gray, Printfuture Ltd

12:00pm - 12:30pm

How to grow added value Digital Sales

Location: Jet Set Conference (B75N)

Speaker(s): Nick Devine, The Print Coach

12:30pm - 1:00pm

Workflow-the key to digital efficiency and growth

Location: Jet Set Conference (B75N)

Speaker(s): Paul Sherfield, Missing Horse Consultancy

2:00pm - 2:30pm

Going for Gold at London 2012

Location: Jet Set Conference (B75N)

Speaker(s): Andrew Hodson, Icon-world

2:30pm - 3:00pm

Creating a Digital Value Proposition

Location: Jet Set Conference (B75N)

Speaker(s): Graham Reed, Global Print Strategies Ltd

3:00pm - 3:30pm

PANEL SESSION:

Digital Debate; Futureproofing

Location: Jet Set Conference (B75N)

Chairman: Lesley Simpson, Image Reports Magazine

Speaker(s): Mark Alexander, Xaar

Nick Devine, The Print Coach

Neil Falconer, Printfuture

Richard Gray, Printfuture Ltd

Graham Reed, Global Print Strategies Ltd

Paul Sherfield, Missing Horse Consultancy

Andrew Hodson, Icon-world

Brand and Creative Day

10:30am - 11:00am

Registration and Welcome

Location: Creative Corner (Q100N)

Chairman: Andrew Fraser

Speaker(s): Duncan MacOwan, FESPA

11:00am - 11:30am

Audience measurement and advertising effectiveness

Location: Creative Corner (Q100N)

Speaker(s): Sam Tomlinson, PricewaterhouseCoopers

11:30am - 12:00pm

Printing for Gold at London 2012

Location: Creative Corner (Q100N)

Speaker(s): Andrew Hodson, Icon-world

12:00pm - 12:30pm

The power of printed media

Location: Creative Corner (Q100N)

Speaker(s): Brad Mintz, Craft NY

12:30pm - 1:00pm

PANEL SESSION:

Location: Creative Corner (Q100N)

Chairman: Andrew Fraser

Speaker(s): Andrew Hodson, Icon-world

Brad Mintz, Craft NY

Sam Tomlinson, PricewaterhouseCoopers

2:30pm - 3:00pm

Personalisation in print

Location: Creative Corner (Q100N)

Speaker(s): Till Schütte, Coca Cola

3:00pm - 3:30pm

The real cross media revolution

Location: Creative Corner (Q100N)

Speaker(s): Adrian Fleming, Digital Space

3:30pm - 4:00pm

PANEL SESSION:

Location: Creative Corner (Q100N)

Chairman: Andrew Fraser

Speaker(s): Till Schütte, Coca Cola

Adrian Fleming, Digital Space

4:00pm - 4:30pm

Creative Corner Keynote

Location: Creative Corner (Q100N)

Speaker(s): Peter Souter, TBWA

4:30pm - 5:00pm

Print Inspiration Runway

Location: Creative Corner (Q100N)

Speaker(s): Christian Duykaerts

Screen Printing Conference

11:00am - 11:30am

Special Effect Inks - High Density, Discharge and Others - Demonstration

Location: Pilot's Briefing Zone (K65N)

Speaker(s): Charlie Taublieb, Taublieb Consulting

2:00pm - 2:30pm

PANEL: Innovative

Advances in Emulsions

Location: Pilot's Briefing Zone (K65N)

Chairman: Charlie Taublieb, Taublieb

Consulting

Speaker(s): David Parker, MacDermid

Autotype

David Eisenbeiss, Kiwo

3:00pm - 3:30pm

Removing Art From A Flattened Background

Location: Pilot's Briefing Zone (K65N)

Speaker(s): Dane Clement, Great Dane Graphics

4:00pm - 4:30pm

Working With Discharge Ink

Location: Pilot's Briefing Zone (K65N)

Speaker(s): Charlie Taublieb, Taublieb Consulting

4:30pm - 5:00pm

How To Save A DCS2 File

Location: Pilot's Briefing Zone (K65N)

Speaker(s): Dane Clement, Great Dane Graphics

Friday 28 June 2013 Business Building Conference

10:00am - 10:30am

Driving better Business performance

Location: Jet Set Conference (B75N)

Speaker(s): Richard Gray, Printfuture Ltd

10:30am - 11:00am

Cross Media Marketing

Location: Jet Set Conference (B75N)

Speaker(s): Jacky Hobson, Up Marketing Ltd



FESPA Seminars

11:00am - 11:30am

Business Growth Systems

Location: Jet Set Conference (B75N)

Speaker(s): Nick Devine, The Print Coach

11:30am - 12:00pm

Demystifying cross channel marketing

Location: Jet Set Conference (B75N)

Speaker(s): Jacky Hobson, Up Marketing Ltd

12:00pm - 12:30pm

Social Media Tutorial

Location: Jet Set Conference (B75N)

Speaker(s): Steve Welsh, Steve Welsh Social Media

12:30pm - 1:00pm

PANEL SESSION: Business Building Skills in sales and marketing

Location: Jet Set Conference (B75N)

Chairman: Neil Falconer, Printfuture

Speaker(s): Nick Devine, The Print Coach

Jacky Hobson, Up Marketing Ltd

Steve Welsh, Steve Welsh Social Media

2:00pm - 2:30pm

Building Blocks for Successful Negotiations

Location: Jet Set Conference (B75N)

Speaker(s): Colin Thompson, Cavendish

2:30pm - 3:00pm

Website Tutorial

Location: Jet Set Conference (B75N)

Speaker(s): Tim Brown, Addictivity.com

3:00pm - 3:30pm

Implementing web to print and taking your services online

Location: Jet Set Conference (B75N)

Speaker(s): Chris Martin, Syntax121 and NooPix Ltd

3:30pm - 4:00pm

How to Build Sales Teams

Location: Jet Set Conference (B75N)

Speaker(s): Nick Devine, The Print Coach

4:00pm - 4:30pm

Mergers & Acquisitions & Strategic Partnerships

Location: Jet Set Conference (B75N)

Speaker(s): Colin Thompson, Cavendish

4:30pm - 5:00pm

PANEL SESSION: Business Building Skills

Location: Jet Set Conference (B75N)

Chairman: Neil Falconer, Printfuture

Speaker(s): Peter Lancaster, Documobi and

W2P Ltd Chris Martin,

Syntax121 and NooPix Ltd

Colin Thompson, Cavendish

OOH Conference

12:00pm - 12:30pm

Will digital signage in outdoor media significantly reduce the amount of print produced?

Location: Creative Corner (Q100N)

Speaker(s): Brendon Cook, oOh!media

12:30pm - 1:00pm

Operational Excellence in Wide Format Production

Location: Creative Corner (Q100N)

Speaker(s): Keith Ferrel, Cactus Imaging

Screen Printing Conference

11:00am - 11:30am

Using Clip Art To Create Full Colour Images

Location: Pilot's Briefing Zone (K65N)

Speaker(s): Dane Clement, Great Dane Graphics

12:00pm - 12:30pm

Four Colour Process-Part 1

Location: Pilot's Briefing Zone (K65N)

Speaker(s): Dane Clement, Great Dane Graphics

2:00pm - 2:30pm

PANEL: Innovative Advances in Textile Printing Equipment

Location: Pilot's Briefing Zone (K65N)

Chairman: Charlie Taublieb, Taublieb Consulting

Speaker(s): Klaus-Jürgen Wolf, Wolf International

Rich Hoffman, M&R Sales and Service

3:00pm - 3:30pm

PANEL: Screen Printers Panel- What are you doing that is New and Innovative?

Location: Pilot's Briefing Zone (K65N)

Chairman: Charlie Taublieb, Taublieb Consulting

Speaker(s): Mark Gervais, Ningbo Shenzhou Knitting Co., LTD

Dick Thomas, Latitudes

John Lynch, Lynka S.A

4:00pm - 4:30pm

Four Colour Process-Part 2

Location: Pilot's Briefing Zone (K65N)



Speaker(s): Charlie Taublieb, Taublieb Consulting

4:30pm - 5:00pm

Turning Full Colour Into One & Two Colours

Location: Pilot's Briefing Zone (K65N)

Speaker(s): Dane Clement, Great Dane Graphics

Saturday 29 June 2013

Industrial Screen Printing Conference

10:30am - 11:00am

Industrial printing

– Opportunities Overview

Location: Jet Set Conference (B75N)

Speaker(s): Tim Claypole, Swansea University

11:30am - 12:00pm

Industrial Screen Printing for Plastics

Location: Jet Set Conference (B75N)

Speaker(s): David Parker, MacDermid Autotype

12:30pm - 1:00pm

PANEL: Industrial Screen Printing

Location: Jet Set Conference (B75N)

Chairman: Peter Buttiens, ESMA

Speaker(s): Tim Claypole, Swansea University

David Parker, MacDermid Autotype

Screen Printing Conference

11:00am - 11:30am

Getting The Most Out Of Your Artwork

Location: Pilot's Briefing Zone (K65N)

Speaker(s): Dane Clement, Great Dane Graphics

12:00pm - 12:30pm

Documentation

Location: Pilot's Briefing Zone (K65N)

Speaker(s): Charlie Taublieb, Taublieb Consulting

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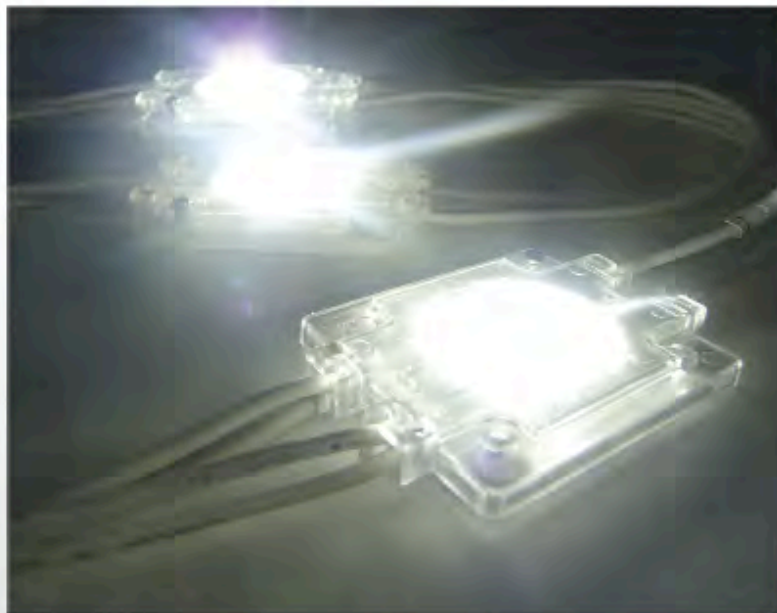
Exhibiting companies at FESPA 2013

3A Composites GmbH	D30S	Beijing Kaitian Tech Co.,Ltd	C53S	Demak S.r.l.	E10N
3M Commercial Graphics	C15S	Bes Reklam	K8S	Dgen Inc	K30S
3M Commercial Graphics	D5S	BestSub Technologies Co Limited	N62S	Diamond Dispersions	B4S
656Editions (CTCO)	G65N	Better Life Technology LLC	P13N	Dickson Coatings	Q45S
7C Color	B23S	BG Reklam	B38S	DigiFab Systems	N20N
A. Adkins & Sons Limited	F7N	Bickers GmbH Klebetechnik	Q60S	DIGIPRINT SUPPLIES	N34N
A. Berger GmbH & Co. KG	K18S	Bigs Sign & System	J1S	Digital Graphics Incorporation	D55S
A.S.P.E., Inc (ASPE, Inc)	H33N	Blackman & White Ltd	A30S	Digitex Printing Technologies	
A.W.T. World Trade, Inc.	B3N	BMP Europe	J58N	Company Limited	G57N
AB Avant display	H3S	BoDo Industrial Inc.	B40S	Dijital Teknik	N35N
Accura MIS	M80DN	Bordeaux Digital Printink Ltd.	E10S	Direct Color Systems	N30N
Achitex Minerva S.P.A.	K1N	Brook International	G57S	Display Makers UK Limited	B63S
Acrylland GmbH	E36N	Brother Internationale		DISQ Group	P7S
Action Illustrated EU	F26N	Industriemaschinen GmbH	F2N	DKSH Great Britain Limited	M80N
AD Colour Ltd	E20N	BTC Activewear	H76N	DMPS Co.,Ltd	P26N
Adelco Screen Process Ltd	F14N	Burkhardt / Freeman Inc	K4N	Dollfus Muller-Dynajet	D51S
ADMAX Shanghai Ltd	N52N	BWM Hopkins	M67N	Dong Guan Zhong Shi	
Afford Industrial SA	M45S	CadCam Technology Ltd	G40N	Tuo Enterprise Ltd	P41N
Agfa Graphics NV	C30S	Cadlink Technology Corporation Inc.	B1S	Dongguan Ever Bright	
Ahlstrom	P5S	Caldera	D20S	Colour Print Machines Factory Ltd	D20N
Alliance Technology Corporation	G75S	Candex Marketing (China) Co.,Ltd	N75S	Dr. Hoenle AG	N50N
Alphachem Europe GmbH	D69S	Canon	H5S	Drucktech Kft	G80N
Alplas Ltd	D65S	Carmo A/S	K15S	DST	H12N
Alusign	K74S	Cgate UK Ltd	J38S	Dufaylite	G17S
American Biltrite Inc.	B30S	Chaiyaboon Brothers Company LTD	D30N	Durafos Inc	K1S
Amex SRL	K33N	Cham Paper Group Management AG	J20S	Durst Phototechnik Digital	
Anadolu Kimya San. ve Tic.Ltd. ?ti	F20N	Chameleon Business Media Ltd	C28N	Technology GmbH	N5N
AnaJet Inc	H20N	Changzhou Best Display Appliance		DYSS	N15S
AnaJet Inc	H30N	Manufacture Co Ltd	P12N	e-Xhibit	M78S
Anchor Magnets Ltd	N68S	Changzhou Kai Long		E.M.B. NV (Sioen Digital)	G3S
Ansal End.Tes.San.Tic. A.S.	G37N	Sieves Net Co Ltd	E37N	E.T.S. Srl	K73N
Antalis International	F58S	Changzhou Lintel AD Material.,Ltd	M76S	Eagle Service & Skyjet	N70S
Anyida (Shanghai)		Charterhouse Holdings plc	M35N	Easiway Systems Inc	H48N
Hardware Mesh Co., Ltd	E39aN	Chemica Company	J25N	Eastsign Int'l Ltd	P48N
APA Spa	C46S	Chemical Consultants Inc	D2N	Eckart GmbH	A20S
Apollo Colours Ltd	D1N	Cherokee International Inc.	C27N	EDP	Q92S
Apparel & Designs	K71N	Chimigraf Iberica SL	H30S	Efka Led Frames B.V	M60N
ARIA PE Flex (M) Sdn.Bhd	F60S	Chiossi & Cavazzuti S.r.l.	H40N	Electronics for Imaging	
Arjowiggins Papiers Couch	M55N	Chromaline Screen Print Products	D40N	United Kingdom Limited	B5S
Arlon Graphics	G20S	Clarity Software	M38S	Elitron IPM S.r.l.	G10S
Artfoam Co., Ltd.	G5S	Clear Focus Imaging Inc	P24N	Encres Dubuit	B24N
ASLAN, Schwarz GmbH & Co. KG	G15S	Clingz Inc	N1N	Endutex-Revestimentos Texteis SA	K55S
Asphalt Art International AG	F61S	ClipDealer GmbH	F6N	Engyprint Tech Company LTD	D35N
Atech Ltd	Q80S	CNC World Ltd	P50S	Epson Europe	G40S
Atech Ltd	Q94S	Coldenhove Papier Holland	N25S	ErgoSoft AG	N33N
Atexco (Hangzhou Honghua		Color Master	B45S	Esko-Graphics BVBA	F35S
Digital Technology)	D12N	Color-Dec Italy s.r.l.	C50N	ESMA V.Z.W.	C28N
ATP adhesive Systems GmbH	H35S	ColorGATE Digital		Eurodrop	M48S
Augustus Martin Ltd	D44bN	Output Solutions GmbH	F40S	Europa-Siebdrukmaschinen-Centrum	
Auxicolor	M32N	Comec Italia Srl	B51N	GmbH & Co. KG	C25N
Avery Dennison Graphics Europe	A44S	Comhan Holland BV	K72S	EUROTEXT- Sociedad	
AXYZ International	P54N	Concordia Textiles	A62S	Europea textil 2000, s.l	K11N
Bagu Reklam ve Iletisim		Continental Clothing Co Ltd	F57N	EVER BRIGHT PRINTING MACHINE	
Hiz. San. Tic. Ltd.Sti	E32S	Contra Vision Supplies Ltd	C25S	FACTORY LTD	D21N
Bakker Magnetis b.v.	M74S	ConVerd LLC	F1S	Everlight Europe B.V	G50N
Banner Ups	Q13S	Cooley Group	M15N	EXILE Technologies Limited	J52N
Barbieri electronic snc	N31N	Copytrax Technologies Ltd	D39N	EXPOMAX (CHINA)	
Bargain Banners	Q1N	Cosign	N46S	ADVERTISING DISPLAY LIMITED	A14S
Basic Technical Paper	P60S	Cruse GmbH	M21N	Extris srl	A18N
BC Inks China (Jiaxing Baichuan	Printer	CST GmbH	C22N	F & M Expressions Unlimited Inc	K14N
Technology Co., Ltd)	B27S	Dae Ha Korea / Dae Ha UK	G20N	Fepatex Nederland B.V.	K3S
BCP Fluted Packaging Ltd	B66S	Dakota nv Belgium	K15N	FESPA Awards	A2N
Beaver Papier B.V.	M12S	Danish Sign Export A/S	G35S	FESPA Car Wrap	Q90S
Beijing Innovation Technology Co;Ltd	F38S	Dataplot GmbH	P55S	FESPA Creative Corner	Q100N

FESPA Jet Set Conference	B75N	Haining Shining Century		Jiangsu Linglong Technology	K76S
FESPA Pilot Briefing Zone	K65N	Banner Materials Co.,Ltd	H3N	Jin Kwang Chemical Co Ltd	M77S
FESPA Print		Haining Taiwei	Q3N	Jinan Mito	C20N
Inspiration runway	Numerous	Haining Tiancheng Warp		Junkers & Mullers GmbH	J35S
FESPA Print Inspiration runway	Numerous	Knitting Fabric Co.,Ltd	J56N	Just Normlicht GmbH	N45N
FESPA Sales Office	C46N	Haining Tianfu Warp Knitting Co.,Ltd	B2S	JUTU Technologies Ltd	Q40S
FESPA Seating Area	Q7S	Hang Lap Engineering Co., Ltd	J63N	JX Nippon ANCI SAS	H62N
FESPA Stand	D50N	Hangzhou International		Kala SAS	H20S
FESPA UK	D45N	Exhibition Co.,Ltd	E76S	Karya Tekstil SAN ve DIS TIC AS	K18N
FESPA Video Lounge	F45N	Hangzhou Real Color	Q5S	Kaspar Papir d.o.o.	D10S
FESPA Wrap Cup	S90S	Hangzhou Wansheng Mesh Co.,Ltd	H1N	KATZ GmbH & Co. KG	P8N
Fimor	C18N	Hanolex	A22S	Kay Premium Marking Films (KPMF)	Q65S
Flex-Europa	Q55N	Harlacher AG	D22N	Kaye-Dee Marking Solutions	P14N
Flexa Srl	K10S	Haymarket Business Media	M90S	Keencut Ltd	M1S
Folex AG	G36S	Heathcoat Fabrics Ltd	K62S	KENDU SOPORTES	
Forever Digital		Hebbecke GmbH	K35N	GRAFICOS, S.L.	M45N
Transfer Appl. Tech. GmbH	M30N	Hebei Anping		Kiian Spa	K50S
Forsstrom High Frequency AB	K15S	Printing Screen Co.,Ltd	D34N	KIP	N20S
Fotec	B23N	Hebei Boer Mesh Co.,Ltd	F3N	Kissel & Wolf GmbH (Kiwo)	C11N
Fotoba International Srl	E50S	Hebei Runlin		Klieverik Heli BV	B56S
Fotolia LLC	C52S	International Trading Ltd	K22N	Konica Minolta	M10S
Fotospeed Distribution	M71S	Hewlett Packard (HP)	H80S	Kornit Digital Ltd	G15N
Fraser Antistatic	Q114S	HEXACOMB NETHERLANDS B.V	B70S	LİTEKS PLASTİK İMPERTEKS TEKSTİL	
FTC UK (Ltd)	G75S	Hexis S.A.	E25S	SERİMAK SERİGRAFİ MALZEMELERİ	
Fujifilm Europe	F10S	Heytex Bramsche GmbH	D32S	SAN. LTD. ŞTİ.	K68S
Fujifilm Europe	E5S	Hilord Chemical Corp	B56S	La Meccanica S.p.A	J12N
Fukutomi Technologies Pte Ltd	N53aN	HMK Satış Destekleme	Q61S	Labo Print	N56N
FunRun Display		Hongsam Digital Color		Lancer Group International	J20N
Equipment (Suzhou) Co.,Ltd	P57S	Technology Co.,Ltd	G2N	Lasercomb GmbH	A50S
G. BOPP & CO. LTD	D44hN	HPC Laser Ltd	N85S	Link Publishing Ltd	A56S
G4 Automazioni	E16N	Huntsman Advanced		Lintec Graphic Films Ltd	N45S
GAMC International Co.,Ltd	N86S	Materials GmbH / Textile Effects	E40S	Lintor Technologies Co.,Ltd	Q55S
GCC Europe BV	Q37S	Hybrid Software NV	A8S	Lion Picture Framing	D73S
Gebruder Aurich GmbH	Q11S	IdeaSystems sp. Z.o.o.	P43N	Liquid Lens Europe Ltd	F1N
Georg+Otto Friedrich		IGS Ltd	A32S	Lotus Transfers International	H45N
Wirkwarenfabrik KG	H40S	IKONOS Sp. Z.o.o	P21N	LT Flex	P45S
GEW (EC) Ltd.	K64S	ILFORD Imaging	G67S	Lubrizol Ltd - UK	A12S
GioLite Lumian Co.,Ltd	H50N	Ilford Imaging Switzerland GmbH	G67S	Lynx Europe	C45S
Global Erecting Sign Services Ltd	Q96S	Imaging Solutions AG	K16S	M & R Companies	J30N
Global Graphic		IMAS Grafica S.r.l.	N71N	M & R Companies	J40N
Equipment Ltd	D38N	Impression Technology Europe	M66N	M & T Displays	F37S
GMG GmbH & Co. KG	G50S	IMPULSA	N54aN	M2 Products / Emball'ISO	A65S
Grafica Flextronica - Terascreen	G21N	Industrial Tooling Corporation Ltd	A3S	MacDermid Autotype	B10N
Grafityp Self-Adhesive		Inglet SLU	B22S	Mactac Europe S.A.	N5S
Products N.V.	P15S	Ink Mill Corporation	A72S	Madeira UK Ltd	J50N
Grafityp UK Ltd	P22S	InkTec Co. Ltd	N35S	MAGENTA-VISION	M20N
Graptex GB	Q67S	Innova Art	D34S	Magna Colours Ltd	K40N
Great Wall Industrial Qingdao		INPRO BV	B32S	Magnet Ltd	N80S
Company Limited	D3N	InSpe	N66S	Main Tape	M81BN
Grunig interscreen AG	B12N	Insta Graphic Systems	H54N	Marabu GmbH & Co. KG	E3N
Guandong Italia srl	K60S	Integration Technology	N3S	Marabu GmbH & Co. KG	C10S
Guyenne Papier	M75S	Intercoat	F28S	Marathon Threads	H61N
H. G. Kippax & Sons Ltd	D33N	International Coatings Company, Inc.	H54N	Mark Bric Display AB	B63S
Haining	A15S	INX Digital International Co.	C5S	Mascoprint Developments Ltd	D44gN
Haining Bloom Advance		ITINK Co Ltd	Q1S	Matrix Frame	H78N
Trapaulin Co.,Ltd	F77S	J-D s.r.l	J60S	Media Ikonos Sp.z.o.o	Q85S
Haining Chengrudan	M73S	J-Teck3 S.r.l.	J30S	Meevo	F22N
Haining Dongyi Digital		Jacland Technology Co.,Ltd.	M91N	Mehler Technologies GmbH	E70S
Textile Co.,Ltd	Q42S	Javier Herranz	N15N	Melco Europe	M50N
Haining Fuxing Compound		Jaysynth (Europe) LTD	J11N	Membrana	M35S
New Materials Co., Ltd	Q89S	Jenton International	B50N	Memcon Limited	B25N
HaiNing Hongyuan		Jetbest Corporation	N60S	Merlin Transfers	G48N
Technical Textiles Co., Ltd.	G52S	JetTrueMedia Digital		MHM	G20N
Haining Loftly	M2N	Image Material Co.,Ltd	E78S	Microtec Technology Co Ltd	F5N

Exhibiting companies at FESPA 2013

Millenium Products of Europe SL	M70S	Questor Transfer Technology	K12N	Development Co. Ltd	J25S
Miller Weldmaster Corporation	E74S	RedMe Inc (Korea)	M5S	Shanghai Unisign Industrial	
Mimaki Europe B.V.	J5S	Reflectiv Sas	M87S	Material Co Ltd	B43S
MINSEO CO., LTD	E38N	Reggiani Macchine	H22N	Shenghua Sublimation Printing	
Mode Information Ltd	K3N	Regulus GmbH	G36S	Machine Equipment Co., Ltd	G1N
Modern TransCopy	K17N	Remco Chemie Rentzsch GmbH	B23N	Shenzhen Handtop Tech Co.,Ltd	N55S
ModulMounter ApS	K17S	Resolute Dtg Ltd	G45N	Shenzhen Lopo Tech. Co.,Ltd	F48N
Monti Antonio S.p.a.	P10S	RISO KAGAKU CORPORATION	F25N	Shiraz Software	D1S
MS Srl	A5S	Ritrama SPA	M30S	Shock Line SRL	M68S
MSW Lasertechnik GmbH	P15N	RJA - Plastics GmbH	B22N	Shuttleworth Business Systems Ltd	M88N
Muratex	K19N	RK Siebdrucktechnik GmbH	C14N	SICO Screen Inks	D23N
Mustang Systems	E17N	Robart International		Sign Tronic	B12N
MUTOH Belgium nv	M20S	BV Sign Products	D54S	Sign Update	A1S
N E Plastics	P56S	Roland D.G (UK) Ltd	P30S	SIGNET Sign System	M79N
Nagel & Hermann OG	K24N	Rollover	M68N	Signgeer	Q12S
Naisi Digital	N64S	Rolls Roller	P20S	Signscal (Guangzhou)	
Nanjing Special Color	P2N	Royal Sovereign Global PTE Ltd	P28N	Plastic & Lamination Co Ltd	K66S
Natgraph Limited	D5N	RTape Corp. / iSee2 (exclusively represented		Signtrade GmbH	K40S
Natura Media Inc.	E30S	by Industrial Consultants)	D25S	Sihl GmbH	P40S
Nazdar	E55S	Rutland Plastics Technologies Inc	J10N	Siji Advertising Materials Limited	C51S
NBC Meshtec Incorporated	E14N	Ryonet Corporation	G55N	Siliconi Commerciale S.P.A	G4N
Neenah Lahnstein GmbH	A70S	S. Roque - Maquinas e		Siser s.r.l.	G35N
Neofoam Ltd	F75S	Tecnologia Laser, SA	K10N	SISTEM METAL YAPI REKLAM	
Nepata GmbH	H38N	SA International - Europe	H45S	MALZEMELERİ ve İNS. SAN. TİC. A.Ş.	
Neschen	N75N	SAATI S.p.A	D25N	SAN. TİC. A.S.	D50S
Ningbo So-Fine Paper		Sakurai Graphic		SM Media Group	C1S
Products Co.,Ltd	Q43S	Systems Corporation	D5N	Small Products Limited	C3N
Ningbo Yuan Yuan Co.,Ltd	A42S	SAM*INK	H1S	Smartcolor srl	Q100S
Nite Industrial Co.,Ltd	B74S	Sanders Group	N82S	SMI Technology HQ	P3S
Nor-Cote International Ltd	C21N	Sawgrass Europe	N55N	Solunaris GmbH	J1N
Novachrome UK	F5S	Schoeller Technocell		Solvatex	M65N
Obeikan Technical Fabrics	A16S	GmbH & Co.KG	K20N	Soyang Technologies Co.,Ltd	G65S
ONYX Graphics, Inc.	H17S	Screen Europe	P30N	Spandex UK	B48S
Optimus Group Limited	E3S	Screenprint Productions Ltd	D44dN	Spirit Displays	N51N
ORA Squeeggee	D28N	SEF -France	M10N	SPS TechnoScreen	D15N
ORAFOL Europe GmbH	Q10S	Sefar AG	C15N	SSE Worldwide Digital	
Ouplan	E1N	Seiko Instruments GmbH	G60S	Printing Equipment	P44N
Palram Industries Ltd.	K45S	Sensient Imaging Technologies	D40S	Stadur Produktions GmbH & Co. KG	B42S
Papergraphics UK Ltd	M55S	Sentec International BV	P10N	StarFlex Co., Ltd	B60S
Perma Press AB	J19N	Sepiax Ink Technology GmbH	N25N	Stork Prints B.V.	A68S
PermaJet	P1N	SER?MAK SER?GRAF? MALZEMELER?		Strategic Designs	N57N
Photo USA Electronic Graphic Inc.	Q87S	SAN. LTD. ?T?.	K25N	STS Refill Technology	M72S
PilloPak BV	A33S	Seriart G2 SRL	E21N	Studio Acca SRL	N48N
Plastgrommet	F32S	Serigraf Service Srl	C45N	SUMIPRINT Q y C S.A.S.	J60N
POD	E30N	SFC Co Ltd	M1N	Summa	A67S
Poli-Tape Klebefolien GmbH	K5S	SGI DUBAI International		Sun Chemical	B20N
Polychromal BV	K12S	Expo-Consult LLC	P9N	SUN-FLY INTERNATIONAL BUSINESS	
PolyOne Corporation	H5N	Shandong Limei Jet Ink Co Ltd	B25S	DEVELOPMENT LTD	B76S
Polyprint SA	K30N	Shanghai DER		Superwide Solutions GmbH	B7S
Polytype AG	K20S	New Material Co.,Ltd	A74S	Suzhou Chengyang Display Manufacturing	
Portlaser Technology, Lda.	M71N	SHANGHAI FLOURISH INTERNATIONAL		& Produce Co.,Ltd.Fd	A2S
POTENTECH Ltd (GUANGDONG)		TRADE CO.,LTD	D37N	Suzhou JH DISPLAY Exhibition	
LIMITED	N76S	Shanghai Gold-Up		Equipment Co.,Ltd	B3S
Premier Textiles LTD	M61N	Screen Printing Facilities .,Ltd	D36N	Suzhou Voly Display	Q44S
Primex GmbH	M3S	Shanghai Hanker Plastics Co.,Ltd	D71S	Suzhou Worldclass Display	F8N
Print Corex, S.L.U.(Cresa)	K5N	Shanghai Leowong Industry	N52aN	swissQprint AG	E35S
PRO Aluminium s.r.o	P38N	Shanghai NAR Industrial Co.,Ltd	C48S	T.P.M. Co., Ltd	B72S
Prodecran	E15N	Shanghai New Iron Chain Bolting		Taizhou Baiyun	Q3S
Promattex International	M3N	Cloth Manufacturing Co Ltd	F9N	Tara Materials Inc.	G58S
Promic B.V.	B50S	Shanghai Precede One Way		Target Transfers Limited	
Promodoro Fashion GmbH	G32N	Vision Material Co.,Ltd	C3S	(part of Stahls Group)	H10N
Protechnix & One Step Papers	D33N	Shanghai Rambo Textile		Tattoowall	P16N
Pyramid Screen	F40N	New Material Co., Ltd.	M95S	Taya Canvas (Shanghai)	
Quaglia s.r.l	H57N	Shanghai Teckwin		Company Ltd	F30S



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Exhibiting companies at FESPA 2013

Tecno SRL	F12N	Valiani srl	Q116S	XPRES	M40N
Tecsys S.r.l.	N53N	Valloy Incorporation	C55S	Xusen HCR	
Tekmar	H35N	Van Son	N3N	Digital Media Co.,Ltd	P47S
Tesoma GmbH	F47AN	Vastex International	F30N	YuanYuan Inkjet Media Supplies	E65S
Texo Trade Services B.V.	H15S	Ventil Aqua Lda	K26N	Yupo Europe GmbH	D45S
Texpaper Service SL	N1S	Verseidag Indutex GmbH	M65S	Zapcut Ltd	M93N
Tharstern Ltd	P45N	VFP Ink Technologies	C10N	ZEUSTECH CO., LTD	F3S
The Magic Touch (GB) Ltd	J62N	Vhf Camfacture AG	M50S	Zhejiang Botai Plastic Co., Ltd	G56S
Thieme GmbH & Co KG	P19N	Vivid Laminating Technologies	F42S	Zhejiang Ganglong	
Tiflex	C16N	Wefound Composite		New Materials Co	M40S
topcut-bullmer GmbH	E42S	Material Factory	P1S	Zhejiang Hailide	
Transmatic s.r.l.	G22N	Weifang HengCai Digital		New Material Co Ltd	N30S
Trichord LTD	B55N	Photo Materials Co.,Ltd	Q6S	Zhejiang Hengjia	
TRITRON GmbH	D52S	Wicked Printing Stuff	G46N	New Materials Co Ltd	B68S
TRIX	Q95S	William Smith	A64S	Zhejiang Huasheng Warp Knitting	
TROTEC Produktions u.		Williams Ltd	P40N	New Materials Co., Ltd.	P49S
Vertriebs GmbH	B34S	Wonpoong Corporation	D67S	Zhejiang Huifeng	
Tulip Inks	A31S	WS(CHINA) CO.,LTD	G78N	New Materials Co Ltd	G59S
Ulano International (V.I.) Inc.	C12N	WST Media Group Inc.	D50S	Zhejiang Jinda New	
Ultima Displays Ltd	N16S	WST Media Group Inc.	D10N	Materials Co.,Ltd	K70S
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Union Technology International (Macao)		Wuxi Guoshun AD Material Corp Ltd	C50S	Knitting Co.,Ltd	G54S
Commercial Offshore) Co., Ltd.	P42N	X - MODULE AS	M85S	Zhejiang Yuli Plastic Co Ltd	M36S
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Universal Woods EMEA / Unisub	Q35S	Xaar plc	C10S	Zund Systemtechnik AG	C20S

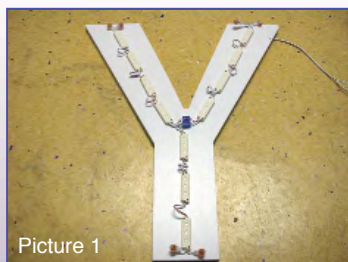
The above is correct at the time of going to press. Check www.fespa.com for the latest information

SPECTRON LED Tutorial

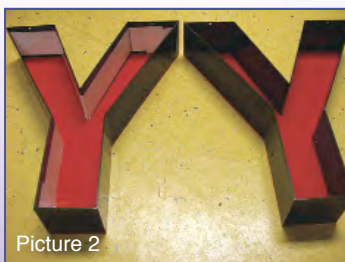
How to install LEDs in lettering

Ever wondered how to put LED lighting into built up letters for signage?

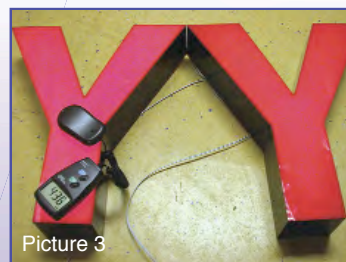
We have got a DIY guide, courtesy of the good people at Spectron LED on how to do just that



Picture 1



Picture 2



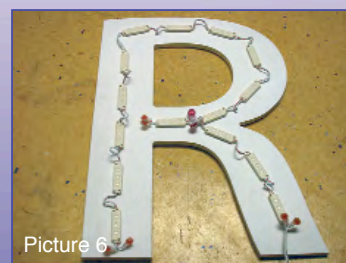
Picture 3



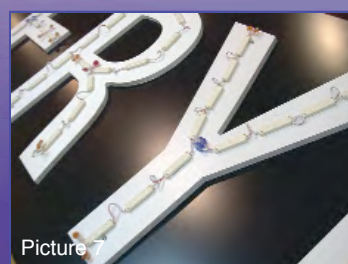
Picture 4



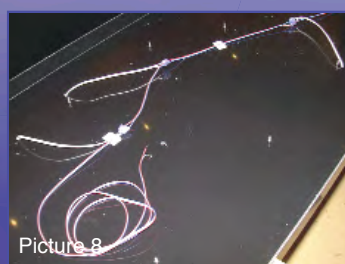
Picture 5



Picture 6



Picture 7



Picture 8



Picture 9

Picture 1: LEDs are placed onto the back tray inside the built up letter to give a glow within the body of the letter, and illuminate the face. The closer the LEDs are to the face of the letter, the brighter it will be.

To avoid spotting, a test is carried out to determine how many modules are required and how far apart they should be spaced. We recommend you ask your supplier for advice as different types of modules accommodate different depths of built-up letters. E.g., for shallow letters, a LED with an optical lens will give a wider spread of light, limiting hot spots.

Adding more LEDs is rarely the remedy for spotting and will end up costing you more money and power unnecessarily. This example uses 11 WEE-2 modules, within a 90mm deep letter.

Picture 2: Painting the inside of the built-up letter white will reflect the light from the LEDs and increase brightness by over 30% (see picture 3 and 4).

Picture 5: To connect the cables, a UY2 connector (orange) is used to extend the

joining cable. Next a UB2A (picture 1) or UR2 (picture 6) connector is used to join the cables at the centre of the letter. The connectors do the same job, but the UR2 is generally easier to use.

Picture 7: The back of the letters are fixed to the signtray and cables from individual letters are fed through the back, linked up to a single cable using UY2A (picture 8), and then connected to a driver (transformer).

LEDs need a driver to convert 240v power to the 12v required to run the LEDs. If not connected to the driver, the LEDs will fry and become damaged beyond repair. To determine the size of the driver, calculate total wattage of the modules used.

To extend the life of a LED driver, only 80% of the output power should be used. Spectron driver has 20% excess built in so that you are able to use 100% of the stated output power.

Picture 9: Completed internally illuminated sign.

LEDs are leading the way for the whole lighting sector because they are smaller,

brighter; better performing than other lighting systems and at the same time, use less energy. It is only a matter of time before they take over the market. To produce the best illuminated signs there are a few key factors to remember:

1. The depth of the letter is important and will determine the number and type of module you need.
2. Avoid hot spots by closing the distance between the modules, using a LED with a wide angle beam such as an optical lens, or by increasing the number of modules.
3. Paint the return white to reflect the light and increase brightness.
4. Use the correct driver.

For more advice on the application of LEDs, please do not hesitate to contact Spectron LED on 0161 236 8828 or visit www.ledsignsandlighting.co.uk

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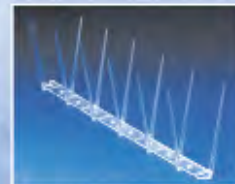
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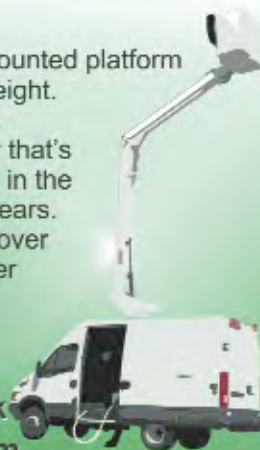
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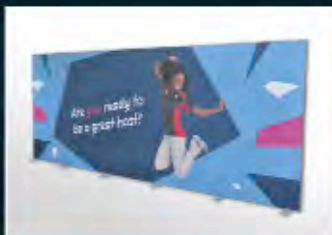
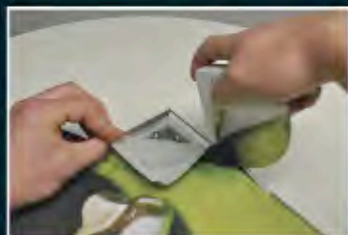
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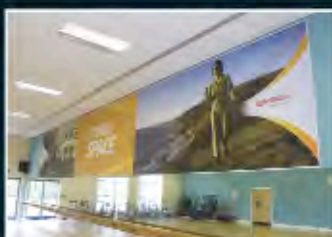
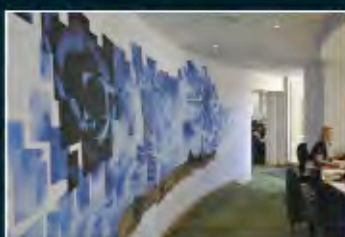


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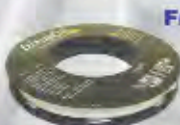
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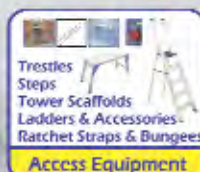
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Manufacturers of edge lit signs incorporating a variety of extruded profile options along with bespoke engraved acrylic panels. With award winning and cost effective LED modules and a choice of mounting or hanging shop fitting kits, Applelec supplies an unrivalled range of edge lit trade components. Please ask for an information pack or contact our friendly and experienced sales staff for assistance.

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Tel: 01604 678410
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DIAMOND 24V LED light boxes and GARNET light panels can be produced in any size up to 3000 x 1800. Diamond light boxes have a 20mm deep frame and 25mm snap frame front. Standard sizes in A4 up to A0 for next day delivery. Custom boxes & GARNET 8mm deep light panels can be made in single colour LED or RGB with controllers, can be dimmable or have built-in phasing. There's no minimum order quantity.

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Huntsman House, Mansion Close, Moulton Park, Northampton NN3 6LA

Tel: 01604 495333

Fax: 01604 491909

www.roberthorne.co.uk

Robert Horne offers a wide range of LED products from market leading manufacturers Sloan LED, LED Light Sheet and Toshiba. We offer a diverse selection of quality LEDs, including ChannelLED Modules, SignBOX Light, PosterBox Modules, Border Tubing and accessories. This combined with a dedicated product management, estimating and sales team means Robert Horne is well placed to offer best advice.

SIGNTRADE LETTERS LTD

225 Long Lane, London N3 2RL

Tel: 0500 456 700

Fax: 020 8349 5806

sales@signtrade.co.uk

www.signtrade.co.uk

Chromasign launched at Sign UK. We offer a complete range of ChromaForm Letters with Halo Lighting not available anywhere else. Ring Susan or Lesley for details and samples.

THYSSENKRUPP MATERIALS (UK) LTD

Coxs Lane, Cradley Heath, West

Midlands B64 5QU

Tel: 0844 846 9573

Fax: 0844 846 9574

plastics.tkmuk@thyssenkrupp.com

www.thyssenkruppmaterials.co.uk

ThyssenKrupp Materials provide a comprehensive stock of LEDs, and suitable Plastics for indoor and outdoor projects. Our extensive stock range, including, Channel LED Modules, Signbox and posterBox Modules are combined with our dedicated LED staff who provide all the required product knowledge and layouts and a next day delivery service in UK & Ireland.

LIGHT BOXES & LIGHTING

APPLELEC

Appleby House, Walker Terrace, Bradford, West Yorkshire, BD4 7HJ

Tel: 01274 774477

Fax: 01274 774478

sales@applelec.co.uk

www.applelec.co.uk

Trade suppliers of fabricated and extruded light boxes, custom made to client design requirements. From flat faced and curved styles, to LED illumination and colour changing modules, a definitive range of light box products are available. Applelec's flat light unit LED Light Sheet is regularly used to create ultra slim light boxes with even illumination and a depth of just 25mm.

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 light boxes for both internal and external use. Our new Purelite LED light boxes are great value, offering fantastic light dispersal, whilst being very economical to run. Our light boxes are made to order so can be customised to a specific size or colour or can be expertly designed to meet your individual brief.

ARTILLUS ILLUMINATING SOLUTIONS LTD

5 Bellman Gate, Holcot Lane, Sywell,

Northants NN6 0BL

Tel: 01604 678410

Fax: 01604 671335

sales@artillus.com

www.artillus.com

DIAMOND 24V LED light boxes and GARNET light panels can be produced in any size up to 3000 x 1800. Diamond light boxes have a 20mm deep frame and 25mm snap frame front. Standard sizes in A4 up to A0 for next day delivery. Custom boxes & GARNET 8mm deep light panels can be made in single colour LED or RGB with controllers, can be dimmable or have built-in phasing. There's no minimum order quantity.

BROWNINGS LTD

5 Williamson Street, Hull, HU9 1ER

Tel: 01482 380900

Fax: 01482 380901

sales@browningsltd.co.uk

www.browningsltd.co.uk

Brownings is one of the largest TRADE ONLY suppliers of signage products in the UK. The Company manufacture everything from poster frames to flex-faced signage. We have our own extrusions for the manufacture of acrylic-faced light boxes and can supply as lengths, in kit form or as ready-made up signs. All to your individual, specific requirements in terms of size, colour or shape.

DMUK/ROTSIGNS

36 Howlett Way, Thetford,

Norfolk, IP24 1HZ

Tel: 01842 766678

Fax: 01842 766320

sales@dmuk.co.uk

www.dmuk.co.uk

DMUK is a UK based display equipment manufacturer specialising in LED illuminated solutions. DMUK has over 30 years' experience and technical expertise in LED illumination and work with trade partners to deliver high quality products. DMUK is a manufacturing partner of Rotosigns and deal with all sales and marketing activity for their diverse range of pavement and projecting signs.

FAIRFIELD DISPLAYS & LIGHTING LTD

127 Albert Street, Fleet,

Hants, GU51 3SN

Tel: 01252 758 934

Fax: 01252 812 123

sales@fairfielddisplays.co.uk

www.fairfielddisplays.co.uk

Specialist suppliers of the latest designs in Light Boxes. LED and Cold Cathode light boxes with silver click frames A4 - A0 as standard. Special coloured frames and sizes on request. Innovative Light Pocket - the floating LED light box only 14 mm thick - customers love the design make sure you are offering it. Showrooms in Fleet & Shrewsbury

N E PLASTICS LTD

Unit 1, Ruxley Corner Industrial Estate,

Edgington Way, Sidcup, Kent DA14 5BL

Tel: 020 8308 9990

Fax: 020 8308 9995

sales@neplastics.co.uk

www.neplastics.co.uk

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

W & CO DESIGN SOLUTIONS LTD

Unit E5, J31 Business Centre, Motherwell Way, West Thurrock, Grays, Essex RM20 3XD

Tel: 08456 25 35 45

Fax: 08456 25 35 46

info@w-co.co.uk

www.w-co.co.uk

W&Co offer a wide range of high quality light boxes and illuminated signs for internal or external use including: LED, ultra slim, edge-lit, traditional backlit, large-format, Flex Face, Fabric Face, LED Light Panels and LED Light Walls. Standard sizes are held in stock for next day delivery or we can custom make to your specifications!

MAGNETIC MATERIAL

BISBELL MAGNETIC PRODUCTS LTD.

Hillfield Lane, Stretton, Burton on Trent,

Staffs DE13 0BN

Tel: 01283 531000

Fax: 01283 534000

sales@bisbellmagnets.com

www.bisbellmagnets.com

The UK's widest range of digitally printable wide format magnetic and ferro sheet (both over 1200mm wide). Maxmag vehicle grade magnetic materials available in white, plain or adhesive backed - by roll or cut to your specific requirements. Also available neo magnets, vehicle roof magnets, sign grippers and a full range of high tape to suit every budget and application.

METAL FABRICATIONS

ARTWORKS SOLUTIONS LTD

Unit 4 Sheene Road, Bedminster, Bristol, BS3 4EG

Tel: 01179 666331

fabrication@artworks-solutions.com

www.artworks-solutions.com

Trade Solutions to the Sign and Graphics industry! With an in house CNC router, 3 metre guillotine, brakepress and rollers and full welding equipment. Basic trays to fret cut and illuminated fascias, built up metal letters and large monolith signs.

SIMPLEX LTD

Unit 3 - 16 Peter Rd, Lancing Business

Park, Lancing, West Sussex. BN15 8TH

Tel: 01903 750333

Fax: 01903 750444

sales@simplexltltd.com

www.simplexltltd.com

Simplex are a trade only supplier of metal fabrications and sign systems. With an in house CNC router, 3 metre guillotine, brakepress and rollers, full welding equipment and much much more we are able to turn your ideas into reality! From basic trays, to fret cut and illuminated fascias, oval lightboxes, built up metal letters, right up to 7 metre monolith signs we've pretty much made it all!

METALLIZING SERVICE

MIRROR TECHNOLOGY

Unit 4, Redwood House, Orchard Industrial Estate, Toddington, Gloucestershire GL54 5EB

Tel: +44 (0)1242 621534

Fax: +44 (0)1242 621529

malcolm@mirrortechnology.co.uk
www.mirrortechnology.co.uk

Producer of high quality mirror coatings. The process allows coating on flat and moulded surfaces up to 3m lengths. The mirror coating is usually applied to the inner or rear surface of transparent acrylic, giving the best protection to the mirrored surface. Coloured varnishes can be used to achieve a variety of dramatic effects.

MIS SOFTWARE

CLARITY SOFTWARE

7 The Pavilions, Cranmore Drive, Solihull, West Midlands, B90 4SB

Tel: +44 (0)121 248 2448

sales@clarity-software.com

www.clarity-software.com

Clarity is an affordable Management Information System (MIS) designed to make sign makers more profitable. Clarity gives you complete organisation, control and visibility of your processes from marketing through to invoicing, and enables you to produce highly accurate estimates to retain more profit in your jobs.

MODULAR PANEL SIGN SYSTEMS

MODUSIGN

129 Humberstone Rd, Leicester LE5 3AP

Tel: 0116 262 6288

sales@sygnetsigns.com

www.modusign.co.uk

Modusign is a cost effective and easy to assemble panel and post system that is perfect for way finding or guidance related signage, the panel and posts are all made from high-grade aluminium and are available in three different profiles. The system has been designed to reduce build and installation times and can be received in kit form with cut to size components.

RIGHTON LTD

Righton House, Elliott Way, Nexus Point, Holford, Birmingham B6 7AP

Tel: 0121 356 1141

Fax: 0121 344 4558

marketing@righton.co.uk

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 3 - 16 Peter Rd, Lancing Business Park, Lancing, West Sussex. BN15 8TH

Tel: 01903 750333

Fax: 01903 750444

sales@simplexlimited.com

www.simplexlimited.com

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

MOULDED & FABRICATED PLASTICS

MERCURY & PHILLIPS

SIGNS

51-59 Waterworks Road,

Norwich NR2 4DA

Tel: 01603 666699

Fax: 01603 616781

sales@mercuryphillips.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.accentesigns.co.uk

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

MERCURY & PHILLIPS SIGNS

51/59 Waterworks Rd. Norwich NR2 4DA

Tel: 01603 666699

Fax: 01603 616781

sales@mercuryphillips.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.

WARD SIGNS

Maze House, Maze Street, Barton Hill, Bristol BS5 9TE

Tel: 0117 955 3385

Fax: 0117 955 7518

info@ward-signs.co.uk

www.ward-signs.co.uk

Having patented the original method of making cast resin letters, Wards of Bristol can manufacture and supply resin lettering to the highest standard. Our stock patterns for resin letters are a cost effective method of achieving the same styles as traditional bronze and aluminium (which we also cast in house) but we can also make custom designed patterns for letters and logos for all your needs.

NAMEPLATES

ALAN ROBERTS

ENGRAVERS LTD

39a Knight Street, Liverpool, L1 9DT

Tel: 0151 709 3404

Fax: 0151 707 8081

mail@alanrobertsengravers.co.uk

www.alanrobertsengravers.co.uk

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

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& ENGRAVING

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

Tel: 020 8368 9017

Fax: 020 8368 9018

info@aspectsigns.com

www.aspectsigns.com

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

LEXICRAFT LTD

32 Woodside Business Park, Birkenhead, Wirral CH41 1EL

Tel: 0151 6665400

Fax: 0151 6661079

sales@lexicraft.co.uk

www.lexicraft.co.uk

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

MOCKRIDGE LABELS & NAMEPLATES LTD

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

Tel: 0161 308 2331

Fax: 0161 330 9645

sales@mockridge.com

www.mockridge.com

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

SIGN INDUSTRIES

Gardyne, Forfar, Angus, Scotland, DD8 2SQ

Tel: 01241 828 694

Fax: 01241 828 331

info@signindustries.com

www.signindustries.com

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

NEON MANUFACTURERS (TRADE)

A1DESIGNS

4 Sandy Lane North, Wallington, Surrey SM6 8JX

Tel: 020 8646 9886

Fax: 020 8646 9478

enquiry@a1designs.co.uk

www.a1designs.co.uk

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

AVENUE SIGNS LTD

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

Tel: 01634 841300

Fax: 01634 841420

info@avenuesigns.co.uk

www.avenuesigns.co.uk

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

LOGOTECH DISPLAY SOLUTIONS LTD

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

Tel: 01670 737 225

Fax: 01670 707 365

sales@logotech-ltd.co.uk

www.logo-tech.co.uk

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

NOTICE BOARDS - LOCKABLE/EXTERIOR

ONTHECASE

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

Tel: 01392 247577

sales@onthecase.co

www.onthecase.co

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

NUMBER PLATES

TENNANTS UK LTD

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

Tel: 0115 973 8080

Fax: 0115 973 8090

sales@tennantsuk.com

www.tennantsuk.com

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.

PAVEMENT SWINGER SIGNS

DMUK/RODOSIGNS

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Thetford, Norfolk, IP24 1HZ

Tel: 01842 766678

Fax: 01842 766320

sales@dmuk.co.uk

www.dmuk.co.uk

DMUK is a UK based display equipment manufacturer specialising in LED illuminated solutions. DMUK has over 30 years' experience and technical expertise in LED illumination and work with trade partners to deliver high quality products. DMUK is a manufacturing partner of Rotosigns and deal with all sales and marketing activity for their diverse range of pavement and projecting signs

PLASTIC SHEETS

BRETT MARTIN PLASTIC SHEETS

24 Roughfort Road, Mallusk, Co Antrim
BT36 4RB

Tel: 028 9084 9999

Fax: 028 9083 6666

semifinished@brettmartin.com

www.brettmartin.com

Brett Martin is a leading manufacturer of plastic sheet products for signage, interior design, shop outfitting, POS displays and fabrication. Products include Foamalux, the extensive foam PVC range in bright White, Satin and Gloss colours and an environmentally friendly Recycled material in addition to Polycarbonate, PVC, Acrylic, aPET, PETg, SAN and Styrene sheet.

N E PLASTICS LTD

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

Tel: 020 8308 9990

Fax: 020 8308 9995

sales@neplastics.co.uk

www.neplastics.co.uk

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

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DISTRIBUTION LTD

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

Tel: 01245 232800

Fax: 01245 232801

sales.chelmsford@perspex.co.uk

www.perspex.co.uk

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

ROBERT HORNE GROUP

Huntsman House, Mansion Close,
Moulton Park, Northampton NN3 6LA

Tel: 01604 495333

Fax: 01604 491909

www.roberthorne.co.uk

Whether you are producing durable short-term POS, long-term POS, signage, right through to hoarding, cladding, furniture and even transport interiors; we have a plastic material to suit your project requirements. We stock Altuglas, Reynobond, Skybond, Foamalux, Staufen, Piplak, Correx, Lexan and Kydex as well as own label brands, with next day delivery and cut to size service if required.

THYSSENKRUPP MATERIALS (UK) LTD

Coxs Lane, Cradley Heath, West
Midlands B64 5QU

Tel: 0844 846 9573

Fax: 0844 846 9574

plastics.tkmuk@thyssenkrupp.com

www.thyssenkruppmaterials.co.uk

ThyssenKrupp Materials are stockists of Plastics, LEDs and Aluminium for the Sign industry. Experienced staff and an extensive product range give customers the flexibility to cover all requirements. Products include Orogas Cast Acrylic, Marlon Polycarbonates, Marcryl Extruded Acrylic, Forex Foam PVC, Dibond and Etalbond Aluminium Composite, Bayer Petg, Quinn Products and Sloan LEDs.

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.

BROWNINGS LTD

5 Williamson Street, Hull, HU9 1ER

Tel: 01482 380900

Fax: 01482 380901

sales@browningsltd.co.uk

www.browningsltd.co.uk

Brownings is one of the largest, TRADE ONLY suppliers of signage products. We manufacture poster frames, menu cases, slimlocks, signtrim, troughlights, acrylic-faced light boxes, flexfaced signage and now our new Texsign frames for internal use. The two versions of poster holders, the slimlock and menu case are both thin, lockable and hinged. They are available in any practical size and colour.

GREEN MAGIC CO. UK LTD

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

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.

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
Brownings is one of the largest, TRADE ONLY suppliers of signage products in the UK. We manufacture poster frames, menu cases, slimlocks, signtrim, troughlights, acrylic-faced light boxes, flexfaced signage and now our new Texsign frames for internal use. The aluminium frame are available in two widths, 25mm and 38mm, can be supplied to your specification and can even be illuminated.

GREEN MAGIC CO. UK LTD

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.

UK POINT OF SALE GROUP LTD

Emery Court, The Embankment, Heaton Mersey, Greater Manchester, SK4 3GL.
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UK Point of Sale leading manufacturers of display products Acrylic & PVC poster holders, Sign Supports, Aluminium Snap Frames, A Boards, Poster cases & Point of sale fittings.

PROGRAMMABLE LED DISPLAYS

MESSAGEMAKER DISPLAYS LTD

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Fax: 01737 774 091
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www.messagemaker.co.uk
Programmable LED text and video specialists for Electronic Digital Signage, stand-alone or incorporate in your own sign project. Many products are available from stock for Indoor & Outdoor applications, over 15 years experience in the market. Call now for a free quotation or to arrange a visit from a member of our national sales team.

PROJECTING SIGNS

IRON DESIGN

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Tel: 01202 463573
Fax: 01202 463564
enquiries@ironsigns.com
www.ironsigns.com
Leading trade suppliers of high quality traditional and contemporary projecting signs and brackets, offering a large range of brackets, panels and lights off the shelf, as well as a comprehensive bespoke service. Competitive prices and next day service. Please visit our website or phone for a brochure.

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ATC LTD

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Tel: 01706 633043
Fax: 01706 710086
sales@apptape.co.uk
www.apptape.co.uk
Suppliers of Micro prismatic reflective tapes (3m, Avery, Reflexite) 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 Avery which are some of the most reflective materials available on the market. Chapter 8 chevron kits also available.

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Tennant House, Mount Street, New Basford, Nottingham NG7 7HX
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sales@tennantsuk.com
www.tennantsuk.com
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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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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www.thesigngroup.co.uk

We are a manufacturer of trade signage consisting of acrylic/metal fabrication, sign trays and CNC work, with our speciality being bespoke signage. We create construction methods & source materials that are best suited to the job. This approach is what makes us different from the rest. "A Truly Bespoke Supplier"

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UK distributor to sign makers and garment printers. Stocking Ritrama, KPMF, Aslan, Oracal, RTape, Transferrite and many other leading brands. You can buy in-store, on the phone or order online at www.mdpsupplies.co.uk. Next day delivery across the UK and Ireland and trade counters in Wirral, Grangemouth and Craigavon (NI). No account needed. Last order time - 6pm for next day delivery.

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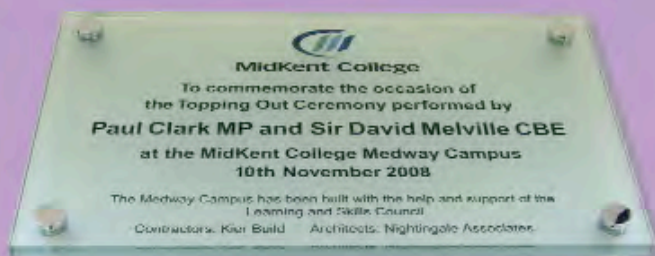


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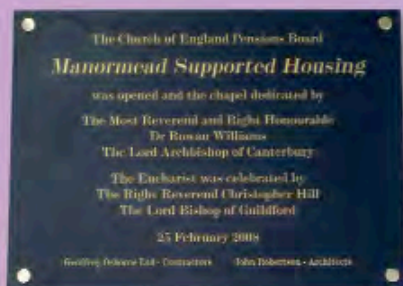
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