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Industry's Best and Brightest Converge at FESPA 2013

The London ExCel Centre played host to the biggest and brightest names in the print and signage industry last month, welcoming visitors and exhibitors from all over the world at FESPA 2013.

FESPA 2013's "Destination London" theme provided exhibitors and delegates with a boarding pass upon entry, allowing them access to the 63,603sqm space that housed booths from the biggest names in print around the world.

An estimated 23,000 visitors passed through the exhibition halls over the five-day event, with 50 countries being represented through exhibitors. The highest representations were from the UK, with Germany, the US and France close behind.

The European Sign Expo also took place from June 25-27, allowing visitors to see the best in conventional signage as well as the newest innovations in digital signage and media.

"We thought it was a fantastic experience, it gave us the opportunity to speak to



potential buyers from literally all around the world," said Janice Fairfield, Fairfield LED. "We had tremendous interest in the LED Light Pocket, with many people telling us they had never seen anything like it before in their lives. We also saw a huge interest in our digital signage range as we were one of the few companies offering a total package, and we were able to help people who had never used digital signage before put together a complete package for their company needs."

Looking Forward

By all accounts, FESPA is set for an even bigger 2014. It was announced that HP would be the sponsor of FESPA Eurasia, a debut event that will take place in Istanbul from October 3rd-5th.

FESPA Munich 2014 is also off to a "flying" start; over 50% of the space has already been sold, and increased floor space is likely to be released due to the event's high demand.

But aside from news related to upcoming events, perhaps the biggest news out of London was the inauguration of a new FESPA president, Lascelle Barrow. Barrow is FESPA's 15th president, and it is his second three-year term at the helm.

"I'm immensely proud to be given the chance to serve Fespa as President for a second time, and to be taking office here in London, my home city, mid-way through a phenomenal FESPA exhibition," he told the crowd at the glittering gala on Thursday evening. "As printers, we face many positive opportunities; to celebrate print's role in a multichannel environment; to continue to embrace digital, both as a production technology and as a complementary medium to print; and to reap the benefits of being part of a connected and creative global community."



WELCOME *Page*

It's a vinyl world

After fifty-three years working within the sign industry, very few things excite me.

But I have to say, vehicle wrapping might be the exception.

At both the FESPA exhibition in London last month and the UK Sign and Digital exhibition in Birmingham, all the vinyl supplier stands were busy demonstrating their vehicle wrapping material and techniques. Although it's been with us for around twenty years, only in the past five or six years has vehicle wrapping become big business – and it's not hard to see why.

Now, I say exciting, but if you're doing the work you may well disagree. There's nothing exciting per se about doing a vehicle wrap; it's rather hard on the knee joints for a start! But what I find exciting are the vehicles being wrapped. They are all top of the range sports cars, whereas the first vehicles wrapped were generally old smart cars – not the most glamorous car on the road (imagine a low phone box on wheels – does that create excitement?)

But 2013 has seen all that change. At FESPA, Mac Tac had a Mini Estate on their stand. Now this vehicle may not normally turn heads, but it was made exciting by the vinyl it was wrapped in. It was a deep red and black velvet vinyl, and it made the basic Mini look really stunning. This vinyl has been on the market for around two and a half years, but this was the first time I had seen it. Jean Hans, a very well known gentleman within the vehicle-wrapping world, had done the work. He also claimed to have done his first wrap twenty years ago (that's why I was quite confident saying vehicle wrapping has been with us twenty years).

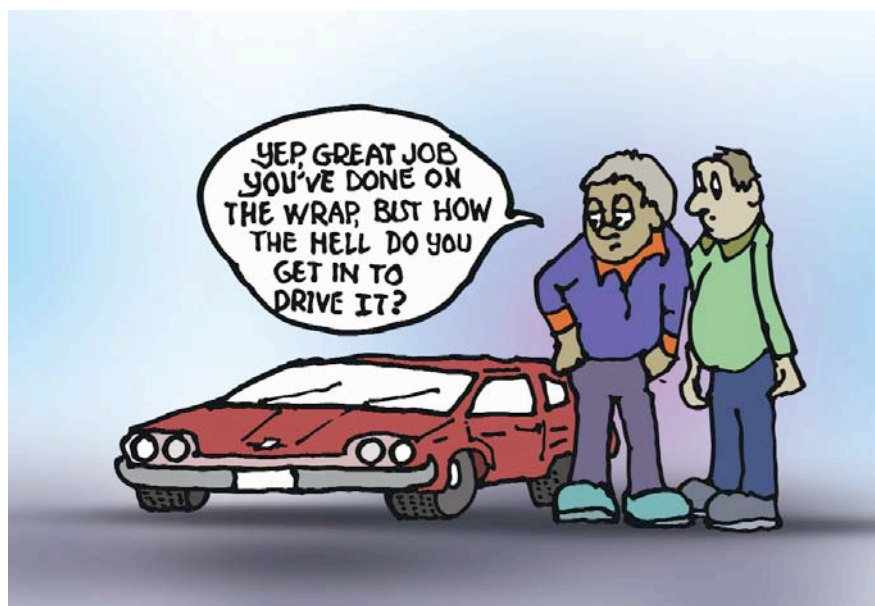
So if you were thinking of adding vehicle wrapping to your sign business, I have three words for you: go for it.

As the demand for this product heats up, there is an increasing amount of work out there. Get a start on it sooner than later. Go and wrap a Ford Fiesta – yes it may be a basic car, but it is the exciting vinyl that will add glamour to your work. All vinyl companies are more than happy to help with advice and training – all I ask is that you don't turn to me for help!

I have used the word exciting nine times on this page and I want to use it once more...because Sign Update has a new Editor. For you, the reader, that's probably about as exciting as licking a reused postage stamp. But for us at Sign Update, it's very exciting. She is a young lady from Toronto by the name of Jemima Codrington. The good news for me is I really can go out to graze and just step in on the exhibitions. But as with all good news there is always some bad news...she's based in Scotland. So, we may start having a lot more news regarding north of the border!

After six days in London exhibiting at FESPA, it was wonderful to get back to the peace and quiet of Chipping Warden, followed swiftly with a couple of pints of Old Speckled Hen.

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Caldera Unveils New and Improved Line-up at FESPA 2013

Internationally renowned wide-format software developer Caldera launched a raft of new and updated products at FESPA 2013. Among the new products were a brand new web-to-print solution dedicated to wide-format PSPs, specialist textile printing software and the latest versions of its award-winning RIP software, v9.20, and workflow system Flow+ 2.0.

"Since our last major launches, we have been gathering feedback from our customers about our products, and while we have been delighted with the overwhelmingly positive response, we know we can always do more," says Sebastien Hanssens, Vice-President of Marketing, Caldera. "Everything we are launching is as a direct result of finding out what our customers really need to keep their businesses a step ahead of the competition."

One of the most exciting new products from Caldera is WebShop, a standalone web-to-print solution that has been developed to specifically meet the needs of wide-format print houses. Incorporating features such as a Variable Size Product listing, designed exclusively to sell wide-format print by number of items or total printed area, and able to integrate directly with the Caldera RIP and Flow+, WebShop is an ideal opportunity for PSPs to reap the benefits of selling online.

VisualTEX+ has been created to help wide-format houses enter the lucrative tex-



tile printing market. Based on Caldera's established RIP architecture, VisualTEX+ additionally boasts special tools for tiling pattern repeats, creating multiple colorways, colorbooks and creating custom inksets. With demand for bespoke printed textiles for interiors and new wallpaper-type applications on the rise, VisualTEX+ allows PSPs to apply their existing skills to take advantage of this new market.

Following the release of v9.10 of Caldera's flagship RIP package last year, v9.20 contains even more customer-requested improvements. Among the new fea-

tures is a True Shape Nesting tool aimed at print-and-cut workflow users, which helps save ink and media by eliminating any need to print beyond the cut contours and more efficient nesting according to the external outline of each individual element to be printed and cut.

A new preflight tool will be available as part of Caldera's v9.20 VisualRIP+ and GrandRIP+ products as well as WebShop and Flow+. Utilising Callas technology, the preflight feature is able to check each PDF against ISO standards at various stages of the workflow.

Flow+ 2.0 boasts a sleek, ergonomic new user interface that is better organized and customizable with shortcuts. The cost management feature previewed in v1.6 has been extended to improve production costing and with the addition of new reporting options. Other updates include a new calendar function, drag-and-drop job management, improved RIP interaction and the ability to create quote templates, manage jobs in several parts and add QR codes to quotes, orders, jobs and stock elements.

"With these new and improved products, we are putting Caldera at the forefront of wide-format digital production software," says Joseph Mergui, Chief Executive Officer, Caldera. "FESPA 2013 is a major event for us, especially with our recent push into more global markets such as South America and Asia, so it made sense for us to demonstrate on this world stage that we are committed to creating market-leading solutions. Now our customers, both current and prospective, will know that Caldera is behind them from making the sale to the final delivery."

Product Name	Unit Price	Qty	Subtotal
Billboard 4x3m Media Matte Paper 120g	€150.00	1	€150.00
Poster 30x45cm Media Matte Paper 120g	€20.00	1	€20.00
Banner 30x40cm Media Twink Flashback Plastic Lamination	€27.00	1	€27.00

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Konica Minolta unveils new features to re-enforce commitment to production print market

Konica Minolta unveiled its new flagship digital colour bizhub PRESS 8000e to benefit customers in the high-speed production print market at North Print & Pack 2013.

Cutting-edge software, new EFI controllers and other technical innovations signal another important step forward for the digital solutions provider, which has launched the bizhub PRESS 8000e version.

New colour controllers for the Konica Minolta running Fiery® IC-306/IC-3600 V3.0 with Fiery FS100 Pro systems are twice as fast. Other benefits are in performance, colour consistency, usability and integration with other software, providing the "most scalable and flexible integration capabilities". One customer benefit is being able to produce high-margin print applications with high-quality colour, automated workflows. There is also improved connectivity to other systems and the digital front end is certified by CIP4 for JDF compliance.

Konica Minolta launched the bizhub PRESS C8000e to meet the demanding and diverse requirements of the commercial print sector. It prints at up to 80 pages per minute and can easily handle monthly volumes of 500,000 prints.

Mark Hinder, Konica Minolta's Market Development Manager for Production Printing, said: "Initial reaction from customers has been extremely positive for the bizhub PRESS C8000e, which is enabling us to take another important step forward in the high-speed digital press segment for professional print production.

These are further improvements to

an award winning, cutting-edge digital colour system that offers outstanding image quality and image stability over long print runs, with output comparable to litho. Firmware improvements have significantly improved productivity, ensuring that the bizhub PRESS C8000e has become the digital press of choice for commercial and digital printers."



"Konica Minolta exhibiting at FESPA 2013"

European Debut of Mimaki UJV500-160 at FESPA 2013

Mimaki's new UJV500-160 UV printer made its European debut at FESPA 2013 in London. The UJV500-160 features energy-saving LED curing with long-lasting LED bulbs, and brand-new inks.

"One of the more exciting aspects of this printer," says Mike Horsten, General Manager, Marketing of Mimaki EMEA, "is the joint development with 3M of our new LUS-200UV inks. When these inks are applied onto 3M media and installed using 3M guidelines, they carry the prestigious 3MTM MCSTM Warranty, widely recognised as the industry's most comprehensive finished graphics warranty. It covers fading, cracking, peeling and other aspects of graphic performance. We are excited to be partnering with 3M in the introduction of these warranted inks, which will be available this summer."

In addition to its fast throughput, cost-effective and environmentally friendly LED curing and 3M warranted inks, the UJV500-160 delivers a printed product that is dry and immediately ready for the next

step in the process. LUS-200 inks are flexible and are ideal for applications with curved surfaces such as vehicle wraps and fleet graphics where stretching could crack other inks.

Mimaki is exclusively distributed in the UK & Ireland by Hybrid Services Ltd and its industrial products sales manager, Mike Lewis, welcomes the new addition to the product range. "The Mimaki UJV500-160 offers unprecedented opportunities for producing flexible printed graphics."

"We are also very excited to announce the availability of white ink (LUS-150) for roll-to-roll printing with the UJV500-160 in the September 2013 timeframe," adds Horsten. "This will enhance the value of the printer even more, making it possible to create truly vibrant prints on transparent substrates using an undercoating of white ink. Our Raster-Link6 RIP already supports the deposition of three layers of ink in one pass, including a base layer of white ink, to allow faithful reproduction of the natural beauty of colours printed on transparent media for applications

like window graphics and backlit signage."

About the 3M™ MCS™ Warranty 3M warrants that printed graphics which are made using 3M branded components and are installed in accordance with 3M's instructions, will maintain satisfactory performance for a certain time period depending on the application. Graphics manufacturers in Europe that use the LUS-200 ink may be eligible for the 3M™ MCS™ Warranty certification program; details are available from 3M in each local country.

"The 3M™ MCS™ Warranty helps graphics manufacturers assure brand owners that they are purchasing a quality product from a quality provider," said Guido Santini, West Europe Market Development Manager, 3M Commercial Graphics. "We're proud to have been the gold standard in the industry for more than 30 years."

More details about Mimaki products including its full range of printers and cutting plotters can be found at www.hybridservices.co.uk.



Sun Chemical Launches Streamline Optima HPQ

Sun Chemical, the world's leading manufacturer of printing inks and pigments launched the new Streamline Optima HPQ range at FESPA 2013.

The new Streamline Optima HPQ has been specifically formulated for use with the HP9000/10000, Seiko CP64/100 and Océ 6060/6100 and is the latest addition to the successful Streamline HPQ range of solvent based jet inks for wide-format printers.

The colour and physical properties of the original inks have been matched so that existing colour profiles and printer settings can be used. The new Optima HPQ features performance enhancing features such as increased open time for improved print head stability, wide colour gamut for accurate colour matching and reduced overspray and mottle providing superior print quality.

Nick Henry, Operations Director, SMP Large Format participated in the beta trials for the Optima HPQ comments: "We've had a very positive experience using the Streamline Optima HPQ and now the beta trial has finished, we're continuing to use the system - it's excellent! We continue to produce the

same quality graphics as with the OEM inks, but use less ink with the Optima HPQ. We've tried other after-market inks and this is by far the best we've used."

Adrian Clarke, Director, PG Events, comments: "We've been using the ink since March as part of the Optima HPQ beta trial and we're very happy with the results. Due to the nature of the business that we're in, we don't need to use the printer every day. It could be sitting idle for a few days which means we normally have to thoroughly clean the printer before running a job. With OEM inks, the machine needed to be cleaned a couple of times before printing, however now the machine only requires one clean before use. As a result, the Sun Chemical Streamline Optima HPQ inks also save the business a huge amount of valuable time."

Customers will benefit from reliable, quick and secure ink conversions as the Streamline Optima HPQ is fully supported by unrivalled technical and engineering resource.



About Sun Chemical

Sun Chemical, a member of the DIC group, is the world's largest producer of printing inks and pigments and a leading provider of materials to packaging, publication, coatings, plastics, cosmetics, and other industrial markets. With annual sales of more than \$3.5 billion, Sun Chemical has over 8,000 employees supporting customers around the world.

Sun Chemical Corporation is a subsidiary of Sun Chemical Group Coöperatief U.A., the Netherlands, and is headquartered in Parsippany, New Jersey, U.S.A. For more information, please visit our Web site at www.sunchemical.com.

Integration Technology new product roll-out at FESPA 2013

A major roll-out of UV LED and UV Arc solutions from UK developer Integration Technology Ltd (ITL) took place at FESPA 2013.

On stand N3S, the all new LEDZero Solidcure 2 was the latest UV LED curing unit drawing on ITL's 10 years of experience in developing semi conductor light engines. Solidcure 2 offers class-leading dose and linearity of output surpassing other water cooled units of this type in the world. Slim and ultra compact, this water-cooled system has a standard output power of 12W/cm² @ 395nm with alternative wavelengths such as 365nm, 385nm and 405nm available as options.

Fully scalable in both length and width, the LEDZero Solidcure 2 can be tailored to meet extremely specific UV LED requirements on a wide range of applications, including high speed inkjet printing, high speed roll to roll flexographic and offset printing; screen printing; converting; and a wide range of other industrial applications.

Specification benefits include field-re-

placeable modules offering even further extended service life; driver electronics fully integrated within the lamp head; switch mode power supply unit for world-wide compatibility. Also available in a HD version offering twice the dose of the standard model, the ground-breaking LEDZero Solidcure 2 is commercially-available from July (2013).

FESPA London hosted a live application of ITL's new SubZero LED system. Although primarily designed for wide format graphics platforms, the SubZero LED demonstrated it's high cure capability by being equally at home in a single pass high speed application at the show.

This revolutionary new air-cooled curing solution has a compact footprint and all the proven features and benefits of the established SubZero arc system range making for an easy conversion to UV LED technology for any platform currently using the world leading SubZero.

The SubZero arc program is also enhanced with the launch of two new models

on show for the first time. Firstly there is added cure length in the new SubZero 220 along with a new high power version of the very popular SubZero 170 model, which produces 50% more output power than the standard version.

Also new for 2013 is super compact MZero LED utilising all of the proven features and benefits of its sister arc product and incorporates them into an LED alternative enhanced by extra functionalities such as instant on/off, variable power and low temperature operation and a plug and play feature to the lamp head design enabling simple machine integration or field installation.

Ideally suited to digital inkjet applications such as small plotters, 3D product printers or marking and encoding applications, the MZero LED is also equally at home curing inks, coating or sealants in a variety of other industrial applications.

Further information at the website www.uvintegration.com

PRODUCT *News*

Wrapping just got even better with 3M™ Envision

New from William Smith is the next generation of wrapping films from 3M that is destined to take wrapping to an entirely new level. The revolutionary Envision Print Wrap Film 480Cv3 features new leading-edge technology, top class performance and a whole range of outstanding benefits.

This new non-PVC film can be used to wrap everything from vehicles to boats and even textured buildings – all with outstanding performance. It offers enhanced conformability and lifting resistance, easier installation



and faster removal, while retaining familiar and popular features such as excellent print quality, Controltac allowing true repositionability and Comply adhesive with air release channels. Envision 480Cv3 can be applied in extreme temperature environments and, once installed, is durable against UV rays, high temperatures, moisture and acid dew.

Envision 480Cv3 is a 50micron thick high performance non-PVC film that also offers an environmentally friendly option. It is manufactured using 60% less solvent, without the addition of chlorines or other halogens, is phthalate free and incorporates bio-based materials.

3M Envision Print Wrap Film 480Cv3 and Gloss Wrap Overlaminate 8548G are available as full rolls and same day despatch is provided on full or part roll orders received up to 6.00pm.

For further information visit the website www.vehiclewrapfilms.co.uk.





ILFORD CEO
Paul Willems.

ILford introduces latest Omnijet innovations at Fespa 2013

The new AquaBlock™ and NanoSolvent™ layer technology for aqueous and solvent commercial printing were unveiled at FESPA 2013.

ILFORD (www.ilford.com), a leading developer and manufacturer of professional quality media for both inkjet printing and colour photographic processes, announced their latest product innovations for the commercial sign and display market at FESPA 2013 held in London.

Exhibiting at Stand G67S, ILFORD unveiled two new groundbreaking technologies that aim to revolutionise the sign and display industry by offering commercial printers an opportunity to increase productivity and drive incremental business by more efficient utilisation of their existing hardware.

Building on the recently introduced NanoSolvent™ layer technology, ILFORD announced new applications for this range as well as further products to expand their solvent platform stable of media. ILFORD also showcased AquaBlock™, an exciting breakthrough in aqueous inkjet technology, which offers the sign and display market the ability to drive incremental business through a range of completely water-fast products for outdoor use without the need for lamination.

"Throughout our history in the sign and display market, we have continued to be a driving force in the industry's advancement," said Paul Willems, Chief Executive Officer for ILFORD. "With these latest innovations in media layer design we are able to introduce

groundbreaking new products which ensure that media is able to keep pace with advancements in hardware. In these challenging economic times we are continuing to look for ways to offer commercial printers cost effective opportunities to increase productivity, drive incremental business, and all without compromising on image quality."

ILFORD OMNIJET NanoSolvent™ Glossy Banner Vinyl

NanoSolvent™ Glossy Banner Vinyl provides a high quality, fire-retardant* banner that enables media to be used indoors or outdoors for up to two years without lamination. The NanoSolvent™ layer meets the highest demands for image quality and offers fast printing and drying speeds, enabling print service providers to laminate within 30 minutes and avoid ink transfer, therefore increasing productivity and output potential. NanoSolvent™ Glossy Banner Vinyl is compatible with eco-solvent and solvent printers.

ILFORD OMNIJET NanoSolvent™ Glossy Backlit Vinyl

NanoSolvent™ Glossy Backlit Vinyl is a premium quality, stretchable and fire-retardant* backlit display material suitable for both indoor and medium to long term outdoor applications. Ideal for day and night backlit displays and perfect for use with the latest metallic inksets, the gloss-finished media is compatible with solvent and eco-solvent inkjet printers.

ILFORD OMNIJET AquaBlock™

With OMNIJET AquaBlock™, ILFORD has leveraged its expertise in coating technologies to create a layer for aqueous inks, which is completely water-fast without any lamination. This groundbreaking product will deliver incremental business opportunities to the print service provider by offering a range of aqueous media dedicated to outdoor applications. The AquaBlock™ layer is completely water-fast and does not swell or dissolve in extreme weather conditions. The layer ensures fixation of the inkjet pigments at the surface of the print media, while retaining the premium photo quality associated with ILFORD products. This innovative new layer will feature on a range of ILFORD substrates to be launched in the coming months.

In addition to the recently announced solvent canvases, ILFORD have now also introduced two additional products to their solvent range.

ILFORD OMNIJET Satin Blueback

OMNIJET Satin Blueback is a high-opacity, water resistant media for billboards and other poster advertising applications. The bright white satin media ensures minimal show through and has the strength to withstand the process of being pasted and left outdoors for short to medium use. Satin Blueback is compatible with eco-solvent and solvent printers.

ILFORD OMNIJET Semi-Gloss Poster Paper

OMNIJET Semi-Gloss Poster Paper is ideal for indoor and short to medium term outdoor advertising. Water-resistant with a wipe-fast layer, this robust and easy to handle media is a cost-effective solution when fit for purpose image quality is required. The media is compatible with all good eco-solvent and solvent printers.

* From internal testing. Products have been submitted to B1 testing and results expected Sept 2013.

ABOUT ILFORD

Founded in 1879, ILFORD is a leading player in the development and manufacture of consumables for both inkjet printing and colour photographic processes as well as other coated products. The worldwide businesses include R&D and manufacturing operations in Switzerland, with sales operations in the USA, Belgium and Japan. For more information on ILFORD, please visit www.ilford.com



"ILFORD exhibiting at FESPA 2013"

INDASOL Launch Removable UHB-351

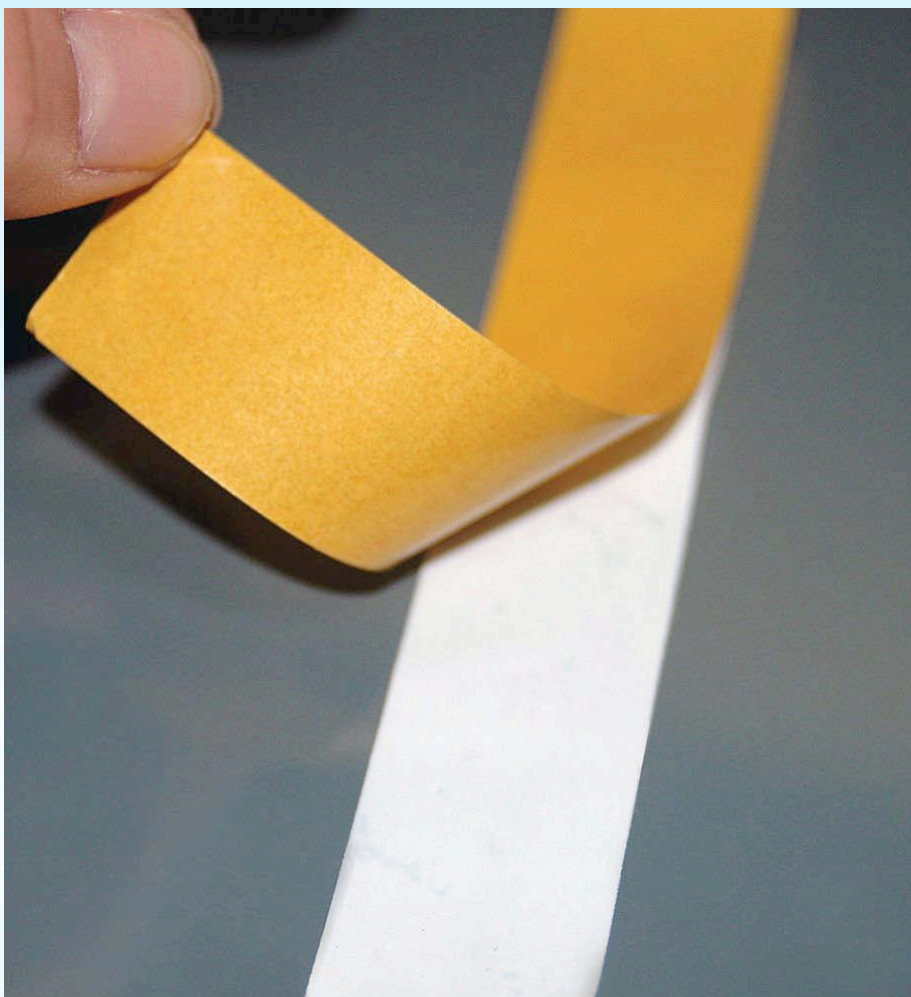
Working closely with their Sign Making, Printing and Display customers, INDASOL have developed a UHB product which offers the excellent high performance bonding strength for applications such as channel and rail fixing, with the added benefit of being removable at a later date, leaving non residue and without surface damage.

UHB-351 has a unique structure allowing instant high strength bonding onto surfaces such as metal, glass, plastics and wood as well as then being removed using a special technique at a later date. UHB-351 joins the other specialist sign making products from INDASOL such as Cold Stick UHB, Crystal Clear Adhesive and Non Read Through Adhesive.

"Recognising the demands of our Signage customers, we are committed to providing the Sign Maker with a range of technical products that offer exceptional bonding performance supported by fast delivery from stock and full technical back up": Comments Sales Director Paul Robinson. "With the constant changes in Signage materials, we strive to offer cutting edge solutions to new applications and have a reputation for innovation and problem solving"

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Lightbar UV solution ExCels for graphics specialist

A move to the latest low-cost UV-curable print technology has quickly reaped financial and speed dividends for Complete Studio Graphics with its investment in a roll-to-roll wide-format machine fitted with a Lightbar UV curing solution supplied by Colorific. Also available as a retro-fit, the installation of this new unit has instantly saved the London and Slough-based graphics company significant man-hours and production costs in a new system which costs a fraction of a conventional engine.

Located on-site at London's ExCel, a sizeable proportion of jobs produced by Complete Studio Graphics is in the events area, with exhibition participants relying on being able to get their display requirements turned round quickly and at a high quality. In addition, the company also produces a broad range of general graphics for conferences in other locations as well as for a diverse selection of clients from overseas as well as in the UK.

Formerly, with jobs on flexible materials being produced using its solvent-based units, Complete Studio Graphics was always faced with delays after printing and before laminating because of the risk of outgassing. With the addition of the Lightbar solution, finished jobs are now ready immediately, with no time needed for drying, outperforming solvent-based production and providing the good durability available with UV-curable inks.

"We needed a machine that would give us a faster way of working but at a low investment price, particularly as this is our first venture into UV-curable technology," explains Alan Carter of Complete Studio Graphics. "But we didn't want to sacrifice quality or our ability to maintain attractive prices for our clients who know that our sensible rates and fast turnaround don't compromise the standard of the work we produce."

As well as producing banners and event graphics, many of the applications created by Complete Studio Graphics involve large, tiled panels with the emphasis often being on last-minute orders which need to be supplied and fitted to demanding deadlines. The versatility and ease of use of the Lightbar unit now gives the company all the benefits and convenience of UV-curable production without the heavy investment cost.

"With Lightbar, we can print work and use it straightaway, which is something that's impossible with solvent-based production," Carter continues. "We're now far more flexible and versatile, and the saving on lamination is a huge saving on time and money. UV-curable technology is the way to go."

Carter was originally looking at a proprietary flat-bed machine with roll-to-roll capabilities as his introduction to UV-curable print but, with the bulk of his company's work being on flexible materials, it made even more sense to invest in a machine with the inexpensive Lightbar unit. Although it can be retro-fitted for just £2,550 to an existing chassis that uses Epson DX4 or DX5 print-heads, he decided to buy the system as part of a new printer, thanks to the extremely low purchase price.

The Lightbar unit has been developed to respond to the clear demand for printers which offer the convenience, familiarity and colour vibrance found in solvent-based engines but with the fast drying and

high gloss finish associated with UV-curable output. Currently there are large numbers of existing systems using solvent formulations but which have been rendered redundant because of the move away to other ink chemistries. Although latex has found popularity in some environments, in terms of durability and colour accuracy, UV-curable technologies continue to find favour even though initial investment costs are normally relatively high. However, owners of older machines can now modify their units quickly and effectively with the addition of Lightbar and its UV-Light next generation ink.

"Complete Studio Graphics is a typical example of a graphics house that wants to transform its solvent-based print to UV-curable production, but without the huge learning curve and high investment cost," states Shaun Holdom of Colorific. "The Lightbar curing unit is so inexpensive and easy to use it really has to be seen to be believed. Retrofitted to an existing chassis, operation is straightforward and familiar yet finished prints are high quality, dry instantly and ready for use straightaway."

Lightbar utilises Colorific's next generation UV-Light inks which combine all the advantages of solvent-based formulations with the benefits of UV-curable chemistry, giving good adhesion, very low odour and scuff and abrasion-free results. Because the ink doesn't dry in the nozzles, print-head life is extended, and low running costs are complemented by more environmentally-friendly output.

Further information is available from Shaun Holdom at Colorific, Unit 9, Kings Grove Industrial Estate, Boyn Valley Road, Maidenhead, Berkshire SL6 4DP, United Kingdom, telephone +44 (0) 1628 560890 or e-mail shaun.holdom@colorificink.com website www.colorificink.com



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Mimaki demonstrates new LX101 Latex Ink for JV400LX series at FESPA 2013

Mimaki announced in May the availability of a new latex ink for its JV400-130/160LX latex inkjet printers. LX101 ink was shown for the first time in Europe at FESPA 2013, where visitors to Mimaki stand were able to see the difference with the addition of orange and green inks for more accurate reproduction of corporate colours and a higher density black ink that delivers sharper, richer details.

"Our JV400-130/160LX latex printers have proven to be quite popular," said Mike Horsten, General Manager, Marketing of Mimaki EMEA. "We believe our latex customers will be very excited about this new addition to our sign graphics latex ink set. The new LX101 inks and the 6-colour printing capability, already supported by our RasterLink6 RIP, offer so much more than just new ink. The LX101 Latex inks are more eco-friendly than solvent inks, yet the outdoor durability of the Mimaki LX inks are equivalent to solvent, offering the best of both worlds with a small environmental footprint. These new inks offer glossier and more vivid colours than our current LX100 inks. We were excited to show the added value of these inks at FESPA 2013 and believe these new inks can bring the sign, display, graphics firms and photo labs back together."

Mimaki JV400-130/160 latex inkjet printers print on a wide array of substrates including uncoated paper, using environmentally friendly aqueous ink. The JV400LX series supported the world's first white latex ink, achieving printability on clear substrates with vibrant colour. Mimaki's patented MCT (Mimaki Circulation Technology) ensures continuous circulation of white inks to prevent pigments from settling and potentially having an adverse effect on quality and throughput. The JV400LX is suitable for the production of a wide range of applications for both indoor and outdoor use. Customers can choose which ink set they would like to use upon first installation: LX100 or LX101.

Key Features include:

Wider colour gamut achieved with six-colour (Hexa-Colour) Process Printing including Orange & Green ink

This delivers a wider colour gamut than can be achieved with conventional 4-colour (CMYK) Process Printing, enabling more accurate reproduction of corporate colours in company logos and other graphic elements. The brilliant orange and green inks reproduce vibrant pastel colours, ideal for colourful posters and point-of-purchase materials for food industry products.

Additionally, spot colour reproduction is improved, which is especially important for the production of package design proofs in cases where designs require spot colours. With these inks, contract proofing and photo reproductions are now made possible.

High density black ink and improved glossiness to deliver rich and contrasting details

By increasing the density of black ink, sharper and richer details are attained. The improved glossiness creates more vivid colours, offering a more photo like image than any other latex currently available in the market.

White ink expands the range of applications, supported by the white ink circulation system

A white ink layer assures more vivid colour results on transparent substrates such as window film and shatterproof film, meeting a wide variety of needs in the sign and display graphics industry. JV400LX series printers are equipped with MCT, a white ink circulation system that prevents pigments from settling by routinely circulating the white ink in order to ensure consistent printing.

Excellent drying and work-efficiency

The ink dries fast enough to immediately move on to secondary processes such as laminating and installing. Because drying time is not required, total work efficiency is dramatically improved.

Distributed exclusively in the UK & Ireland by Hybrid Services Ltd, its national sales manager, John de la Roche sees significant benefit in the additional ink range for the Mimaki latex printers. "The Mimaki JV400 with the option of standard process colours, the first white latex ink or the new hexa-colour orange and green gives print providers a unique opportunity to deliver a very high quality of output for their customers."

ICC Profiles for the whole range of Latex products can be found at the new MMCP (Mimaki Media Certification Program) website. www.Mimaki.color-base.com

More details about Mimaki products including its full range of printers and cutting plotters can be found at www.hybridservices.co.uk.



Mimaki JV400 is now available with orange and green latex inks.

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Flexible solutions from Perspex Distribution

Perspex Distribution Limited has announced the introduction of flexible strip LED products to compliment their extensive range of SloanLED signage solutions, Perspex® cast acrylic and thermoplastic sheets. Made in Europe from high quality components these flexible strip LEDs are perfect for all kinds of linear lighting.

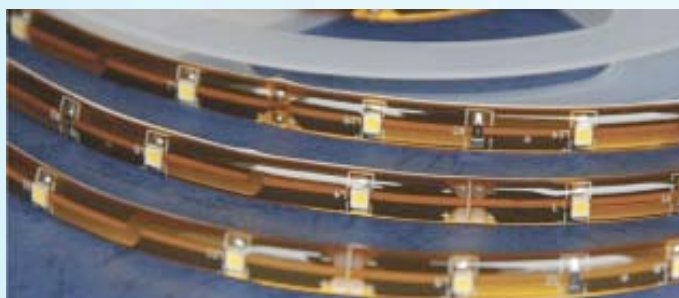
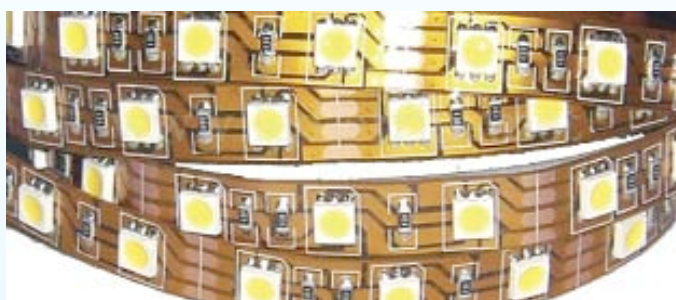
With over 100 products introduced into the range, there is no need to look any further for product requirements. Typical applications include exhibitions, point of sale, lightboxes, accent lighting, and much more.

Expert LED chip selection ensures batches offer continuity of colour across the entire length of strip with installation made easy with 3m™ tape.

"We continue to listen to the requirements of our customers," explains Ryan Mann, LED Product Manager at Perspex Distribution, "and we have been careful to ensure our products are manufactured to a high quality in Europe with expert LED chip selection. Our stocked products include a full colour range, varying IP ratings, 3528 and 5050 chips plus controllers and power supplies."

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

For more information about flexible strip LEDs from Perspex Distribution visit www.perspex.co.uk



The new Durst Rho 512R super-wide roll to roll printer with Variodrop technology

The Rho 512R is the latest addition to the Rho 500R Series of super-wide UV roll to roll inkjet printers.

It sets the quality standard for high end industrial inkjet productivity, featuring a very small drop size of only 12 picolitres and Variodrop technology.

This is due to Durst's latest Quadro Array 12M printhead technology. With its very small ink drop size it is capable of printing with unrivalled quality up to 900 dpi and a speed of up to 350 m² per hour.

Furthermore, the Rho 512R is designed for printing a wide variety of large format advertising material. It will also print three 1.6m rolls together.

With the high precision of the carriage system, the linear motor drive technology, enhanced Quadro Array technology and a printhead with over 65,000 nozzles, it achieves optimum print quality without loss of speed. Unattended printing of large rolls, extremely low production costs and low ink consumption make the Rho 512R one of the most economical printers ever.

Other features of the Rho 512R include easy and fast media change with minimum media waste. The user friendly operating software includes management functions.

The maximised workflow is achieved from simultaneous ripping/transfer and printing of files through additional RIP workstation and hot folders.

Finally, the Rho Roll Ink, which includes

options for light cyan, light magenta and white, is environmentally friendly. The inks are completely VOC free and accredited with the very stringent Nordic Swan environment certification.



Bordeaux's NEW Vivid Magenta Ink Expands Red and Orange Tones

Bordeaux Digital Printink, a well-established inkjet ink solutions manufacturer, with proven in-house research and development, today introduced Vivid Magenta (VM) to their low and mild solvent ink series. Printer Service Providers can achieve superior print and color quality results with Bordeaux's extra wide color gamut.

Bordeaux's New VM ink color accentuates red and orange tones for brighter, stronger and higher levels of color accuracy. Reds and oranges appear more natural and add vibrancy to prints, enhancing the print quality. With Bordeaux's Vivid Magenta, print service providers can reproduce more colors and add intensity to outdoor and indoor graphics.

Tested extensively, Vivid Magenta ink expands Bordeaux's low and mild solvent ink colors to C, M, Y, K, Lc, Lm and VM making

difficult colors easier to reproduce. Bordeaux's low and mild solvent inks offer excellent light fastness, fade and weather resistance and are perfect for high print productivity across all media, at a 30% cost savings compared to OEM inks.

Similar to Bordeaux's Eco solvent inks, the new Vivid Magenta ink color is compatible with most printers and printheads and is conveniently packaged in 1L bottle, 440ml cartridge and 1L bag.

Bordeaux Extends Shelf Life by 50% for Solvent-based Inks

Bordeaux Digital Printink announced last month that the shelf life of most solvent based inks in cartridge and bag form has been extended by 50%.

Manufactured from high grade raw materials, these solvent inks retain all

the positive attributes and benefits of the earlier versions such as stunning colors, plug-and-print compatibility to OEM ink, durability and superior scratch resistance, but now has even higher reliability with an extended shelf life to 18 months.

Additionally, Bordeaux's Eco solvent ink for Roland, Mimaki and Mutoh printers now boasts a higher alcohol resistance than before. Presently, Bordeaux offers this ink in 1L bottle, 440ml cartridge and in 1L and 2L bags for bulk ink delivery systems.

Bordeaux's tested and proven solvent ink series are Mix & Match with easy switchover from original ink, without flushing and are compatible with a wide range of substrates. These inks boast a wide color gamut, accurately matching to OEM inks.

Mimaki Sb300 Inks Receive Product Class II ECO-passport Certification

Mimaki, a leading manufacturer of wide-format inkjet printers, recently reported that an ECO-passport certification has been issued by Centexbel for its Sb300 series dye sublimation inks. This certification, which certifies compliance with the Oeko-Tex standard 100 and the ECO-passport certification system, assures users that inks will cause no harm when they come in contact with the skin. This certification is highly important for producers of textiles, especially those creating products that are destined to come in contact with human skin.

"We are extremely pleased to receive this certification," says Mike Horsten, General Manager, Marketing of Mimaki EMEA. "Our textile printing products have been received warmly by the marketplace, and we believe this certification will help us gain even more credibility among textile printers looking for a short-run digital solution. Many in the industry will remember the stir created by Mimaki-printed costumes on the Landa Dancers at drupa 2012. Now they can feel comfortable creating their own unique designs for digitally printed apparel and other textile products without any

concern for potential harm to end users."

Mimaki's exclusive distributor for the UK & Ireland, Hybrid Services Ltd launched the Mimaki TS500 at Sign & Digital UK and marketing manager, Duncan Jefferies, confirms high levels of interest from sportswear and apparel companies and expresses confidence that the certification is an additional benefit for garment manufacturers.

"Beyond the printer's unique combination of ultra fast production speeds and high quality of output; industry certification for the Mimaki dye sublimation ink is a further strong selling point for the TS500."

Mimaki excels in offering innovative, high quality and high reliability products using a variety of inkjet technologies. Sb300 ink, an aqueous dye sublimation ink introduced to the market in 2012, is optimized for use with the Mimaki TS500-1800 textile printer for dye

sublimation transfer. The printer can operate in a 6-colour mode for smooth gradations and higher quality lightcolours, or a 4-colour mode for increased productivity.

More details about Mimaki products including its full range of textile printers and inks, can be found at www.hybridservices.co.uk.



Mimaki Sb300 inks for the TS500 have received Product Class II Eco-passport certification.

Press Release: KIIAN Digital Launch Two New Ink Products at FESPA 2013

KIIAN Digital, part of the KIIAN Group, launched two new ink products into the growing digital textile print market at FESPA 2013. The DIGISTAR HI-PRO and DIGISTAR E-GOLD inks were launched at the London Show 25-29 June 2013.

KIIAN, FESPA's platinum sponsor, is a leading, global ink manufacturer with

speciality in aqueous textile ink innovation. The two new products represent significant additions to the KIIAN Digital product portfolio. The inks are unique in that both have been specifically designed and developed to serve a growing demand for KIIANs aqueous textile inks and are compatible with the DX7 print head.

DIGISTAR E-GOLD has been designed for both direct and transfer printing and the DIGISTAR HI-PRO has been designed for the industrial printing market; it operates with light and uncoated paper (50-60 gr/sqm) for transfer printing and is compatible with all generation DX print heads.

Alessandra Borghi, Commercial Director, KIIAN, explains "We are all very excited by both of these product launches as the inks are uniquely developed for their specific applications. It is a little known fact that the current

inks available on the market today for these applications are adaptations of existing ink profiles. But both the DIGISTAR E-Gold and HI-PRO inks benefit from innovative chemistry that has been developed for a specific task, resulting in outstanding print."

In addition to the improved performance characteristics of the inks themselves, the capability to print both transfer and direct, reduces management cost by fifty percent. "It is not often that new products both add value from a quality perspective, and reduce cost as well! I look forward to connecting with customers and distributors at FESPA and in-forming them of these excellent new products," concludes Borghi.

KIIAN Digital also presented the sublimation DIGISTAR range of inks including DIGISTAR DYS (disperse digital inks for direct printing), DIGISTAR HD-ONE (sublimation digital inks for transfer printing), DIGISTAR UPPER (sublimation digital inks for transfer printing) and DIGISTAR ELITE (sublimation digital inks for direct and transfer printing).



GMG Launches GMG ProductionSuite 2.0 at FESPA

GMG announces the version 2 release of ProductionSuite, an update of the most complete production solution for wide-format printing. Highlights include a very easy to use version of SmartProfiler to profile all combinations of printers, media, inks, etc; more powerful Layout tools; and a new interior decoration option — along with a new, GMG ProductionSuite Focus edition.

GMG ProductionSuite offers the entire range of functions required in a wide-format production environment. GMG ProductionSuite is modular, comprising of a prepress file Editor, RIP, SmartProfiler and PrintStation. It currently supports over 1,000 output devices. A flexible licensing model permits custom installation: from a simple configuration on one computer with only one RIP, one Editor and functions for driving one or two output devices, all the way to an extensive decentralized configuration with several editors that can send jobs to over ten printers

and cutters. With additional functions, such as industrial cutting, true shape nesting, and screen- and variable data printing, GMG ProductionSuite also fulfills some of the more unique requirements of wide format printing.

Updated SmartProfiler 2.0: Same reliable high-quality color management—even easier to achieve.

GMG SmartProfiler is a wizard for the calibration and profiling of all supported print devices without requiring expert knowledge of color management. With highly automated SmartProfiler color management, printers get guaranteed repeatability without any need for expert color knowledge – even with spot colors.

ProductionSuite 2.0 features a new, automatic rendering intent. “While most profiling and color management tools may require an operator to go through a number of ‘trial and error’ steps to obtain a satisfactory separation, in SmartProfiler 2.0 GMG takes responsibility for building the profile,” explains

Markus Finkbeiner, Director Business Unit Wide Format Printing at GMG. “It is truly a “smart” profiler, creating the profile depending upon media, ink set, substrate, and other variables. GMG’s time and knowledge is definitely built into the product.”

The new SmartProfiler 2.0, which now operates on both OS X and Windows platforms, has a new user interface to make it even easier to get outstanding color results. It is one, complete software application to create all profile components, including print mode, ink splitting, calibration and profile. The integrated media manager inside SmartProfiler offers a complete, streamlined overview of every profile including, for example, spot color edits. GMG Device Link (MX4) profiles are now created on the fly, based upon where the file is intended to be output. There is no longer any need to create several printer-media-mode (PMM) combinations for different RGB and CMYK workflows.

Layout: More flexibility for a wide variety of jobs

With the new Layout feature, GMG ProductionSuite 2.0 will be integrated into even more workflows, producing a wider variety of print products. True shape nesting is very easy to program. For example, users can create 100 stickers, rescale them

in three different sizes, and nest them by true shape, all with just a few mouse clicks. Integrated cut and white support are built in.

If desired, users can even open a true-shape nested job within the RIP, change

the job layout by readjusting parameters such as the amount of images, job rotation and cutting information—and then print and cut the job. So, nesting can be created by either the prepress operator or the print operator.

New interior decoration option

Available as a new, additional option, interior decoration can support two significant functions for the digitized creation and printing of textiles and wallpapers: colorways and step & repeat. The ProductionSuite Editor step & repeat tool supports all common algorithms for

the textile industry. Patterns can be moved in any direction. Then, colorways allows several colorations within one job. Similar, multiple layouts can be created in different colors on multiple layouts, but with the same, precise step & repeat layout. Most important, with GMG’s

color-accurate technology, GMG ProductionSuite can assure one delta-E accuracy in textiles from a digital press, no matter when the file is printed. Thus, textiles and wallpapers are always color and design consistent, a ‘must’ demanded by interior decorators.

GMG ProductionSuite Focus Edition: Fully functional wide format workflow at an entry-level price

GMG is also releasing GMG ProductionSuite-Focus Edition, an entry-level price version of GMG ProductionSuite intended for print shops that wish to bundle a complete workflow – instead of solely a RIP – at the time of purchase of a new digital printer. The ProductionSuite Focus Edition is a fully functioning workflow system, including all four ProductionSuite modules. It also offers the same cutting functionality as the standard licensed version. However, it is offered with a one-user license

and one printer driver. Upgrades are available to add more printer drivers. Optional modules are not available.

“We wanted to offer small and medium-sized print shops the benefits of GMG ProductionSuite, at a very affordable price,” comments Finkbeiner. “Almost immediately, with GMG ProductionSuite Focus Edition, these shops will be able to offer the quality, speed and consistency that a complete automated production workflow provides.”

"It is truly a “smart” profiler, creating the profile depending upon media, ink set, substrate, and other variables. GMG’s time and knowledge is definitely built into the product.”

Reprographic Technology International (RTI) Show its Vortex 4200 Wide Format Printer powered by Memjet at FESPA London 2013

Reprographic Technology International (RTI), a leading industry supplier to both the digital production print and wide format print markets, showed its Vortex™ 4200 printer, powered by Memjet®, at London FESPA 2013.

The wide format Vortex 4200 printer targets several print applications, including CAD, AEC, GIS and point-of-sale graphics with a combination of speed and quality never before thought possible.

Inside the Vortex 4200 is revolutionary Memjet technology with five printheads for single-pass wide format printing of uncompromised speed and quality. Compared to traditional inkjet, the Vortex 4200 prints many times faster for incredible job turnaround times and attractive total cost of ownership.

RTI first showcased the Vortex 4200 in February at an exclusive preview event at Wrest Park in Bedfordshire, UK. According to Peter Barton, EMEA business director for RTI: "Feedback from the 160 attendees was very positive, resulting in both direct sales at the preview and, more importantly, a confirmation that our Vortex 4200 printer is well-positioned to deliver exceptional results and massive productivity gains for CAD, GIS and point-of-sale graphics printing. One of

our strengths is the ability to tailor solutions to the needs of our customers. Since this preview event, interest in the Vortex 4200 has been high, and we have conducted customer installations within the UK and Israel. We are also nearing completion of additional dealer agreements within Europe."

Yaacov Viedas, CEO for Rowe Israel says: "RTI has been helping me with my digital printing needs for many years, and has now brought me the latest in technology with the game-changing Vortex 4200 wide format printer. With this machine, I can see big opportunities to help my customers streamline their print workflow and give them big savings in running costs, manpower, and space requirements."

Erik Norman, RTI's vice president of sales and marketing said: "Momentum with the Vortex 4200 from both a technical and commercial perspective, has been exceptional. Our partner, OWN-X, has already incorporated our initial voice-of-customer feedback from February that attendees saw at FESPA. European and UK dealer response has been positive, and we have solidified our 2013 North American launch plans, with dealer agreements in Canada and US close at hand. In addition to the Vortex 4200, RTI will showcase our complete



family of Memjet-powered printers at this year's Print 13 and SGIA shows in Chicago and Orlando, respectively."

"With Memjet's technology at the core of the Vortex 4200 printer, we are confident that RTI customers will see what matters most to them: increased wide format printing efficiency and productivity coupled with exceptional results," said Mike Puyot, president of Memjet Wide Format. "We look forward to seeing RTI bring Memjet's wide format technology to additional markets across the globe."

INDASOL are awarded European Distributorship for Sign Block

Over the past few years, INDASOL have supplied the UK Sign Market with the revolutionary SIGN-BLOCK material. In January of this year, INDASOL started to

supply SIGN-BLOCK into Europe and have recently been awarded Sole European Distribution rights to SIGN-BLOCK.

SIGN-BLOCK is a hard wearing, durable Polyurethane sheet which is available in a range of thicknesses and densities. Used to create 3D signs and images, SIGN-BLOCK can be milled, routed, carved and sand blasted to create exotic and otherwise impossible shapes when compared to conventional materials.

Once painted SIGN-BLOCK can be made to look like metal, wood, stone or plastic, with the added benefit of being easily repeatable on a CNC programme as well as its

key feature of being extremely lightweight which of course offers a health and safety benefit on larger installations.

"Whilst exploring new products on a visit to America several years ago, we came across SIGN-BLOCK being used extensively for external 3D signage and saw the benefits immediately" Comments Martin Sadler Technical Director. "Having spent time promoting SIGN-BLOCK in the UK, we are very pleased to now be awarded with the European Exclusivity for the product".

For your local stockist of SIGN-BLOCK 3D material, including the complete INDASOL Signs Makers range, please contact our technical sales team:

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Spectron Launches New Product, Lumenlinear-X

Following the success of the Lumenlinear LED Trough Light System, Spectron will soon be launching the new and improved Lumenlinear-X – a self-assembly system featuring waterproof high-powered modules and no cover.

Simple to use, totally efficient and as fully flexible as its predecessor, the Lumen-

linear-X features four main components: main body; fixing brackets, end caps and fillers. It is powered using waterproof high-powered LED modules with an optical lens which directs the light beam only where required. Also, the system has no cover, completely eliminating the problem of water ingress and mould.

Other products on the market use off-the-shelf silicon covered LED strips which over time can crack and discolour. The adhesive backing strip on LED strips can also hinder heat dissipation and weaken the lifetime of the LEDs.

The benefit of using modules is that in the unlikely event that a module fails, it can simply be cut out and replace. Using LED strip, it is almost impossible to rectify the problem without removing the entire unit. We have designed the system with a remote driver for the same reason – the driver is IP68 rated so can be positioned internally or externally, allowing you full flexibility and easy replacement.

The fixing bracket has also been redesigned; it is more substantial than the Lumenlinear and the angle of the trough light can be adjusted using different channels on the main body or by turning the entire body the opposite way round.

Brightness is adjustable by increasing or decreasing the distance between the modules – you have total control. Each metre uses approximately 10 Spectron modules at 1.5 watts each.

Spectron Lumenlinear-X is available in 6 metres in length, kit form; powder coated in white, black, anodized silver or mill finish.



New Triangle MSS eco solvent ink launched at Fespa

Triangle Inks launched their new line of MSS eco-solvent inks for the Mimaki® JV33™ and JV34™ wide format printers at FESPA 2013.

The MSS eco-solvent inks have been formulated so they are 100% colour and chemically compatible with Mimaki® SS21 inks. They offer a wide range of compatibility with vinyl banner media and are available in CMYK. Printers using the MSS eco-solvent inkjet inks will benefit from less waste with cartridge-by-cartridge changeover or by taking advantage of other bulk use ink systems. Visitors to FESPA saw the full range of Triangle inks including EDX, the Eco Solvent ink for Roland® printers.

Loic Delor, Managing Director of Josero, the master distributor for Triangle Inks in the UK, said, "Printing companies in the UK are keen to keep their costs down, however, they are not willing to do this by compromising the quality of the prints they produce. This is where we come in. Triangle have been manufacturing inks for over 20 years, they are not a fly by night company

who produce cheap third party inks. Triangle inks have technically advanced R&D facilities in the USA, where the inks are developed and rigorously tested before they are ever brought to market. So, anyone switching to Triangle inks can rest assured they are purchasing fully compatible, high quality inks with robust warranties and technical backup."



For further details see www.josero.com or call +44 (0) 1954 232564 or email info@josero.com



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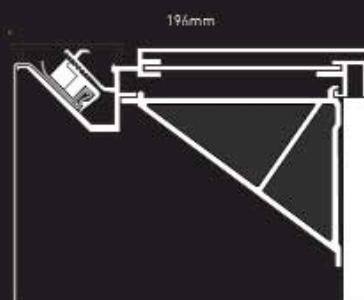
The Econoflex system is now easily recognised for utilising the now industry familiar 'black clip' tensioning system. Its design enables ease of both manufacture and maintenance with no pocketing, springs or eyeletting, and available in a depth of 196mm, it is ideally suited for both fluorescent and LED lighting solutions.

Econoflex is a light weight system that has the versatility of being able to create most shapes and has no size restrictions. Also available is a double sided option at a depth of just 220mm.

Also available is the ultra slim non-illuminated fascia frame. With a depth of just 30mm and a visual cover at 35mm, it is ideal for non-illuminated signs of any size.

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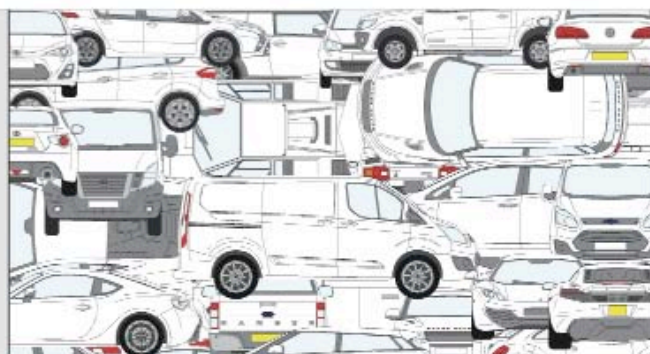


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PRODUCT *News*

Vectric launches Aspire 4.0 and VCarve Pro 7.0

Vectric Ltd. is proud to announce new full releases for both Aspire and VCarve Pro, their two main CNC routing software packages. These new versions include significant changes and enhancements in all areas of the programs. The starting point for the releases was to work through the most heavily used tools, evaluate how they are used and see if they could be made even more intuitive. This has resulted in enhancements that will improve the general work-flow for both new and existing users. In addition to this foundation work, some major new features we're added to expand the power and scope of each program.

The most noticeable difference with both Aspire 4.0 and VCarve Pro 7.0 is the change to the interface layout. The icons have been re-organized to put them into more logical groups and sections. After the initial release of the software, Phil Thompson a user on the Vectric User Forum wrote, "I just downloaded and opened Aspire 4.0. WOW! Beautiful, elegant, powerful and intuitive, you guys have outdone yourselves".

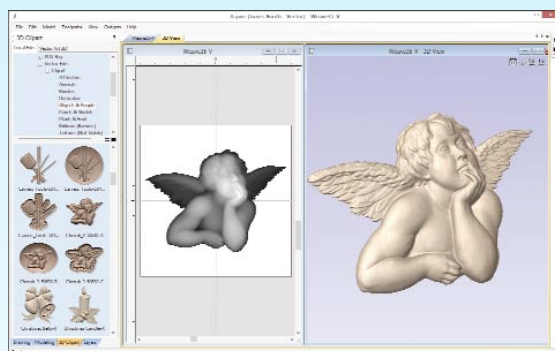
Both VCarve Pro and Aspire have benefited from significant enhancements to the drawing tools. The improvements to snapping help speed up the creation or editing of vectors. Many existing features such as alignment, mirroring, offsetting and arc drawing saw an expansion to the controls for each tool. Nesting, Curve Fitting and Image to Vector conversion all now have a Preview option to make it easier to iterate through different values to quickly optimize the best result. New options to extend lines to a common intersection point and to create simple dimensions for 2D objects were also added to the Design features.

Exclusively for Aspire there are a number of big changes to the 3D Modeling functions. The most significant is a flexible new tool called "Extrude and Weave". This is a very powerful way to create complex shapes from fairly simple sets of vectors. The "Two

Rail Sweep" tool has been completely overhauled, adding the ability to use multiple interactively editable cross-sections; this gives the user more control of the shape being modeled. There is also a new tool to "Add Draft" to a model which lets you created angled side-walls to create shapes that can be used for applications like vacuum forming molds. In addition to the new features there has also been a major overhaul and increase in the free 3D Clip Art models supplied with Aspire. There are now over 400 individual designs with variants that take the total to over 1000 free models. Angie Orfanedes a long time user of Aspire commented that, "I appreciate all the program changes to make life easier... but I am absolutely amazed at the new range of clip art". Some of the Clip Art files also contain vector data to allow the user to easily create alternate versions of things like borders and weave patterns.

The focus in the machining side of each the program was to improve ease of use. In particular there are some important new options when previewing the results of a toolpath. You can adjust the speed of the preview to make it easier to visualize the details of how your part is going to be cut. Once the preview has finished, you can now interactively remove any of the waste areas to remove them from the 3D View, this allows creation of a very accurate 3D shaded image of exactly how your part will look when its actually cut. This is beneficial both for time and material verification or to create images for customer approval.

A number of other general improvements were also made to VCarve Pro and Aspire, to import or open data there are now many more options to drag and drop files directly into either program. In addition a direct import for 3DM files has been added to Aspire for importing 3D data from the popular Rhino modeling software. The Layer manager

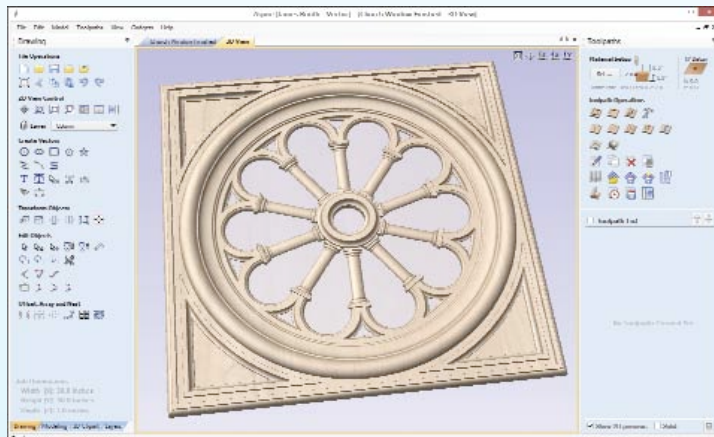


has been overhauled and given its own location to better manager and organize 2D data in both programs. More support for 'Gadgets' have been added, these allow users with programming ability to create their own custom tools for use in either program.

Brian Moran, Managing Director of Vectric is very pleased with the new release commenting that, "The feedback from customers who have worked with the new versions has been very positive. Although it's tempting for a software company to just add-on new features we wanted to ensure the functions our customers use day to day were not ignored. Combining this work on the foundations of the software while at the same adding powerful new tools has really made this a major move forward for Vectric's two flagship programs".

Vectric is a UK based company specializing in Design and Machining software solutions for CNC Router users. Due to an emphasis on customer success, based on affordable, easy to learn but full-featured products, Vectric has seen year on year sales and personnel growth since being founded in 2005. This growth was recognised when Vectric was awarded the prestigious Queen's Award for Enterprise: International Trade 2010.

For further information please contact:
Stuart Hunter – Marketing Co-Ordinator
+44 (0) 1527 850 323 stuarth@vectric.com
www.vectric.com



Screen unveils Truepress Jet W3200UV wide-format UV flat-bed printer at FESPA

The Truepress Jet W3200UV received its worldwide debut at FESPA 2013.

The printer has been a joint development between Screen and its subsidiary company Inca Digital using core imaging and inkjet technologies refined by both companies over many years. It has been developed as a cost-effective solution for the market looking to upgrade from legacy high-quality, low speed printers to a new-generation printer that delivers high-quality and high productivity.

The new six colour + white printer has been designed to meet the demands of the POS, signage and decor markets today with the ability to print onto a wide range of rigid and flexible media up to 3.2 x 1.6m in size and up to a maximum 50mm thickness. A new print carriage design allows the printer to achieve best-in-class print speeds of 84 sqm/hr (904 sqft/hr). Using Screen's vibrant Truepress inks, including high-opacity white,



light cyan and light magenta, the Truepress Jet W3200UV delivers high-definition, wide-colour gamut print quality with excellent resistance to the bending and cutting of media. Users can specify colour options to suit their needs: CMYK + LcLm, +LcLmWW or +WW.

Software options for the Truepress Jet W3200UV include the choice of Wasatch SoftRIP or ColorGATE Production Server 5, alongside Screen EQUIOS workflow automation and PDF Polisher file optimisation software to improve all round quality.

The Truepress Jet W3200UV, commercially available from October this year, expands Screen's

range of wide-format UV printers which also includes the Truepress JetW1632UV and the Truepress Jet2500 hybrid printer. The company is growing its sales activities across Europe and is currently recruiting new specialist wide-format distribution partners in certain territories.

"The launch of the Truepress Jet W3200UV reinforces our commitment to the wide-format market," says Brian Filler, President, Screen Europe. "The printer represents a step change for the industry and incorporates the latest UV inkjet imaging technologies to deliver the ultimate in performance and reliability. Our customers want the assurance that they can produce consistent quality graphics, around the clock if need be, with a printer that delivers low total cost of ownership and the Truepress Jet W3200UV is the solution."



Cutting machine is printers' dream

Blackman & White showcased their latest machine, the Versa-Tech Series, at this year's biggest tradeshow for print specialists, following intensive product development.

It's part of the trailblazing MasterCut range developed by Blackman & White. The new cutting machine – which offers laser, knife and routing cut capability in one model – was tailor-made for those working in the print industry.

A team of printing and finishing experts were key to the Versa-Tech's design process to ensure the machine offers extreme accuracy, cutting speed and versatility.

It's the latest innovation for British success story Blackman & White. The Maldon-based company have been designing and

building cutting machines in Britain since 1964.

The machine was unveiled at FESPA 2013 and fit with the show's theme of offering inspiration to everyone working with print, from print service providers to end-users.

Blackman & White's technology is already delivering clear benefits for print customers, including experts in large format graphic solutions.

Uniquely the Versa-Tech can offer cutting with laser, knife and router. All options can be enabled from purchase or customers can choose those they need now, adding others later to meet the needs of their business.

Alex White, managing director of Blackman & White, said: "FESPA is a showcase for the diversity of today's print industry and

we were pleased to demonstrate how this latest machine can offer customers all the options they need"

"Cutting by laser is at least five times faster than cutting by hand and on large nested files it can be up to 20 times faster. We're receiving feedback that this means our machines pay for themselves within as little as a year."

The efficiency of the machine is a real plus for this fast-paced industry, Alex added: "The industry moves quickly but by combining our history of working with print innovators and the latest technology we've created a future-proof machine."

To find out more visit the website www.blackmanandwhite.com

ALUMINIUM COMPOSITE *Feature*

How to Cut Aluminium Composite

Aluminium composite may be one of the most popular materials in sign making, but cutting it isn't always straightforward. The versatility and relative inexpensiveness of aluminium composite has long rendered it a favourite among sign makers. The rust and waterproof nature of the aluminium composite makes it a long-lasting choice for usage outdoors, as does the smooth finish, and the high-quality durability has contributed to the market demand widening over the past few decades.

The material itself is comprised of two layers of aluminium divided by a non-aluminium substance, such as a thin layer of resin. Cutting through all three without damaging the ends can prove to be a difficult

task. Workable for a number of projects, aluminium composite can be used in everything from large road signs to small flat signs and even lettering. But while cutting it may appear straightforward, the process can often result in burred edges, uneven corners and mess. It can be a particularly time-consuming undertaking if done by hand as well, taking about half an hour to cut through 2.5metres. But many sign makers are hesitant to invest in machinery that can take up space and become expensive, especially if the workload is relatively light.

Sign Update caught up with exhibitors and delegates at the UK Sign & Digital Show 2013 to find out how sign makers are tackling the task of cutting aluminium composite.

Several of you told us about using a Treadle Guillotine, which we'll explore in more detail. Some are using a steel or aluminium ruler with a stainless steel cutting edge, some choose a wide format cutting bar, while others rely on a circular sawbench, or a circular saw used on a separate bench. Every sign maker's needs are different, depending on budget, and the amount of inventory being shifted, which results in so many different approaches to cutting sheets.

So is there a secret to cutting Dibond and similar aluminium composite panels in a cost-effective, low-hassle way? Sign Update chats with three experts to get the scoop on common cutting problems, as well as technology and techniques to overcome them.

A simple approach

Paul Hughes boasts over 20 years of experience in the industry, and owns Sign Making Tools (www.signmakingtools.co.uk), a sign and vehicle wrapping tools supplier based in Telford. For Hughes, the trick to successfully cutting aluminium lies in going back to the basics.

"A lot of people don't realise you can cut it with a knife," he explains. "People think you need a circular saw or table saw, but you can actually cut it with a safety edge using a knife."

When cutting aluminium, the sharp tip of the knife is the key to scoring a defined line across the surface. For this reason, knives such as a heavy duty 18mil snap off blade utility knife are ideal. "I use this one because you break the tip quite regularly when you're cutting aluminium, but that's the bit you want to use. With a snap off top of blade, you can snap a new tip off very easily," he says.

A clean cut using just a knife requires a little technique and practice. Brute force does not necessarily result in faster cutting, but instead more damage to the product and edges that will require even more time to fix and sand down. A common mistake is trying to cut through all three layers at once, a tactic that will result in burred edges and curled lips. "What you have to do is score through the top layer of the aluminium," says Hughes, advising that this will make the process of working through all three layers easier. Once scored, you can snap the piece off for a clean finish. To tidy up edges, he suggests using a Surform shaver tool, deburring tool or simple corner rounder.

There are two grades of aluminium composite, and the tools used on it should reflect which one is being cut. "There is construction grade, or there is a lighter hoarding grade, which is even easier to cut because the aluminium is thinner," explains Hughes.

"If you cut aluminium semi-infrequently and in small quantities, there are various tools you can use to do it manually."

Panel saws or table saws are obvious choices for hand-cutting, although they are not ideal for cutting larger sheets. Similarly a circular table saw may be able to cut through the material easily, but managing a bigger sheet can be difficult especially if you're on your own. "You can't manage the board weight-wise unless you look for a top of the range model with a shelf built in," says Hughes.

While Paul may prefer the simplicity and craftsmanship of hand-cutting, ultimately the decision comes to the job at hand. The decision to invest in machinery is one that rests on the workload. "It all comes down to how much you're doing," says Hughes. "If you're gearing up to do lots, you need to put the right equipment into place."

Straight-edged success

Bernard Van Clevén, Mantech (U.K.) Ltd. (www.mantechmachinery.co.uk), shares his insight into how a mechanical guillotine can help even out the process and create straight, flawless edges.

"Cutting is about shearing and breaking of material - 1/3 is the shearing, and 2/3 is breaking the material," says Van Clevén enthusiastically.

He is describing the technique with which to operate a mechanical guillotine without damaging the composite, a process that could make fast work of several orders. "Imagine a pair of scissors, if you will. If you can keep the blades closer together you



have a quicker cutting action which results in less deformation of the material," he explains.

For high-volume sign makers looking to increase production flow whilst still producing quality cuts, a mechanical guillotine may be the perfect answer. That said, these benefits come at a price. A 2550mm motorized model costs around £8300, but the power provides a clean finish with minimal curling. For the lower end of a budget, the Treadle guillotine can be powered manually by using a pedal, and offers a more attractive price point to sign makers who produce on a small scale. The shearing action can cause narrower offcuts to curl, so some finishing and refining is needed. According to Van Clevon, a trick to minimizing this is keeping the bottom blade flat while paying close attention to the angle of the top blade. "With the cutting action, keep the angle as minimum as possible - no more than 1.5 degrees," he explains. The Treadle is unsuited to larger 2500mm x 1250mm aluminium composite panels, and is much more effective with smaller pieces of a maximum 1320mm width. Again, not using the proper angle can result in curling, so blades should be positioned at an angle less than 1.5 degrees.



Picking the perfect tool

Alex McLean, Managing Director of FTC (UK) Ltd (www.ftcuk.com), oversees the manufacturing of Trimalco cutters. According to McLean, the single-biggest

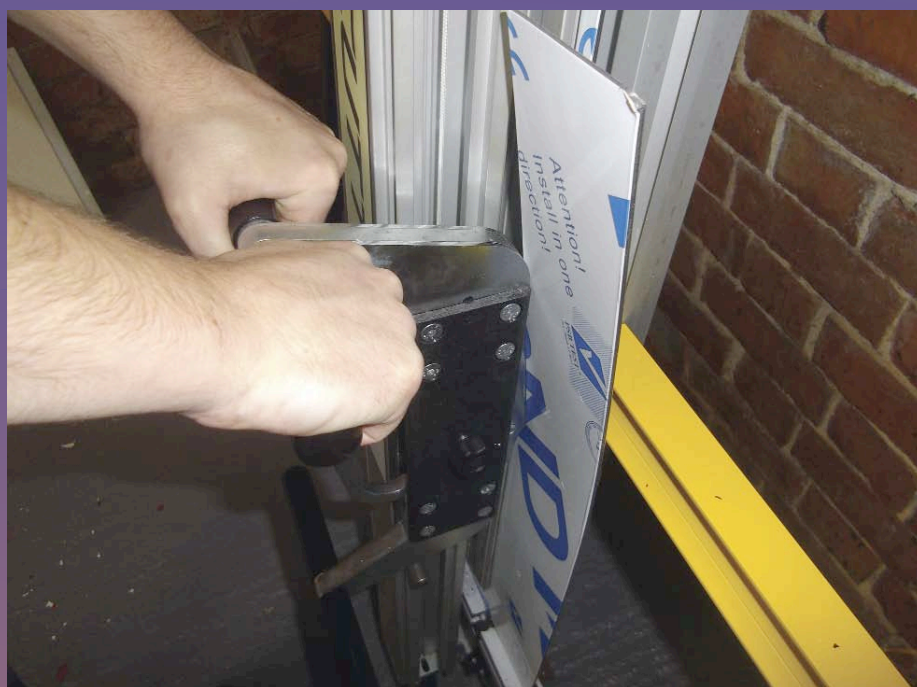
mistake one can make when trying to cut aluminium is using the wrong blade.

When cutting aluminium, sign makers may use a chop saw for extrusion and turn to

a panel saw for sheets. According to McLean, if there is a struggle or damage being done to the product, the chances are it's down to the wrong blade being used, not ineffective technique. "It is essential to use a blade designed for cutting aluminium," he says.

The variety of options available means choosing the right product depends on the type of aluminium composite, but blades should always be a key consideration. Unlike other materials, the composite responds more to the tool than the technique. "Cutting aluminium in all its forms is purely down to using the correct tools," says McLean. Sign Update caught a demonstration of how to effectively use the right tools at the Trimalco stand at the UK Sign & Digital show in April. The blade was set just deep enough to cut through the top layer, which was roughly 0.3mm, or about 10% of the overall thickness. After the initial cut the piece was snapped straight off, which resulted in a clean finish.

There can be a lot of trial and error on a sign maker's part to establish exactly what works and what doesn't. For example, products such as the Europa Cutter Rails were not designed to cut aluminium composite panels, yet many of McLean's customers do



ALUMINIUM COMPOSITE *Feature*

just that. "The results are surprisingly good. It ruins the blade, but at £9.00 for 100 blades it doesn't appear to be an issue," he says.

Key areas of difficulty when cutting aluminium include mess, the noise created by large machinery, the need to remove or correct sharp edges and contamination. While some products like the Trimalco line are designed to provide clean cuts that minimize fall out, for other saws, the simple solution of

housing the saw in a separate room from your laminator and printer can help reduce the debris, keeping your primary workspace clear. Regarding sharp edges, McLean notes that the Apollo Multi-substrate cutter uses two wheels to slice through aluminium composite panels and sheet aluminium, reducing the need for further finishing and without contamination.

An all-in-one solution

Keith, Managing Director of Zapkut (www.zapkut.co.uk), manufactures vertical panel saws to cut aluminium composites such as Dibond. Used in conjunction with a router, this method makes light work of cutting even a full-length, 3 metre Dibond sheet.

According to Keith, the resurgence from economic recession is imminent, and now is the time to invest in products such as a vertical panel saw to make light work of cutting aluminium composite before demand starts to swiftly increase.

"Sign makers have relied on material suppliers for cutting for free, but this won't be the case for too much longer," he says. "For many, they'll simply wake up and realise they're paying a lot of money for the cutting service that they could be doing themselves."

With machines in the middle of the range priced at under £3,000, the vertical panel saw is attractively priced. The addition

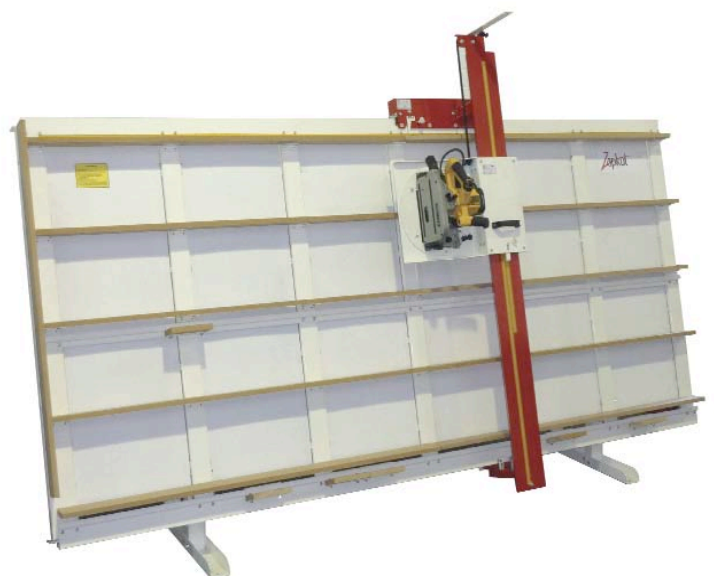
of a floating head router runs just over £500 extra, giving sign makers benefits that are, according to Keith, both affordable and instrumental in creating clean, quality cuts.

"The router cutter protrudes from the base plate by the depth that you want to go into the composite," he explains. "That base plate of the router presses against the surface of the material, so you've got that constancy of depth. This allows for very accurate machining - to within 0.1mm." The router depth can be set very precisely using the twist dial arrangement, enabling sign makers to run the column along the sheet or across its width by moving either the column or the router head. This enables the operative to handle sheets without assistance. A vertical panel saw is designed to cut across both the width and length of a sheet, and unlike other tools doesn't apply force to the cut which can often result in rounded edges.

As well as being able to make tricky bevel cuts, the saw and router when used to-

gether are ideal for making light boxes, commonly used to backlight signage. The Dibond composition typically is 0.3mm skin of aluminium either side of 2.4mm polyethylene, can be easily cut and manipulated with minimal skill or technique to create one. "You machine out the front face, and most of the polyethylene in a V shape, at a 90 degree angle, giving you the opportunity to fold it. If you run a line right along each edge, you'll have a corner piece," says Keith. Once folded up, the whole piece comes together, and the corners can then be easily glued.

For Keith, a vertical panel saw is an intrinsic part of a sign maker's arsenal. "It's simply a well-priced, easy way of cutting sheet material, and that is going to become more of a requirement from sign makers as we come out of recession."



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PRODUCT *Choice*

Drift Bridge Volkswagen chromes new Golf Mk7

Surrey Volkswagen retailer, Drift Bridge has collaborated with vehicle wrapping experts Creative FX, and vinyl suppliers, 3M, to transform the award-winning Mk7 Volkswagen Golf into a ground-breaking chrome wrapped version of the hot hatchback, attracting almost a million YouTube hits in over a month.

Founded in 1936, Drift Bridge Group has been a Volkswagen retailer since the early 70s. With the launch of the Volkswagen Golf – the latest evolution of a modern classic and winner of World Car of the Year 2013 – Drift Bridge undertook an exciting project to mark the occasion.

"The Mk7 is a game changer," explains Paul Baker, Sales Manager at Drift Bridge Volkswagen. "We knew we had to do something remarkable to celebrate its launch this year, so we teamed up with Creative FX, who we've worked closely with on previous wrapping projects and decided to create an exciting chrome wrapped version of the Golf, and film the entire process."

The finished video shows the intricate process involved heating and stretching the specially manufactured chrome over the curves of the Volkswagen to create a flawless finish. "People are fascinated with



finding new ways to personalise their cars and vinyl wrapping offers the possibility to instantly transform the look of a vehicle

without the price tag of a new vehicle," explains Sean Davis, Managing Director at Creative FX. "With chrome wrapping such a popular trend, it's little wonder the YouTube video has racked up so many hits in just a couple of weeks."

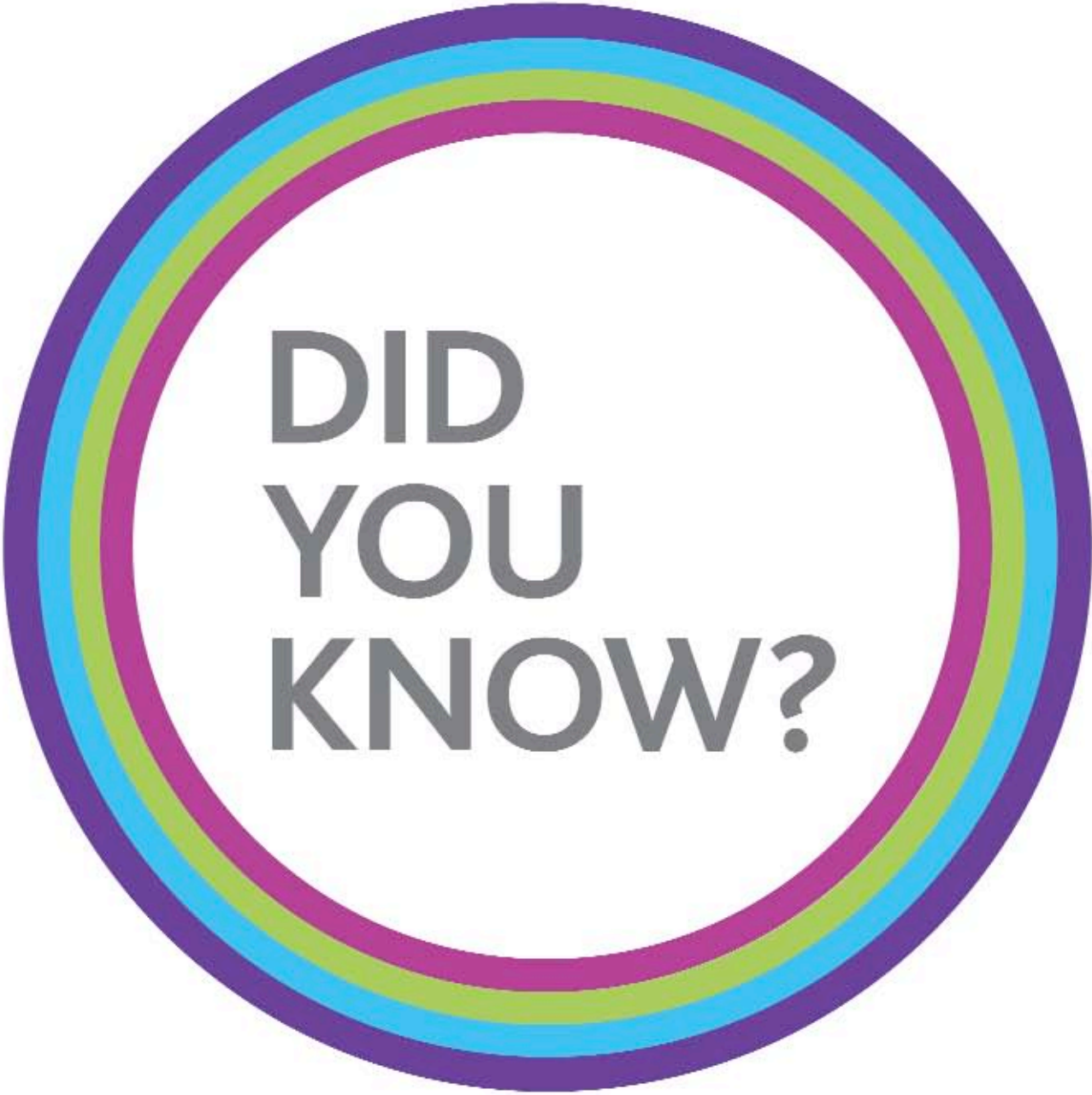
Whilst the European automotive market has experienced a drastic drop in demand over the past couple of years (car sales fell to a 19-year low), the UK is the only major market to see an expansion, with a 10.3pc rise in new car registrations in 2012, according to European Automobile Manufacturer's Association. But Baker believes it's not enough for the retailers to sit still: "As European manufacturers react to the market by producing ever more fuel-efficient, cost-saving, economical cars, franchisers need to respond with an equal level of innovation."

Davis agrees: "Thinking outside the box, by collaborating with other businesses is the best way to attract new customers. There are so many possibilities with wrapping and you can't help but stop and stare at a chrome vehicle."

On display at the Drift Bridge showroom in Epsom, Surrey, the chromed Golf is a arresting feature in the showroom, which has been newly refurbished as part of Volkswagen's modular design concept rolling out across its retail network. Baker says whether you love it or hate it, the wrap is already attracting quite some interest. "The showroom is located on a busy corner so you can't miss the striking window display. The chrome emphasises the Volkswagen's lightweight, sporty new model and it is certainly turning heads!"

You can see the YouTube video here: www.youtube.com/watch?v=ohEslviXrQo





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PRODUCT *Choice*

AG/CAD Makes Signs for Success

When Mike Hitchman started his company in 1992, the experienced screen printer initially focused upon working with an industry sector that was familiar to him. From its humble beginnings that started with printing estate agents sales boards, SignsDisplay.com has evolved to become the most successful supplier of signs to the estate agent industry in the North East.

The 10 employee company has evolved with technology and this has seen the business move from printing and erecting boards for estate agents in its early days to its existing form that sees the company conducting design, print and the cutting of media for local government agencies, councils, estate agents, hospitals, theme parks and also Point of Sale displays. SignsDisplay.com has reached this point by investing in digital roll-to-roll printers, routing machines and more recently an AGFA 3020 Titan UV flatbed printer and a DYSS X7 2230C CNC digital die cutting table.

Recalling the company's journey, Managing Director Mr Mike Hitchman recalls: "In the early days we were vinyl cutting and producing stencils for screen printing. We are always looking for innovations to improve our business and at Sign & Digital UK 2012, we were looking for a flatbed digital printer and a compatible cutting table with a similar bed size to the printer. The arrival of the AGFA Titan in July 2012 enabled us to process faster and at a higher quality with a 3 X 2m bed capacity, so we could move existing work from screen to digital printing with a capacity of 200sq/m per hour. The market review for a compatible cutting table led us to acquiring the DYSS X7 CNC die-less cutting

table that was delivered a month after the AGFA printer. The DYSS complements the printer perfectly with working area of 2.25m X 3m (89 X 120inch) with a maximum sheet size of 2.35m X 3.4m (93 X 134inch)."

Whilst the printer has enabled the Hull based company to increase its capacity and print quality, the DYSS X7 with a maximum cutting depth of 25mm (1inch) has been a revelation for SignsDisplay.com. Prior to the arrival of the DYSS X7, SignsDisplay.com was manually cutting up to 2000 Corex boards each month for estate agents with its Excalibur wall stand and knife. This labour

intensive operation was a full time job for one employee. Additionally, with more customers requiring Corex boards with innovative shapes and designs to set themselves apart from their competition, SignsDisplay.com was using a platen cutter with complex board forms to service such demands. With cutting forms externally produced at a cost of £150 per board, this was a cost that SignsDisplay.com had to factor into the pricing for jobs.

As Mr Hitchman continues: "We were in a position whereby more estate agent boards required platen cutting and with typical batch sizes of 50 to 100 and some



batches up to 400, the cost of the platen was adding up to £3 to the cost of each board. In a cost competitive market, customers were reluctant to accept this. The arrival of the DYSS allows us to produce these complex Corex boards on the cutting table without the cost of platens. Furthermore, with the KASEMAKE K-Cut workstation and variable lookahead vector control, we can improve accuracy beyond that of platens whilst optimising our processing speed. This enables us to pass our efficiencies on to the customer and be more price competitive than our rivals whilst providing precision and quality that is far superior."

"In one instance, we were asked to produce a Corex board shaped like a frog. Previously we wouldn't have offered this service due to shape complexity that wouldn't have made the project cost effective. With the DYSS, we accepted the Illustrator file, exported it to the KASEMAKE software and efficiently completed the project. Additionally, we could tweak and alter the forms for this



job without the cost of altering platens."

The hand cutting of Corex boards is a slow, laborious task with poor levels of accuracy and consistency. One element of the labour intensive, inaccurate board production is the hand drilling of holes. This is all now a thing of the past as the DYSS X7, notches out holes with unsurpassed accuracy of ± 150 microns (0.0059inch), consistent repeatability of ± 20 microns (0.0008inch) and superb edge finishes. This is credit to the rigid machine construction with a heavy duty base and honeycomb vacuum design that gives the boards a rigid base with a high clamping force. Whilst this quality and consistency is a major selling point for SignsDisplay.com, a major benefit of the DYSS is the productivity. As Mr Hitchman continues: "The DYSS has increased our productivity by a massive 20% whilst simultaneously freeing an employee from hand cutting boards to alternate tasks."

DYSS Opens New Markets

The production of frog shaped boards for a letting agent is just one example of how the DYSS has opened new market opportunities for SignsDisplay.com. The DYSS has recently been employed for cutting BeeLite up to 16mm thick for a screen print manufacturer. With three cutting heads on the DYSS, SignsDisplay.com utilises one fixed knife and one reciprocating knife and a routing tool for processing the thick corrugated card that would have been impossible to cut to the required accuracy or quantity by hand. However, the DYSS has comfortably processed the material and the Hull company has also used V-shaped routers to create accurate folding lines.

Highlighting this situation, Mr Hitchman continues: "We now have screen printers and competitors coming to us for our cutting capabilities. The DYSS has developed business from local companies that are aware of

our cutting machine. Additionally, it has enabled us to diversify into new market sectors. We are now creating a lot of prototypes and small batch production of cardboard boxes. We are getting more packaging and toy manufacturers becoming aware of our ability to cut, crease and fold boxes and packaging materials. The KASEMAKE software with the DYSS machine also gives us the potential to provide a complete graphic illustration and design service to complement the cutting and creasing. We have only touched on the possibilities of the software at present as we are so busy, but at the first opportunity we'll be spending more time developing our skills with the software as the possibilities are endless."

"We are using the KASEMAKE package in its simplest form at present. Despite our relative inexperience with the package, we have already designed wrap-around covers to protect tree stems for Hull County Council. Using the 3D rendering element of the KASEMAKE package we had the ability to create 3D PDF files and movies to present a professional visual design. This is just one example of the immense possibilities the software provides. We will undergo further training in future as it will undoubtedly create new opportunities for us."

In conclusion, Mr Hitchman says: "We've not had the DYSS machine for long and we're already wondering how we coped without it. It has improved productivity, quality, consistency and efficiency. Furthermore, the machine has improved our competitiveness, reduced our labour demands and with any machine or software queries answered remotely with AG/CAD's remote access to our machine - the service and training has also been outstanding. We've witnessed all these benefits in such a short period of time and we have only scratched the surface with regards to the potential for this machine. The DYSS will be an integral part of our future development and growth."



PRODUCT *Choice*

Oriel Printing Increases proofing accuracy and reduces Ink costs with GMG ColorServer and InkOptimizer

GMG, a leading developer and supplier of high-end colour management software solution, has announced that Oriel Printing Company has installed GMG ColorServer and GMG InkOptimizer to increase print to proof accuracy, colour consistency and reduce ink costs.

Hull-based Oriel Printing is a B1 sheetfed UV litho trade printing company handling a wide variety of high-quality food packaging, point-of-sale and commercial print jobs for blue-chip clients throughout the UK.

"A lot of our jobs are bespoke work for high-quality brands, often involving the use of spot colours, varnishes and printing on specialist substrates such as plastics, metallic and "Mirri" board materials," says Nick Carlin, Studio Manager. "We invested in GMG ColorProof a couple of years ago, which allowed us to improve proofing quality over what we were using at the time. However, as jobs have grown in complexity and the range of print substrates has increased, we needed a solution that could simplify and automate our growing colour conversion tasks. Paul Bromley from GMG took the time to understand our issues, and instigated a colour management audit to highlight discrepancies in our colour management workflow. Based on Paul's efforts, we decided to

install GMG ColorServer and couldn't be happier with the results."

GMG ColorServer standardises and automates the transformation of colour spaces across devices to deliver fast and consistent results regardless of output device or substrate. The result is an increase in production efficiencies, easier operator use and a reduction in time and wastage.

Along with ColorServer, Oriel implemented GMG InkOptimizer to aid in better control and management of ink usage. "InkOptimizer has proved itself to be an impressive addition to our workflow, especially for longer-run jobs," says Nick. "Overall we estimate savings of at least 10% in ink usage as a direct result of using InkOptimizer."

GMG InkOptimizer allows print service providers to effectively reduce the amount of ink used on a job by applying advanced DeviceLink profile transformations to the job prior to output. The result is absolute colour quality and fidelity is maintained, while offering improved print properties, faster make readies and reduced drying times.

Toby Burnett, MD, GMG UK comments: "More often printers are finding it harder to achieve accurate visual matches to standardised proofs, especially when a diverse range of substrates are being used.



This results in extended make ready times at the press, and increased production costs. Clients that implement our ColorServer technology dramatically reduce these difficulties, and reduce make ready times. This makes our users more productive, freeing up press time and reducing wastage to the tune of tens of thousands of pounds per annum."

Large panel processing with AXYZ router

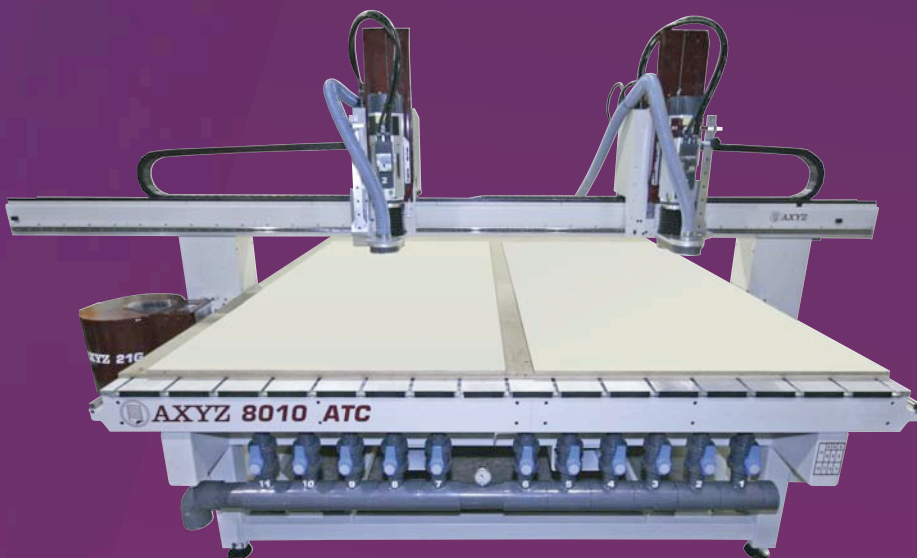
Part of the AXYZ 8000 series of routers from AXYZ International, the 8010 model has been designed to handle oversize sheets of material, enabling sign companies to process large sign panels more efficiently and machine large or awkward shapes without additional processing off the machine. The 8010 router has an impressive 2635mm processing width and a surprisingly compact footprint and incorporates twin routing heads. It is capable of handling two large sheets of material (up to 10 x four feet) simultaneously, a performance characteristic that is considered fairly rare in the sign industry.

Like all AXYZ routers, the 8010 machine offers a raft of both standard and optional production tools to expand its capabilities. These include an enlarged 21-station Automatic Tool Change (ATC) facility and AVS (AXYZ Vision System) for optimum material alignment and enhanced cutting precision and the next generation A2MC machine controller. Other key features include the new Smart Console incorporating context-sensitive menus for ease of operation and fast learning, extended Z axis height and multiple spindle

options (including quick-release tooling).

The AXYZ 8010 will handle a wide range of materials, including aluminium, stainless steel, brass, acrylic, copper, marble, stone, solid woods and composite boards.

For further information on the AXYZ 8000 series and other routing and cutting solution from AXYZ International, visit www.axyz.co.uk or telephone 01902 375600.



EFI Continues Innovation Leadership at FESPA 2013



Reinforcing its position as the world leader in digital printing innovation, EFI demonstrated a comprehensive range of UV-curable products at FESPA 2013, complemented by its workflow management and MIS/ERP systems. The company's stand featured machines from its VUTEK® and wide-format portfolios, including the new HS100 Pro which made its debut in the UK, along with greyscale and LED-curing options.

With the emphasis on cost-effective and efficient production criteria, EFI's wide- and superwide-format printers all incorporate high levels of productivity and versatility, enabling businesses to grow their market reach and become more profitable. With the drive for greater productivity, minimising waste and saving time throughout all processes, the company also now offers innovative marketing tools that complement the printing process.

Shown in the UK for the first time, and heading the FESPA line up of wide- and superwide-format printers from EFI was the VUTEK HS100 Pro, which unlike competitive high-end platforms removes the need to compromise between speed and quality.

This 3.2m flat-bed and roll-fed system has greyscale print-heads and benefits from a unique Pin & Cure technology that enables precision ink lay-down, even at the highest speeds, plus gloss control to produce different surface finishes.

More than 100 VUTEK installations go "green" with LED curing

Since the launch of LED (or Cool-Cure) technology at Fespa Digital 2010 in Hamburg, Germany, EFI has installed over 100 LED curing printers worldwide. Based on their average ink usage VUTEK LED users are experiencing approximately 50% more print volume than VUTEK GS models without LED curing, demonstrating that EFI Cool-Cure can help customers grow their business. Their expanded application range and versatility are the result of their ability to print on speciality substrates while increasing productivity and lowering operating costs. They produce no VOCs and less waste, use fewer consumables and less energy and have the ability to print

on environmentally friendly materials without warping or head strikes.

"Our new VUTEK GS3250LX is more 'forgiving' when it comes to printing on vinyl and fabrics," said Tony Barnett, managing director of John E Wright (Nottingham, UK.) "I expect the machine to add £1m in two years to the firm's turnover, currently £6.5m."

EFI's latest ink technology includes a thermoforming product that enables users to produce deeply formed applications on thermoplastic media for a broad range of applications where the ink must conform with the material without cracking or splitting. The elasticity of this ink is designed to withstand post-process heat forming, cutting and routing, and is optimised for use with the new VUTEK GS3250 Pro-TF and GS2000 Pro-TF wide-format UV-curable printers.

The new EFI Fiery® XF Version 5 now has a fully customisable interface and provides a flexible and scalable high-speed digital front end and colour management workflow solution for wide- and superwide-format print specialists. Among its notable new features is a Web Control Center (WCC) which uses a SaaS model to deliver distribution of proofs via remote control between all sites using Colorproof XF and Fiery XF.

MIS/ERP productivity tools will also feature prominently at FESPA as printing companies acknowledge the need to streamline their operations, eliminate touch-points in their workflow, and improve communication. This move to greater accountability is simplified with EFI's productivity products, with Pace and PrintSmith Vision business management software and Digital StoreFront web-to-print being examples that provide key elements for integration value increasingly by wide-format printer users.

Showing for the first time in Europe SmartSign Analytics captures and reports on the viewing of signs and displays via a webcam which runs facial recognition software. This monitoring system enables businesses to garner valuable data and reports gender and age range of the viewer, and time spent looking at a sign.

Combining of all its options for wide-format print providers and sign-makers, EFI is showing highly innovative solutions to new and existing customers by creating future-proof technologies.

For additional information about EFI, visit www.efi.com.

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About EFI

EFI (www.efi.com) is a worldwide provider of products, technology and services leading the transformation of analogue to digital imaging. Based in Silicon Valley, with offices around the globe, the company's powerful integrated product portfolio includes digital front-end servers; superwide, wide-format, label and ceramic inkjet presses and inks; production workflow, web to print, and business automation software; and office, enterprise and mobile cloud solutions. These products allow users to produce, communicate and share information in an easy and effective way, and enable businesses to increase their profits, productivity, and efficiency.



PRODUCT *Choice*

PressOn add EFI VUTEk QS2 Pro to their print armoury

PressOn have taken delivery of an EFI VUTEk QS2 Pro 3.2m wide-format flat-bed and roll-fed UV-curable printer.

PressOn have enjoyed a period of growth in their large format digital printing business in the past 24 months, and have seen exceptional growth in particular over the past 12 months. As a result of increasing demand they have made a number of substantial machinery investments over this time including a Kongsberg XPi 24 digital cutter in August 2012 and a Supracoater 1600 liquid laminator in December 2012.

The VUTEk QS2 pro will add to their UV-curable printing arsenal and help them to satisfy increased customer demand for the highest quality, fast turnaround graphics and display materials.

Joint founding MD of PressOn, Mr Andy Wilson commented today on the new purchase, "Our customers have always insisted upon high quality print from us, but the demand for the absolute best image quality has become more and more evident. To continue to satisfy customers in this higher premium market we needed a machine that was flexible, could print on any substrate even on heavily textured materials. Any addition needed to be guaranteed to always produce the quality print that

PressOn are trusted to deliver. With the tight deadlines our customers need, high production speeds were extremely important too."

The VUTEk QS2 Pro was chosen after much research by PressOn as it demonstrated some compelling features. It was supplied by UK specialist CMYUK. The VUTEk's in-line multi-layer print capability and greyscale technology with variable droplets was a feature that will help PressOn to offer their customers premium quality print. This technology offers solutions to the increasing challenging project requirements PressOn are receiving such as printing pure white ink on coloured substrates. The machine will be linked through to PressOn's existing GMG Colour Management software, to ensure colour critical print remains accurate from one off jobs through to multiple items of printed media on different substrates.

Joint MD Mr Nigel Webster commented, "The VUTEk QS2 Pro will perfectly complement our high quality print offering at PressOn. Our retail customers will love the quality and flexibility it will offer, enabling us to print straight to wood, board and even aluminium. It will also help us with the very creative bespoke work we are seeing more frequently from the fast moving retail display market."

"The installation of this machine at PressOn reflects the company's desire to increase productivity and quality with a true hybrid printer that benefits from EFI's latest technology," states CMYUK's Mr Robin East. "Combining true greyscale capability with a very wide colour gamut is complemented by the VUTEk QS2 Pro's versatility on rigid and flexible materials, plus its optimised ink usage for lower costs per print."

www.presson.co.uk

PressOn is one of the UK's leading large format digital printers and began in 2000 when directors Nigel Webster and Andy Wilson decided to combine their knowledge of digital printing. Based in Rochester, Kent, PressOn specialise in the production of high quality imaging for both indoor and outdoor advertising purposes. They currently employ 25 people.

Wokingham based CMYUK is the authorised UK distributor of EFI VUTEk wide- and superwide-format printers, plus Zünd CNC finishing solutions and A Berger digital textiles. The company's highly skilled team includes colour-management and technical support specialists, and its customer base embraces offset litho printers and screen process businesses as well as start-up and established sign-makers and digital display producers.



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PRODUCT *Choice*

Heckford Advertising gets a breath of fresh air with Mimaki upgrade

Heckford Advertising has chosen to replace its six-year-old Mimaki JV5-160S wide-format printer with the same model, reaping the benefits of using the new, eco-friendlier SS21 inks combined with the 1.6m system's superior print speeds.

Supplied by i-Sub Digital, the new JV5-160S unit's SS21 ink means Heckford Advertising no longer needs to use a carbon filter for printroom ventilation. Furthermore, the 100 per cent recyclable packaging used in the bulk ink system has cut the amount of waste the Preston-based print and marketing business sends to landfill, as well as the time spent replacing ink cartridges.

Pawel Dunaj from Heckford Advertising explains that the new investment has provided a more comfortable working environment compared to the previous HS3 inks, and is also expecting to see even better running costs.

"The new JV5 with bulk SS21 inks has been a real improvement for us. I can safely say there are almost no fumes or odour and we no longer need a carbon filter," says Dunaj. "The bulk ink system is also useful because we don't need to replace the inks as often.

"We can enjoy print speeds up to 40 square metres per hour on PVC banners in conjunction with the Mimaki RasterLink RIP software, at great quality."

Kettering-based wide-format reseller i-Sub Digital also supplied Heckford Advertising with its first Mimaki JV5 printer in 2007.

Director of i-Sub Digital, Andy Spreag,

comments: "We are delighted have supplied Heckford Advertising with their new Mimaki JV5-160. It's nice to have clients return to you for further investment and demonstrates that offering great service and support does make a difference and ensures business relationships go on for many years."

He adds: "It is also a great testament to the JV5 printer that a respected company like Heckford have chosen to purchase the same machine as they did six years ago, and demonstrates that Mimaki JV5 technology is still offering fantastic print quality at the fast production speeds normally associated with grand-format machines – and now offers a choice of inks that have a lower impact on the environment.

"The new JV5 has been installed with the Mimaki MBIS bulk ink system running Mimaki SS21 solvent inks, which are supplied in 2-litre eco-sacks which means as there is no plastic cartridge to dispose of after the ink has been used nothing goes to landfill. In addition to this the ink sacks are supplied in 100 per cent recyclable packaging, making the impact on the environment even more effective than traditional cartridge-based ink systems."

The Mimaki JV5 roll-to-roll inkjet printer is available in 4-colour (CMYK) or 6-colour (CMYK, Lc, Lm) configurations, running four printheads with eight channels each to create top-quality prints at speeds up to 54 square metres per hour. Offered with a choice of Mimaki HS3 or SS21 solvent and ES3 eco-solvent inks, the JV5 can meet a range of needs.

"Mimaki's SS21 outdoor durable inks combine excellent creative attributes with low odour and strong media adhesion," says John de la Roche, national sales manager for Mimaki's exclusive UK and Irish distributor, Hybrid Services Ltd.

"Our customers are fortunate in that they have a choice of three Mimaki outdoor-durable solvent inks and the SS21 option is by far the most popular. It is quick drying, has excellent light fastness and durability, exhibits a superb colour gamut and adheres to a very broad range of materials so Heckford Advertising's recent investment will stand them in very good stead."

i-Sub Digital supplies a range of wide-format printing, cutting and laminating equipment and software from world-class manufacturers including Mimaki, Agfa, Zünd, Vivid, Wasatch and Onyx. For further information, please visit www.i-subdigital.com



Graphtec cutter is ace performer at Speedstitch

A leading supplier of embroidered apparel, East London-based Speedstitch has enhanced its production capabilities following installation of the latest CE6000 cutter from Graphtec GB. This is another example of the potential for new revenue streams which exists in the lucrative print wear and promotional products sector where traditional sign making systems already installed can be used to open up new market opportunities without the need for investment in new production machinery.

Recommended by leading Graphtec GB reseller TheMagicTouch as the best in its class, the cutter has performed with outstanding speed and accuracy and dramatically increased the volume of work that can now be handled. Director Adrian Birch commented: "Although the CE6000 is the first installation of its kind at Speedstitch and thus difficult to draw comparisons with similarly positioned cutting solutions, it has performed flawlessly and greatly increased the speed and accuracy with which we can produce embroidered sports and leisure wear. The machine processes cut vinyl and other materials, including those supplied by TheMagicTouch, for the range of clothing products we supply to our expanding customer base."

The CE6000 now offers a much wider and longer-length cutting area by comparison with the CE5000 machine it has replaced. It also provides a dramatically increased cutting speed of up to 900mm/sec and a maximum cutting force of 500gf. Available in three distinct models offering cutting widths from 15 to 48 inches to accommodate a wide range of disparate applications, the CE6000 also enables a wider than normal range of materials used in the print wear



and promotional products industry to be processed with greater efficiency.

In common with all Graphtec cutters, the CE6000 features Graphtec's latest ARMS 5.0 (Advanced Registration Mark Sensing) system that provides unparalleled media plotting and cutting accuracy through a four-point rather than the traditional three-point registration function. Other key machine enhancements include an automatic panelling facility for longer-length cutting and tracking requirements, a choice of operating modes to complement the user's skill

levels and a range of different tool condition settings. Collectively, these enable much shorter cutting times to be achieved, leading to increased profitability for CE6000 machine owners.

The CE6000 is supplied with a free Graphtec Studio design and production software package and is available from Graphtec GB authorised resellers.

For further information on the range of Graphtec cutters, visit www.graphtecgb.co.uk or telephone 01978 666700.





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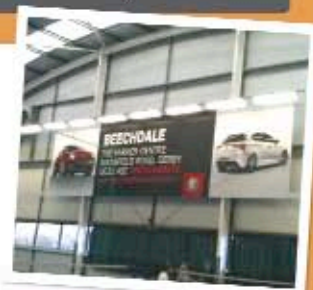
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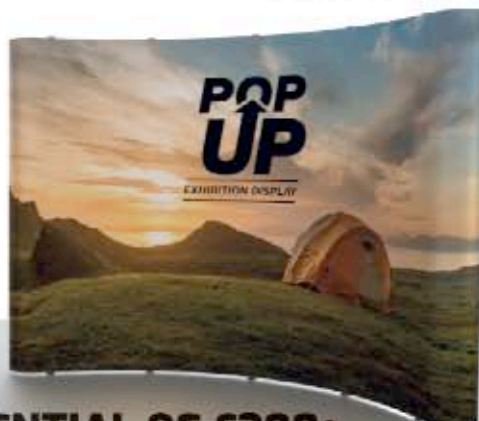
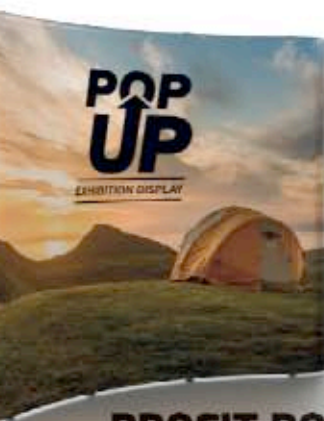
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LIGHTING *Feature*

A Look at LED Lighting: 2013

LED lighting has come a long way in recent years, with new products making lighting everything from small, intricate signs to large projects simple and cost-efficient. Jemima Codrington caught up with experts in the field to find out what's in store for the market in 2013.

As LED lights continue to rise in popularity, previous notions of them being too expensive or overly-bright and costly to run are being overturned.

Luke Dalton, LED Solutions, explains that LEDs are growing in popularity as myths of old models are being dispelled and the market evolves to satiate consumer demand. "There have been a variety of myths surrounding the use of LEDs within signs, which have been generated by sign makers who have not actually used them before or who have purchased poor products after conducting little or no research into the market," he explains, adding that LED Solutions sup-



ply DAEHAN LED modules, which are CE/ROHS rated and use only Samsung or Seoul conductor chips offering 5-year warranties. "Another myth that surrounds LED products is that they are very expensive and that it would take years for you to notice a return on your investment." While LEDs were a more expensive lighting option after initially entering the market, the price point now is competitive among suppliers and comparable with other technologies. "We are now seeing ROI's

way below warranty length," says Dalton. "If in doubt just get in touch, we can prepare comparison data to fluorescent tubes that will show energy saving and ROI."

LED Solutions manufacture an LED Light Panel product that illuminates everything from fascias to projection signs, light boxes and fret cut panels that require even illumination but must have returns less than 40mm. The panel is an 8mm thick clear acrylic panel etched with a light distribution pattern. The LED board is embedded inside. This allows for homogenous illumination across the face of the panel, eliminating the chance of any spotting.

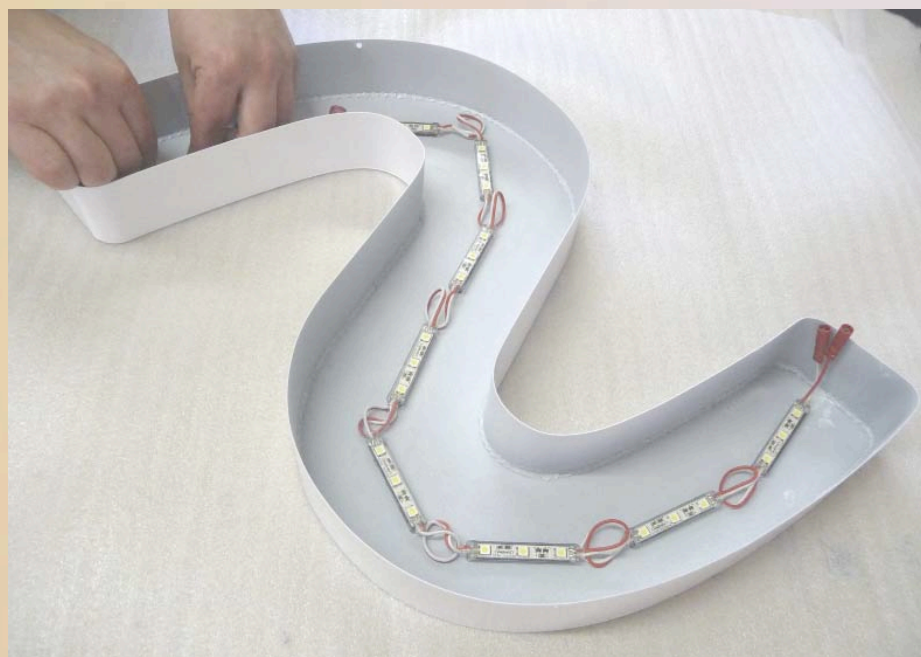
"Flexible LED strips are also becoming a very popular product that can be used within built up letters or fret cut fascias," says Dalton. These are again highly versatile and illuminate signs with shallow return depths as they can be placed around the inside of the returns, or in close strips directly behind detail. The flexible strip products from LED Solutions are manufactured to specific colour temperatures and provide a bright and even illumination effect whilst proving to be very cost-effective.

Products like these are setting the stage for a new era of LED signage.

Steve Kane: Good installation is "All in the planning"

When it comes to completing the best LED installations, however simple or complex, Director and sign lighting application specialist at MegaLED Steve Kane says there is one main thing to consider.

According to Kane, it's all in the planning and selection of the right hardware from power to control and from cable to sign. With help the



help of expert guidance, any sign maker can install LED signs and dim them in many colourful intelligent ways with relative ease. "Installation success in our book is all about planning first and planning second", says Kane. With careful planning and knowledge of the power and control options available to them, sign makers can deliver the best jobs. "Good installations are like anything – it's all in the planning," he explains. "At MegaLED are fortunate to have the widest range of light control systems, our experience allows sign makers to cover all aspects in the power and control of LED lighting. We specialise in supplying power and multi channel control systems to the UK's leading signage companies."

When Steve and the team at Mega LED plan an LED installation or sign lighting job, the most important thing they consider is the power arrangement and how to distribute the power and control for the signs in the best way – a way that it complements the actual control or dimming requirement. "Even when we've seen many examples of where a sign maker is trying to retrofit a dimming solution onto a 'static' sign installation where the wiring might not quite be done correctly, we can usually find a workaround and advice on how to get the desired result."

By planning ahead, sign makers can add value to their offer, circumvent common costly mistakes, produce, sell and install quality low voltage LED signage that offers more than just "on/off" lighting.



Sloan LED was founded in 1957, and was among the first to develop LED technology and modules. European Sales Director Barry Blythe notes the change in market demand has been palpable in recent times.

"We're seeing a shift in market trends – not just in the UK, but across the whole of Europe" says Blythe. Whilst initially clients were expecting LEDs to match the brightness of fluorescent and neon tubes, the trend has moved to demand even illumination at an affordable price point. "Ultimately the end user is generally looking for an acceptable level of brightness rather than crazy brightness, which was the rage a few years ago when LEDs first became available and were being compared against existing technologies. Even though the technology is there to match or even exceed the brightness of more traditional light sources such as fluorescent, this is no longer in demand as cost, efficiency and meaningful warranties are now becoming the key drivers."

As the market looks for even light distribution and what Blythe describes as "an acceptable level of brightness," Sloan LED along with other manufacturers are adapting their product lines to comply. Sloan LED's V180 product line is one example of how LEDs are evolving to provide a good level of even illumination matched with industry leading efficiency at an affordable price point. "What's special about this product range is via our patented technology we are creating a wide distribution of light without the use of a secondary lens. Used unnecessarily by many of our competitors, lenses can lose up to 15% of the light output of the actual LED, meaning with lenses you either take a hit on light output or power consumption compared to a non-lensed product." The V180 range consists of V180 Mini which is suitable for use in small shallow channel lettering, V180 standard which is suitable for medium size and depth channel letters and light boxes and finally the new V180 Large, which is ideal for medium to large channel letters and



LIGHTING *Feature*

A Look at LED Lighting: 2013

large flex face type light boxes that would typically appear on out of town retail parks. V180 Large, which launches in late July offers industry-leading efficiency of over 108 lumens per watt and 130 lumens per module, making it one of the world's most efficient and brightest LED signage modules available in today's market.

"The improvements and expansion to our V180 range and other new products being developed are also made with cost- and time-efficiency in mind. We know everyone is looking at the cost side of things, and that's not just the upfront cost but the running costs as well. The brighter you make the sign, the higher the running cost hence why the market is moving towards more sensible levels of even illumination rather than high-octane brightness," says Blythe. Thanks to the introduction of modules such as the V180 range sign manufacturers can also save themselves time and cost with the installation process. Where before sign makers would have to use around 30 - 40 modules per square meter, the same effect can now be produced with as few as 12- 16 modules per square meter. "The installation time is reduced significantly because you're putting less than half the modules in than you were a year ago," Blythe concludes.

Portland Lighting has created the "Next Generation" of LED Sign Illumination, the Ecolux II. Sign Update caught up with Portland Lighting to find out exactly what this revolutionary product has to offer sign makers.



LED technology dramatically gives sign makers the opportunity and capability to produce stylish, contemporary and easily maintained sign lighting.

Portland Lighting's experience and continued investment has enabled the design of its own slim-line drivers sealed to IP67. The innovative new drivers are fitted integrally, allowing for a speedy installation without having to find time to position housing for ugly remote drivers. Access and maintenance is quick and simple, sliding on runners within the casing and allowing ECOLUX II a sleek new modern look with a casing of just 50mm diameter.

Style and elegance continue with the revolutionary 90° magnifying lens getting a makeover, featuring a new jaw system that snaps shut as well as a smart readed finish; this is the rigged design on the outside edge of the glazing section. This enclosure gives ECOLUX II casing an IP66 rating, sealed to be suitable for up or down lighting installation.

Joining of lights to form longer runs has evolved with our latest cast aluminium connector. The new 'Kwiklink' incorporates cable glands and plugs carefully designed for maximum protection and thoughtfully designed for a rapid installation.



Our LED strip has a 2 year warranty and is sealed to IP65. High power 24V 14.4W per metre LEDs are available in both 6000k cool white at 1200lm per metre, and 3000k warm white at 1100lm per metre. A new heavier density copper PCB has been introduced giving greater heat dispersion for increased performance over its 50,000 hour working life.

ECOLUX II has a family of fully adjustable quick fix brackets. Speedily slotting into the channels at the rear of the extrusion ECOLUX II has a bracket for every fixing situation that offers comfort and ease to the installer.

Committed to providing quality without compromise, all of Portland Lightings products are independently electrically safety tested & CE certified as required by law. Each light is individually tested and logged with its unique number prior to dispatch for traceability. All our IP seal ratings are independently tested. All of these legal requirements and added reassurances further endorse Portland Lightings pedigree as the leading supplier of sign lighting in the UK.

New LED Light Pockets™ from Fairfield Lighting are a bright and reliable way to

illuminate posters and signs. Janice Fairfield explains how the Light Pockets have made brightened the workplace, and what makes these bulbs such a powerhouse.

"The Light Pockets are so bright that they illuminate the interior of our office and totally change the working environment!"

This is a frequent comment received after an installation carried out with Fairfield's ultra-bright LED Light Pockets™. Fairfield has developed two complete ranges of LED Light Pockets™ using the ultra-bright white LED's. In both cases the screen printed panels have been designed to give a totally even spread of light even on the larger A1 & A0 sizes. The LED Light Pockets are supplied in kit format with the top quality suspended Fairfield Cable Display System, which ensures a highly professional presentation.

The LED Light Pockets are truly double sided, as the cables support the panel from the side, resulting in no obstructions to the visual presentation. The deluxe range has a wide clear border with sparkling bevelled edges with attractive silver studs in the cor-



ners of the panels. These are ideal for the larger windows where you need to make a strong design statement. In contrast the Compact Range, which is manufactured in the UK, has narrower borders and can be used in large and small windows. Units are available in single, double and triple width panels. The Compact Range is also available with coloured centre panels for a total custom design. The bevelled edges are brighter on the front, so that staff aren't dazzled by the brightness of the units in the interior.

The latest addition to the range are wall mounted panels, which can have a clear border with sparkling edges or a solid coloured back panel designed to take small and large graphics. The floor standing podium range of Sirius units can be used in outlets as diverse as Estate Agents, exhibition stands, restaurants and museums. These elegant units have a large coloured back panel with bright glowing edges in a choice of A4 or A3 illuminated poster holders.

The Light Pocket uses the very latest LED technology and is extremely economical to run, yet at the same time it is incredibly bright, really drawing the eye to the illuminated graphics to make sure the message stands out from the crowd.

Units are maintenance free with a lamp life of more than 60,000 hrs. The majority of displays are normally updated every five years so these units make sense in this difficult economic climate. At 60,000 hrs you will see a drop in light levels, but like any lamp the Light Pockets will last much longer.

Graphics or posters can be changed quickly and easily. The best results are achieved from back lit inkjet prints (duratans), but standard paper can be used up to 120 gsm high gloss paper. Just slide the poster in and out, no tools are required.

LED Light Pockets – looks stunning in reception areas, all types of exhibition stands and can also be used free-standing for conferences, in bars, restaurants and museums.



LIGHTING *Feature*

A Look at LED Lighting: 2013

Applelec are at the forefront of LED innovation, ushering in the “second generation” of LED Light Sheets with their Series 2 Panels. Managing Director Ian Drinkwater reveals the panels are 20% brighter, energy-efficient and how they are lighting up the Prince of Wales Theatre in style.

“Nothing stays the same in the world of LEDs,” says Ian Drinkwater, managing director of Yorkshire-based Applelec. “We have taken steps to deliver notable improvements to our LED Light Sheet – achieving a whopping 20% increase to brightness without any increase to energy consumption. Better still, this advanced panel will be available with absolutely no price increase and, of course, all panels are created with pride in our Yorkshire factories and supplied with a 3 year warranty.”

The Series 2 panels LED Light Sheets achieve a magnificent brightness increase of 20% for both standard and high brightness panels. Furthermore, due to advances in LED technology, Series 2 LED Light Sheet achieves this brightness increase without compromising the energy efficiency of the panels. Indeed, testing on 300mm square, cool white panels showed a minute increase of just 0.12W in both the standard and high brightness units in comparison to their Series 1 counterparts.

A flat sheet of brilliant light, LED Light Sheet is a bespoke light source manufactured by Applelec and originally developed to streamline signage and display systems. Using patented 3D V-cutting technology, a clear, 8mm thick sheet of acrylic is etched with a uniform matrix and cut to a specified shape and size. Thermally managed LEDs are then securely embedded into the sheet in a second patented technique which ensures the unit is robustly constructed and runs cool to the touch. The etched matrix acts as a vehicle to transport light from the LEDs across the surface of the panel to deliver bright, even illumination. In addition to



the impressive brightness increase, Series 2 LED Strips feature a wider chip platform which reduces the dark areas to the side of each illuminated chip.

Lighting London's West End

Newman Displays have retrofitted exterior signage and light-boxes at The Prince of Wales Theatre with Applelec's LED Light Sheet to achieve a phenomenal 85% reduction in annual energy consumption.

The decision to replace fluorescent tubes with LED Light Sheet was made both for aesthetic reasons and to improve the energy efficiency of the signage and branding system. The LED Light Sheet signage draws 1514W in comparison to 9904W of the previous system to deliver an annual reduction of almost 46000kWh, a drop of 85%. Representing an annual saving of £3,900 to the theatre's energy bill, the system reduces maintenance costs into the bargain.

“This great project highlights the versatility of LED Light Sheet and the energy savings possible with this light system in comparison to fluorescent tubes,” says Drinkwater.

Bright, even illumination to the projecting signage and light-boxes was the primary objective of the project with controversial musical, *The Book of Mormon*, recently debuting at the theatre. The venue's large, four metre square, light-box and entrance door-streamer are curved fixtures which have been illuminated by faceting multiple panels of

LED Light Sheet; a technique that's often employed to illuminate large curved installations.

For Mark Hollington, Newman Displays, picking the LED Light Sheet for the job was a natural choice. “After successfully using LED Light Sheet at The Piccadilly Theatre, though on a smaller scale, we selected it for this project due to product durability, good overall illumination and low power consumption,” he says. “The Prince of Wales Theatre light-box refurbishment, for incoming show *The Book of Mormon*, required crisp and clean white signage illumination. Changing from fluorescent lighting to LED Light Sheet has resulted in greatly reduced maintenance concerns, all-important reduced running costs and lower emissions. We're extremely proud of our work in the industry and look forward to working with LED Light Sheet in the future to illuminate London's West End.”

In total 30 Series 2 LED Light Sheet units were used throughout the installation which includes the attention-grabbing large scale feature light-box, two 7.5 metre long double-sided light-boxes positioned vertically along the sides of the building, a curved streamer above the theatre's door, and a small double-sided projecting sign.

The next generation panels are now being used in all Applelec's LED Light Sheet fabricated signage including projecting, totem and fascia signs. In fascia signage, LED Light Sheet eliminates the need for a built-up metal back tray, which would normally house fluorescent tubes, to reduce both material cost and tray bulkiness. Mounted directly behind an acrylic backing-sheet, then fixed to the wall with top and bottom aluminium angle fixing rails, LED Light Sheet reduces tray depth from 100mm to 30mm.





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A quiet revolution?

Is the introduction of CE Marking for fixed road sign installations likely to prove good or bad for the UK sign industry?

Over the past 12 months sign makers across the UK have got used to the many leaflets and brochures turning up in their offices and inboxes, each one carrying long explanations and notes of caution about the introduction of CE Marking for fixed traffic sign installations.

So what is CE Marking and what does it offer road sign makers and the sign industry?

Read on as SignUpdate magazine cuts through the summer haze to tell you all you need to know about CE Marking regulations, looks at some of the benefits it is bringing the sign industry and asks the question can the CE Mark really deliver increased quality signs at lower cost?

Steve loves his job

"I love my job" says Steve Crane, national sales manager for sign manufacturer Tennants UK, "though out in the car my family doesn't always share in my enthusiasm for checking out road signs as we pass by!"

"It's a bit like being a judge on the X Factor or The Voice" explains Steve; many signs are of good quality, some of very, very good quality and others very poor. "In the end poor quality signs, hard to see or read, or covered in dirt and peeling, all put at risk my safety and the safety of my family, as well as everyone living in the UK."

"Today more than ever" observes Steve, "cars, cyclists and pedestrians all rely on the millions of signs to be found on UK roads to travel and arrive safely and keep out of each other's way. If a sign is worn out, not fully lit, covered in dirt, damaged, or has just faded, then it's not doing its job. In today's world that simply isn't good enough."

"As an industry we are looked to by government and public agencies to produce quality signs that are right first time, every time, which demands much more than just getting the words right and colours correct".

A quiet revolution

The introduction of a CE Marking scheme for fixed traffic signs is being talked about as bringing a revolution in the market for road signs. New opportunities for a level playing field and increased competition between suppliers is being welcomed for the boost it could give to the market, as well as the more rigorous quality standards it will inevitably bring to traffic signs and components.



Market leader 3M providing CE accredited sign materials since 2006Hems and Eyelets on a large banner.

"CE Marking is in my opinion the biggest step forward for road users and sign makers in 50 years!" explains Steve, who has real enthusiasm for the changes the scheme is bringing.

CE Marking for road signage - the basics

From 1 July 2013, any traffic/directional sign erected on a road to which the public has access must be manufactured in accordance with a Europe wide CE standard.

The standard applies to any road traffic sign installed whether on a public highway, in a car park or petrol station forecourt, at an airport (landside) or a supermarket and other similar locations used by the public. CE standards apply to complete signs, and individual components used to make up signs.

Road traffic signs made by manufacturers or sold by sign sellers must meet the CE standard, though this doesn't mean that every sign manufacturer or seller has to hold CE Mark accreditation.

Confused? There will be understandable confusion until the scheme settles down and manufacturers and sellers increase their understanding of how it applies to their business.

ARTSM (The Association for Road Traffic Safety and Management) have produced a comprehensive and invaluable industry guide to the introduction of CE Markings and what it means. 'CE Marking Road and Traffic Signs' from www.artsm.org.uk

CE Marking for road signs - Q & A's

Q. What is CE Marking for traffic signs?

A. A mark or stamp on a fixed traffic sign, or individual sign components, certifying manufacture to an independently certified standard and that the sign is fit for its purpose (conforms to its declared performance). The CE mark is a manufacturer declaration that their product meets European safety, health, environmental protection and other fitness for purpose requirements.

Q. CE Marking for Traffic Signs – what are the key changes?

A. From 1st July 2013, any road traffic sign installed on a highway where a member of the public can legally drive their car must carry a CE Marking certifying its fitness for intended purpose. The CE Marking regulations apply only to signs and sign products placed on the market from 1st July 2013.

If no CE Marking is present on a sign then the sign is unlawful.

The new CE Mark requirement affects signs on roads and highways, as well as directional signs in areas such as airport car parks, service stations, supermarket car parks, retail outlets and any public car park

Q. Who tests and accredits CE Marking for traffic signs?

A. The notified bodies responsible in the UK for implementing CE marking of traffic signing standards are the British Standards Institute (BSI), SGS and LRQA. The European Standard for traffic signs is BS EN 12899-1

Q. Who uses/applies the CE Mark?

A. Sign manufacturers, sign sellers, manufacturers of components used in constructing signs. A CE marking is a manufacturer declaration that their product meets European safety, health, environmental protection as well as fitness for purpose requirements.

From 1 July any business can manufacture, supply and sell traffic signs or sign components as long as their signs carry the relevant CE mark and have been audited by a notified body.

Q. What are the benefits of CE marking?

A. The CE marking scheme helps make trade between EU countries easier and cheaper. A CE Mark means that a manufac-

turer's product conforms to the minimum legal requirements for health and safety as laid down in EU directives.

Customers often look for CE marking on a product as an indication of conformance to laid down standards, and a level of quality that other products may lack. CE Mark accreditation is only given following independent audits and assessments.

Q. What immediate changes can be expected from introduction of CE Marking for road signs?

A. The list could be endless! Some early changes are likely to include:

- Low quality/price material suppliers withdrawing from the market due to not being able to meet CE Marking standards
- Increased competition in the market and pricing changes as CE Marked material suppliers from Europe and worldwide increase their presence in the UK market
- Wider choice of suppliers for sign sellers and customers with more of a level playing

field amongst suppliers meeting CE marking requirements.


Industry views

British Sign and Graphics Association (BSGA) Director David Catanach is keen to make sure manufacturers know and understand the implications for them of the new CE marking standard.

Writing recently in the BSGA newsletter David commented "Many sign manufacturers may think that, as they do not provide signs for use on highways, the new CE standard does not affect them. However, Section 64 of the Road Traffic Regulations Act 1984 defines a traffic sign as 'any object or device for conveying to traffic on roads or any specified class of traffic, warnings, information, requirements, restrictions or prohibitions of any description'.

Interestingly recent UK case law established that any road to which the public has access will be subject to the new CE standard for traffic signs.

.....continued on page 54



A Morelock CE Marked sign.

C ref:-0	
<div style="text-align: center; font-size: 2em; font-weight: bold;">CE</div> <p>0120</p> <p>Morelock Signs Limited, Morelock House, Strawberry Lane, Willenhall, West Midlands, WV13 3RS Registered in England No. 3193048 Classification:- DG3 Year of manufacture:- 2012 Drawing ref:- 0 Sign IOF:- 0</p> <p>EN12899-1:2007 Retroreflective sign plates for fixed vertical road traffic signs.</p>	<p>Resistance to horizontal loads</p> <p style="text-align: right;">Wind action:- WL0 Temporary deflection bending (sign plate):- TDB0 Point loads:- PL0 Temporary deflection torsion (support):- TDT0 Partial action factor:- PAF0 Dynamic snow load:- DSL0 Fixings:- NPD Permanent deflection:- NPD</p> <p>Visibility characteristics DG3</p> <p style="text-align: right;">In compliance with ETA 07/0272:- Pass</p> <p>Durability</p> <p style="text-align: right;">Impact resistance of sign face material:- Pass</p> <p>Resistance to weathering (three year accelerated natural weathering test):- NPD</p> <p style="text-align: right;">Resistance to corrosion - Aluminium:- SP1 Resistance to penetration of dust and water:- NPD</p>

A quiet revolution?

In practical terms from 1 July 2013 it is likely that 99% of road and traffic signs will be expected to conform to CE standards and carry CE markings.

As a pioneer for the use of reflective materials in road signs 3M first achieved CE Mark accreditation for its road and traffic sign materials in 2006. Since then it has supported leading UK sign manufacturers, including William Smith of Durham and Morelock Signs in the West Midlands, to gain their own CE accreditation. The Highways Agency has been consistent over many years in encouraging traffic sign businesses to become CE accredited. The guarantees of quality and standards provided by CE accreditation are well known and respected for their simplification of tendering and contracting processes, and for helping ensure consistent safety and performance standards on UK roads.

Tennants UK believe that one of the biggest benefits will emerge over time as customers increase their use of the CE Marking standard as a means of guaranteeing quality and reducing signage costs.

"It's simple," says Steve Crane, "the customer now knows that the CE Mark

on a sign or materials, wherever they are sourced from, is a reliable guarantee of quality and standards. We now have an open and competitive market with a wide range of suppliers meeting CE standards where price competition can offer savings previously not available. That is the true revolution!"

A quiet revolution?

Guaranteed quality, a wider range of suppliers and lower prices all sound like a dream result for customers.

Will the revolution come and will it be a good thing for the UK road sign industry? Could suppliers from abroad invest in CE accreditation and steal a march on UK companies, or will UK companies expand their European operations? And will smaller sign companies use CE Marking requirements to increase their share of the UK market where previously only the bigger players could operate?

Whatever the future holds, CE Marking for fixed traffic signs is here to stay and SignUpdate magazine will follow progress over the next year to keep you up to date on

the changes it brings. In the meantime let's hope CE Marked signs can make car trips a little more relaxing for Steve Crane, and his family!

Our thanks for their help with putting this feature together go to:

Tennants UK, Nottingham
www.tennantsuk.com 0115 973 8088.
Morelock Signs Ltd, West Midlands
www.morelocks.co.uk 01902 637575.
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TennantsUK are the UK Master Distributor for the Orafol range of traffic sign products, all of which are CE Marked.



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SPANDEX *Interview*

Spandex expands ImagePerfect range to meet heightened client demand

Spandex has expanded and enhanced its ImagePerfect Signage range to offer sign makers greater choice and improved performance. Sign Update caught up with Executive Director for Aftermarket Product Management, Roland Keller, to get some deeper insights into the thinking behind the new and improved products.

You have made some additions to the ImagePerfect range. What prompted this range extension?

Primarily we're driven by today's customer's needs. For example, demand for calendered films has increased because the spectrum of applications has broadened. Contemporary calendered films can deliver great performance for many applications, at a more affordable price point than cast films. Meanwhile, the explosion of decorative wrapping applications has stimulated demand for high performance cast films for demanding three-dimensional work.

Regardless of the film type, performance, consistency and value for money are the three core principles behind ImagePerfect.

So have there been technology changes that make it possible to meet these evolving customer demands?

Absolutely. There have been substantial advances in industrial chemicals and adhesives, and in manufacturing consistency. This enables us to create vinyl products that deliver continuity of quality and performance that was unimaginable a decade ago. That represents an opportunity to meet customers' needs in two ways; by introducing High Performance products for the most demanding applications, and by offering highly reliable Intermediate products at a more attractive price. It's rewarding to be able to take advantage of technical advances to offer the customer an expanded product range with real added value.

Why is reliability and consistency such a key factor?

Time is money. No customer can afford to have to do a job twice, so no customer should feel they have to gamble on whether a product will be fit for purpose. The media product they buy must do exactly what it promises, and be backed by reliable performance guarantees. There are so many products in the market, and their claims can be confusing for sign makers, particularly for customers who are new to certain applications. ImagePerfect tries to simplify those choices, backed by expert advice from the Spandex team for sign makers who are still unsure of what to use for the job in hand.

How are you simplifying choice for the sign maker?

Firstly, based on each ImagePerfect product's qualities, we categorise them openly as Promotional, Intermediate, or High Performance, so the customer can choose depending on the application. Secondly, all ImagePerfect products carry crystal-clear product information, right down to the type of adhesive used. This means the customer can identify the product that's right for the job, at a price point that meets their needs. Most importantly, customers have the back-up of an expert team here at Spandex. Many of us, myself included, have worked as sign makers ourselves. We have experimented with the products, we sell them because we believe in them, and we can explain the choices in terms that make sense to our customers.

You highlight adhesive. Why is that important?

All manufacturers make decisions about the ingredients that go into their products to achieve a given price/performance ratio. Making a vinyl is a little like cooking – the quality of the ingredients has a direct bearing on the end product! With ImagePerfect Signage products, we've set out to offer film + adhesive systems that save time and make application easier for customers.

For example, a well made Intermediate film with a solvent-based adhesive system can be more accurate for many outdoor applications than a low-cost polymeric film that uses an economic dispersive acrylic adhesive system.

Let's look specifically at weeding for a moment. Some adhesives begin to soften over time, and 'leak' from the cut edge, making weeding harder. Better adhesives address that problem, making it possible to leave a job for longer between application and weeding, helping the sign maker to juggle their total workload more flexibly. Adhesives are also an especially important factor for sign makers working in warmer climates or in the summer months – better adhesives are simply more stable at high temperatures.

So do you see calendered films playing a bigger role in future?

Cast films have an important role to play for very demanding three-dimensional jobs. Their composition and manufacture simply makes them more conformable and ultra durable. What's more, they can be produced in a broader range of colours due to





the production economics. But with new types of plasticizer, real high performance calendared films are getting closer to the performance of cast films and giving customers some of the benefits of cast film at a more affordable price point. Take the new Image Perfect 5700 High Performance Film for example. We've improved flexibility and conformability, so it feels like a cast film, has the 'body' of a 70 micron film, and delivers improved convenience and comfort during the whole process from cutting to application.

How big a trend is car wrapping?

It's been an important boost for the sign making community to be able to capitalise on such an exciting trend. I'd estimate that half of our customers build wrapping into their service offering, and there's an interesting niche of customers who specialise exclusively in this application. Consumer demand has been fuelled by better awareness of what wraps can offer as an economical promotional tool and for vehicle personalisation. Now, we're seeing the rise of wrapping as a decorative technique for furniture, walls and other 3D objects. With contempo-

rary cast films, you name it, it can be wrapped! Wrapping has moved from being a functional thing to something lifestyle-driven. All of this was impossible to foresee ten years ago, but as a specialist supplier, it is Spandex's role to help our customers take advantage of these trends by giving them the right materials, coupled with expert advice and just-in-time service and support.

How else can a reseller like Spandex add value for the signmaker?

Choice is critical, so Spandex sets out to offer a range of leading branded products for every application and budget – ImagePerfect sits within a wider range that can address all our customers' needs. Today's shorter turnaround times mean that customers expect just-in time service from us – we hold thousands of products in stock and can deliver next day, so the customer doesn't have to keep a large inventory, which is an important advantage in their business management. Importantly, Spandex specialises in meeting the needs of sign makers and display printers. We're not a generalist consumables

supplier – everyone in Spandex is trained to understand the sign making business and how the different products perform under normal working conditions. We test every product in our own testing centre in Switzerland so we know each one inside out, and can develop products in tune with what customers are telling us they need. That insight and expertise also means we can support customers with consultancy and training for any product and any application.

How important is media to the future success of sign making businesses?

I truly believe that the success of any sign making business is now limited only by the imagination. Technical developments in media over the last decade have brought us to a point where there is a media product for almost every thinkable application. I'd encourage all customers to take some time to just lie back and think about the possibilities. When they've reflected on the opportunities, they can trust Spandex to help them find the product that will bring their ideas to life.

Josero sells its first Bubble Free Applicator at Sign UK

Josero sold its first Bubble Free Applicator at Sign UK. The Bubble Free Applicator allows a single operator to mount and laminate a wide range of materials in super fast time whilst eliminating the danger of bubbles or creases. Mounting and laminating can be onto any flat surface up to 60mm thick.

The Applicator was purchased by Mida Sign Services UK who specialise in installing and maintaining all types of signage, graphics and banners throughout the UK and Europe. Established 25 years ago the company delivers creative solutions for high profile clients such as Walls and Lidl as well as small organisations such as Bolton College.

James Jarvis, Operations Manager of Mida Sign Services commented, "As our production arm of the business continues to expand we looked at the Bubble Free Applicator as a great way to increase our production capacity whilst improving the quality of our in-house finishing. We now supply a vast amount of clients with both print and installation services offering a simple and easy way for them to do business on a national basis. We were really

impressed with the build quality and the simplicity of the Bubble Free Applicator. It is so user friendly compared to other applicators on the market and that really appealed to us. We are always in the market for ways to improve our services and the Bubble Free Applicator will certainly help us to achieve that."

Josero became the exclusive UK dealer for the Bubble Free Applicator earlier this year, and has since worked closely with the manufacturer to promote the machine in the UK. It is 100% designed and manufactured in Europe and the pneumatic components are high quality German made HAFNER and FESTO parts. There are very few electronic parts giving an extremely high degree of reliability.

The Applicator is available in three widths, 1500mm, 1700mm and 2200mm giving a maximum working width of 7 metres.



Custom sizing is available on request. Rollers have 15mm of soft rubber ensuring bubble free application. All the adjustments on the machine are easy to reach and as the Applicator can be operated from either side it gives much more flexibility on installation. With adjustable wheels the table can be moved easily or fixed in one place.

Loic Delor, Managing Director of Josero concluded, "There was a great deal of interest in the Bubble Free Applicator at Sign UK and we expect more sales to come through the enquiries made at the show."

Leicester School Uses Local Company for New Signage

Madani High School in Leicester got in touch with NSI as they wanted a local business to supply some new signage for the school.



Madani High School and Community Centre is a purpose-built Islamic faith secondary school and therefore required signs to be produced in both English and Arabic. Using the supplied designs and fonts from the school, NSI produced built-up stainless steel letters in both languages. The school logo was also printed and applied to panels and all signs were installed on the school buildings. The new signage was installed during the May half term, so as not to disrupt the school and its pupils.

Bilal Ghodawala from Madani High School said, "We are absolutely delighted with our new signs. The workmanship is of high quality and the installers were professional, discreet and consultative. The signs are really welcoming and many positive remarks have been made."

Nick Kehoe, NSI's Managing Director said, "Producing built-up signs in Arabic was something we hadn't done before and as a



company, we like to create different and innovative signage. We are delighted that everyone at Madani High School is pleased with the signage."

For further information, please visit www.nsi-limited.co.uk or contact NSI on 0845 643 4065 or info@nsi-limited.co.uk.

Konica Minolta and Vpress launch strategic partnership to increase printer client profits

Konica Minolta and Vpress announced at North Print & Pack 2013 the launch of a strategic partnership – initially in the UK – that both say will bring massive benefits to print clients.

The link-up will also build on Konica Minolta's acquisition last autumn of Charterhouse, where Vpress already works with the multi-award winning print management company, the recipient of the 2013 Queen's Award for Enterprise in International Trade.

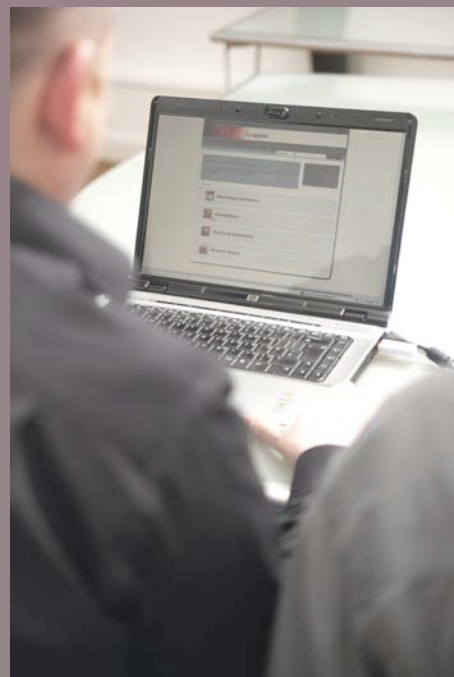
Customers will be offered established cloud-based web2print software called Coreprint, which already processes thousands of orders for 1500 clients using 22 languages worldwide in more than 60 countries. Templates are set up for every print item, which can be accessed online, made ready for print and then fed directly to a printer. This, says Vpress, substantially cuts production costs by dramatically streamlining manual processes, so increasing profits. The service – integrating with production workflows, MIS, CRM or other accounts packages such as Sage, and ERP systems – can be fully managed by Vpress or accessed by the client on a 'click' charge basis without using servers.

"The market-driven decision to formalise into a strategic agreement where customers can enable their businesses through e-procurement is key to a win-win

situation for both companies," said Mark Hinder, Konica Minolta's Market Development Manager for Production Printing. "This is an important and big step forward in our business. Linking with Vpress enables Konica Minolta to develop a business model where we can offer a low-cost entry web2print solution that is totally scalable for customers, providing additional profitable revenue opportunities for our customers."

"The Coreprint solution is already used by Charterhouse customers. It will enable our customers to benefit their print business and increase profitability through online access, either remotely by computer or via their mobiles. Konica Minolta is keen to capitalise upon what is a major growth area."

Tim Cox, Managing Director of Vpress, said: "This is a cohesive strategy going forward benefiting both companies. We were courted by a number of manufacturers, but Konica Minolta, who we have worked with many times before on projects, was the best fit and is a perfect partner. This digital solutions provider took the medium range printer market by storm and has kept it. As a company, it has a very consultative approach, which is also really important to us. It's not a case of selling a box – their teams want to learn about their clients' with business and how and what they can do to help. We are extremely pleased to be



working with a company that shares our core values to enable a customer's business."

He added: "This agreement will also give us a wider platform to demonstrate our capabilities as one of the UK's leading web2print service providers."

Arlon Graphics Launches www.WrapItRight.com Website

Arlon Graphics is excited to announce the launch of our new training website www.wrapitright.com. WrapItRight.com is a compilation of expert methods for working with graphic films through "how-to" videos. The videos cover topics in areas where installers regularly struggle. Through these videos Arlon provides TIPS to help educate our customers to perform installations the right way from the first time.

"When it comes to the graphics business, best practices are too often determined by the trial and error of past project methods. Learning from experience is incredibly valuable, but it can also be very costly. Our industry continues to grow and change, making success in new markets with new applications even more important.

Wrapitright.com aims to set you up for future success by giving you knowledge on how to best work with sign and graphic films. It is our intention to take what we have learned throughout our 50+ years in business and share it with our industry," states Ron Hopkins, President, Arlon Graphics, LLC.

About Arlon Graphics:

Arlon Graphics, LLC, manufactures and markets a full line of high quality pressure sensitive cut vinyl, flexible substrates, and print media films for the digital imaging, signage, vehicle graphic and screen printing industries. Arlon is headquartered in Santa Ana, CA, with strategically

positioned distribution out of Australia, Europe, India, Latin America, the UK and Uruguay to service our customers worldwide.



Talking Print presents printed banner to Watford Football Club featuring online messages of support

Over 1,500 comments of support from Watford FC fans appear on a 4m x 1.3m banner.

Talking Print has presented Watford FC (nicknamed 'The Hornets') with a large format, digitally printed banner comprising messages of support from fans for the playoff final that took place against Crystal Palace on Monday, 27th May 2013. The messages were compiled over four days from Watford fans via Twitter, Facebook and the club's official mailing list, closing with over 1,500 submissions.

From idea to final product, the banner was completed within just 11 days. The collaboration with Talking Print includes Watford FC fan sites, Sotic, a provider of web services and software applications to the sports industry, which collated the messages of support and Watford-based Stylo Graphics, specialists in large format print and display.

The 4m x 1.3m banner was digitally printed onto a matt fabric using a dye-sublimation process to give it a metallic and high quality finish. Smaller replica versions were also created and displayed in acrylic frames for Gianfranco Zola, Manager of Watford FC, and the Pozzo family, investors in the club, as a memento of the season.

Talking Print is a fast-track production service for printed marketing material, specialising in audio and video-embedded products. However, as David Hyams, co-founder of Talking Print, explains, the company will turn its project management and print expertise to any project: "As a supporter of Watford FC and print enthusiast, I first supplied a similar banner in 1999 and a second in 2006. Watford won



both times. So seven years on and another playoff final, I thought it would be a great way of showcasing the Watford FC supporters online messages of support from digital platforms, using a traditional form of print that can be kept for years in the Watford Museum alongside the previous banners."

After its debut appearance at a Watford FC press conference and as a Sky Sports feature, the banner will be on display at Wembley stadium for a short time and then be housed at the Watford Museum.

Talking Print specialise in the production of printed marketing materials that feature moving pictures, spoken messages and jingles. The high-quality sound and video modules can be incorporated into numerous promotional situations including in-store displays, gifts, packaging, direct mail, greeting cards and brochures. Bespoke video brochures remain the company's leading and most popular product, particularly for seasonal campaigns. With no minimum or maximum order quantities, and no restrictions on where the video can be placed and how it can be used, video screens could feature in almost anything.

The company offer a turnkey 'partner' based service that includes working with the customer to understand the brand and campaign objectives. The service includes production, logistics, quality assurance, distribution and product storage.

Since the company was founded in 2011, Talking Print has developed a string of successful multimedia campaigns for several leading national corporations in the retail, food and beverage and leisure sectors.



Ray Evans Obituary

No doubt, most Graphtec users will have heard of the sad news regarding Ray Evans who died last month.

It was at the sign exhibitions that I had the chance for our chats on the Graphtec stand with Ray and popping out for the cigarette with him. He will be greatly missed.

Ray joined Graphtec GB in 1983 and performed many different duties prior to becoming National Sales Manager in 1997, a position he held until leaving the company in 2009.

Among Ray's many achievements was the introduction of the Signjet Pro that at the time was the UK's first print-and-cut machine. One of his greatest successes, however, was to bring Graphtec's craft cutters to the UK market and Ray could often be seen demonstrating the Graphtec CraftROBO cutter on the TV shopping channels, resulting in the establishment of a successful brand of machine that today sells thousands of units every month.

He leaves behind his wife Edna and two children, Rachel and Darren.

Written by Roger Hinchliffe



BrightSign Unveils its XD Smart Menu Board at European Sign Expo

Turnkey Menu Board Solution Makes it Easier and More Affordable Than Ever for Restaurants to Go Digital

BrightSign, LLC®, the market leader in digital signage players, has launched the BrightSign XD Smart Menu Board, an all-in-one, integrated digital menu board solution for fast food outlets, coffee shops and restaurants. The BrightSign XD Smart Menu Board is simple and inexpensive to implement, and even easier to update with the free iPhone / iPad App. It was launched in Europe at European Sign Expo, London ExCeL Centre, 25-27 June 2013, at a joint stand with its distributor Pixels.

Fast food restaurants, coffee shops and other catering outlets are increasingly adopting digital menu systems as they are flexible, professional and attractive to customers. BrightSign is making the transition to digital much faster and simpler, with a comprehensive package that provides operators with everything that they need to quickly and easily convert to a digital menu board system.

"Digital menu boards allow establishments to provide customers with a really stunning, professional image at the point when they are ordering their meal. They can also be readily updated with daily specials, new pricing and to comply with new food labelling regulations as they emerge," said Jeff Hastings, BrightSign's CEO. "By packing all the necessary components into an affordable, easy-to-implement solution, our new XD Smart Menu Board is the perfect solution for any restaurant that's resisted the urge to

go digital due to the cost and complexity associated with other less-than-elegant or overly complicated digital menu board offerings."

XD Smart Menu Board is a comprehensive package that includes everything a restaurant needs to quickly and easily convert to a digital menu board system, including:

- **Full HD, commercial-grade LG display, available in 42- or 47-inch configurations**
- **BrightSign XD digital signage media player professionally mounted on the display**
- **Free BrightSign App to easily make content updates via iPhone/iPad**
- **Content templates developed with HTML5 and tailored to the restaurant's brand**

The BrightSign XD Smart Menu Board package is based on the new XD player - the industry's first solid-state digital signage media players with PC-class performance, which will be shown at European Sign Expo. The BrightSign XD product line boasts a trio of players that offer the features and functionality of PC-based solutions, but with greater cost-savings and reliability than their PC-based counterparts. In addition, BrightSign XD players offer HTML5 content support which is ideal for dynamic menu board creation and a small, slim footprint and almost no heat emissions, making them simple to



deploy in small and unconventional spaces where other digital signage solutions simply wouldn't be possible. Alongside the new XD players, BrightSign will also be exhibiting its existing line of HD models at European Sign Expo. BrightSign players have a track record of reliability that far exceeds PC-based solutions – delivering reliable performance with near-zero downtime.

BrightSign is partnering with Red Dot Digital Media to offer customers attractive templates that work seamlessly with the BrightSign App for menu updates, and are easily adapted to match the company's brand and restaurant motif. The restaurant simply supplies Red Dot with logos and other corporate ID assets and Red Dot creates a customised, branded menu system. Once deployed, the restaurant can update menu content via the BrightSign App on iPhone/iPad.

Smarter Than The Rest!

Signs Express (York) recently undertook an artistic vehicle wrap for smart of York, designed by York schoolgirl Hannah Umpleby.

When smart of York invited York primary school children to create an eye catching design for the next Mercedes-Benz smart car they were inundated with entries. The competition set out to engage the local community – with entrants submitting imaginative and artistic designs which ranged from Union flags to under-sea worlds. The winning design, 'The Next Eco Car' was designed by Hannah Umpleby from Poppleton Road Primary School.

Hannah's eco inspired design was applied to a real smart car by Signs Express (York) and is now whizzing around the

streets of York for all to see. As part of the prize, the car has been handed over to Hannah's school for them to exclusively use before being put on show at the Mercedes-Benz York showroom.



Ian Dawson, owner of Signs Express (York) said "We were delighted to make Hannah's eco inspired design come to life, the team did a great job and the finished work looks great. It will certainly attract a great deal of attention and we can't wait to see it out and about in York."

Signs Express (York) provides a wide variety of signs and graphics, including a wide range of vehicle graphics including; full car and van wraps; van sign writing; fleet graphics; decals; lorry & bus graphics as well as promotional graphics. All forms of car graphics are available and Signs Express (York) can help you turn your vehicle in to a mobile advert.

MWS Office Supplies launches branded fleet, thanks to Weedoo Signs

Weedoo Signs, a Sandhurst Group company, has completed the vehicle branding of three new delivery trucks for Farnham-based MWS Office Supplies. The exercise is part of a company-wide branding programme, which has seen the firm invest in new designs for the entire business, including new sales catalogues, signage, literature and now vehicle livery.

Weedoo Signs were tasked with incorporating new designs, which include an eye-catching Frog mascot, on to two brand new 7.5-tonne and one 12-tonne DAF trucks.

Colour illustrations and contact details were applied to the side panels and rear tailgate of all vehicles to raise brand awareness of MWS Office Supplies across the south eastern counties, including Surrey, Hampshire, West Sussex, Berkshire, Buckinghamshire, Middlesex, south London and the fringes of Dorset and Wiltshire.

Based in Surrey, MWS Office Supplies provides a full range of office products for commercial businesses, local authorities, school and colleges both locally and nationally. Established for 30 years, the company was subject to a management buy-out in 2010, which has seen an injection of new management, services and now the creation



of a new corporate brand and design.

John Woodward, sales director of MWS Office Supplies said: "Following the management buy-out in 2010, we took the decision to undertake a major rebranding exercise, which included investing in three new delivery vehicles. Having selected Weedoo Signs to manage the vehicle branding, we have been really pleased with the results. They were able to undertake the job in less than one day and over a weekend so as to not interrupt our delivery schedules during the working week, which was greatly appreciated."

Continues John: "The team at Weedoo did a great job and were very easy to work with. They completed everything they prom-

ised, and as a result, they are looking at a number of other projects for us. Since the rebranding, we have received many positive comments from people who have commented on seeing our MWS frog design, and so our decision to opt for a fun, eye-catching design is working, which is great to hear."

Adds Stuart Barker, general manager of Weedoo Signs: "MWS Office Supplies have gone from having blue vans with simple written text to instead large white trucks that carry some striking and rather memorable designs. They really stand out and we have been pleased to be able to support the team at MWS in overhauling the branding and delivering a finish that makes their vehicles – and corporate brand – stand out from the crowd."

Walsall College - Home of the Roland Academy -Awarded 'outstanding grade' from Ofsted

Walsall College, home of the Roland DG Academy, has been awarded an 'Outstanding Grade' following its recent Ofsted inspection. It is the first Further Education provider in the UK to receive the outstanding grading under Ofsted's new inspection framework and the grade places the College firmly in the top 10 per cent of colleges and other learning institutions in the UK.

Says Joe Wigzell, Roland Academy and Creative Centre Manager, Roland DG (UK): "We would like to take this opportunity to congratulate Walsall College on being awarded its Outstanding Grade from Ofsted. It's an excellent achievement and a reflection of all the hard work put in by the College over many years to ensure it offers a wide ranging, relevant and informative educational curriculum focused on students and on results."

"The Roland Academy has now

been based at Walsall College for seven years and has over this time grown to become a well-established part of the curriculum and a loyal partner to the College, educating hundreds of sign makers and



printers in the process. The Academy is a core part of our commercial proposition at Roland. We are very proud of it and the contribution it has made to Walsall College's educational excellence and the up-skilling of our customers and the industry in general."

The Roland Academy offers a range of courses for printers and sign makers looking to either up-skill or refresh their technical and industry knowledge. As well as courses in intermediate digital print, basic application and finishing, vehicle wrapping and the Academy sign-making apprenticeship courses, it also has the recently launched Roland Boot Camps – one day training courses focused on teaching users how to maximise their investment in Roland products.

Find out more about the Roland DG Academy at www.rolanddg.co.uk/academy

Venture Productions joins network of Certified 'Digigraphie by Epson' Providers

Fine art printing and framing specialists Venture Productions (www.ventureproductions.co.uk) has become a Certified 'Digigraphie by Epson' laboratory shortly after purchasing their Epson Stylus Pro 9900 44-inch inkjet printer.

Based in the North West of England, Venture Productions specialises in digital photographic printing, handmade framing and the assembly of contemporary artwork. With over 12 years' experience the company, which is a member of the Fine Art Guild, has helped artists, illustrators and photographers from all over the UK and abroad to reproduce and frame their artwork.

The 'Digigraphie by Epson' certification enables artists and photographers to add exclusive value to their limited edition prints, by using the very best printing technology together with a wide range of certified media, therefore guaranteeing exceptional, repeatable quality. The result of many years of research by Epson, Digigraphie is made possible by both the technical performance of Epson Stylus Pro printers and the quality of its range of UltraChrome pigment inks which give vivid and long lasting prints.

Each print is embossed with the 'Digigraphie by Epson' seal which confirms that it has been created following a specific digital process. "The Digigraphie seal of approval gives our customers confidence that we are using the best materials and processes to produce their artwork, and ensure the best image and printing quality," says Paul Cash,



Head of Purchasing and Quality Assurance, Venture Productions. "We have had a positive response to the Digigraphie programme and our customers appreciate the uniqueness of the Digigraphie certification."

"We bought the printer based on Epson's reputation as market leaders in inkjet technology, and soon after became a Certified Digigraphie Lab," says Paul. "Many of our fine art photographers and artists want to print limited editions using inkjet technology and this certificate gives them the opportunity to add value and exclusivity to their work."

The Epson Stylus Pro 9900 roll-fed printer, with a resolution up to 2880 x 1440 dpi, uses Epson's UltraChrome HDR 11-colour ink set to provide a wide colour gamut,

the smoothest of gradation and absolute control over the tone and hue of black and white prints thanks to the three densities of black ink and an advanced printer driver.

Nick White, business manager – proGraphics, Epson UK, says: "For professional artists and photographers it is essential that they remain in control of all their reproductions to protect the value and legacy of their work. Epson's quality and experience of digital print making has ensured that the Digigraphie qualifications meet the high-end needs of both Venture and their clients."

The full list of Digigraphie members and artists can be found on the website www.digigraphie.com

Trade Supplier in safe hands with new Safety Signage Division

A local safety signs and equipment supplier is celebrating success following the recent launch of a dedicated new signage division and a tailor-made website.

Wolverhampton-based Rainbow Safety has launched its new sister division, Rainbow Trade, as well as the bespoke www.rainbowtrade.co.uk website to offer safety signs at trade prices to the signage world.

Ashlee Wallbank, Business Development Manager for Rainbow Trade Supplies, explains that the move to develop a new division was a natural one. "Many of our trade customers are sign companies," she says. "The aim of the site is to produce safety signs cheaper than sign companies can themselves. We can do this by using old-fashioned screen printing methods and producing on a large scale. Safety signs are an

easy sell for sign companies, but our customer feedback indicates they don't want to design and make a Fire Exit sign when they can buy one for less than a £1 each."

Rainbow Trade Supplies can keep the costs low at £1 a sign by screen printing them in volumes of 1,000 at a time. The ink used costs around £15 per litre, but digital ink can cost around £150 per litre. "We have found our customers prefer the screen printed method because you get a natural gloss from screen printing ink," says Wallbank.

Since introducing the trade division, Rainbow Trade Supplies have implemented round-the-clock shifts to keep up with customer demand. In addition, they have also launched a new delivery service through which the firm delivers equipment directly to

their client's own third-party clients, completely removing the need for them to stock products or handle them in any way. "Drop shipping like this is a service offered widely in the retail sector, and we wanted to extend it to our own customers as a way of making their lives a little easier," explains Wallbank. "Providing this service means we can provide our clients with a truly comprehensive solution, from initial enquiry through to the provision of brochures, flyers and product CDs and onto the delivery of safety signs, first aid kits and protective equipment."

For more information about Rainbow Trade Supplies please call 01902 456949, visit www.rainbowtrade.co.uk or email ash@rainbowtrade.co.uk.

Rainbow Safety Signs is a Midlands-based safety sign and safety equipment company which supplies a full range of safety-related products to businesses, local authorities, and other organisations across the UK. For further information please call 01902 456 949 or visit www.rainbowsafety.co.uk.

Have a heart for Print-Leeds' Salesman's walking challenge

One of the sales team from Leeds-based Print-Leeds, the specialist printing house which produces wet-glue labels, UV litho on plastic and digital print, is embarking on an extreme walking challenge in aid of the British Heart Foundation.

Darren Holmes, who manages the UV litho on plastic print sales, is walking from London to Brighton as part of the British Heart Foundation's London to Brighton Trek on June 22 and 23rd. It is described as the ultimate walking challenge as competitors

have to complete the 100km in less than 30 hours.

The British Heart Foundation is a charity close to Darren's heart - his father, Stephen Holmes died suddenly of a heart attack aged 59, five years ago and his uncle also had a heart attack 14 years ago, aged 53. Darren will be competing with his aunt's husband, Phil White, who last year had a triple heart bypass and his friend Brian White.

"It's a fitting way to mark the fifth anniversary of my father's death raising money

for the charity which is dedicated to the fight against heart disease," said Darren.

Come rain or shine Darren and his team mates will have to keep walking; through the night they'll be walking through dark woods, shadowy roads and spooky lanes. They are hoping to complete the walk in around 28 hours and have spent the last four months training.

Darren has already raised £540 - to sponsor him visit www.justgiving.com/Darren-Holmes6

Leeds corporate signage company awarded whole of UK contract by Swiss firm

Further to last year's contract win with European signage giant Westiform, Headrow based signage consultant, Signlex, has been given the whole contract as part of a multi-million pound roll-out here in the UK.

Simon Belton, Managing Director of Signlex says:

"Last year we were awarded a share of the contract along with another leading signage company. Due to a recent change in

circumstances, which led to a review, Signlex were invited to extend its involvement to become the sole partner of Westiform in the whole of the UK, with some additional works in Ireland."

"This is an excellent opportunity for Signlex as the contract has literally doubled to 250 signage sites, with a value up to £750,000. This puts our business in an even stronger position."

"Westiform is a Swiss family enterprise and a leading European provider of

planning and realisation services in the field of visual communication. The company provides illuminated signage and lettering, POS and shop fitting elements, digital signage and directional systems on an international scale, employing several hundred people around the globe."

For more information about Signlex's products and services please visit: www.signlex.com

KIIAN Group Launches New Brand Portfolio at FESPA 2013

KIIAN Group, platinum sponsor at FESPA 2013, launched KIIAN Digital, KIIAN Screen and KIIAN Industrial in London.

This launch was designed to meet an increase in demand for KIIAN's leading ink and chemical solutions for aqueous textile printing and is in line with a strategic commitment to developing the three key product sectors integral to KIIAN's future success.

Despite the challenging economic conditions of the last few years, KIIAN's digital business in 2012 achieved an impressive growth of over 23% and KIIAN Group has expanded into new regions including: South America, USA and Asia. And as the demand for digital textile and industrial printing grows, so too, have sales of KIIAN's leading inks.

"As a modern, global ink manufacturer, we have to both reflect and lead the dynamic markets in which we operate," says Fabio Fistorazzi, CEO, KIIAN Group.

"The fact that the market is in a constant state of evolution, means that KIIAN must also adapt in order to best meet our customers' needs, whilst leading our business most effectively," says Fistorazzi.

The KIIAN Group is now made up of three key sub-brands which represent the three divisions of the business: KIIAN Digital, KIIAN Screen and KIIAN Industrial. This enables the company to focus upon enhancing existing products and services, whilst creating innovative products that are right for its growing customer base.

"The brand restructure makes it easier for new customers to locate the products they need whilst helping our customers connect with KIIAN most effectively. We, at KIIAN, remain committed to helping our customers grow their businesses by developing new applications with our high quality inks that deliver profit and performance.



Visitors to FESPA 2013 were able to see our re-newed commitment to innovation, growth and globalisation," concludes Fistorazzi.



KP S8 Ribbon LED's
£12.00 per metre

KP Ribbon LED's
£5.00 per metre

KP3 S8 modules
£1.05 each

KP2 S8 modules
£0.90 each

KP3 modules
£0.55 each

KP2 modules
£0.45 each

The range of products available from our shop will continue to increase . . . so why not make a point of checking in regularly for great prices on quality goods. Orders despatched straight to your door!

All of this and much more including a full range of 12v power convertors RGB controllers etc. is available from stock via our online shop.

It's only a click away!



Signs • Engraving • Lettering • Lightframe • Edgelite • Fabrication • Marquis • Tray Signs • LED's

HP Expands and Rebrands Its Latex Printing Technology Portfolio

Delivers high quality, versatility of latex to industrial printing market.

HP has expanded its industry-leading portfolio(1) of HP Latex Printing Technologies with the introduction of the HP Latex 3000 Printer, helping industrial print service providers (PSPs) produce high-value applications with improved productivity, quality and versatility.

The HP Latex 3000 Printer received its worldwide premier on the HP stand (H50S/H80S) at FESPA 2013, 25th - 29th June, at ExCeL London, UK.

HP also announced the rebranding of its HP Designjet and Scitex latex printers and supplies. The new sub-brand for these offerings is HP Latex, demonstrating the strategic importance of latex to the HP Large Format Graphics portfolio.

HP Latex Printing Technologies were introduced in 2008 as a water-based alternative to solvent ink technologies. Since then, more than 15,000 HP Latex printers have been shipped worldwide(2) and more than 100 million square metres have been printed with HP Latex Inks. HP expects these numbers to triple by 2016, with the number of latex-printed pages growing rapidly while the number of solvent-printed pages simultaneously declines by as

much as 33 per cent.

The HP Latex 3000 Printer will help drive this growth, allowing a broader range of sign and display customers to shift pages from traditional solvent and UV-curable technologies to HP Latex Printing Technologies.

"Industrial print service providers constantly battle increasing competition along with shrinking timelines and budgets for big projects in this buyers' market," said Xavier Garcia, vice president and general manager, Large-Format Sign and Display Division, HP. "As the leader in large-format printing, HP is offering latex solutions that give our customers a unique advantage to cost-effectively address these challenges with new levels of productivity, quality and application versatility."

Meeting industrial printing needs with HP Latex Printing Technologies Creating a competitive advantage for high-volume PSPs, the HP Latex 3000 Printer offers broader media versatility, including heat-sensitive substrates, with the HP Latex Optimizer. This new ink solution ensures consistent image quality at high speeds as well as efficient curing at lower temperatures and with less energy than previous HP Latex solutions.

Third-generation HP 881 Latex Inks

also provide a scratch resistance comparable to hard-solvent inks on certain substrates,(4) making them ideal for applications including retail displays, outdoor advertising, vehicle graphics and interior décor.

The printer's increased production capacity lets high-volume customers meet tight deadlines, producing 830 ft²/hr (77 m²/hr) of indoor applications(5) and 1,290 ft²/hr (120 m²/hr) of outdoor applications.(6) Standard carbon-fibre, dual-roll spindles also help reduce media loading times and the need for operator intervention.

The HP Scitex Print Care proactive maintenance scheduler, along with automated diagnostics and alerts, helps customers keep their printers running smoothly. Additionally, bundled HP On-site Uptime Parts Kits, HP Ramp-up Service and HP Customer Care Programs help assure productivity and profitability.

Availability

The HP Latex 3000 Printer is expected to be available worldwide on Aug. 15.

More information about the latest additions to the HP Latex portfolio is available at www.hp.com/go/signanddisplay-launch2013 and www.hp.com/go/latex.

Mutoh Valuejet 1638 wins EDP award

At the Fespa 2013 show in London, Mutoh has won a prestigious EDP award – attributed by the European Digital Press Association (EDP) - for its 64" / 165 cm wide ValueJet VJ-1638W dye sublimation printer as winner in the category "Best Wide-Format Textile Printer". Mutoh was also nominated for an EDP award in three other product categories for its new Universal Mild Solvent (UMS) inks, the ValueJet 1638 sign & display printer and the 2.6 meter wide ValueJet 2638 outdoor printer. Only three nominations were given per award product category.

The Mutoh ValueJet 1638W (1625 mm – 64") is a high-speed high-volume sublimation printer featuring new electronics, two latest generation 8-channel piezo inkjet heads in a staggered setup and Mutoh's innovative Intelligent Interweaving print technology, resulting in exceptional high speed printing without compromising on print quality. The machine prints on the thinnest sublimation papers and delivers sellable production speeds up to 65 m²/h. The printer utilises Mutoh's water-based disperse dye sublimation inks. Application possibilities encompass high quality in-store textile decoration and displays, textile banners, pop-ups, sportswear, personalised home decoration, etc..



"It is a real honour for us to be recognised by a panel of independent and highly respected printing industry professionals," says Arthur Vanhoutte, Mutoh Belgium's General Manager.

"We are delighted with the award for our ValueJet VJ-1638W dye sublimation printer. We consider both the award and the three nominations as a recognition for Mutoh's innovation power, craftsmanship and our technological leadership in the field of wide-format roll-to-roll inkjet printers. The award underlines Mutoh's ongoing commitment to deliver products with technology proven to be faster, more reliable, more cost effective and more efficient", Vanhoutte concludes.

The EDP association is a not-for-profit organisation which recognizes the latest innovations in the digital print industry. The EDP awards and nominations 2012/13 were attributed by a committee of consultants, editors, engineers and printing industry professionals appointed by the European Digital Press Association (EDP – www.edpassociation.com).

For more information on the Mutoh ValueJet 1638W dye sublimation printer, visit www.mutoh.eu/en-us/products/indoor-digital-transfer/valuejet1638w.aspx

For more information on Mutoh and its products, visit www.mutoh.eu.

Mimaki Honoured with EDP Award for JFX500-2131 LED UV flatbed printer

Mimaki reported during FESPA that the Mimaki JFX500-2131 has been recognised by the Technical Committee and the Jury of the EDP Association as a winning product in the category "Best UV curable flatbed printer <200K". The award was accepted by Mike Horsten, General Manager, Marketing of Mimaki EMEA at a special awards ceremony held during the show.

"We are extremely honoured by this prestigious award," said Horsten. "The JFX-500-2131 is a grand format UV flatbed printer with LED curing and multiple ink options. It sets a new standard for grand format printing in terms of speed, flexibility, quality and environmental sustainability. We are delighted that the EDP has recognised the innovation that has become a hallmark of Mimaki wide format printers in

granting us this coveted award."

At printing speeds up to 60 square meters per hour, the Mimaki JFX500-2131 is 2.5 times faster than conventional JFX printers from Mimaki and brings new efficiency, quality and price/performance to the sign and graphics industry and wide



Mimaki JFX500 receives EDP Award.

format display marketplace. The JFX500-2131 started shipping in January 2013 and is distributed in the UK and Ireland, along with Mimaki's complete range of products by Hybrid Services Ltd. Industrial products sales manager, Mike Lewis comments, "Receiving the EDP Award for the new Mimaki flatbed is a great accolade for the product and confirms its position in a competitive market place."

The Mimaki JFX500 features significant innovation with a wide range of new features that ensures the utmost in productivity and competitive advantage while also shrinking the environmental footprint required for high quality sign, display graphics and other wide format printing.

Full details on the product can be found by visiting www.hybridservices.co.uk

Speedscreen, buys the first Durst Rho 1012 in Europe

Speedscreen, the Kent based print solutions company, has just invested £780,000 in Europe's first Durst Rho 1012. This is the Durst flagship high speed hybrid, the world's fastest 12 picolitre machine, capable of printing a 2500mm width at speeds up to 490 m² per hour with remarkable quality, due to the very latest Durst Quadro Array printhead technology. Speedscreen has agreed to have the Fespa demonstration machine ensuring they have the very first model available in the UK and indeed Europe.

Tim Hill, Managing Director of Speedscreen, explained why he chose Durst as their high speed print partner. "We have two other Durst digital printers, a Rho 800 flatbed and also a Rho 320 roll to roll machine, both have been very reliable workhorses but time and technology move on. I have been looking at replacing some analogue screen processes with a high speed flatbed for a number of years, and have looked at offer-

ings from 3 other manufacturers. However, I have never been entirely convinced with their quality, reliability or even the speed claims from some of them."

"I therefore delayed our investment into this arena, in some ways for too long as more and more clients now want even faster turnaround times at ever decreasing prices, which we simply can't accommodate on our current kit. Then I happened to be invited to Durst's Innovation Days at Lienz in April, principally to show off their new technology with the Rho 1012 and Rho 1030 running as flatbed machines, plus the amazing P10 machines. These we had seen before and were on the point of buying as the quality is sensational, but they were just not fast enough for what we were looking for. I walked into the demo room and was confronted with the Rho 1030 printing at 1000 m² per hour. I did not believe what I was seeing and nor did many others as most had stop watches out to prove it was really that fast."

"I looked at this and decided that the 30 picolitre quality just offered nothing new and, to be honest, I didn't need a machine that fast, we just could never keep it busy enough. Then they showed the visitors a Rho 1012, tucked away in the production area, as the demo suite was full. Now I had to pinch myself and check that this was not some trick, quality that was almost as good as litho, speeds of over 450 m², even 490 m² in draft mode, a gloss mode that looked fantastic with just a small

speed reduction and a POP ink that was priced to compete favorably against other manufacturers. Was this really possible?"

"I had not gone to Austria with the slightest thought about wanting a Rho 1000 model. In fact, previously I had been unimpressed with the concept and price level, but here they were talking about ⅔ of the original price and a print quality v. speed way ahead of the competition. I was so impressed I ordered it, in principal, on the journey home."

"A major consideration for us was also the footprint, some of the other machines are enormous compared to the Rho 1012, as we have limited space. This was perhaps the final element, but of great importance, that sealed the deal for the Durst."

"My due diligence is now completed, lots of media tested and the original "wow" factor not dulled, we now take delivery in July. As soon as Fespa is over, the machine on the booth is ours. We feel it offers our clients something different. In fact, it will set the new benchmark for quality and it's our competitors that are now the ones needing to play catch up, not us."

"I am so happy that Durst has filled this niche for us, they are "the animal we know", so to speak, and we are familiar with the format, the rip, but more importantly, the company. How many other manufacturers do you know where if push comes to shove you can phone the CEO and what's more he knows who you are! They are also happy to work with us, developing software upgrades that will enhance quality and options still further."

For more information on Speedscreen, visit: www.speedscreen.net



Dominion chooses Fujifilm's five metre Uvistar Pro8 which debuts at FESPA 2013

Established screenprinter and large format service provider Dominion is the first company in the UK to order the five metre version of Fujifilm's Uvistar Pro8, signing on the dotted line at FESPA 2013 in London. A formidable combination of features and unparalleled quality is the key reason for this purchase, according to company director at Dominion, Tom Clark.

Tom is particularly impressed with the quality and extensive range of functionalities offered by the Uvistar Pro8. "We believe that the set of light colours within the ink set, together with the Parallel Drop Size (PDS) technology, which enables the jetting of different droplet sizes without any reduction in throughput speed, will give us a competitive advantage," he comments. "With this purchase we will be able to produce high defini-

tion graphics suitable for both indoor and outdoor applications, diversifying our services."

Tom and the management team at Dominion were also impressed by the Uvistar Pro8's ability to print in a multi-roll configuration, with three 1.5 metre rolls simultaneously. "The flexibility to print potentially three different materials at the same time is just amazing as it will further boost our productivity," he highlights. "In addition, the optional automatic media load and unload tables for rigid media handling will give us the versatility to switch between a variety of jobs and print the maximum flat-sheet stock available. Finally, we'll take advantage of the backlit camera

option as it will allow us to print high quality images with perfect registration between the front and back of the jobs during the production process."



Two Decades of APA

Emma Campbell celebrated twenty years of continuous employment at APA UK last month, and the occasion didn't pass quietly. She was presented with a diamond ring, twenty roses and a plaque as a token of appreciation for her commitment, hard work and loyalty to the company.

"Emma is a very dedicated and valued member of my team and a true inspiration," says James Stewart, Office Manager. "She has been a consistent point of contact for customers and a wealth of knowledge for

members of staff."

For Emma, staying with APA has been an easy choice on account of the company's commitment to its customer base. "I have seen many changes over the past 20 years in the sign industry, in particular the growing trend for vehicle wrapping, but the one thing that hasn't changed is APA's commitment to its customers, staff and high quality production," she explains. "They are a true leader in innovation. From the moment I started at APA, I have never looked back."



Vista System Has Won The Prestigious 2013 Platinum ADEX Award For Design Excellence

Vista System International, a world leader in Modular Curved Frame Technology (MCFT), has recently won the prestigious 2013 ADEX Platinum Award for two categories: Vista System Complete Wayfinding Solution, and Vista System Modular Curved Frame Technology (MCFT).

Both categories are cutting edge

design and marketing strategies exclusively developed by Vista System International as means to support its international clientele, allowing them both a complete array of products designed to present multiple solutions for any structure both indoors and outdoors and a possibility for specially fabricated solutions at customer demands.

MCFT (Modular Curved Frame Technology) allows extreme flexibility to the customer, by creating any wayfinding solution the customer requires, through Vista System sophisticated R&D department. From vision to a real product – Vista System International never rests in its attempts to find the perfect sign solution to fit customer needs.

Drytac confirms UK and Ireland-wide distribution deal with Antalis

Drytac, a leading manufacturer of products for graphics finishing and display, has announced a new distribution deal with Antalis, Europe's leading distributor of paper, packaging solutions and sign and display products for professionals. Effective from 8th July 2013, Drytac's entire range of films and adhesives will be exclusively distributed throughout the UK and Ireland by Antalis.

"We believe that this partnership will hugely benefit our customer base," comments Hayden Kelley, managing director of Drytac Europe. "Antalis is an extremely well-established business with excellent and far-reaching distribution channels. Customer support levels in the UK and Ireland will be boosted by the distribution deal and Drytac

can now fully focus its resources on what it does best – namely the manufacturing of quality adhesives and over-laminates."

Tony Marshall, divisional director at Antalis, adds, "It gives me an immense amount of pleasure in welcoming the Drytac range of products into our expanding range of top quality brands. In the short time we have been working with Hayden and his team it is apparent that our companies share many common goals and I'm confident we will enjoy a long lasting partnership."

Antalis has a range of over 13,000 media products in stock, backed up with a service that is second to none. All Drytac customers will now have access to Drytac solutions alongside Antalis' leading range of signage, display and digital materials.

The companies have already advised customers of the new distribution deal and have confirmed that all pricing structures will remain the same.

Hayden Kelley concludes, "The transition from Drytac's current distribution network to that of Antalis will be seamless. In fact, we believe our customers will experience a notable improvement in service. Antalis has many of the best account reps in the business and they will be able to provide excellent advice to our customers regarding the right products for the right applications. They will then be able to supply the Drytac products at the right price and deliver them right on time."

For more information on Drytac, please visit www.drytac.co.uk

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North East Signs Blaze the Trail for Built Up Letters

Built up lettering is fast-becoming a popular signage trend, offering versatility and a fast, cost-effective solution to clients wanting upscale lettering without the expense. Jemima Codrington caught up with North East Signs to find out how they are revolutionising the look of this popular lettering.

The new line of built up letters by North East Signs debuted at the UK Sign & Digital Exhibition, and quickly got everyone talking.

The much-acclaimed lettering generated a lot of interest at the show, revealing exquisite craftsmanship even on letters with sharp angles and tight curves. For Dave Holt, Managing Director of North East Signs, the idea of creating the high-end look of the signs was inspired by craftsmanship from somewhere else entirely.



"I got the idea after watching Grand Prix," he explains. "Everything is made out of carbon fibre these days, and I thought it would be nice if we could create some letters with a carbon fibre effect. I couldn't really afford to make letters out of carbon fibre itself, but there are lots of carbon fibre vinyls coming out in the market. I asked myself, is there any way we can wrap a letter with it?"

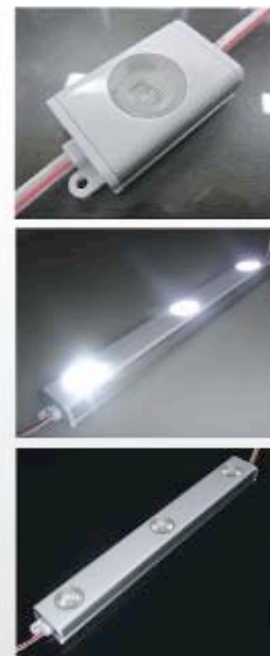
Holt and the team developed a process that creates a carbon fibre effect without the cost. By spraying the colours with a base coat, North East Signs can create bespoke lettering with a custom carbon fibre finish that will take on that colour producing a stunning finished effect. Their unique process offers flexibility for clients and custom effects. "The sky's the limit," says Holt, who has made built up lettering in wood-inspired finishes such as Ash and Oak, as well as letters with a camouflage effect, different types of metals and more. So far wood is proving to be incredibly popular, particularly for establishments such as retail furniture shops that stock oak or mahogany furniture.

But with large-scale retailers such as Next opting for built-up lettering, a common misconception is that it's a signage style reserved for bigger companies – and bigger budgets. But according to Holt, that's not the case. "It's an easier process for producing one-off, bespoke items for signage," he explains, "and because there's no moulding process or templates that have to be made, you can skip the labour costs. They are a bit more expensive than other built up letters, but for bespoke built-up carbon fibre lettering from a template, you're going to be paying a lot more. This is a much more cost-efficient solution." Because there are no moulds or templates to be made, this allows for a quicker turnaround time for clients, too.

While the built up letters are incredibly versatile, Holt does note some limitations. The letters have to be in a fairly basic font, as when it comes to more intricate letters, they have to be treated multiple times for a full covering. "The lettering depth has an impact too", he says, adding that anything over 30mm can become tricky.

That said, Holt is happy with the finished products, and if the reaction at the UK Sign & Digital is anything to go by, so are the clients. When it comes to manufacturing built up lettering to a high standard with no sharp edges, this revolutionary new process meets the mark.





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Team completes Charity Cycle Challenge: Sandhurst to Lands' End in under 24 Hours

A group of nine friends from Sandhurst, Crowthorne and Eversley, including the managing director of The Sandhurst Group, Tim Sanders, have completed an immense charity cycle challenge that has seen them ride 277 miles from Sandhurst to Lands' End in less than 24 hours.

The team was led by Murray Humphries and includes Tim Sanders, Andy Walton, Alex Pearce, Sam Sturgeon, Matt Stott, Richard Davies, Matt Plested and Wayne Clarke. The friends, who are aged between 28 and 48, are aiming to raise as much money as possible for two charities: Macmillan Cancer Support and Thames Hospicecare. The cycle challenge commemorates Murray's mum, Rita Humphries, who sadly passed away in October 2012 following a battle with breast cancer.

Talking about what made him organise the challenge, Murray Humphries said: "Not only did I see the suffering but I also saw the wonderful support Cancer charities provide both patients and their families. With a great group of friends we have now embarked on the challenge of riding from Sandhurst to Lands' End – a total distance of 277 miles – non-stop in 24 hours, to raise funds for the wonderful charitable organisations that supported my mum. We completed the journey in 22 hours and

22 minutes and I'm proud to say that to date, the team has been able to raise over £7,000 for the charities, which is just amazing. So thanks to everyone who has contributed so far – it makes our challenge extremely worthwhile."

A key part to the team achieving its goal was also down to the support team: Clive Sturgeon, Lindsay Rolfe, Keith Gower, Tony Dunlop, Simon Claxton, Bruce Dove, Judith and Hannah Sturgeon.

The team set off from Longdown Road in Sandhurst in the afternoon of Thursday 20 June and was accompanied by support vehicles that have been prepared by Onus Technology, Chevron Warehouse and Weedoo Signs – companies within Tim Sanders' Sandhurst Group organisation.

Explains Tim: "It is a huge challenge, which saw us riding overnight through Dorset, Devon and into Cornwall and so I organised for a number of support vehicles to escort us on our journey. This includes not only signwriting the vehicles

so passers-by can see what we are doing, but adding safety lights, fluorescent warning signs and providing night riding lights, to ensure we are safe. I'm proud to have been part of the challenge, which I have shared with great friends, and to raising as much money as possible for Macmillan and Thames Hospicecare."

To sponsor the team, visit www.justgiving.com/landsendride2013 and www.justgiving.com/landsendride2013other-charity

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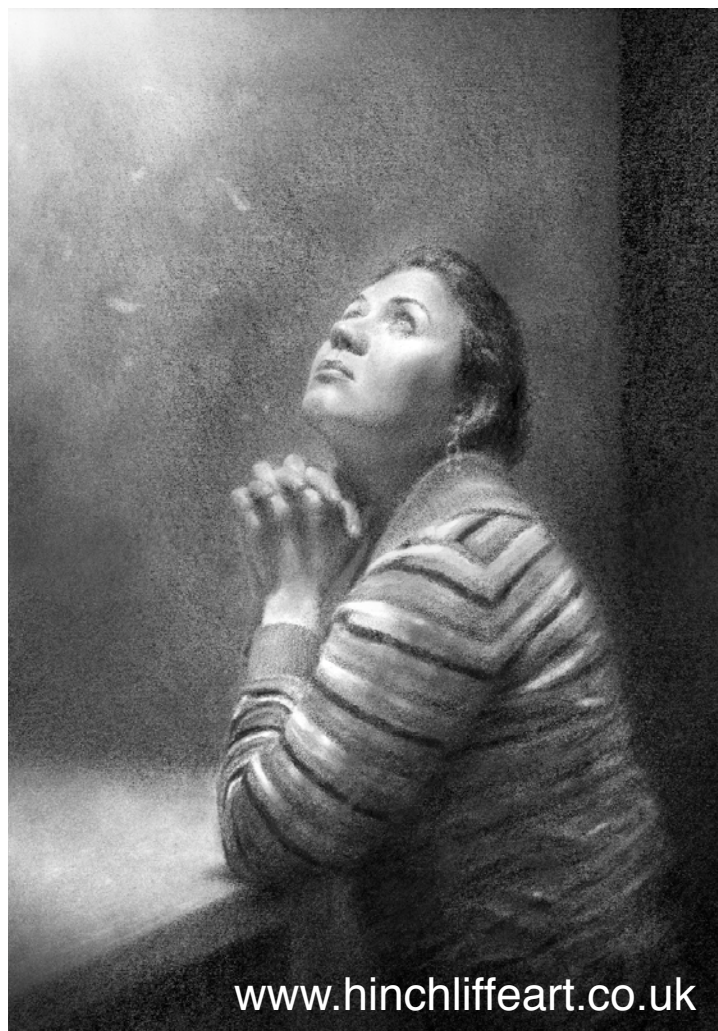
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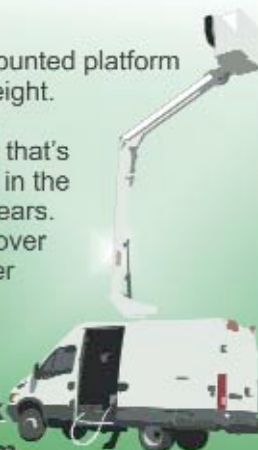
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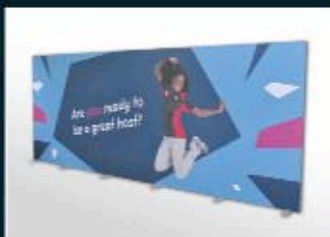
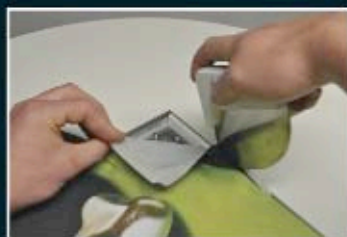
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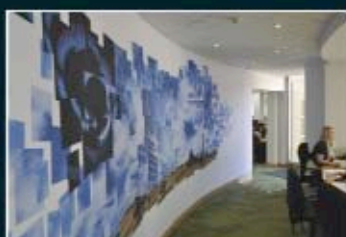


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Satin Chrome	WI1220SCP	WI1525SCP	WI2025SCP	WI2525SCP	WI2550SCP
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19F Winchester Ave Ind Est, Denny,

Stirlingshire, FK6 6QE

Tel: 01324 820230

Fax: 01324 820240

thistle.signs@btopenworld.com

www.thistlesigns.com

Professional installation and maintenance service throughout Scotland. We specialise in all types of sign work, excavation service for sign foundations, neon, flexface systems, vinyl. Surveys undertaken. All our crews are fully trained and hold IPAF, PASMA and CSCS certification.

LAMINATING/ENCAPSULATING

VIVID LAMINATING TECHNOLOGIES

St. Georges House, Whitwick Road,
Coalville, Leicestershire, LE67 3FA
Tel: 0845 1 30 40 50
Fax: 0845 1 30 70 80

sales@vivid-online.com
www.vivid-online.com

Designers and Manufacturers of laminating systems. Vivid supply a wide range of laminating products including the well established Easymount range of wide format laminators which are available in cold and hot models. Roll fed, pouch laminators, laminating pouches and a wide range of laminating films.

LASER CUTTING/ENGRAVING

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Fax: 0116 225 9966

sales@sign-here.co.uk
www.sign-here.co.uk

Trade service for Laser flat cut & built up lettering & logos in Acrylic, Aluminum & Stainless steel. We will give you a professional reliable & efficient service at a competitive price. From a single letter to a fully illuminated sign ready for installation. For a quote or just friendly advice contact us. We are here to help. Work with us.... work with experience

SJS LASER CUTTING & ENGRAVING

Craigie Cottage, North Street, Burrelton,
Perthshire, Scotland PH13 9NZ

Tel: 01828 670532
Fax: 01828 670522

simonsellen@btinternet.com
www.sjslaser.co.uk

Laser cut / engrave letters and images from a wide range of materials including up to 8mm Acrylic with Polished edges. Very competitive prices. Prompt professional service, highest quality products. e-mail or phone for a quote.

SYGNET SIGNS LTD

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LE5 3AP

Tel: 0116 262 6288
Fax: 0116 262 6061

sales@sygnetsigns.com
www.sygnetsigns.com

Specialist laser cutting service. We stock a variety of materials in various thicknesses. You may also free issue materials. Laser capabilities are - stainless steel up to 4mm, mild steel up to 12mm. We can also cut very small acrylic detail with d/s tape already applied. All works carried out in-house.

TRADE SIGNS UK

Unit D3, 78-80 Akeman Street, Tring,
Herts HP23 6AF

Tel: 0870 240 2763
Fax: 01442 828 922

sales@tradesignsuk.com
www.tradesignsuk.com

We can offer a 24 hour service on Flat Laser Cut Lettering and Logos in Stainless Steel 0.7mm - 3mm & Mild steel 0.9mm - 10mm, supplied with or without templates and locators/studs ready for you to install. Call or email our Expert Sales team today for that friendly prompt service you require.

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Fax: 01422 400 099

sales@hpcclaser.co.uk
www.hpcclaser.co.uk

Specialist suppliers of LASERSCRIPT CO2 laser engravers and cutters. Our lasers are capable of cutting, engraving and marking a wide range of materials including laminate, metal, glass, acrylic, textiles, wood, paper, card and leather. Also available is an A4 Laser with professional Laser software for those struggling for space. Optional 1 to 3 year warranty available.

LED ILLUMINATION

APPLELEC

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

Tel: +44 (0)1274 774477
Fax: +44 (0)1274 774478

sales@applelec.co.uk
www.applelec.co.uk

Trade suppliers of proven LED lighting solutions and manufacturers of the flat lighting unit, LED Light Sheet. Energy efficient, award winning LED lighting modules in a variety of colours including RGB (colour changing) are available for both indoor and outdoor applications. Applelec offer unrivalled service and after sale technical support for our LED solutions to ensure customers receive continued assistance.

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.

KINGS PLASTICS LTD

Kelso House, Waterloo Street, St.

Philips, Bristol BS2 0PH

Tel: 0117 922 6382
Fax: 0117 925 1159

We Stock IPLED IP68 led Modules in 2 sizes in a range of colours including RGB and the new Power White Modules specifically designed for back lit lightboxes & tray signs etc. We also supply Ribbon Led's S/adhesive only 10mm wide by the mtr in all colours including RGB colour changing along with a full range of Power supplies and technical support.

LED SOLUTIONS

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Leicester LE5 3AP

Tel: 0116 262 5933
Fax: 0116 262 6061

sales@ledsolutions.co.uk
www.ledsolutions.co.uk

LED Solutions supply quality, energy efficient LED products to the sign trade. We are UK distributors for DAEHAN LED who specialise in sign illumination and offer 5-year warranties with our sign LED module range. We supply RGB modules, LED Light panels, Flexible strips, Neonflex, and IP Rated Power supplies, so please contact us for any assistance.

MEGALED LTD

236-252 Alma Road, Enfield EN3 7BB

Tel: 0207 617 7311
info@megaled.com

www.megaled.com

Award winning lighting engineers. We design, supply, build and assemble all types of LED hardware for lighting and sign trade companies including multi-channel led systems, RGB LED animations and sophisticated light shows. Our in-depth knowledge, integrated service, full support and custom programming makes us the go-to supplier for specialist lighting solutions and wholesale hardware.

OSHINO LED LIGHTING

1 Churchfield Court, Robey Close, Linby,
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Mob: 07766 777878

sales@oshino.co.uk

www.superorbisled.co.uk

Only 4 modules and 10 watts/sq metre. Only four Super Orbis LED modules in a single, easy to lay out, series chain are required to light 1 sq m of sign which will consume 10W of electricity. Only a single power supply is necessary to achieve a choice of two brightnesses in up to 10 sq metres of sign.

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Huntsman House, Mansion Close,

Moulton Park, Northampton NN3 6LA

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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

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Fax: 020 8349 5806

sales@signtrade.co.uk
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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.

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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.

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Studlands Park Avenue, Newmarket,
Suffolk, CB8 7EA
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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

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Northants NN6 0BL
Tel: 01604 678410
Fax: 01604 671335
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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.

BROWNING'S LTD

5 Williamson Street, Hull, HU9 1ER
Tel: 01482 380900
Fax: 01482 380901
sales@browningstld.co.uk
www.browningstld.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,
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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

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Fax: 020 8308 9995
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One of the largest independent stockholders of semi-finished plastics in the UK. Offering a huge range of both branded and own label products including Perspex, Marlon, Foamalite and Veka. A next day delivery service on cut to size and polished products is available. Also, manufacturers of light boxes, sign frames and specialist fabricated items.

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Unit E5, J31 Business Centre,
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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!

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Fax: 01283 534000
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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.

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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!

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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

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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.

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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.

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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@simplexltltd.com
www.simplexltltd.com

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

MOULDED & FABRICATED PLASTICS

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www.mercuryphillipssigns.co.uk
Suppliers of moulded acrylic pans and
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Fax: 01206 793737
project.plastics@btinternet.com
www.projectplastics.co.uk
Manufacturers of acrylic domes and
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Moulded letters and logos in all standard
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sales@signtrade.co.uk
www.signtrade.co.uk
Moulded letters are our speciality with
stock of 20 fonts 8 letter heights in
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of experience to call on.

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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.

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Fax: 0151 707 8081
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Sign panels, plaques, company registration
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Specialists in chemically etched name-
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Neon & Cold Cathode Manufacturers to
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Full computerised design service neon and
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Quick repair service. Very competitive
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sales@tennantsuk.com
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Distributors of quality number plate com-
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DMUK/ROTSIGNS

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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 illuminat-
ed 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

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BT36 4RB
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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 environ-
mentally friendly Recycled material in addi-
tion 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
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One of the largest independent stockholders of semi-finished plastics in the UK. Offering a huge range of both branded and own label products including Perspex, Marlon, Foamalite and Veka. A next day delivery service on cut to size and polished products is available. Also, manufacturers of light boxes, sign frames and specialist fabricated items.

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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
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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, Priplak, 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

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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.

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

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

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
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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.

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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.

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Fax: 01706 710086

sales@apptape.co.uk

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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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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.

ROAD SIGNS

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Tennant House, Mount Street, New
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Fax: 0115 973 8090

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www.tennantsuk.com

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

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A vast range of high quality router tools and accessories for CNC Routing Machines as well as an Engraving, Folding & Chamfering tool section for Signmakers. Manufactured by LMT Onsrud, Belin YG-1 and Karnasch.

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Fax: 0151 728 8851

info@edwardmathias.com

www.edwardmathias.com

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

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sales@firstsignsandlabels.co.uk

www.firstsignsandlabels.co.uk

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www.neplastics.co.uk

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Fax: 0121 344 4558

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The UK's leading supplier of semi-finished plastics to the sign industry. Our extensive range includes: Cast and extruded acrylic available in clear, opal and a full range of colours. Aluminium Composite Sheet in a comprehensive range of colours, metallic, and mirror effects. Polycarbonate. Foam PVC. PET-G. Painted aluminium sheet. Aluminium extrusion. Ultragrain stainless steel sheet.

ROBERT HORNE GROUP

Huntsman House, Mansion Close,
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Tel: 01604 495333

Fax: 01604 491909

www.roberthorne.co.uk

Through our nationwide branch network, Robert Horne offer a next day delivery for full sheets and cut panels of a wide range of sign materials - acrylic, foam PVC, polycarbonate, PET, PETG, PVC, aluminium composite, engraving laminates and mirrors. We also supply sign frames and cases, pre-made banners and pavement signs.

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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.

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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 aluminium signcases are available, ready to accept acrylic panels, with several trim styles to choose from, and various options including hinged opening fronts, gas strut assisted opening, stand-off brackets etc.

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Tel: 01252 758 934

Fax: 01252 812 123

sales@fairfielddisplays.co.uk

www.fairfielddisplays.co.uk

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Tel: 0845 241 2467

Fax: 0141 778 5824

sales@ispitrade.com

www.ispitrade.com

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Fax: 01743 465532

sales@midwestdisplays.co.uk

www.MidWestDisplays.co.uk

Mid West Displays stock a wide range of sign support systems. We also stock wall mounts, snap frames, mirror screws, cable/rod suspended systems, lighting, poster pockets and many more. We are pleased to be working with the highest quality materials at competitive prices.

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SIGN TRADE SUPPLIERS

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5 Williamson Street, Hull, HU9 1ER

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Fax: 01482 380901

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www.browningsltd.co.uk

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Hurricane Way, Wickford,
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www.pj-signs.com

Specialist sign company where almost anything is possible. Using all latest technology as well as traditional methods to cater for all, keeping many aspects in house to achieve a competitive price.

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

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www.sygnetsigns.com
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THE SIGN GROUP

Victoria Works, Bruntcliffe Road, Morley, Leeds, West Yorkshire, LS27 0LF
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info@thesigngroup.co.uk
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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robinabbey1@gmail.com
www.robinabbeysignwriting.co.uk
ROBIN ABBEY was trained in typographic design at Somerset College of Art, and subsequently pursued a career in typography and printing. However, moving to Scotland prompted him to return to his original skill, that is, brush-painted lettering, gilding and glass gilding -- Signwriting!

W.R. SIGNS

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Fax: 01482 380901
sales@browningltd.co.uk
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Manufacturers of Transfer Papers and Materials used in conjunction with Laser Printers and Copiers (toner based) for full colour image transfer onto T-Shirts, Caps, Polo's, Mugs, Mousemats etc. Plus Magicut® film for use with Plotter/Cutter for heat transfer.

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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 range of trough lighting Highlight Mk4 Highlight HV and Highlight Eco-Star.

TROUGHLIGHTS

BROWNING'S LTD

5 William Street, Hull, HU9 1ER
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Fax: 01482 380901
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www.browningltd.co.uk
Browning's 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 troughlight comes complete with a high impact, hinged polycarbonate face. We supply in any size, colour or quantity.

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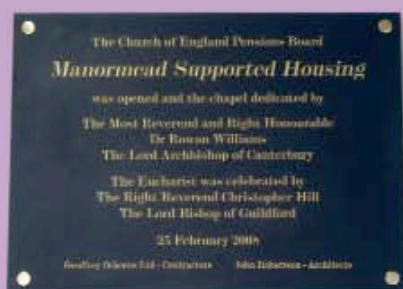
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