

SignUpdate

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Do all roads lead to SMGG?

National expansion continues with opening
of new Mimaki Demo Suite in Bristol

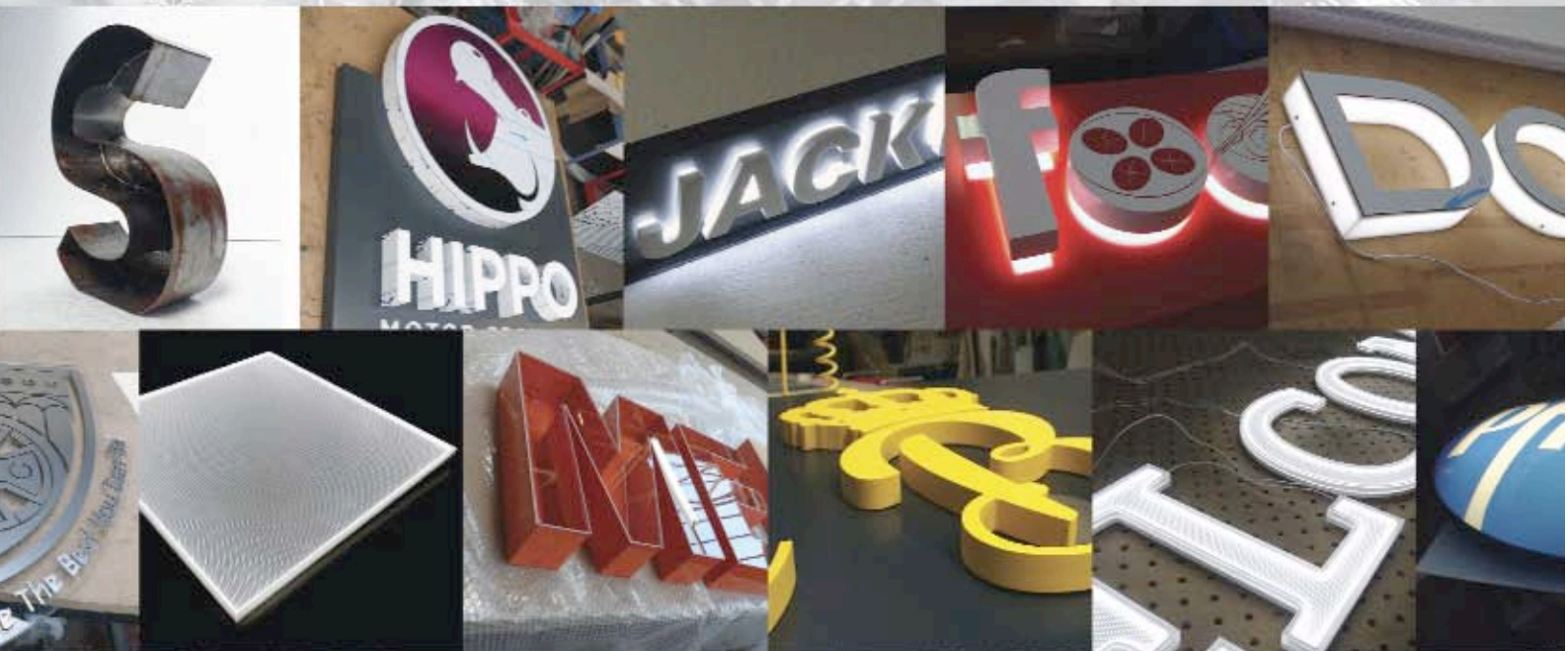
Read more inside on Page 64



Which printer? Canon? Epson? HP? Mimaki? Mutoh?
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Happy 2014

As a new year starts, we investigate whether it's also a new age for inks, in our feature that starts on page 56. Many feel developments in software have peaked, so in our other feature we ask the experts what to expect this year in the software market, on page 42.

In this first issue of 2014, we cover lots of new product launches such as translucent film; display and signage systems; textile products and improved printer models. There are also reports of a number of successful open days where manufacturers and distributors got technical, to demonstrate how to get the most out of your hardware. In project news on page 51, Wood&Wood Signs in Exeter are justifiably excited about their contract at Heathrow's terminal 2, a game changer for this company.

Other signage and graphic companies tell us about their new piece of equipment, why they've chosen a particular brand, and how it's affected their business. What's clear from all of these stories, is how important good customer services is, and the how relationships built over time make sure when it comes to investing, people are making the best choices.

From all of us at Sign Update, we hope you have a prosperous and happy new year. And we want to hear about it – so get in touch!

Kathryn



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3M Envision give 'brilliant' results

3M's innovative new Envision 3730 Translucent film and 3735 Series Diffuser films have been added to William Smith's materials distribution portfolio. They enable signmakers to offer an ever wider range of options to their customers, helping them keep ahead of the competition, according to the company.

Envision 3730 Series Translucent and 3735 Series Diffuser graphic films feature breakthrough technology that is designed to enhance the brilliance of illuminated signs without the need to add extra LEDs. They offer more light transmission and diffusion of the light source, and enable efficient use of light sources and energy. They eliminate hot spots, to give you brighter sign faces at lower cost and with uniform illumination. Both films are suitable for both indoor and outdoor signage applications.

www.williamsmith.co.uk



More wrapping choices from William Smith



Performance Plus Series 4600LX, Arlon's vehicle colour change film from William Smith offers a choice of colours and finishes to create eye-catching effects.

Series 4600LX is designed for full or part vehicle wraps, striping and custom accent wraps, and comes in a choice of eight gloss and three metallic colours as well as matt black. It conforms well to complex and moderate curves and features Arlon's new LX airflow adhesive technology, a repositionable air release adhesive that makes the film easy to apply. This single layer cast film offers up to five years durability.

www.vehiclewrapfilms.co.uk

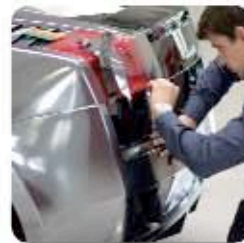
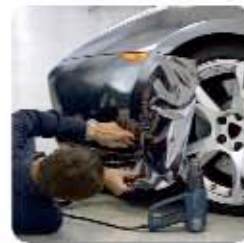
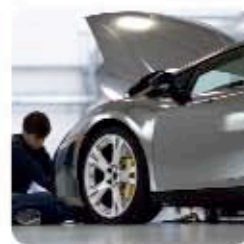
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PRODUCT *News*

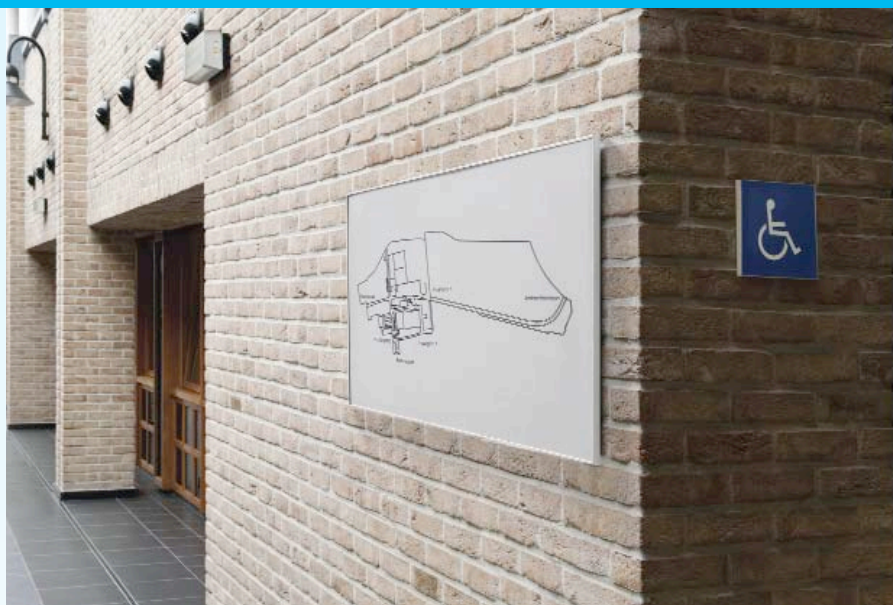
I-Sign range expands

Two new profiles designed for the creation of bespoke sized frames complement the recently launched I-Sign display frame and signage system.

Launched in May 2013, I-Sign is an off-the-shelf frame system that features a patented spring opening mechanism. The slide-to-open functionality of these ready-made frames defines them as I-Sign FLEX. I-Sign FIX and I-Sign DISPLAY now provide bespoke options to easily build coordinated schemes.

I-Sign FIX is a frame that can be used for internal or external use and projecting or hanging signs. The system accommodates a variety of 2mm and 3mm thick materials such as engraved sheets, panels with Braille, wood, acrylic and aluminium composite panels. Better suited to smaller or narrow frame sizes, the silver anodised aluminium profile matches the I-Sign FLEX frame.

I-Sign DISPLAY can be used for the creation of single or double-sided large format frames and stencil-cut light-boxes. The frames accommodate 5mm thick printed panels and with a slim frame profile, I-Sign DISPLAY is perfect for edge-to-edge framing features. Illumination can be added by fitting Applelec's LED Light Sheet or LED modules, such as SloanLED Posterbox LEDs into the frame.



Ian Drinkwater, Applelec managing director, said; "Customers had told us it was difficult to find stylish frames without visible fixings so we had real confidence in I-Sign when it was launched in May. Almost immediately we began to be asked about bespoke options for the frames. Due to a highly successful launch, we have now extended the range with profiles that create bespoke matching frames for internal and external applications."

2.5m I-Sign FIX and 5m I-Sign DISPLAY profiles are available from Applelec along with a small selection of pre-constructed frames. The frames are easy to mount using mechanical fixings or for smaller sizes, double-sided VHB tape. A panel clip secures printed materials into the I-Sign FIX frame whilst a vacuum cup removes them.

Launched earlier this year, I-Sign is an alternative to the snap-frame whilst delivering easy access to graphics and a tamper-proof lock. I-Sign FLEX is available in set sizes including A-series frames from A6-A1, door and desk frames, and projecting and hanging signs.

www.applelec.co.uk

Industrial stencils from Spectrum

Spectrum Industrial, the health and safety site signage division of Centurion Europe has launched a full range of industrial stencils. They cover frequently used text and graphic-based information and warning messages as well as a range of letters and numbers.

Manufactured from polyester, each stencil is laser-cut for accuracy. Naturally scratch resistant, if cared for properly, they can be used over and over again, making them a particularly economical signage solution. Standard messages include a

variety of parking, reserved, keep clear and directional communications, warning notices and speed restrictions in text, symbol and combined formats. Letters and numbers are available in different sizes and combination packs and Spectrum also has the facility for fast-turnaround customised stencils to suit customer requirements.

The Spectrum stencils range also includes line and spot marking aerosols and hand-held and wheeled applicators.

www.spectrum-industrial.co.uk



Industrial stencils, which are made from polyester and laser cut for accuracy.

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PRODUCT *News*

All Print Supplies launches new range of wide format textile products

All Print Supplies, who supply sign vinyl, substrates, textiles and materials to the sign, exhibition and display markets has launched a new range of textile products for UV, solvent and latex wide format printers.

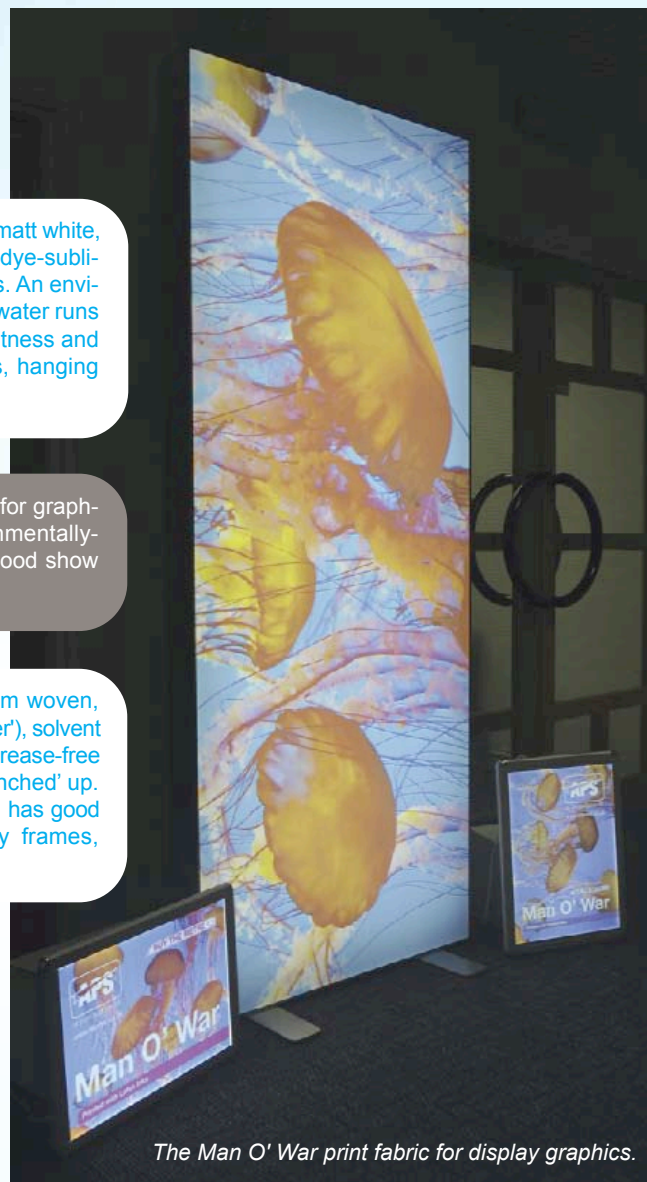
'Red-Eye' (TSWM225), a display fabric for printed graphics is a 225gsm matt white, woven, water resistant and robust printable fabric compatible with UV, dye-sublimation (for 'direct' and 'transfer' dye-sub printers), solvent and latex inks. An environmentally-friendly product, it is also water-tight with a 'lotus effect' so water runs off rather than be absorbed by the material; is air-tight and has good flatness and opacity when printed. Red-Eye is ideal for use when printing roll-ups, hanging banners, promotional displays, backlit applications and tents.

'Butterfly' (TSFG120) is a matt white knitted 120gsm flag fabric with liner for graphics printed on solvent and latex wide format machines. With environmentally-friendly properties, Butterfly flag fabric is also lightweight and offers good show through, making it ideal for beach flags, feather and tear drop flags.

'Man O' War' (TSWM200) a print fabric for display graphics is a 200gsm woven, crease-free, water resistant printable fabric for UV, dye-sublimation ('transfer'), solvent and latex inks. Man O' War is a fire-rated, environmentally-friendly and crease-free fabric that leaves no marks or 'bruises' after the fabric is folded or 'scrunched' up. Like the Red Eye, it is also water-tight with a 'lotus effect', is air-tight and has good flatness. 'Man O' War' is suited to backlit displays, tension display frames, inflatables, tents, parasols.

Kevin Wallace, Managing Director, All Print Supplies said; "We recently announced the launch of our new textile division and the appointment of Peter Miles as our new digital specialist. The launch of our own range of textile products for UV, Solvent and latex wide format printers is the next step in this process. The format textile sector is experiencing tremendous growth and is set to be one of the bright spots in the sector over the next few years."

www.allprint.co.uk



The Man O' War print fabric for display graphics.

Safer plastics bonding with new eco-friendly INNOVA solution

Sign manufacturers, wanting more eco-friendly products without compromising quality and performance reliability, will welcome a new range of DCM-free acrylic welding cements and compounds available from INNOVA Solutions.

The range includes two and single-part welding and laminating compounds offering variable 'open' times, low viscosity, high clarity and a strong and reliable bonding capability. This can be achieved quickly without any of the health risks inherent in conventional DCM-based products, claim INNOVA Solutions.

Dichloromethane (methylene chloride) bonding and welding products still in use have been shown to cause unnecessarily high levels of toxicity which has resulted in major health issues. Particularly those that affect respiratory and the more serious degenerative conditions. These hazards have been well documented globally, with many reported instances of how exposure to DCM-based products seriously affects personal health. This has resulted in their removal from the market in certain countries, and a ban on the sale of DCM-based paint strippers in 2011 and their professional use in 2012 by the EU.

The renewable and more environmentally aware range of products from INNOVA Solutions are phthalate-free. This applies even to the activator used in the two-part exterior grade system. They offer superior clarity and speed of cure and are, according to the company, safe to handle as have none of the health and safety risks associated with DCM-based products. The products can be used to weld or bond a wide range of plastics and their derivatives, acrylic and polycarbonate widely used in the sign and graphics industry.

www.innovasolutions.com

Further enhancements for Graphtec flagship cutter



Graphtec GB have announced new enhancements to the flagship FC8600 plotter/cutter that are available with immediate effect. They comprise 'innovative' new performance functions on both the machine, and the supporting Graphtec Studio software that is supplied free as part of the new offering.

Key enhancements apply to the ARMS 5.0 (Advanced Registration Mark System) that now incorporates the new ISM (Intelligent Scan Mode) and EPS support within the Graphtec Studio software package.

The new ISM function incorporates a sequential mode within the Segment Area Compensation facility to improve accuracy and tracking of contour cutting for long-length Print & Cut applications, as well as expanding the range of compatible media. The EPS support provided by the Graphtec Studio software improves compatibility with other popular design software such as Adobe Illustrator and CorelDRAW.

The FC8600 plotter/cutter provides higher productivity levels via a maximum speed of 1,485mm/sec to sustain the machine's "fastest in class" status. It also provides a maximum cut area of 1,600mm x 50m with the FC8600-160 model and 750mm x 50m and 610mm x 50m respectively with the FC8600-75 and FC8600-60 versions. As well as an enhanced cutting force of 600gf and an ability to cut media in a thickness of up to one millimetre.

www.graphtecgb.co.uk

ORAFOL was originally the first company to offer ECE 104 Class C reflective conspicuity tapes where you can integrate your own logo into the reflective tape.

Over the few years since the launch, the company says this unique branding tape has become increasingly popular all over Europe, and is used by most leading trailer OEMs.

Now the German based company has introduced an easy to use module on their website, where you can upload your own company logo. In a matter of seconds you get a preview of what your branded VC 104+ conspicuity tape could look like. The web module is designed for uploads of both .jpg and .gif files, and provides preview possibilities for all the colours available in the range, i.e. yellow, red and white.

The VC 104+ Imagine range is available in both Rigid Grade and Curtain Grade versions.

www.orafol.com/rs/europe/en/design-your-own-vc-104-imagine-tape

Design your own tape online



The new online module from Orafol easily lets you design your own reflective tape.

Brett Martin expands transparent sheet range

New PETg offers clarity, durability and easy thermoformability

Brett Martin, who make plastic products for the construction, fabrication, print and display sectors globally, has expanded their transparent sheet range with the introduction of Marpet-g FS.

This durable and impact-resistant PETg sheet offers optical clarity and light transmission, 'superior' chemical and fire resistance, and easy thermoformability, as well as being fully recyclable. It can be used as an alternative to polycarbonate, solid acrylic and PVC sheets in a broad range of applications.

"The addition of Marpet-g FS completes our range of transparent sheets, making us Europe's one-stop shop for transparent flat sheet plastics," said Duncan Smith, Semi Finished Sales Director Brett Martin. "Because it is suitable for so many different kinds of processing, it can be formed into complex shapes, making it an ideal product for use in sign, display and store fixture applications such as illuminated advertising and point of sale equipment. Its durability and impact-resistance make it suitable for use in glazing applications such as machine guards, vending machines, office partition screens and shower surrounds. While its UV-resistance means that it also lends itself well to outdoor applications such as bus shelters, trolley parks, poster covers, kiosks and public signage."

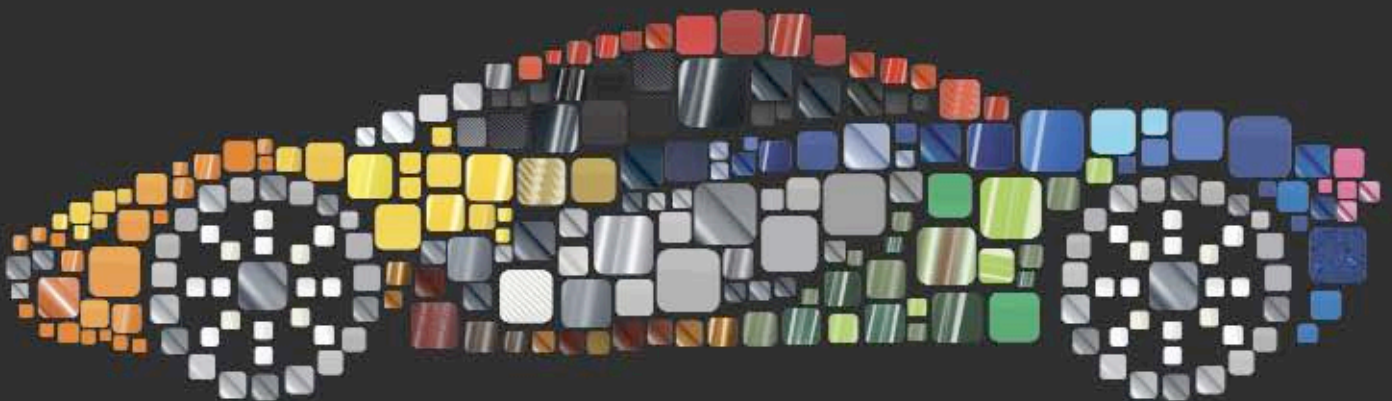
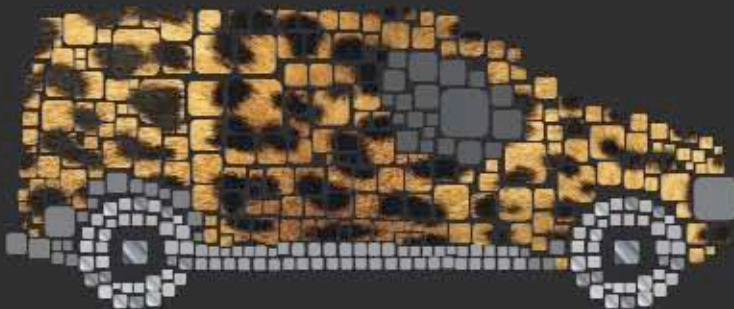
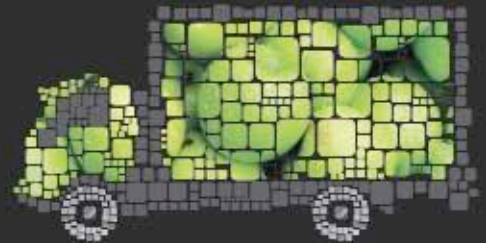
www.brettmartin.com



Marpet-g FS (PETg) is an amorphous polyester that does not crystallise when heated, which makes it ideal for uses in fabrication and vacuum forming. As well as both hot and cold bending techniques because it will not whiten or crack. It also maintains its high impact strength during processing, which means that in addition to thermoforming it can be easily laser-cut, sawn, drilled, welded, edged, riveted, die-punched or die-cut using steel blades.

Polishing of PETg is possible using mechanical, flame and solvent polishing techniques. Resistant to most chemicals and atmospheric pollutants, as well as UV light for up to five years Marpet-g FS is suitable for both screen printing and direct-to-substrate digital printing. And vinyl graphics can also be easily bonded to it. Marpet-g FS also doesn't require pre-drying, which will help thermoforming manufacturers to save both time and money.

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Drytac Europe launches Class 0 fire-rated Interlam and Protac PVC overlaminates

Drytac Europe, who make products for graphics finishing and display, launched new versions of their popular Interlam and Protac PVC overlaminates with Class 0 fire protection ratings.

The new films are particularly appropriate to use in public places such as airports, hotels, office buildings; and institutions such as hospitals and schools, where fire retardancy is important. The Interlam and Protac Class 0 fire-rating films have been engineered to provide users with photographic exhibition quality combined with outdoor endurance. They are guaranteed for three years outdoors.

Steve Broad, European Sales Director of Drytac, said; "Health and safety legislation and insurance guarantees are becoming more and more applicable to the world of large format printed graphics and protection films. As such, we've invested in new raw materials which ensure our UK-manufactured products achieve the highest grade of fire-resistance certification possible.

"To be awarded a Class 0 fire protection rating is very important to Drytac. As well as offering peace of mind, the Class 0



fire rating of the overlaminates means that output can comply with the strict fire regulations in public areas which, in turn, enable our customers to win new contracts in the UK and Europe.

"Having adequate fire retardancy certification is a must in certain environ-

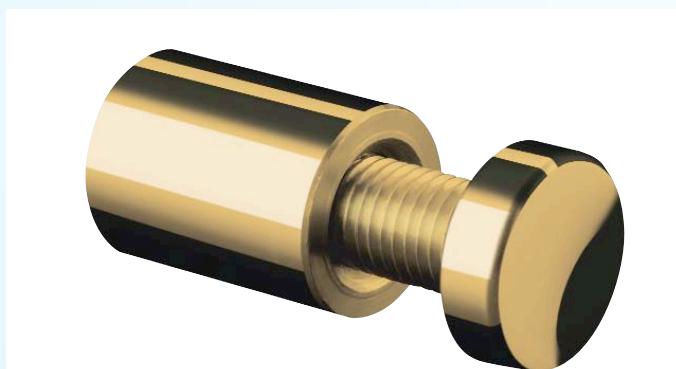
ments. We've introduced Drytac Class 0 Interlam and Protac PVC overlaminates to help our customers meet these stringent requirements."

www.antal.co.uk
www.drytac.co.uk

New display solution proves popular for UK Point of Sale

A brand new product from UK Point of Sale, the supplier of point of sale products, has made its way into the top 20 best-selling products just weeks after its official launch.

The new stand off wall fixings from UK POS are available in six new colours and have proven popular with sign and print companies. They were previewed earlier this year at FESPA 2013.



One of the new colours from UK Point of Sale.

The new colours, which include black, blue, red and polished chrome, alongside the current range of satin anodised, have according to the company, been well received by the sign and print industry as a 'perfect solution to incorporate company colours into a display solution'. The more festive colours in the collection have also been a hit in the run up to Christmas, to 'add a sparkle to company displays, especially in reception areas, boardrooms and office spaces'. The stand offs are available in both 12mm diameter, 20mm projection and 20mm diameter, 25mm projection.

Debra Jamieson, Sales and Marketing Director at UK POS, said; "When we previewed the stand off wall fixings at FESPA earlier this year, we knew they would be a popular product when they launched. But we are thrilled that after only launching less than a month ago on our website they have already entered our top 20 best-selling products. The new colours we've added to the range are flying off the shelves. Customers are using them to match corporate colours and interior design as well as to add a festive touch this November and December. But whatever the aim they are the perfect display solution."

The stand off wall fixings are available in a variety of additional colours and wallmounted through hole panel supports and grip material 2mm to 12mm thick.

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The Durst Rho 1012 with Variodrop technology

The Rho 1012 is capable of printing with a resolution of 1000 DPI at speeds up to 490m², which makes it the most productive 12 picolitre inkjet in its class. With the addition of Durst's own Variodrop technology, enhancements to the image quality means that it is capable of excellent results at even faster printing modes, according to the company.

Since its introduction, the Rho 1012 has set the quality standard for high end industrial productivity and, with the Variodrop technology, solid areas are even smoother. Variodrop also overcomes some of the errors that can occur with greyscale printing alone. Greyscale relies very strongly on accuracy of drop placement and this can be affected by the uniformity of velocity of drops. Any variations of the printheads' working conditions could lead to a mismatch of different greyscale level drop velocities. And the consequence is drop placement inaccuracy.

The Variodrop on the Rho 1012 changes the drop size from 12 to 20 picolitres and even at the larger drop size, solid colours are smoother and have an improved colour gamut. Variodrop is an adjustable binary mode which uses multipulsing for drop size modulation. It combines two voltage pulses in such a way that the second pulse pumps precise dosage amounts of ink into the droplet before it detaches from the nozzle plate without forming any satellites. Compared to the often uneven droplets formed from a not well tuned greyscale waveform, the double pulse drop shape is perfectly uniform and its placement is always evenly spaced with Variodrop.



Other Rho 1012 features

Left and right registration that enables parallel printing of boards side by side and mechanical two-point pin registration for perfect front and reverse side printing.

Printing options include fast media change from rigid to roll and options for roll to sheet or roll to roll printing and ink options which include light colours and Process Colour Addition (PCA).

Like other Durst inkjet printers, the Rho 1012 is upgradable in the field. This means that the new Variodrop technology can be added to existing customers' printers.

With Variodrop technology, the Rho 1012 will continue to set the benchmark for large format quality and productivity for some time to come, claim Durst.

www.durst-online.com



Sweet wrappers!

William Smith offers the new range of Candy Colours, which were recently added to Arlon's Ultimate PremiumPlus Series 2600LX wrapping films. This offers sign companies an 'even wider and more individualistic choice for vehicle wrap and detailing'.

These 'tasty' new colours, which are 'set to create some really sharp effects' include; Tropical Pink, Tropical Pink Satin, Citrine, Citrine Satin, True Blood, Electric Lime, and Amethyst.

Matt Leaver of Customised Graphics said; "Arlon Ultimate PremiumPlus 2600LX is one of the best vinyls we have ever fitted; we had very little wastage. It's a quality film with excellent colour continuity and has held perfectly in place."

www.vehiclewrapfilms.co.uk

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HP's new solutions for large-format print providers

HP recently announced upgrades, certifications and workflow solutions for its large-format sign and display portfolio, to help print service providers (PSPs) grow their businesses and explore new markets.

In recent years, many large-format print shops have transformed their business models, which offer new high-value applications and seek to avoid commoditisation. This transformation has been driven by technology advances that help PSPs move beyond sign and display to a diverse range of applications. No matter the market, clients increasingly demand high-quality output with faster turnaround times, which require PSPs to embrace the flexibility and versatility of digital to remain successful.

New varnish ink for HP Scitex Enhanced Color Pack

HP FB225 Scitex Varnish Ink is the latest ink option introduced for the HP Scitex FB7500/7600 Enhanced Color Pack.

The new ink allows HP Scitex FB7500/FB7600 Industrial Press users to add spot or full varnish, create embossed text and images, as well as expand the colour gamut. The integrated varnish ink helps protect against rubbing, scratches and water damage while creating cost and workflow efficiencies.



"HP is introducing a variety of new offerings at SGIA to help our customers meet production demands."

"Large-format PSPs are working in a changing marketplace, challenging them to step outside of their application comfort zone to meet client demand," said Xavier Garcia, vice president and general manager, Large-Format Sign and Display Division, HP.

"HP is introducing a variety of new offerings at SGIA to help our customers meet production demands, while also empowering them to confidently move into high-value markets, such as retail, interior décor and fleet graphics."

Compatible with HP Latex and Scitex printers and presses, the HP Scitex Caldera GrandRIP+ Software solution now includes EasyMedia Module, Caldera's integrated International Color Consortium (ICC) profile builder based on Xrite i1Prism V2 technology. Caldera EasyMEDIA allows users to create ICC profiles, creating a smoother workflow with enhanced colour consistency across output.

www.hp.com/go/signanddisplay

Enhancements, certifications for higher-value Latex applications

Helping PSPs capture share of the growing custom wall décor market, the HP WallArt Solution includes a feature to create canvas projects. This easy-to-use, cloud-based web service provides print-ready files and step-by-step installation instructions. This allows PSPs to design themselves or work with customers through the cloud to produce customised interior décor applications, such as mounted canvas prints and wallcoverings.

Workflow

Increasing production efficiencies, the HP SmartStream Production Analyzer 2.0 for HP Scitex Industrial Presses includes improvements to the job dashboard and job summary report, as well as the ability to set productivity targets. With a more detailed dashboard interface, operators can record notes, giving production managers a complete picture of job production. The job report summary groups all related projects together to be viewed and exported to management information systems software for further analysis.

Mimaki expands flatbed printer range

Mimaki has announced the upcoming launch of the JFX200-2513; a large format flatbed UV inkjet printer. It can print up to 25 square metres per hour on materials up to 4 feet by 8 feet (2,500 x 1,300 mm) in size and up to 50 mm thick.

This printer's compact footprint, eco-friendly LED curing and attractive price point make it ideal for businesses in the sign and display graphics industry that wish to affordably expand their range of services, claim Mimaki.

"We are extremely pleased to add the JFX200-2513 to our broad portfolio of UV inkjet large format printers," says Mike Horsten, General Manager Marketing for Mimaki Europe. "It is designed based on customer input as an entry level printer with extreme ease of use but also incorporates many of the advanced features that Mimaki is known for in the sign and display graphics industry."

Mike Lewis of Mimaki's exclusive UK and Irish distributor, Hybrid Services Ltd said; "The launch of the JFX200-2513 delivers a printer specifically designed for the

requirements of our market and combines the typical print and build quality normally associated with Mimaki with a format to suit the majority of our customer base."

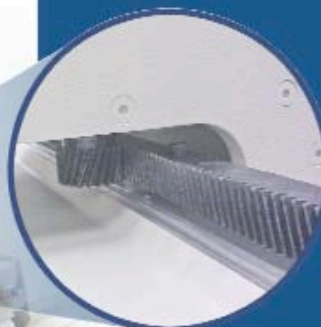
www.hybridservices.co.uk

The printer is offered with multiple ink types that support a wide range of materials and applications. These include LH-100, a hard UV cure ink with high rub and chemical resistance with excellent colour fidelity. Mimaki's LUS-150 is a low-cost UV cure ink with suppleness that extends to 150 percent without cracking for materials to be applied to curved surfaces. Finally, Mimaki PR-100 is a primer ink that can be used as a pre-treatment agent to improve ink adhesion on difficult surfaces. The ink is available in 1-litre ink bottles for reduced ink costs.

The Mimaki JFX200-2513 features variable dot function that assures a high quality print by jetting three ink dot sizes at once. The printer also features a white ink for brilliant images, compelling backlit graphics and other items printed on transparent materials. It also has Mimaki Circulation Technology which eliminates issues with white ink sedimentation.



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New Mimaki Tx500-1800B

Mimaki has announced a new addition to its range of digital textile inkjet printers.

The Tx500-1800B delivers high speed, high quality digital printing on a wide range of textiles, such as cotton, silk, hemp and rayon. The new printer joins highly successful machines such as the TS500-1800 and TS34-1800A to round out the company's broad textile printing portfolio.

"We continue to improve and expand our textile printing capabilities based on customer feedback," said Mike Horsten, General Manager Marketing EMEA for Mimaki Europe. "With the Tx500-1800B, we have again raised the bar in terms of the cost, quality and flexibility metrics for high quality small lot printing of textiles, even when using stretchy fabrics."

The new printer includes a number of features to aid ease of use in a production environment. And an automatic process for cleaning and drying the conveyor belt between or during projects ensures that media is protected from staining or dampness.

"We believe that the Tx500-1800B will speed up the gradually growing transition to digital printing in the worlds of textiles and apparel," Horsten adds. "Fashion designers and others in the industry will be able to produce vibrant small lot products on unique

Key features that differentiate the Mimaki Tx500-1800B include:

- A specially designed conveyor belt that feeds fabric without tension, to enable high quality printing on elastic materials, even with unattended operation.
- Print speeds are 1.6 times greater than conventional Mimaki textile printing products at 60 square meters per hour and 600x450 dpi.
- Various ink types that support a wide range of materials to meet the diverse needs of the textile and apparel industries are available for this printer. Such as reactive dye ink (Rc300), sublimation dye ink (Sb300), acid dye ink and pigment ink. Acid dye and pigment inks will be available in the near future and all the ink is available in 2-litre ink bottles for reduced ink costs.

The combination of speed and print quality is key to the Tx500-1800B. A variable dot function that delivers rich gradation without banding and accurate printing of fine lines gives added value in the final product for fashion design.

materials that were not readily available for digital printing in the past. This includes cotton, silk, hemp and rayon, all popular fabrics in the world of fashion design. Our dedication to eco-friendly printing is also demonstrated with this new textile printer, which uses less ink and water and results in less waste than other printing methods."

National sales manager for Mimaki's exclusive distributor, Hybrid Services Ltd, John de la Roche sees the new printer fit-

ting into the UK's and Ireland's growing manufacturing industry well. "We're seeing substantial growth in the sportswear and fashion sectors," he says. "Local manufacturing shortens the time to market and shipping costs are greatly reduced. Retailers are demanding this sort of service, so the new Mimaki production textile machine delivers a solution to enable such a process."

www.hybridservices.co.uk



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New SAi EnRoute 5.1 update delivers new features and enhancements

SA International (SAi), the provider of solutions for the professional signmaking, wide-format digital printing and CNC machining industries, has announced the availability of SAi EnRoute 5.1.

This update for the SAi EnRoute 5 product family includes more than two dozen new productivity enhancing features and improvements such as new import filters; additional nesting options for the Automatic Toolpath Processing (ATP) option; and new Parametric Textures.

New and updated import filters

Thanks to an expanded range of import filters, users benefit from improved compatibility with a variety of popular CAD programs. SAi EnRoute 5.1's AutoCAD® DXF/DWG import filters now accommodate current AutoCAD® objects. While both the Adobe® Illustrator and Acrobat import filters have been updated to support current and legacy AI and PDF files, now supporting the import of layers.

The new software can also take in Wavefront 3D OBJ files, a universally-accepted 3D geometry file format for exchanging three-dimensional designs between 3D graphics applications.

SAi EnRoute 5.1 also features support for Caldera digital registration and contour cut as well as improved Onyx XML import.

New Parametric Textures for 3D Reliefs

SAi EnRoute 5.1 brings two new texture tools to design and create an unlimited number of possible textures to apply to a 3D surface. The new Flow Texture produces a 3D surface with the random characteristics of a flowing fluid. And the Phase Texture generates a distinct sequence of recurring waveforms. Each of these textures can be used as defined or further refined to achieve the precise texture the user is looking for.



Free download for EnRoute 5 users

Existing SAi EnRoute 5 users can download the new SAi EnRoute 5.1 installer free-of-charge from www.EnRouteSoftware.com. After installation, the user can easily transfer previous settings including tool libraries, material templates, machine configuration and others by using the new Restore Settings wizard. SAi EnRoute 5.1 becomes the standard version of SAi EnRoute, replacing version 5.0.

"SAi EnRoute 5.1 offers a package of new features and updates to help our customers expand their capabilities and maintain their competitive edge," said Eric Nodurft, EnRoute Product Director.

"The release of this new version also demonstrates SAi's commitment to EnRoute and its determination to keep its powerful tool-path engine at the forefront of the CNC software market."

Sihl Direct's environmentally friendly TriSolv Media is HP Latex-Ready

Sihl Direct UK has announced that its range of environmentally friendly billboard and poster media, TriSolv, can be used on the new generation HP Latex printers. This includes the new DesignJet L26500 and L28500 as well as the LX 600/ LX 800 machines.

Ian Turnbull, Sihl Direct UK's Operations Director, said; "One of Sihl's great strengths is its research, development and testing capabilities. Customers can be assured that we have tested TriSolv to a very high level on the new HP Latex printers and we are very confident that the quality, durability and consistency is spot on."

TriSolv media offers minimal shrinkage and an 'outstanding waterfastness', to deliver high quality photo-realistic prints on poster papers or billboard applications. The products multi-layered coating ensures water and weather resistance.

The high white point of the papers, guarantees not only best performance with Solvent and UV inks but can also be used on the environmentally friendlier Latex inks. This allows outstanding interior and exterior application, according to Sihl Direct.

Turnbull said; "Sihl Direct does all it can to make sure customers can identify the best media for their requirements and system set-up by testing all possible scenarios and making that information available. We have a handy application guide on our web site and we are always available to discuss requirements in more detail. It is important to us that customers can feel confident that as new printers come to market, our media is prepared, tested and available to fully exploit new technology and printing capabilities."

www.sihl-direct.co.uk



Esko introduces new Kongsberg C digital finishing platform

The first model of a completely re-engineered platform is a unique 3.2 metre-wide system. Powerful, rigid, carbon-composite traverse technology assures 'exceptional precision and speed'.

Esko introduces a new Kongsberg digital finishing system, the "Kongsberg C", in response to increased productivity and a bigger variety of materials in the wide format digital printing world, which needs faster turnaround.

Kongsberg C systems are the first fully-featured super-wide digital finishing systems. "This is not scaled up from a light duty finishing table – it's a completely re-engineered platform after a decade of the highly successful and well-known Kongsberg X-series," says Tom Naess, Esko Product Manager CAM. "We wanted to make sure that it was designed for 24/7 production and semi-industrial environments. Along with substantial flexibility, the new, wider format perfectly fits modern 3.2 metre-wide format printers, working with wide rolls and wide sheets."

A large, complete finishing system for large, diverse jobs

The Kongsberg C64 model works with 126" wide x 126" long (3.210 mm by 3.200 mm) materials, to fit modern wide format printers. Also available is the Kongsberg C60 model, accommodating 126" wide x 63" long (3.210 mm x 1.600 mm) sizes. Covering more than 10 feet across the table, a unique, extremely rigid, carbon-composite traverse beam assures precision and supports high speed, fast acceleration, high quality creasing and exclusive, powerful 3kW milling capabilities. The Kongsberg C 'always produces high quality finishing results, with no left/right/middle variances due to traverse bending'. Unlike other super-wide finishers, the Kongsberg C does not decelerate with demanding materials, handling the most complex jobs without sacrificing quality or throughput.

The Kongsberg C stands for 'Capability, Capacity, Consistency, Choice and Complete'

- *Capability: the Kongsberg C processes the widest variety of materials of any super-wide finisher, working with an extensive range of finishing applications and substrates from paper and textiles to corrugated up to triple-wall thickness (unique to the Kongsberg C), fluted board, plastics, aluminum composites, and more.*



- *Capacity: it has the highest throughput of any super-wide digital finisher. The Kongsberg C is also the only super-wide finisher to offer a 3kW continuous duty high-performance milling unit.*

- *Consistency: the Kongsberg C series delivers the same performance every time, even on the most demanding materials or the most complex jobs.*

- *Choice: there's no need to choose between size and productivity. The Kongsberg C offers both, eliminating the necessity to own dedicated digital finishers for different applications.*

- *Complete: Esko offers a full solution consisting of hardware, software, bits and blades and services.*

The Kongsberg C series has four "power" tool units and a full assortment of "speed" tools. The table can be upgraded to fit production needs as a business grows with additional tooling, a conveyor feed system, roll feeder unit and more.

A versatile finishing system to fulfill all production requirements

The Kongsberg C offers 'exceptional versatility' for all sign, display and packaging applications. New tool covers offer clean, fast changing of the full range of Kongsberg XP tooling. Customers no longer need to invest in different digital finishing devices for different applications. With its combination of 'dexterity and power' it fits all production needs such as rolls, sheets, corrugated, milling to offer a more 'effective and smaller

footprint solution than having to own multiple systems'.

An 'easy to use' finishing system

The new solution has not only been reengineered, also the design has been 'completely reworked to apply to highest standards of industrial design and meet the operator's needs for ergonomics and safety'. For a machine so large, it is 'remarkably easy to use', from the new, simple interface to the ease of replacing interchangeable tools on the table, to help reduce operator error. The new workstation mounts on any corner of the machine. And a new maneuvering concept places an integrated joystick and operator panel on the traverse. It can be mounted on either side of the table. To make it easier for another operator, a second operator panel can be added. For easy loading and unloading, the new conveyor option can be manually jogged in both directions.

"We have consulted our customers before and during the development of this new table and we are convinced they will appreciate that Esko now has the fastest, most productive solution at a super-wide width, with the greatest versatility in its size class," says Steve Bennett, Esko Vice President, Digital Finishing Business. "The new Kongsberg C leapfrogs competitive tables on many ways. It simply enables us to provide the best value solution in this category."

www.esko.com

Spandex UK launches new affordable ROLLSROLLER® Light Flatbed Applicator

Spandex, supplier of leading brands for graphical solutions, has launched the new ROLLSROLLER® Light Flatbed Applicator series. This is a highly versatile and time-saving print finishing and laminating solution used for a multitude of self-adhesive material applications, according to the company.

The new series, which has a lower price point than the existing range, comes 'flat packed' making it accessible to a large number of printers and signmakers that do not have workshops with large doors and corridors. It offers the same high productivity as the existing range of applicators, by enabling one operator to apply up to 80m² of graphics in just one hour.

Leon Watson, Spandex General Manager said; "We listened to many of our customers who really wanted to reap the benefits of the existing applicator but could not purchase it for practical reasons. With the new ROLLSROLLER® Light, any sign making business of any size can now consider handling these finishing and laminating processes in house, to improve total job turnaround time and profitability."

The ROLLSROLLER® series applicators are used to apply all types of self-adhesive materials and laminates to flexible and rigid materials up to 6cm thick. Typical applications include banners, signs, road signs and glass application. Due to its easy operation and short learning curve, operators can be up and running in less than one hour.



The ROLLSROLLER® Light Flatbed Applicator.

The ROLLSROLLER® Light incorporates a table made of aluminium composite, covered with a self-healing cutting mat and control sticks at each end of the applicator beam. The table is available in two lengths: 2800mm and 3400mm.

www.spandex.co.uk

A 'designer' LED tube

Wandlite have produced a new concept in LED tube lighting. It is a versatile, waterproof, 12v, long-life LED tube light with 360 degree lighting, perfect for exhibition displays, backlit walls, outdoor illumination and interior lighting, according to the company. It was launched at LuxLive 2013 in London's Earls Court in November.



Manufactured in Britain, the Wandlite tube runs off a standard 12v power supply but draws only 1.2 amps per metre. In situations where electrical supply is not possible such as outdoor events, campsites or emergency/ disaster relief, together with the right adaptors, it can be connected to a solar-powered panel, rechargeable battery, cigarette lighter or 12v car/truck battery. And it can also be connected to generator power.

Jonathan Evitt, founder, wanted to design a light which was visually attractive, to get away from the utilitarian design of tube lights and produce something different. The spirally-wound LED tape gives a new visual slant to this type of product and the semi-translucent end fittings means the whole light glows from end to end.

According to Wandlite, the tube can be used in many markets to provide cheap, clean, eco-friendly lighting such as exhibition & display, events and retail. Available in 800mm, 950mm, 1000mm, 1250mm and 1500mm and 2000mm tube lengths, it can be used either as a stand-alone light, or connect two or more tubes together. The light can be supplied in custom lengths and colours if required.

Jonathan said; "We're very excited about the launch of the Wandlite LED tube at LuxLive this month. It's been a few years in the making and I've honed the design so that it not only meets the strictest quality standards but also have not compromised the design element."

www.wandlite.com

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*Source: InfoTrends wide format data 2009- 2013, Solvent ink and durable aqueous ink technology category

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Enhanced material 'hold down' facility for XYZ routers

XYZ International, who supply CNC routing and cutting solutions, have introduced a optional production enhancement that will 'greatly improve material hold down efficiency'.

Called the XYZ Auto Zone Management System, this configurable software production tool option make sure the material to be processed is held securely throughout the cutting cycle, for 'optimum accuracy and a perfect finish.'

The system provides three different vacuum modes (Live Deck, Pendulum and Independent Switching).

- Live Deck will automatically activate and deactivate vacuum zones according to the live position of the cutting head.
- The Pendulum Processing mode allows the vacuum to switch between two virtual zones (usually the front and rear halves of the machine) so that the router can operate continuously for maximum productivity.
- For total manual control, individual zones can be switched via the Zone Manager function.

The XYZ Auto Zone Management System also eliminates material wastage and machine downtime caused by incorrectly set vacuum valves. The system supplements other standard and optional tool enhancements introduced by XYZ International to expand the capabilities of all XYZ routers.

These have included the latest A2MC machine control system that reduces or eliminates 'bounce' and vibration caused by sudden acceleration or deceleration often found with other control systems and the AVS (XYZ Vision System). This is fully integrated



The new helical rack in the system helps to reduce machine wear.

within the A2MC controller and compatible with all of the cutting tools used with XYZ routers, such as oscillating, tangential and drag knife cutters, to enable a much wider range of materials to be processed.

A new helical rack and pinion drive system as an optional production tool enhancement has further expanded the capabilities of XYZ routers by reducing

machine wear. This has been made possible by the incorporation of multiple gear teeth within the system that ensures a more even distribution of the work load. This results in a 'significant increase in feed rates; more accurate cutting; and smoother and quieter operation of the router.'

www.xyz.co.uk

Metamark consumables added to 'growing' Xpres product range

Digital transfer specialists, Xpres, have revealed more details about their expansion into the sign market with news of a strategic partnership with Metamark, the manufacturer of digital media and sign vinyl.

The agreement will see Xpres stock a diverse range of Metamark consumables and marks the latest step in their quest to become a 'true one-stop supplier for the visual communications industry'.

"We're seeing a growing number of customers who are diversifying the range of services they offer in an effort to gain more business. More sign makers are now supplying decorated apparel and sublimation giftware and similarly, there are

established garment decorators that are also offering signage services," says Xpres Executive Director, Luke Clayton. "We're committed to developing and extending our product range to cater for this customer profile and we're absolutely delighted to now have Metamark products as an integral part of our offer. Metamark's outstanding reputation for quality and the depth of their product range is something that we know our customers will fully appreciate and value."

"We believe the way Xpres treat their customers and the solution they aim to offer is a perfect reflection of our business here at Metamark. We aim to grow our business significantly moving forward and the strate-

gic partnership with Xpres will allow us to achieve our combined goals," says Paul French, CEO, Metamark.

News of the Metamark tie-up follows the recent announcement that Xpres have become an authorised Mimaki reseller.

They have also further strengthened their long-standing relationship with Roland and are stocking an extended range of options including the full range of Eco-Sol machines and vinyl cutters. All of this hardware, together with Metamark consumables is now available for demonstration in the company's 'Inspiration Suite' facility.

www.xpres.co.uk

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LED Lightbox Module

LED Solutions, a trade supplier of LED lighting products, have added a new module to their sign LED range called the L050 Light box module.

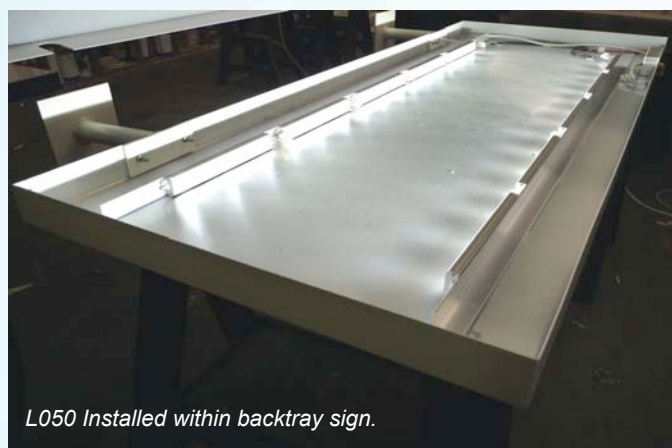
The L050 module has been designed for edge-illuminating single/double sided fret cut fascia panels with a bright and even illumination. This latest offering from the company is part of the DAEHAN LED range, which use Samsung and Seoul Semiconductor (SSC) technology.

LED Solutions are the UK distributor for DAEHAN LED and have been supplying their modules to the UK sign industry since 2009. Marketing and sales representative at LED Solutions, Luke Dalton, said; "We have been very satisfied with the range of modules that DAEHAN have supplied us in recent years as they constantly develop their LED technology to suit the latest sign requirements. We have always been able to offer our clients a lighting solution for the most intricate of sign specifications".

When LED Solutions received the new L050 module they knew that there was a gap in the market for this type of product. And that it could be offered as a cost effective solution to illuminate fret cut panels with shallow returns.



L050 Illuminating a Fret Cut Panel for Hert Signs and Graphics.



L050 Installed within backtray sign.

The L050 module has been designed to run along the returns of the panel and create a bright and even wash of light behind the fret cut text or across the full face of a panel. DAEHAN have a range of lens' to be applied over each SSC 3W LED that allows the beam of light to be distributed in a narrow profile from 50° to 7° degrees. The module is available in two types (1P and 3P) with the 1P module using a single LED chip and being versatile enough to illuminate circular projection signs. The 3P module uses three 3W chips and is suitable for large-scale panel signs.

General Manager at LED Solutions, Robert Coulson, said; "We believe that the L050 module will cover the middle ground when illuminating signs in the future. LED Light panels will always be the product of choice for illuminating very shallow signs and modules are the most appropriate for deeper return depths of 100mm or above. The L050 module can cover the middle ground between two were shallow returns are required but cost and availability are paramount."

www.ledsolutions.co.uk
www.daeahan.co.uk

New V-grooving tool for aluminum composite materials

Crown Norge, who make cutting tools, introduce a new range of V-grooving tools for ACM.

Because the tools are ground from solid tungsten carbide, they are perfectly balanced and help to stop vibrations. These tools can be used at very high feed and speed and were tested at 30 metres per minute and 60,000 RPM. With noise level reduced to a minimum, the working environment for the machine operator is also improved. Less noise also means less wear on the machine and reduced repair costs. These V grooving tools are made in 90, 120 and 135 degrees. The special rounded tip geometry gives a perfect and precise bending of the material.

For cutting through the ACM, Crown Norge can offer a wide programme of single fluted router bits, both uncoated and DLC-coated for longer tools life.

www.crown-norge.no



The new V-grooving tool shown at Viscom Exhibition Dusseldorf 2013.



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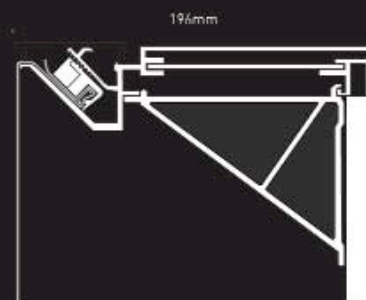
The Econoflex system is now easily recognised for utilising the now industry familiar 'black clip' tensioning system. Its design enables ease of both manufacture and maintenance with no pocketing, springs or eyeletting, and available in a depth of 196mm, it is ideally suited for both fluorescent and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

As with our other systems, the Sign Comp systems can be delivered to site should size prove a problem, and skins can be provided blank or fully decorated if required

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Change the appearance of walls

APA Wall turns every surface into a 'masterpiece.'

APA present a full range of films to decorate various styles of internal and external walls, paving the way for a 'true imaginative and creative design'.

The Italian company manufacture a series of coloured plotter films to decorate smooth or slightly textured walls, to create graphics with 'innovative effects of great impact'.

According to the company, 'design, creativity, personalisation: these are the characteristics that are the driving force towards the boundaries of interior design, in terms of home furnishing and for space restyling choices'.

For a unique style solution, there is the range of digital print films, ideal for any type of wall. A professional heat gun and the appropriate roll-applicator are enough to 'obtain a perfect and exclusive application'.

APA also offer a complete range of printing papers, manufactured in new sizes and application procedures: wallpapers (adhesive, non adhesive, wettable) for wall graphic decorations. Printable in high definition and fast-dry inks. A wide range of different finishes (smooth, rough, brushed plaster) that you can fully personalise.

"The result is a completely 'newly dressed' wall to give a touch of elegance and vivacity to whichever location."

www.apaspa.com



PRODUCT *Choice*

Bullseye hit the target with move into digital print and finishing

If there was a trophy to be awarded for successful diversification into large format print and finishing, Bullseye would be printing their own name on it!

Bullseye have been creating trophies for 35 years, and during that time found that customer demands for matching suites of materials included increasing requirements for wide format printing.

"We spent lots of time working with people who were running special events, such as awards nights for sports clubs and blue chip corporate clients. We were asked more and more about print, especially banners, and initially we outsourced it," said managing director Vince Murphy. "Unfortunately this proved expensive and unreliable, so we took the leap and invested in a wide format printer so we could do the work ourselves."

Bullseye have worked closely with CWE Solutions over the last five years, drawing on their expertise, products and service to help grow their printing arm.

The in-house wide format printer had not only enabled them to offer additional services to existing clients, they also built up a new trade customer base, many of whom didn't even know that they also made trophies.

The company eventually found that they had grown their printing arm so much that finishing was becoming difficult, with everything being hand cut. They discussed their requirements with CWE Solutions, and bought a Kongsberg IXL44 CNC cutter.

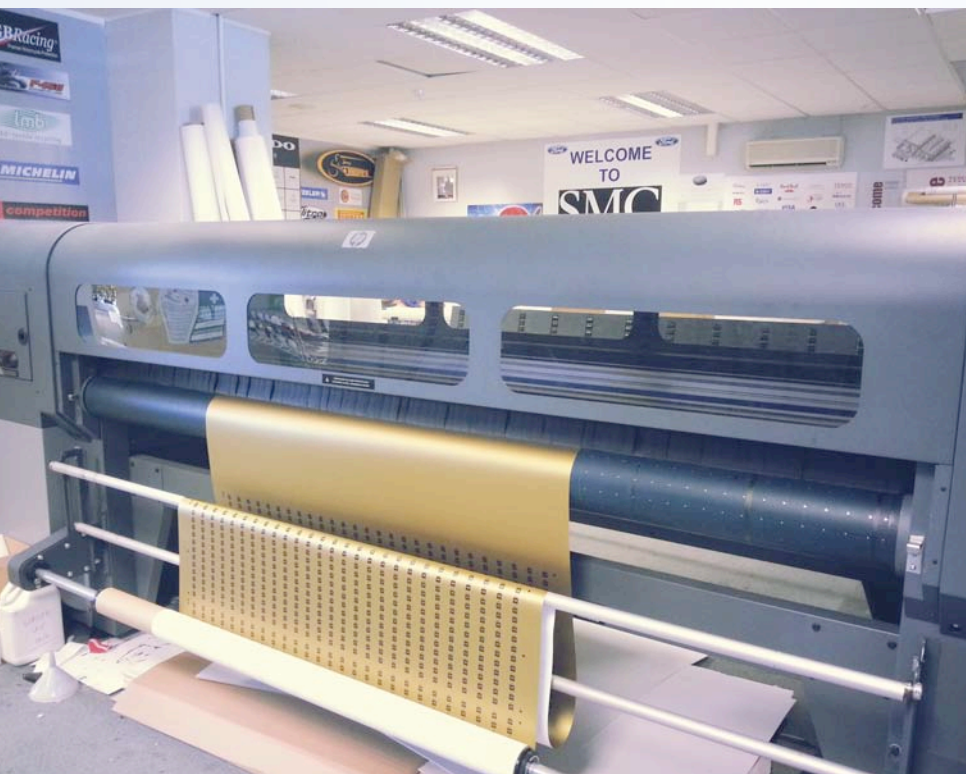
The Kongsberg now runs for 8-10 hours a day, and marketing director Jack Murphy says they don't know what they would do without it.

"We run everything other than digital paper through it; from flags, banners,

sticker vinyl and reboard FSDUs. At the moment we've got a job for 300 flags, which previously would have to be hand cut. With jobs like these, the Kongsberg is saving us between 50-100 man hours a week.

"As well as the basics, the cut and crease facilities have opened up a new market for us. We're now printing boxes on low quantity runs on the HP FB700 and finishing them on the Kongsberg, for both point of sale and sales pitch samples for the pharmaceutical industry."

Their investment over the last few years, purchased through CWE Solutions, include a HP FB700 UV printer, a HP Z6100 Aqueous printer, a Kongsberg iXL-44 CNC cutter, a Seiko ColourPainter Solvent printer, and a Mutoh Viper Sublimation printer – due to be replaced by a new Mutoh VJ1638W.



Bullseye are also working more with foamex, either printing and cutting to shape themselves or taking in trade orders from other companies who don't have their own flatbed printer or cutter. They also cut to shape preprinted work, and can advise others on artwork preparation to set up a job for cutting.

"We use the HP primarily on foamex, cardboard, banner vinyl, sticker vinyl and it's great for reliability and speed. We can even leave 50m rolls of vinyl to print overnight without any worries. But it's great for other materials too, we're now printing onto carpet for shop fitting and exhibitions, as well as MDF.

"The colours are fantastic, but the precision is astounding. We print our own medal centres – they can be as small as 50mm with fine text. We're also now experimenting with promotional gifts like mint dispensers and fridge magnets.

They finish everything in-house, and can offer trade finishing for fabrics, banners and foamex."

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PRODUCT *Choice*

Fastsigns Peterborough on the value of good service



Fastsigns in Peterborough believe customer excellence is vital to their business.

Fastsigns in Peterborough 'haven't looked back' since they started using Triangle inks five years ago. What has made them stick with Josero, distributor of Triangle inks in the UK and Ireland, is the 'sheer level of service they receive from the company'.

They operate in a busy and competitive environment, where customer service is paramount to their success. The team in the Peterborough office provide everything from banners and signage to exhibition graphics and vehicle wraps. They use innovative processes to project manage each of their jobs, whether that be delivering one simple sign or a complex bespoke exhibition stand.

Richard Towers, owner of Fastsigns said; "We need any equipment we invest in to consistently perform at its optimum level. Our Mimaki JV3 is extremely trustworthy and it works very hard for us. We decided to switch to Triangle inks from the OEM ink in the Mimaki JV3 following a trade show five years ago, where we met Loic and his

team from Josero. We were impressed with what they had to say about the robustness of Triangle inks and looked into this further. We realised just how good the credentials of Triangle inks are with their extensive R&D facilities in the USA. They carry out rigorous tests to deliver the perfect colour match and print quality of all the inks they produce. The cost savings were also significant over the OEM inks, which was even better. The whole switchover process was fast, simple and efficient and here we are five years on."

Richard continued; "We would never compromise our customers by using anything that wasn't going to deliver the best results. What has made us stick with Josero for so many years, on top of the excellent inks, is the service they provide - it can only be described as "exceptional". The team has such a strong grasp of market and their technical knowledge and expertise is very impressive. We love the fact that we are saving money over the OEM ink, but believe

me, this market is all about quality and delivery and this overrides any cost savings."

Fastsigns have a range of customers, from SMEs to public sector organisations and large multi-nationals. Though the customer profile varies hugely, their expectations of Fastsigns are very similar, 'they all want consistency of service and excellent products at a decent price'. Referrals from existing customers are high as is customer retention, according to the company.

Loic Delor, Managing Director of Josero said; "We pride ourselves on the relationships we build with our customers and believe it is all about team work to make sure everyone gets the best from each other. The working relationship we have with Richard and the Fastsigns Peterborough team is very strong and built on trust and respect. This is what makes Josero and Triangle inks stand out from other ink and equipment suppliers in the UK market."

www.josero.com.

Digital Wordcrafts expands with Mimaki JV5

Digital Wordcrafts has extended its print room with a new Mimaki JV5-320S 3.2m-wide solvent printer from i-Sub Digital, giving them extra width and capacity required to handle larger work.

They bought their first Mimaki wide-format printer four years ago and over time have built up a collection made up of a Mimaki JV34, two Mimaki JV33 machines and now a Mimaki JV5-320S. The new printer is the second of its type to be installed in the UK.

Adrian Bingley, Director of Digital Wordcrafts, explains that the additional width provided by the JV5 has enabled his business to offer larger work, which had formerly been outsourced.

"We bought the 3.2m machine to get extra width and we can now cater more for the exhibition market," he said. "Printing onto textiles and stretching them onto canvases is a cost-effective way to produce a large-scale wall display with no joins or visible fixings, ideal for exhibition graphics."

Digital Wordcrafts has also completed a job for HSBC on the JV5 since its installation; a 3m x 4m backlit display for use in a branch of the banking chain. "We wouldn't have been able to achieve that before the new machine," says Bingley.

Using Mimaki SS21 class-leading solvent inks, the JV5 can print onto a range of media including textiles, canvas, films, vinyl, banner PVC and papers. Its four print heads offer fast speeds and outstanding quality, with resolutions of up to 1440dpi.

It is the latest in a number of Mimaki machines i-Sub Digital have supplied to Digital Wordcrafts. "We're delighted to help Adrian and his team offer an even greater range of printing services with the wider JV5-320S," said Andy Spreag, Director of i-Sub Digital.

www.i-subdigital.com.

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PRODUCT *Choice*

A quality build for reliability, versatility and speed!

When Cyrus Norton from Digital Factory was looking for a new finishing solution for their large format print output, he needed a real 'workhorse'. So he chose the Kongsberg XP cutting table from ESKO, bought from CWE Solutions.

Cyrus said; "We take pride in producing high quality graphics. When I was looking for a new flatbed cutter, I knew that we really needed a machine that is versatile, reliable, and just keeps running. I discussed our requirements with CWE Solutions, and they recommended the Kongsberg XP. It's the only flatbed cutter we have, so it does all the work that comes through the business."

And Cyrus was delighted with the service from CWE Solutions. He said; "From their initial advice to the installation and training, the service we received from CWE has been excellent. The superior build quality of the Kongsberg table designed for industrial production has meant we've had minimal requirement for servicing."

Since installing the machine in February 2012, Digital Factory has used the Kongsberg to finish various printed materials, but Cyrus would particularly recommend it for acrylic.

"We specialise in being diverse – we do anything from point of sale, permanent signage, exhibition graphics, and high end consumer products. The Kongsberg is particularly competent with acrylic, and can cope well with complex work."

Digital Factory work with a variety of media from paper to 25mm acrylic. Cyrus said; "Quality of the build, reliability and output levels of this workhorse were the main reasons we chose the Kongsberg, but it's also very flexible and does everything that we need it to do, very well."

"It can do complex work, and a lot of it. It gives an excellent and consistent quality of output, which is crucial as we face more and more exacting demands from clients."

The Kongsberg XP table can provide full time production, 24/7, running jobs from a single unit to a full scale production with up to a 1000 units in a day. The XP's production power and quick change of tools ensures on time delivery, every time, even for the most complex of jobs.

The Kongsberg XP is twice as fast as the Kongsberg XL and XN and it is designed to keep on working in the most demanding production environments.

Established in 1998, Digital Factory supply graphic and display solutions throughout the Home Counties.

They offer services to design agencies and trade partners as well as end users. With production facilities in Surrey and the latest in digital production technology, they provide clients with far reaching creative graphics, backed up with the professional service expected in today's ever changing market place.

www.digitalfactory.co.uk



MTEX 3.2m wide printer installation at XG Graphics

Xtreme Graphics, known as XG Group, has just installed two new MTEX direct to textile 3.2m wide digital printers, bringing their fleet to four.

XG is a large format printer that make banners, displays and flags. Their 'commitment to their craft means they are continually investing in state of the art equipment for printing, finishing and display'.

Two years ago they bought the first MTEX 3200 3.2m wide direct to textile printer. A year later, due to high demand for their 'superb quality' textile printing on flags and lightweight banners, they bought their second. Both machines were soon printing in three shifts so this year following the launch of the new MTEX 5032 at FESPA Digital London, they bought two more MTEX printers.

XG was hailed earlier this year for printing one of the largest 'crowd surf' banners ever seen in Britain. It was produced to mark the 55th anniversary of the Munich Air Disaster and measured 30m wide by 20m high. The banner featured the final line up of the 'Busby Babes' from the game against Red Star Belgrade in 1958, with the words: "We'll never die." The giant surf banner was dye sublimation printed using their MTEX print fleet at 3m wide onto 115 gsm FR knitted polyester. These drops were subsequently sewn together to form the finished banner.

Warren Verwey said; "Our drive and determination to be the best in the market drove the introduction of the first MTEX 3200 over two years ago. Now we have seen demand for high value, lightweight and



The MTEX 5032, one of XG's printers.

durable flags, banners and displays shoot through the roof, and both our original machines were working non-stop. The installation of the new MTEX 5032 is testament to the quality and importance we place on the growth of this market place. I was very pleased that the technicians were able to unpack and install the 3.2m machine with in-line sublimation in less than four hours, because it meant minimal disruption and we were up and running by the end of the day.

Amazing service."

Eloi Ferreira, CEO of POD Iberia said; "We know that our products excel in the industry and the fact that XG have just installed their fourth, reinforces this position. We look forward to continuing to push the boundaries of digital textile printing with customers like this around the world."

www.xtremegraphics.co.uk
www.podiberia.com

Three EFI VUTEk printers in three years for Hull display specialist

RMC Digital opts for the benefits of green LED curing in latest investment

Hull display specialist RMC Digital has taken delivery of its third printer in three years from EFI™ with the EFI VUTEK® GS3250LX 3.2m flatbed and roll-fed machine that incorporates 'cool cure' LED curing. This investment follows the original decision by the north-east UK's enterprise to invest in a VUTEk printer when the company was first formed in 2010.

RMC Digital specialises in producing multi-layered graphics as well as general wide-format displays, and the use of white ink plays a key role in the company's appli-

cations. Following the purchase of a VUTEk QS3250 for its first production machine, superwide-format, double-sided and multi-roll capabilities were added with the investment in a VUTEk GS5000r 5m printer.

The recent installation at RMC Digital of the VUTEk GS3250LX followed considerable research into the best machine for the company's purposes. Having visited EFI's customer experience centre in Brussels, the decision was made to opt for LED curing. 'Impressed not only with the greener benefits of moving away from mercury arc lamps, but also the new inks that proved to give greater elasticity and the white offering

excellent opacity'.

"We were thinking about upgrading and, although we looked at other machines on the market, it was an easy decision to stay with EFI. Not only are we familiar with VUTEk printers and Fiery XF RIP software, we also wanted the benefits of the company's 'cool cure' LED technology," says Nicole Spencer, operations manager at RMC Digital. "We also need to be able match colour across all our devices, and this is simple to achieve with our VUTEk machines. The LED curing also means we can print direct to materials that we haven't been able to consider before because the heat of the conventional lamps could cause buckling and surface damage."

www.efi.com

PRODUCT *Choice*

AG CAD makes an impression upon Bolton print company

Impression (Bolton) Ltd, only four-years old, is flourishing as a large format display, event and signage company.

They produce a range of graphics and digitally printed products from A4 leaflets to vehicle wraps; building branding and exhibition stands. The company has invested heavily in the latest equipment to meet the demands of these market-places.

After using Roland, Konica and HP solvent and small format printing machines for roll to roll and small print projects, it was the arrival of an 8' by 4' OCE Arizona Flatbed digital printer in 2011; and the recent acquisition of an AG/CAD KM627R digital cutting machine; that has progressed the business.

Company Director, Mr Martin Lyons said; "We wanted to extend the scope of our business and the flatbed UV cure printer with a 2.5m width has enabled that by allowing us to print direct to substrate such as Acrylic, Di-Bond and Foamex. Whilst this has enabled us to diversify and widened our scope and capacity, it has also enabled us to work in different methods that have

Since the AG/CAD KM627R arrived at Impression Ltd, it has enabled the company to pass its roll fed and board printing from the Arizona straight to the cutting machine, creating a perfect synergy between the two machines. Despite only arriving in April, the KM627R cutting machine has made a huge impact at the company. Mr Lyons said; "We wanted to develop our POS business but were constrained by the lead-times, costs and capabilities of our subcontract supplier. This is all a thing of the past. Since buying the machine we have won new business that has increased our turnover and improved our profitability by at least 15 per cent."

reduced our lead times and the cost of printing to make us more cost effective."

Despite opening new markets for the Bolton based manufacturer, the company was sending out a large number of jobs for routing, corner machining and hole drilling. There were two problems for the eight employee business. Firstly, with the increasing diversity of its work, the subcontract routing work was increasing and it was becoming more dependent upon external suppliers. Secondly, the company was being asked to conduct bespoke POS projects that it had to turn away because it didn't have the capability.

To address the issue, they reviewed the market for cutting tables and after an intensive review of the available technologies, they chose the AG/CAD KM627R flatbed cutting machine. Mr Lyons said; "Once we recognised the growth potential and value a cutting machine could add to our business, we looked at our options. The AG/CAD KM627R machine has virtually all the capabilities of a high-end, 'all bells and whistles' machine from a competitor, but at half the cost. It was the logical solution for our business. Furthermore, competitor machines actually run the AG/CAD KASEMAKE software, so we knew we were buying a quality machine with the best available software."

Some of the new jobs won by Impression Ltd include contracts with clothing brands Henri Lloyd and Dare 2B, to create POS displays. These display units made from box board, Correx (corrugated plastic) and Dufaylite (honeycomb board) can be freestanding shelving and display units that incorporate backlit LED lighting.

Impression does a large amount of aluminium composite material (ACM) work that previously had to be cut by the material supplier to the sizes and shapes required. By having the ability to cut ACM sheets internally to the exact dimensions of the specified job, Impression has improved its lead-times and reduced the cost of the material supplied. "By using different methods of working and reducing our subcontract costs, we expect the AG/CAD machine to pay for itself within 12 months. Since the installation in April we have already saved the equivalent of 50 per cent of the machine cost," says Mr Lyons.

The AG/CAD cutting machine allows them to knife cut as well as conduct routing, creasing and "kiss cuts" with its numerous tooling options that also include scalpel tools for cutting vinyl stickers. "The KASEMAKE software is extremely intuitive and easy to use. It is so comprehensive, we are always finding new applications for it. One thing is certain and that is without the machine and the software, we wouldn't have been able to do POS work. The KASEMAKE package allows us to use templates from its library and manipulate them to create an exact pattern for each and every job. We are delighted with the machine and the value it has added to our business," said Mr Lyons.



Sign of excellence!

The 'extreme durable' properties of Medite Tricoya MDF have been used by Express Signs to create a 'stunning' signage array on the side of Latham Ltd's warehouse in Topcliffe, North Yorkshire.

Specified by Andrew Wright, Director at Lathams Ltd and Site Director at Lathams' Leeds facility, a distributor of Medite MDF products, the material was chosen for its combined performance and environmental benefits.

Andrew Wright said: "We've been associated with Medite MDF products for such a long time, so using Medite Tricoya for this project was an easy decision for us to make. It is a truly innovative wood based panel product, taking timber into different markets and enabling it to compete on a level playing field with composites, plastics, aluminiums and steel; opening up lots of new opportunities to sell timber into construction projects. What's more, the environmental benefits of Medite Tricoya help maintain timber's position in the sector, enabling specifiers to make a sustainable choice without compromising on performance."

The individual 2.4m high letters were fabricated by hand at Express Signs' Sheffield base, each one in two halves. They were then transported to site in Topcliffe and

affixed to the building by Express Signs' installation team.

Melvyn Wilks, Managing Director of Express Signs Ltd had never used Medite Tricoya before, and said: "We found Medite Tricoya very simple to work with; it cuts very easily whether by hand, with a dimension saw, a balance saw or a jig-saw. It is also simple to plane, sand and paint."

Medite Tricoya lends itself well to many applications where the consideration is for high moisture environments or even external weather conditions. With a guarantee of 50-years and a BRE expected service life of 60 years, the material does not behave in the same way as other MDFs. Thanks to a unique acetylation process, Medite Tricoya is not susceptible to the effects of moisture, so it remains stable and will not twist or warp in wet conditions. Peter Clifton, Product Manager for Medite Tricoya at Coillte Panel Products said: "There is nothing else like Medite



Tricoya on the market. It combines all the ease and convenience of the MDF everyone is comfortable with, together with outstanding performance that is taking wood based panel products into exciting new areas. What's more the product is also fully FSC certified and with chain of custody accreditation too, it stands out over other materials when environmental performance is required."

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PRODUCT *Choice*

Signs Express Coventry choose an Epson

Epson SureColor printer chosen for its 'exceptional quality and speed'.

Signs Express Coventry specialises in vehicle graphics, interior and exterior signage, banners, window graphics, exhibition and display graphics, labels and stickers and DDA-compliant health and safety signage.

The company was founded in 1996 and supplies a full range of signage solutions to numerous companies in the Coventry area. They were looking to add to their existing Mutoh ValueJet printer to meet increased demand for its signage solutions in early 2013. Geoff Manns, Signs Express Coventry's Centre Manager, said; "Our previous printer – whilst still fully functional – was not as fast as we now needed it to be in order to meet customer requirements. We visited Sign & Digital UK 2013 and met with all the major manufacturers to make a fair comparison and establish what was on offer."

Geoff had previously met with Stanford Marsh Group Graphics' (SMGG) Steve Guest and visited him at the trade show. SMGG was able to offer independent advice as to the best solution for Signs Express Coventry's needs. So after much consideration, Geoff chose the 64"-wide Epson SureColor SC-S30600 printer. Designed to offer efficient and environmentally-friendly production at the lowest total cost of ownership, the SC-S30600 enables users to produce everything from posters, signs, banners, backlit panels and POS to vehicle wraps, interior decorations and exhibition displays.



Signs Express in Coventry, very happy with their new printer!

Geoff said; "We chose the Epson printer for its exceptional quality and speed. Pricing was also a key factor and, as an added incentive, SMGG was offering a finance deal on the printer, which ultimately swung the decision."

The Epson SureColor SC-S30600 printer was installed in June 2013 by SMGG within a day. The printer is running on Epson original inks and is guaranteed under their standard warranty. Signs Express Coventry also bought a Summa cutter to operate alongside the Epson printer in order to boost workflow productivity.

"We're very pleased with the Epson printer. Since installation, we have increased our intake of work and managed to speed up the delivery of output – whilst maintaining the quality that our customers have come to expect," says Geoff.

"We've been most impressed with the professionalism of the organisation. I previously had no idea of the scale of the Stanford Marsh business – the company could not have been more accommodating."

www.signsexpress.co.uk/branch/17/coventry
www.smgg.co.uk

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PRODUCT *Choice*

Zapkut panel saw helps signmaker

While buying sheet materials in cut-to-size can be a pragmatic solution that works for predictable and limited volumes of work, its limitations quickly become apparent. These present the growing signmaker with a key decision: how to manage the cutting of sheet materials for maximum efficiency and flexibility, while minimising costs?

Swindon based Aspire Signs found their answer in Sagetech Ltd's Zapkut ZM16 moving column vertical panel saw.

Aspire Signs provides a wide range of interior, exterior and vehicular signage. The company, established three years ago, has diverse clients, ranging from solo tradesmen through to multi-million pound businesses.

As Aspire Signs grew, it quickly became clear to Director Ollie Stobbs that buying sheet materials in cut to the required

sizes restricted their ability to capitalise on sales opportunities. It was also leading to the wasting of materials which if used, could contribute to the growing company's bottom-line profits.

"To respond to rush orders, we needed to be able to stock sheet materials and cut them on site," Ollie said. "Also, I wanted to be able to make use of off cuts: they were basically profit going in the bin."

According to Aspire Signs, while 'free' cut-to-size services are widespread, these offers are likely to dry up as the economy recovers and demand rises. As a result increasing numbers of signmakers are looking to bring cutting in house.

Ollie saw an article in the sign press telling the story of how a Zapkut ZM panel saw had enabled another signmaker to 'break through' the growth ceiling imposed by buying

materials in cut to size. Having talked through the ZM's capabilities with Sagetech and seen a machine in action. Ollie said; "Sagetech were really helpful, and it was obvious that the ZM would do everything we needed. On top of that, the price was excellent."

Aspire Signs' Zapkut ZM16 finds its primary use in cutting Dibond and Acrylic, as well as some MDF and Foamex. ZM saws will also cut Corex, solid aluminium sheet and plywood, among other materials. The frustration arising from having sheet materials in stock but no viable way to cut them in order to respond to 'rush' orders has gone: "It's a two minute, one man job," Ollie commented. "Slide the sheet onto the machine – vertical sheet handling is a lot easier than horizontal – set the blade for the dimensions required, and cut."

www.aspiresigns.com
www.sagetech.co.uk

The Zapkut ZM16 moving column vertical panel saw is part of Sagetech's range, including the Zapkut ZK portable panel saw family and the heavier-duty Koolkut machines. The range covers applications from occasional cutting through to mid/heavy industrial use, for all popular signmaking and woodworking sheet sizes from 8' x 4' (2.4m x 1.2m) to 3.1m x 2.1m. Unlike many 'guillotine' cutters, Sagetech's saws cut horizontally as well as vertically, so require no extra headroom to cut the full length of larger sheets.



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SOFTWARE *Feature*

The Golden Age of Software

Signmaking software has become some of the most advanced in the graphics industry – so is there anywhere left for it to go in 2014? Or have we finally arrived in a golden era of software? Jemima Codrington caught up with experts that discuss what lies ahead for the software market in the coming year, talking computers, clouds and consolidation...

2014 may be a year of hotly-anticipated firsts for many things, but revolutionary software may not be among them says Jurgen Verhulst, Application Specialist for Signmaking Products at SAi.

"The sign making market is mature, and the software is mature as well," he explains. "I think going forward we'll see less revolutionary features because everything is already there. The major battle is behind us; all software is so feature-rich at the moment."



The consolidated software reduces the number of separate software packages needed to complete a single job.

What sign makers can expect to see more of is software that focuses on aligning business processes. This has been a key area of development for SAi for some time, and going forward, the company will continue to create software that not only streamlines every aspect of business, but also works across a number of different machines. Established sign making companies are no stranger to investing in new machines and receiving a new piece of operating software for each one. "It becomes a bit of a patchwork for the user," says Jurgen. "There are so many applications running to get a single job done, and things can become even more complicated if there's an equipment failure or a printer runs out of ink because all of this software has to be restarted." With one streamlined product, costly mistakes and time spent training operators can be reduced, and this is exactly what SAi hopes to achieve in 2014.



SAi's mobile app enables signmakers to increase CRM on the go.

The rise of subscription-based software

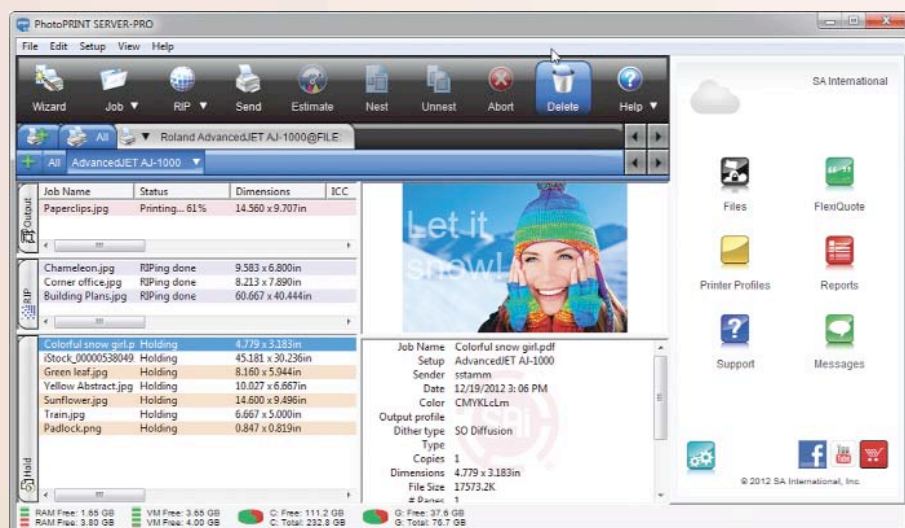
Jurgen cites making high-quality software available to all businesses, from SMEs to start-ups, as another goal on the agenda.

Starting this year, SAi is rolling out the capability to buy software on a subscription basis. Sign makers can choose from monthly or yearly packages depending on their needs, which can reduce the temptation to invest in cheaper, non-specific software that has the tendency to cut corners. "Software is ex-

pensive for a reason, but we try to make it easy for all businesses to afford the best by breaking it down," says Jurgen. "Software is an ongoing investment, so it saves time and errors in production to have one system that everyone can operate and understand."

The most recent edition of SAi Flexi introduced cloud functionality with online storage, complete with apps that provide an integrated solution for end-users. Jurgen reveals plans to add yet more apps to the software in the coming year to give sign makers plenty of options when it comes to using various inks and substrates. Additions and improvements like these are what Jurgen believes will drive the software market forward, given that the basics have already been put in place and tailored to the evolving market of the past few years.

"SAi already has a software solution for almost every aspect of sign making, whether it's vinyl cutting, printing, CNC machining, colour profiling, design and editing. I think the future of software will be the integration of things like CRM software, accounting, design and even stock keeping - it will all be streamlined and consolidated."



Users can enjoy increased cloud functionality from SAi software

www.thinksai.com



Emerson Welch, Marketing Manager for Clarity Software, reports that the company has seen a growth of over 20 percent this year, and predicts a similar profit next year as sign making companies require more software solutions to accommodate diverse business requirements.

As sign making companies continue to branch out when it comes to products and services, the demands from software are higher than ever. A new range of materials, printers, inks and more has lead sign makers to seek out integrated software solutions that take care of everything in one go. "At Clarity Software, we continue our quest to increase customer's productivity by joining internal systems and processes together," says Emerson. "Our joined up software is their foundation to drive high margins from the start, which is why software is right at the top of everyone's list."

Clarity Software broke ground last year after being the first software provider to be accepted into the BSGA. Their MIS (Management Information System) has been designed to help SMEs improve efficiency, streamline work processes and take care of time-consuming jobs automatically to reduce the amount of time it takes to process an order from start to finish. The company keeps a finger on the pulse of the changing dynamics in the sign industry so as to continually improve the MIS software to meet the demands of end users. With start-ups, mergers and breakaways constantly changing the face of the signage landscape, there is more pressure than ever to create software that rises to the challenge.

One such challenge is the amount of business that is derived from website enquiries. As sign making companies look to increase this, Clarity Software responded with the innovative Web to MIS™ software, which received its debut in the Spring at the UK Sign and Digital exhibition. This time-saving software changed the face of website updates and customer communication in 2013, and Clarity Software looks to build on this momentum in the year to come. "Users will be quoting and estimating on the move through our cloud-based CRM system Clarity Go, which is a huge game-changer for the industry, as well as having the ability to sell online using their trusted Clarity Professional MIS as the control centre for their website," says Emerson.

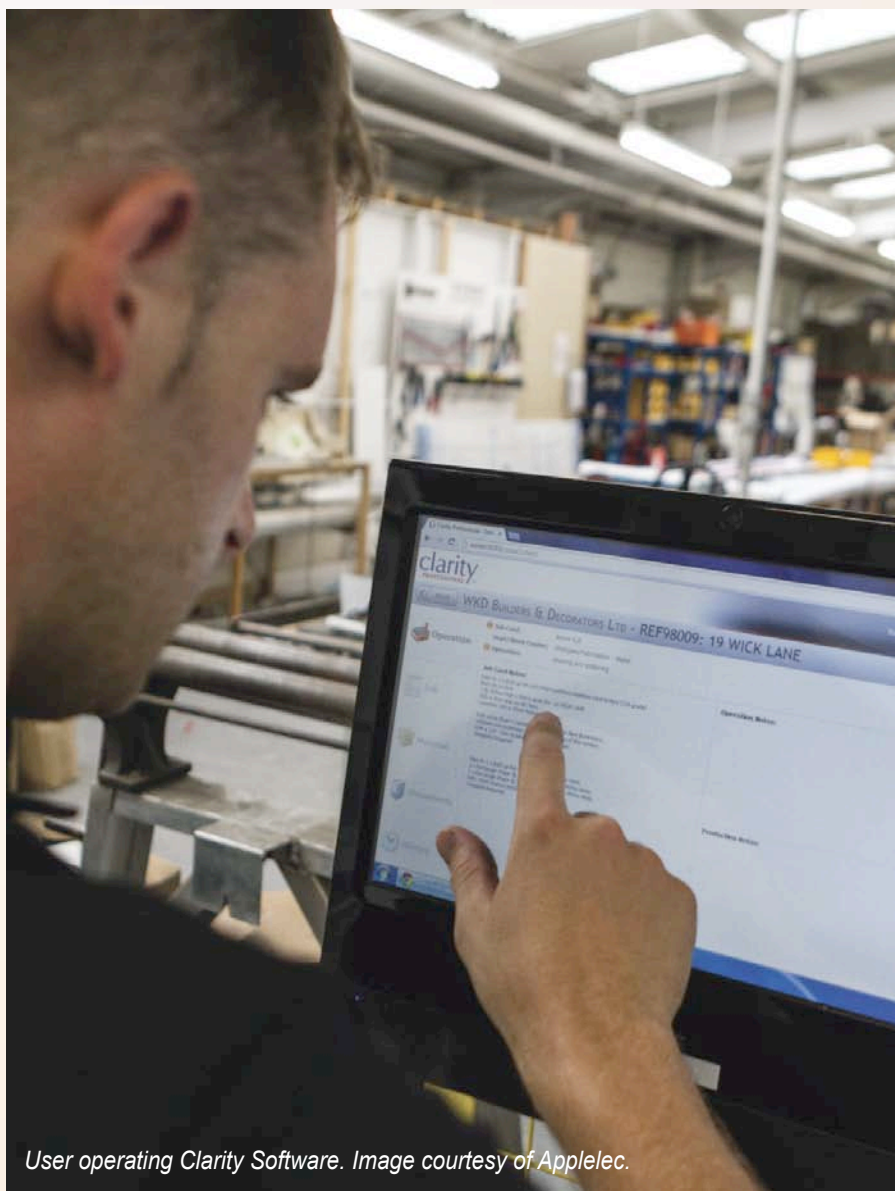
Consolidation is key

Sign makers should ensure that they are selecting something tailor-made for sign and graphics, rather than a generic piece of software, advises Emerson. "Generalised business systems won't work," he says. "They will fall short in quoting and estimating and other key areas." The areas of quoting and order placement are of course the most important when it comes to garnering immediate returns, and so Emerson advises to focus on this first before using the software to turn a hand to more advanced tasks like production scheduling and proofing. Rolling out the software in stages is advice Emerson often offers to businesses that are new to it, and it always well received. "The design of Clarity has been considered carefully so it can be implemented in stages, removing the need to overhaul your entire business overnight and risk upsetting your loyal staff," he explains.

Just as important is the integration of the software with accounting products such as Sage and QuickBooks, as this mitigates the amount of time wasted on admin inputting duplicate entries into the system separately. From initial enquiries to finalised invoices, companies can keep track of everything in one place and spend less time doing so, freeing up more time to work on the projects at hand.

Heading into a new year, Emerson predicts there will be more than just software systems headed for amalgamation. "The natural progression of the sign industry points to more consolidation and acquisition in 2014, with some well-known corporations being targeted," he reveals. "There could be a few surprises."

www.clarity-software.com.



User operating Clarity Software. Image courtesy of Applelec.

SOFTWARE *Feature*

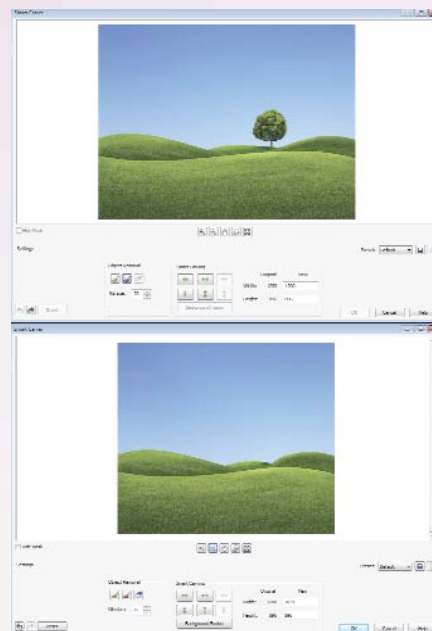
The Golden Age of Software

Sign makers can expect to see software that saves time and money without compromising on quality or output says Gérard Métrailler, Sr. Director, Product Management, Graphics at CorelDRAW.

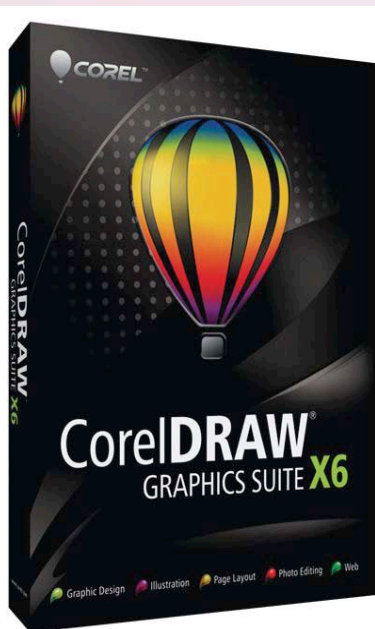
"Corel will continue to focus on workflow and ease-of-use, enabling users to leverage the power of CorelDRAW in order to get their job done quickly and with an impact," he explains. As the needs and budgets of every business vary, 2014 will see Corel continuing to offer monthly and yearly subscriptions as well as perpetual licenses

and boxed products, so that companies can find the exact software solution that meets its goals. "Sign makers must be sure to buy software tailored for their business, and must also decide if they want to buy their software outright or rent it via subscription; Corel offers both solutions giving the customer a choice."

Corel has continually invested in the performance of the software, with CorelDRAW X6 being released almost 20 years after the first edition. This software has many updates and capabilities designed specifically for sign makers to make it simple and efficient to create designs suitable for use on a number of materials. "The ability to create impactful graphics for a variety of outputs - vehicle wraps, billboards and traditional signs - is critical, as sign makers are often working on multiple projects with very little time," says Gérard. "Sign makers need software compatible with the latest equipment and inks, including accurate colour management, which must be easy to use, time-saving and suit their workflow."



The Smart Carver tool allows you to slice away unwanted areas from a photo without adjusting the aspect ratio



CorelDRAW X6 is loaded with user-intuitive features.

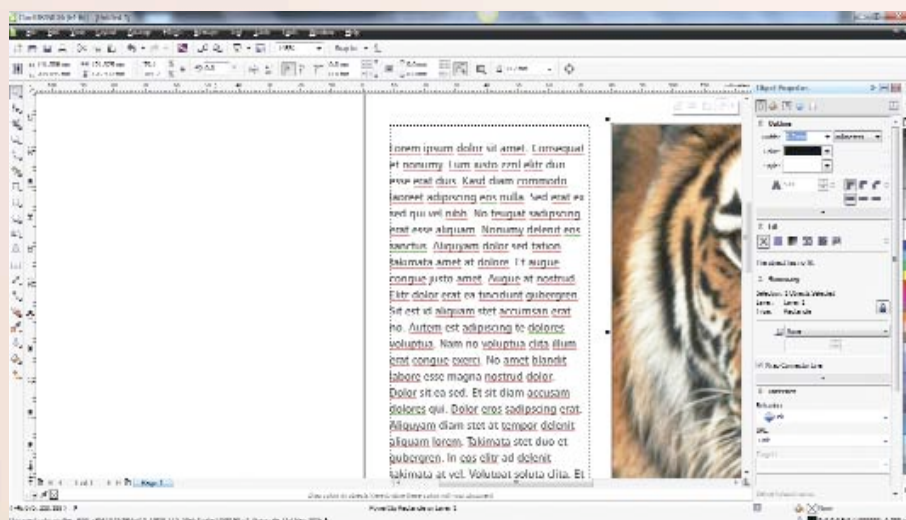
Designed with sign makers in mind

CorelDRAW X6 is equipped with tools specifically for the sign maker, as opposed to general graphic designers or ad agencies.

Four shaping tools make it easy to refine vector objects, while the custom-build colour harmonies allow sign makers to adapt colours collectively as opposed to individually. The intuitive software also creates complementary colour schemes, helping reduce the amount of time required

during the design process whilst still providing vibrant shades for the client. The Complex Script Support feature speaks to the diversity of jobs that sign makers may undertake - quite literally. Asian and Middle Eastern languages appear with complete accuracy, allowing sign makers to deliver projects in a multitude of type-settings and opening up new revenue streams.

www.corel.com



The new Insert Placeholder Text command makes it easier to view the appearance of your document before finalizing its content.



Gérard Métrailler, Sr. Director, Product Management, Graphics at CorelDRAW.

Selecting the right type of software can be a challenge, with numerous capabilities, subscription options and price points on the market. CADLink Marketing Director Mike Chramtchenko reveals that when investing in sign making software, there are a few key things to keep in mind.

"The single biggest factor in selecting software is to make certain that the manufacturer is continuing investment in research and development, and adding support for changing market conditions as well as brand new specialty markets that appear on a regular basis," says Mike. Investing in limited software can cost more to replace and rack up additional costs and time spent re-training staff, whereas selecting software from a trusted provider that constantly upgrades existing products can streamline

user training and maximise cost-efficiency. Doing due diligence and research on software providers will help uncover things like a track record for developing new, innovative features (or a lack thereof), and enable sign makers to see which products are best suited to the various markets and clients they service.

"Secondly, the temptation to utilise 'generic' or 'non-market specific' design or production software because of its extremely low price will cost sign makers in the long run," adds Mike, noting that a reasonable investment made in market-leading, market-specific software will pay significant dividends by providing time savings as well as tools that provide higher value products to customers.

CADLink on the year ahead

CADLink has been a long-time provider of state-of-the-art software to the signage and graphics industry. Solutions are available across a wide variety of platforms that make it easy for sign makers to streamline their design processes on a number of materials. SignLab, currently on version 9.1, is a solution for large format design, and features new application plug-ins for common apps such as Corel and PhotoShop. EngraveLab offers solutions for laser engraved signage, and ProfileLab supports 2D and 3D CNC machining.

According to Mike, the constant development of new software is a direct response to the new hardware that has entered the market in recent years.

"The proliferation of new printers, new ink technologies as well as new media types require that existing software packages extend support to these new methods of production and markets," he explains. "The development emphasis for CADLink's software products (primarily SignLab and Digital Factory), has been to support new printers, print/cut devices and consumables."



SignLab 9.1 features new application plug-ins for common apps such as Corel and PhotoShop.



The latest version of SignLab Version is the result of 3 years of engineering and carefully considered feedback from world-wide users.



The user-friendly interface puts sign makers firmly in control.

Core software products such as SignLab have undergone changes to introduce new design and production features in order to better serve new specialty markets, and improve overall workflows. CADLink has also been particularly responsive to the growth of online product fulfilment, as Mike reveals they have been "developing ways to integrate existing design and production workflows into the online business model."

When it comes to the overall market, Mike predicts the focus for software will be on developing products that support specialty markets as well as integration of design, production and delivery. "2014 will see exciting new developments within the software product line," he says. "There may even be a new release of one or more brand software products."

www.cadlink.com.

SOFTWARE *Feature*

The Golden Age of Software

Just as sign makers are demanding more of their software, consumers are demanding more of the sign maker. Living in the era of "instant gratification" has lead to a more demanding consumer, says Rebecca Freemantle, ArtCAM Marketing Manager.

"Today's society has come to expect things instantly thanks to the digital era that we are in, and for many companies the true focus is now to ensure that the customers get what they want, when they want it - whether it is how fast a consumer receives purchased goods, how quickly they can learn how to use it or being able to produce detailed and accurate signage speedily," she explains.

It is to help sign producers meet these high expectations that Delcam have made continual improvements to ArtCAM software in a bid to make designing signs quicker and easier. "In ArtCAM 2013, we dramatically enhanced the speeds at which relief and vector artwork could be designed, as well as the speed in which simulations of the design were generated," says Rebecca, adding this is something that will continue to be built into future releases. For the Delcam team, the job is never done when it comes to improving and adding new features to the software. There have been significant developments over the last two editions of CAD/CAM software, with many more to come. And of course the ArtCAM 2012 and 2013 releases came with many user-friendly features such as interactive distortion modelling, allowing sign makers to alter their vector and relief artwork by bending and stretching their designs and to see them transform in real-time on their computer screens. "Delcam also has a number of projects in the pipeline to really push what can be done with vector design, relief modelling and machining," reveals Rebecca. "Of course, there will always be fine tuning as technology progresses, as this allows us to improve areas of the software that customers feel could be better. Our continual drive is to ensure that the software is as easy as possible for the sign maker to use."

This chalk board was design using ArtCAM Pro 2013.



How to select winning software

As the sign market continues to diversify, it is becoming increasingly difficult for sign producers to cater to every faction of the market. The development of certain trends within signage and graphics can help sign makers concentrate on certain sub-markets or focus on select products, therefore making it easier to choose appropriate software. "With a rise in interest things like vehicle livery, it is helping to distinguish a sign manufacturer as one that focuses on digital and wide print formats to those that offer engraved, etched or dimensional signage," says Rebecca.

When it comes to selecting the necessary software, sign makers are advised to consider products that can move with the market. This will cut down on re-purchasing and retraining costs, and make it easy to transition into new market areas, such as switching from 2D to 3D signage. Rebecca recommends attending open days or partaking in online software demonstrations prior to purchase to avoid selecting the wrong software package. "Additionally, arrange to speak to the company and tell them what work you do and what you would like to create in the future. From there they can show you what packages are available to you for your budget. Most importantly, don't be afraid to ask!"

The ArtCAM recipe for success

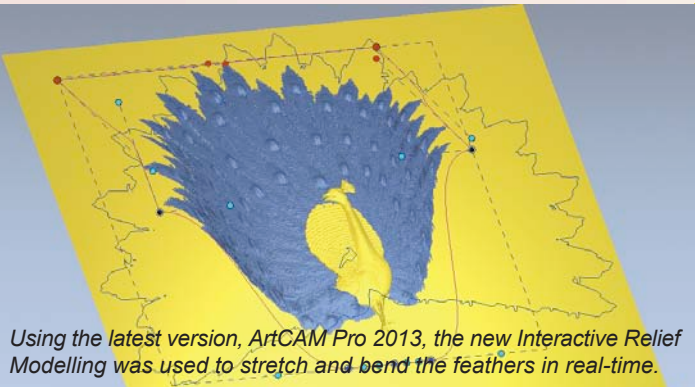
"With every release, we like to think of our process as a recipe," says Rebecca. Here are things that Delcam considers when putting together the next version of ArtCAM software: **Small Things Matter** – Delcam is in constant contact with its client base and in each release addresses areas that have "niggled" at our customers.

Core Features – On our customer visits, in ArtCAM forum interaction and ArtCAM user groups, we look at how our customers work and discuss their ideas. This helps the development team to create design and manufacturing tools to ensure that they can complete their jobs as fast and efficiently as possible.

Workflow – We ensure that the software is tested thoroughly so that it is every process from design and manufacture is easy to do. It is logical for anyone using ArtCAM.

WOW! – Delcam invests heavily in R&D to give our customers tools that will really transform what they do. As a large international company providing software solutions for a range of industries we are continually working with machine suppliers and industry leaders to further develop our product offering with unique technologies.

www.artcam.com



Using the latest version, ArtCAM Pro 2013, the new Interactive Relief Modelling was used to stretch and bend the feathers in real-time.



This peacock was designed in Delcam's artistic CAD/CAM software package ArtCAM Pro.



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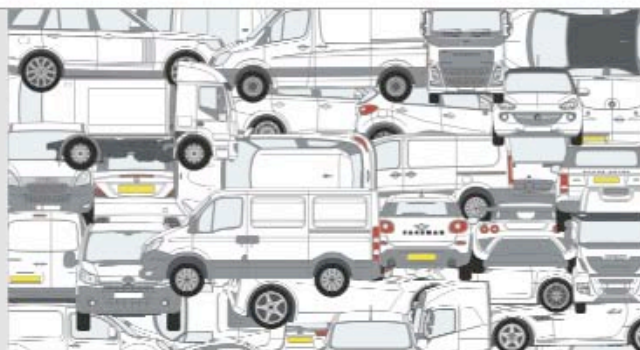
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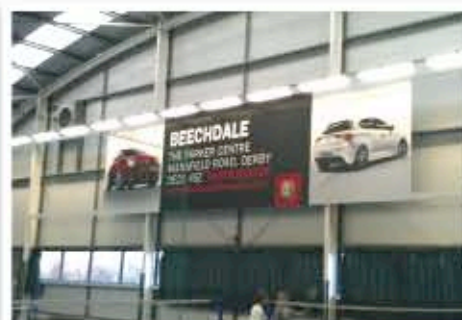
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Allen Signs at university

The University of Lincoln's city centre campus is being rebranded with the institution's new logo, with help from Lincolnshire based signage and vehicle livery specialist Allen Signs.

The university rebranded in 2012 and appointed Allen Signs to replace the old signage following a tendering process.

Account Manager Glen Merryweather worked closely with the Marketing and Estates departments at the university to develop the signs. According to the company, they are not only functional but also demonstrate the gravitas of the university's new branding.

The design and concepts went in for planning at the end of April and so far Allen Signs has installed: a 3m x 3m sign on the main administrative building; an illuminated monolith at the entrance to the main car park; and a way-finding signage system to help students, staff and visitors easily navigate their way around the Brayford Pool Campus.



The firm has also printed the graphics for hoardings that surround the construction work being done at the university's library and in the main administration building. They also created large banner displays, which were used to welcome guests to Lincoln Castle during the recent graduation ceremonies.

Having installed one sign on the west elevation of the main administration building, they are finalising the planning to produce and install five other signs that will be positioned at the campus' main entrance points.

Glen said; "Part of the brief was to raise the visual profile of the university and to highlight key sites around the campus by installing signs at strategic locations. "We are honoured to be working with the university on such a major project, building on our experience within the education sector. We are looking forward to continue working with the university to improve its visibility and reflect the ongoing developments and improvements across the campus."

www.allen-signs.co.uk

Sovereign Signs completes 40th MKM store signage

National signage firm Sovereign Signs are working on a contract with builder's merchants MKM to supply and fit the signage for the company's 40th branded store.

Sovereign Signs will be supplying the signage for MKM's store opening in Glasgow, which is next to the new Sir Chris Hoy Velodrome created for the 2014 Commonwealth Games.

MKM is the largest independent builders' merchant in the UK, with an expanding branch network, providing materials for the trade and DIY projects.

Sovereign will provide the new illuminated flex-fascia signage, site directional, safety and internal POS signs for MKM Glasgow as well as stores in Durham in December and Castleford in January.

Iain McKenzie, a senior project manager at Sovereign Signs said: "We've worked with MKM for a number of years and enjoy a very good relationship. They are a growing builder's merchant with an ever-enhancing national reputation. We are certain the signs we provide will match up to the high standards MKM set for themselves."

www.strataholdings.co.uk

Exeter sign company gets Heathrow contract

Wood&Wood signs is one of the companies chosen to help develop a new Terminal 2 at Heathrow.

The 50-strong company won a prestigious £1.4 million contract to design, manufacture and install more than 5,000 signs throughout the new terminal, which is set to open in June next year.

The £2.5bn infrastructure development is one of the of the largest privately funded construction projects in the UK. More than 140 UK businesses have been involved in its construction, drawing together expertise from across the country and supporting over 35,000 jobs.

Businesses like Wood&Wood Signs that were involved in the development will have their work showcased on a global stage with more than 20 million passengers passing through every year. Wood&Wood Signs was appointed to the project following its previous experience at Heathrow airport working on Terminals 1 and 5.

The contract provides growth and development opportunities for the company. It enabled the recruitment of new staff as well as investment in the company's facilities, such as the purchase of two super-efficient paint ovens. These improvements will reduce the factory's emissions and give the company a future competitive edge by cutting the costs of its manufacturing process.

Speaking about the project, Nic Jeal, Managing Director at Wood&Wood Signs said; "The contract has been like an insurance policy for our business, allowing us to invest in staff and equipment to help us continue to grow."



Secretary of State for Transport, Rt Hon Patrick McLoughlin MP said: "The building of Heathrow's Terminal 2 has delivered real benefits, not just to the South East but to many regions throughout the country as it has sourced the necessary skills, expertise, raw materials and services it needs.

"I am proud that we are known for having a high quality, highly skilled and hardworking supply chain. This report clearly demonstrates that infrastructure, engineering and construction companies across the country are sharing the benefits from projects such as T2 and helping to build a stronger UK economy."

In the coming weeks, the development of Terminal 2 will move into a new phase as Heathrow, its airlines and other operators begin to get the terminal 'passenger ready'. This will include six months of intensive preparations, with more than 180 trials and tests involving over 14,000 people.

Terminal 2: The Queen's Terminal is Heathrow's most sustainable terminal yet, and marks the latest phase of the airport's £11 billion transformation. The terminal has supported 35,000 jobs over the lifetime of the project.

The new terminal will open its doors on 4 June 2014, with the first aircraft, a United Airlines flight from Chicago, scheduled to land at 05.55. Terminal 2 will eventually serve 20 million passengers a year and be home to 23 Star Alliance airlines, as well as Aer Lingus, Virgin Atlantic Little Red and germanwings carriers.

25,000 staff, many from local communities, will be trained so they can work at T2, including airline staff, retailers, cleaners and delivery drivers. The project includes the main Terminal 2 building, a 522-metre satellite pier (T2B), a 1,340 space car park and an energy centre and cooling station.

The spacious, light and airy terminal will use the latest technology, offering passengers greater choice as they travel through the airport. It will offer a variety of check-in options as well as fast and efficient bag drops. Passengers will be able to choose from a selection of 52 shops and 17 bars and restaurants, which will represent the best of modern Britain. Terminal 2 is part of Heathrow's vision to be the UK's direct connection to the world and Europe's hub airport of choice.

The terminal will open in phases, with the 26 airlines moving in over a period of six months. Just 10 per cent of flights will operate for the first three weeks of June before gradually building up to full operations.

The history of Terminal 2

The old Terminal 2, opened by the Queen in 1955, was demolished after 54 years of service. It was Heathrow's first terminal, originally called the "Europa Building" and was designed to deal with 1.2 million passengers a year. By the time it closed in 2009 it was handling 8 million passengers a year.

Retail showroom campaign from arken puts new Suzuki launch in the driving seat

When Suzuki launched its striking new SX4 S-CROSS, new dealership displays were needed to drive sales of the newest entrant to the highly-competitive SUV sector.

That's when award-winning point-of-purchase display specialist's arken P-O-P International were called in, to design and manufacture a graphic system that made the car the showroom 'star'.

Based on sector experience and knowledge, arken's solution incorporates large modular graphic panels that display an image of the vehicle. They also created a halo effect design in electro-luminescent colours to make it burst into life, according to the company.

Their effect gives the display more presence than a simpler floor graphic typically used for such launches, and shouts out that there's an exciting new mode, claim arken.

From an initial brief in June, to a prototype and store roll out in September, this project was achieved in a tight time scale. With 147 units manufactured, 137 are installed in dealerships nationwide.

Tammy Charnley, Suzuki's General Manager- Marketing, said; "With the launch of a new model, dealerships must be able to capture the hearts and minds of potential customers in a short timeframe. The arken solution offers a new modular, flexible design that has the car at its heart and gives it the wow-factor."

Tracy Scutt, Managing Director at arken P-O-P International, said; "The right solutions bring campaigns to life, accelerating customer engagement by promoting key features, and bringing a successful customer journey nearer."

The "hot spot" element of the display provides the perfect area to present the already supplied 'silent salesman', housing the all-important product specification.

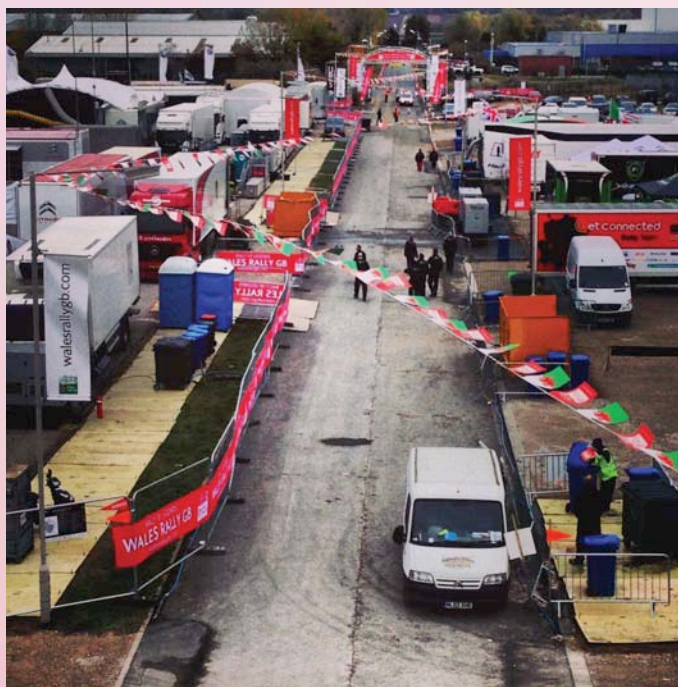


A secondary graphic panel to the left of the design helps create a complete zone around the circular floor area; made from branded vinyl-covered timber.

All graphic elements are designed to be fully interchangeable so can be utilised for future product launches in the dealerships. The large graphic panels can also be angled to create a completely different look for future launches and promotions, offering a cost-effective solution.

www.arkenpop.com

Delivering ImagePerfect Event for Wales Rally GB Championships



Genesis Marketing delivered full event branding for this month's Wales Rally GB Championships, the British leg of the World Rally Championships, using a range of ImagePerfect media from Spandex.

The Wales Rally GB brief involved the complete branding of three RallyFest visitor experience areas, at Chirk Castle near Wrexham, and Sweet Lamb near Aberystwyth, as well as spectator areas along 200 miles of rally track.

The project included angled concord barrier panels for crowd control, feather flags, decorated panelling for the start and finish car podiums, branding on timing gantries, pull-up banners, and directional and venue signage. As well as five kilometres of scrim and a further five kilometres of branded fabric bunting. Spandex ImagePerfect media used included IP2511 white gloss vinyl with a grey adhesive system for increased opacity, IP 2514 a cost effective clear gloss vinyl, and IP 2122 a 100% blackout banner with double sided printability.

Virtually all elements were produced by Genesis in-house on the company's Roland VersaCMM VS540i print and cut machine, installed by Spandex earlier this year, together with a Polarsign laminator. Only the scrim printing was handled elsewhere, due to the exceptional volume.

The notorious Welsh weather also gave the Genesis team some challenges. Freak hurricane winds the night before the event start brought down bunting, feather flags and crowd barriers, but the team were able to rescue and reinstate everything except for one flag.

www.spandex.com

Lights! Camera! Signage!

High visibility identity signage for the National Media Museum.

Illuminated signage for the National Media Museum by M4 UK Ltd and Applelec is now brightly glowing across Bradford City Centre.

To deliver maximum visibility to the museum's identity signage, the lettering features LED illumination with a 'kick', according to the company. Installed at elevation, the lettering uses key construction techniques to intensify light output and make sure the museum can be seen by visitors across the city. Applelec's fabricated letters were face illuminated with a double line of high brightness SloanLED V Series modules. Whilst the interior of each built-up letter was painted in satin white to aid light reflection.

Katie Waterhouse, Applelec sales manager said; "Based across Bradford from the National Media Museum, it's so rewarding to see the signage on the drive to work each day, especially now that

the dark nights accentuate that dazzling white illumination. This is a stunning project to close celebrations on our 15 years of trading."

The sign runs approximately 15 metres across the front of the museum and features 850mm high letters. Despite the scale and brightness of this signage it is highly energy efficient. Drawing 450W in total, the SloanLED modules and power supplies used in the letters are supplied by Applelec with a five year warranty. Signage installation at height often presents challenges and this project was no exception. The building has a curved frontage whilst a glass building facade runs directly below the location of the lettering.

Stuart Williams, M4 UK Ltd project manager, explains; "The curvature of the building meant a cantilever scaffold was required for installation access to the final

four letters of the sign. Due to the scale of the letters, they were taken up individually in the museum's lift to the floor below the installation and passed out onto the scaffold. Below us was a glass canopy, so we were extremely careful not to drop anything from the scaffold!"

The sign fixing system was particularly heavy duty and used an anchored stainless steel Hilti bolt to secure each letter firmly into position. A cable tray was fitted inside the building to protect all LED wiring and produce a secure and tidy installation finish.

The National Media Museum lettering is the second project completed for the Science Museum Group by M4 UK Ltd, who previously worked on signage for the National Railway Museum.

www.applelec.co.uk
www.ledlightsheet.co.uk



The striking signage can be seen across the city at night.



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The New Age Of Ink

A competitive market, a higher demand for speciality print jobs and a variety of substrates on which to print has resulted in a slew of new ink types hitting the market in recent years. Jemima Codrington caught up with industry experts to find out how sign makers can get the best value for money from their ink, and what they can expect to see in 2014.

Hybrid is Mimaki's exclusive UK and Irish distributor. John de la Roche, Mimaki's National Sales Manager, discusses how SUVs could be the future of signage and graphics.

Mimaki's Solvent/UV ink – SUV – is taking the market by storm, creating visually-arresting finished prints and providing quick drying times as well as near-instant lamination when required. "It's like nothing else we've seen, and sign makers are understandable getting very excited about its possibilities," says John. In a world where many sign makers are focusing on getting the overall job out quickly rather than demanding just quick printing, fast-drying SUV ink is meeting and exceeding demands.

The arrival of Latex to the market, something John describes as "exciting but not revolutionary", has also given sign makers new opportunities to expand business. As vehicle wrapping continues to rise in popularity, latex ink has proved invaluable on account of its ability to be laminated right away. The continued interest in this wrapping trend is something John attributes to a change in the way



Silk printed with Mimaki ink.

we shop. "It's the result of the internet!" he laughs. "Buying products online for delivery the next day has certainly put more

delivery vehicles on the road and therefore contributed to the increase in vehicle livery. The need to be visible to remain competitive is bigger than ever. Therefore eye catching vehicle designs have benefited from flexible inks as well as suitable material. With reference to the latter, media technology has come on leaps and bounds for vehicle graphics."

But although it's been heralded as a more environmentally friendly ink than others, the power requirements that are needed to create the heat necessary to cure latex ink negates a lot of these energy-saving benefits. "Mimaki latex ink has a clear advantage over alternatives because of its capability to cure at a much lower temperature," says John. "This year, Mimaki is turning attention to creating both new inks and machines to help sign makers get the most value for money, performance and eco-responsibility in 2014."

Already a strong market leader, Mimaki is continuing to evolve and develop products that meet demands, especially in the areas of UV and textile printing. John adds that new machines will also help Mimaki to continue to secure business as customer demands increase.



Mimaki's JV400 SUV printer creates brilliant colour definition with SUV inks.

www.hybridservices.co.uk

Leon Watson, General Manager Spandex UK, reveals that there are many sectors of the signage and graphics market that are poised for substantial growth – but they may not be the ones you suspect.

As printers and materials continue to develop, manufacturers are responding with new and improved inks on a rapid basis.

"Ink technology seems to be changing on a weekly basis," says Leon, adding that while latex has had a tangible impact on the industry, another ink has yet to fulfil its potential. "I think all eyes are still on UV. It offers a multitude of benefits to the sign maker that are probably over and above that of latex," he says. To match the evolving ink technology, Spandex carries printers such as those from swisQprint that work specifically with UV curable inks to print on a number of materials ranging from vinyl to PVC, dibond and foam panels. "Just by changing curing times and temperatures, you can then change the state of the print, whether you require a matte or a high gloss look, and again that can only be done through UV printing," says Leon.

New Inks for new sign and graphics markets

As sign makers foray into new submarkets, this move is being reflected in the types of inks being purchased. Leon notes that at Spandex, the numbers reflect a large interest in architectural signage, or interior decoration. "Things like textiles and wallpapers, they seem to be growing much, much faster than the likes of vehicle wrapping."



Mutoh Inks help sign makers increase productivity through more efficient printing.

While vehicle wrapping is undoubtedly popular, the textile market is right behind it. In fact, "Polytape estimates the size of the textile market to be worth £12 million a year" – and growing. Textile printing is a cost-effective way for end-users to transform the look and feel of a business establishment without having to pay for expensive refurbishment and redesign. Digital print can transform the wall and floor coverings at a fraction of the price, and as such sign makers are receiving more of these types of requests. "I'm continually amazed at the growth we see in textiles and



Spandex have seen a rise in interest in soft signage in recent years.



Leon Watson, General Manager Spandex UK.



Spandex carries inks suitable for vehicle wrapping, t-shirt printing and soft signage.

soft signage, and wallpaper in particular seems to be growing like crazy," adds Leon.

Another submarket, t-shirt printing, is also on the rise. What may be classed as a hobby or side-project for some sign makers is actually a surprisingly large market. "It's almost like a silent industry," says Leon, "but when you add it all together, we see sales of our products to support this industry growing very quickly."

For over 20 years, Spandex has been at the forefront of ink technology based on partnerships with brands such as Arlon and 3M in addition to the manufacture of their own product line. Heading into the New Year, sign makers can expect to see a continued focus on high value as well as a number of solutions for interior decoration and soft signage from Spandex.

www.spandex.com

INKS *Feature*

The New Age Of Ink

According to Rob Goleniowski, Business Manager of Sign & Graphics at Roland DG, as sign makers utilise a number of new substrates, manufacturers have been charged with the challenge of developing inks to adapt to these new materials whilst still performing to a high standard.

In addition to the way the inks work on their own, sign makers are also taking into consideration how they work in synergy with the hardware that's being used for printing. "People are also more concerned with how much it's costing them to do the job, and taking value for money into consideration," explains Rob. "Everyone is trying to make sure they're getting the best return on investment, and this can be done by ensuring inks are being used as sparingly as possible whilst still providing a high quality finish."

The number of companies offering vehicle wrapping has increased throughout

the industry, with the course on it offered at Roland DG constantly booking up in advance. Attendees can learn to wrap vehicles using the Roland Eco-Sol MAX and Eco-Sol MAX 2 inks that have proved to be perfect for this sort of application. "Our eco-solvent inks have got very good elongation and stretch properties; we can stretch them quite a long way without losing any colour density and without them starting to break up," says Rob.

In addition to wrapping vehicles, sign makers are exploring other sectors of the market that present additional revenue streams, with many companies needing to print on shrink-wrap films or plastic bottle labels. Again, the flexibility of eco-solvent Roland DG inks can provide a high-quality finish on these sorts of materials, allowing sign makers to tap into new business opportunities without having to invest in new hardware or technology.



Eco-Sol Max ink is available in eight colours

Broadening business horizons

An increasingly competitive market is seeing businesses of all sizes looking to diversify their services and products offered, which in turn has created the need for more intelligent ink. Traditional 4-colour jobs are still in demand, but Rob has noted the interest in speciality products such as white

and metallic inks that can be utilised for a range of applications. "These speciality inks can be used in things like vehicle wrapping, and can open doors to new revenue streams and ultimately make businesses more competitive. It allows a sign maker to appeal to a wider audience – for example, they can start to target packaging or POS clients," explains Rob. "These sorts of products offer sign makers something more, which in turn enables them to offer their clients more and outsource less."

The new colours on the market can also be used to create traditional designs with black and white colours. The ECO-Sol MAX 2 line features a light black that can be used in black and white signage print jobs. Although this is currently possible with a CMYK machine, there is a risk of grey colours printing with a faded magenta or brownish tinge, whereas the light black pro-

vides a more stable, vivid grey with a high quality output in comparison.

Whether it's through creating all-new inks or improving existing colours, Roland DG is committed to bringing new options to the market in 2014.

www.rolanddg.co.uk



Eco-Sol Max 2 inks.



*Rob Goleniowski, Business Manager
Signs and Graphics at Roland DG.*



The Triangle MSS Ink is optimised for Mimaki® JV33tm and JV34 printers.

For Loic Delor, Managing Director of Josero, there has been a significant amount of attention paid to the quality of ink products in recent years.

"I think everyone has invested in improving the quality recently, and we can see this in that the number of suppliers that didn't provide high-quality products have faded away," he explains.

Looking forward to 2014, Loic predicts that not only this commitment to quality will continue, but also a commitment to finding environmentally-friendly solutions such as low-VOC inks. Josero's line of Triangle Eco Inks has proved popular with sign makers looking for a green ink that doesn't compromise quality. The MSS, optimised for use with Mimaki JV33 and JV34 printers, was launched at FESPA 2013, and has since gone on to become an in-demand product. A seamless match to OEM ink is achieved whilst the ink provides a fast drying time with low odour. "With Triangle inks, we're really focusing on helping sign makers lower waste and reduce their carbon footprint whilst still achieving a high-quality print," he concludes.

www.josero.com.

Roger Ward, AIT Shiraz Ltd, reveals that "green inks" as well as the printers in which they are used have come a long way in recent years, so much so that there has been a notable shift in the demands from clients.

"Traditionally our customers have opted for solvent printers, but many have since migrated to latex machines, no doubt influenced by the arguments about inks with low odour, an ability to print onto a wider range of textile substrates, no need for out-gassing, vibrant colours, lower machine maintenance and ostensibly, a greener "water-based" product," says Roger. But like many, he is quick to point out that the benefits of latex inks with green credentials can be counteracted by the printing machines that use more heat and power to dry the finished prints. "I would advise sign makers to select a machine that is best suited for the end-user's main market," he says.

AIT Shiraz Ltd, based in Kings Hill, Kent, offers a range of ColorSolve solvent inks, suitable for use with printers such as the Mimaki JV3 and JV33. The prints produced with this ink are comparative with those created using OEM inks, something Roger attributes to the high standard of manufacture. "ColorSolve inks are manufactured in Europe to ISO 9001 standards and have been successfully used at over 200 sites in the UK. They are colour matched to the OEM inks and can be swapped as the originals expire."

Indeed, AIT's ColorSolve inks have proved to be powerful alternatives to OEM inks, as they can reduce ink costs by up

to 40%. AIT also provides excellent after-sales care, offering field service support and genuine replacement parts at the half the cost. Spare parts, online ordering and support from UK-based engineers have also contributed to the demand for ColorSolve products from AIT Shiraz in recent years.

Helping sign makers keep costs low

Roger adds that there have been a number of advances in solvent technology in terms of odour and safety, and although there is a rise in the demand for environmentally-

friendly inks, the market for traditional solvent inks will continue to remain strong as retired machines exchange hands to new users who seek both minimal capital outlay and lower on-going overheads.

"The printing community needs to reduce their costs to stay competitive and I believe we can help them with our range of products and services," he says. When it comes to reducing the cost of prints without jeopardizing the finished product, OEM inks could rapidly become a thing of the past. "Sensible use of third party solvent inks can help keep costs to a minimum," says Roger.

www.applied-image.com.



The eco-solvent ink is a result of extensive R&D in the USA.

INKS *Feature*

The New Age Of Ink

John Draycott, Marketing Manager at ArtSystems, reveals the role that printers will play in 2014 will strive to help sign makers save time, reduce cost of ownership and utilise more advanced inks.

As a trade reseller of HP Latex inks and printers, ArtSystems has seen the diversification of trends in the sign and display industry call for more advanced printers to work with a wider range of inks. "We've seen a great deal of growth over the last two years for HP," affirms John. The HP Latex ink technology printers saw their first generation launched in 2009, with the updated range released in 2011. In conjunction with the HP Latex inks, these printers have enabled many businesses to increase productivity due to vastly reduced turn-around times. "There's no out-gassing from latex, so prints can be taken straight out of the printer and either laminated or applied to the job in question," says John. "Sign makers using HP Latex can not only win more business, but can develop new applications areas for their business."

But going into 2014, there will be yet more development for the brand, which will strive to make life even easier for sign makers by means of consolidation. Rather than having multiple printers to deal with one specific application type, the goal for HP going into the New Year is to create advanced printers that can handle multiple application types with one machine.



HP latex inks available from ArtSystems.

Moving print forward in 2014

According to John, there will be new products across the whole wide format spectrum in 2014 that will introduce some radical new technologies that aim to be disruptive of the current printer divisions in the market. "HP Latex has already started

this process by giving sign makers a printer that is incredibly versatile being able to print on papers, vinyl and fabrics," he says, noting that this trend will continue along with innovative developments to improve workflows.



The HP Designjet L280 utilises HP latex inks.



The HP Designjet L260 allows sign makers to expand offerings whilst reducing their carbon footprint.

The HP latex printer is one of the closest products on the market to being a general process printer capable of creating both indoor and outdoor signage, but according to John, "the ultimate aim is to have an array of latex products that are able to fulfil as many projects as possible simply and efficiently." But this doesn't just pertain to HP latex - products for print finishing are also poised for improvement.

The Summa F series flatbed cutter has been on the market since 2010, and since then has helped significantly lower the cost of ownership for such a device. Sign makers can expect to see improvements made to it in the forthcoming year that will help speed the process of application. The multi module tool holder will see new tools introduced at Sign and Digital UK, giving users the ability to swap them in and out quicker to increase the speed of jobs. "These sorts of innovations support our overall aim of giving resellers much more versatile solutions for their customers," says John.

Soyang Europe's fabrics make an impact

Soyang Europe, who supply European manufactured fabrics, note a continued upward trend in customers who invest in superwide and wide format polyester fabrics to use in soft signage, POS and exhibition installations.

With a substantial year-on-year increase in sales, one of the most popular products is the German-made Impact Prime backlit material.

Its crease free finish and ability to diffuse light while retaining punchy colours are two reasons Soyang Europe's sales manager, Tim Egerton, gives for its success. He said; "The Impact Prime product suits a variety of printer types and it delivers a vibrant and attractive result." Finding customers using UV and latex printers as well as the more typical direct sublimation methods to print to the product, Egerton is satisfied with its capabilities.

"We've worked with Aurich Textilien for over three years and this product has been hugely successful on the continent so it's very pleasing to see UK and Irish customers gaining a similar benefit."

Typically utilised to form printed elements of in-store displays and exhibition stands, the Impact Prime fabric is easy to hem with a flat Keder strip for use in tracked tensioning systems. And whilst performing perfectly in lightboxes, it's also used in suspended 3D installations thanks to its light elastic construction that make sure the finish is free from creases.

"One, or at most two people can easily change a fabric graphic with minimal training, meaning the brand's message can be kept current; there's no need for special fitters to return to site and the printer benefits from repeat business; so it's a win-win for all," said Egerton.

www.soyang.co.uk



Aurich Textiles' Impact Prime that Soyang Europe supplies is becoming the 'back-light fabric of choice for many of the UK's leading print houses'.

New look Chiplite

The Chiplite X-Series of LED modules from Majert, an 'established and popular LED solution for UK sign companies', has been optimised to increase the brightness. This is achievable via the use of the latest generation of chips that also offer lower energy costs.

The modules are also supplied in a new transparent housing. And the terms and conditions of supply have also been enhanced with an extended five-year performance warranty; help to determine the most efficient LED system for customers' specific requirements; and 24-hour delivery on bulk orders.

A choice of eight modules, with or without special optics, accommodate different requirements on illumination and energy consumption across a range of both standard and the more difficult-to-fit applications. The CL-X Series of LED modules have been tested and approved for use in the most extreme temperature conditions (typically -40 up to +85 degrees

C). They also carry the CE seal of approval, are RoHS-certified and incorporate an IP65-rated transparent housing for optimum



The new look Chiplite, which offers brighter light but lower energy costs.

safety and reliability.

Of special interest to sign companies is the CL-XM model. This has been developed specifically for difficult-to-fit corner or serif requirements. With the CL-XO version fitted with special optics that provide an extra-wide (up to 160 degrees) angle of radiation to enable use in light boxes and lettering with a very low depth (typically as small as 30mm).

Another important innovation for sign companies is the CL-ELI module that has been developed especially for illuminating double-sided light boxes. Due to its compact (43x36mm) size, the module can also be used in double-sided circular banners. Available as a soldered chain of 30 LED modules, the system's intensity of illumination can be varied by either pushing the modules together or pulling them apart.

www.chiplite.de

Josero celebrates 10 years of success

Josero, the distributors of inkjet products in the UK, celebrated its 10th anniversary in November.

Loic Delor, who has an extensive technical background in the inkjet market founded the company in 2003. His understanding and knowledge of printheads and inks led him to launch Josero. The business originally started in Luxembourg selling wide format Chinese printers, plus inks and printheads to the Middle East and Europe. With its products reaching global markets, Josero realised it needed to have an online presence and launched its first website in 2005. This increased the sales of its products significantly with customers viewing their products online before purchasing them.

A major year for Josero was 2008 when it registered Josero limited in the UK. Setting up here facilitated further growth and in January 2009 they were appointed the exclusive master distributor for Triangle inks for UK and Ireland. Triangle inks (part of worldwide ink manufacturer Inx Digital) produce some of the highest quality alternative inks on the market, for virtually every wide and superwide format printer available. A few months later Josero was appointed as a reseller for Ergosoft RIP Software in the

UK. With these new products, Josero decided it needed a full overhaul of its website and launched a more comprehensive and product focused website.

In 2010 the company invested in new premises in Cambridge to accommodate additional stock of Triangle inks and expand its demonstration and training facilities. They also saw a gap in the market a couple of years ago, where customers were keen to invest in superwide printers but many couldn't really afford to do so. This led to the company selling refurbished superwide printers in the UK. This has proved successful as printing companies can now invest in nearly new machines at a fraction of their original price, with technical support and servicing from Josero.

The past three years has seen Josero develop partnerships with key players in the finishing market and expand its offering to the inkjet market with products such as; Kala laminators, Trimalco cutters and Hanolux eyelet machines. The company became the exclusive distributor for the Bubble Free Applicator table for UK and Ireland earlier this year and is 'enjoying tremendous success with this product'.

Loic Delor, Managing Director of Josero, said; "It's hard to believe we have been



*Founder of Josero,
Loic Delor.*

trading so successfully for a decade. The company is unrecognisable from what it was 10 years ago as we have greatly diversified our product offering. That said, our roots and expertise are firmly within the inkjet market. We have adapted our product range in line with technological developments and market conditions. We believe the key to our success is understanding the challenges our customers face and delivering products that will help them achieve their goals."

www.josero.com

Tent company acquires print business

Marquee and gazebo manufacturer, Gala Tent, will be able to 'offer its customers an even more responsive and flexible service', after it announced it has acquired a 50 per cent stake in Sign Man, a wide format digital printing business.

The deal will see Sign Man relocating to Gala Tent's purpose-built premises on Farfield Park, near Rotherham, to enable it to meet their customers' requirements. This is mainly for custom-printed gazebos and

marquees, whilst also offering a wide range of branded goods to other businesses.

Gala Tent provides printed services for commercial gazebos for promotional products, market traders, motor racing, new businesses and for exhibitions and events. By bringing the printing service in-house, Gala Tent expects to be able to double its capacity and turnover from printed gazebos and marquees, within the next 12 months.

Jason Mace, Managing Director of

Gala Tent, said; "Sign Man is a perfect fit with our business. Tom Maden has extensive expertise in high quality digital printing and we are very excited about what this will mean for our business. It will give us much greater control of our printing of branded goods, providing a much quicker and more efficient service to customers. We expect to be able to offer a much shorter lead time for the delivery of branded goods, and it will also mean we can expand our custom printed business and increase our market share."

Tom Madden, who has over 35 years' experience in the digital printing business, said; "It is fantastic to have the backing of Gala Tent, as they have a strong reputation in the industry and a customer base that requires branded goods. We are excited to be relocating to the Dearne Valley and together with the backing of Gala Tent, we will be investing in the business to further increase our range of branded services to customers."

Jason said; "As a result of the acquisition, we expect to create a number of new jobs in the digital printing business over the next six months, which is great news for the local economy."

www.galalent.co.uk



New resellers for SureColor SC-F2000 Printer

Epson UK announced in November the appointment of Adelco, DTG Solutions, i-Sub and RA Smart as authorised resellers for its new SureColor SC-F2000 direct-to-garment (DTG) desktop printer.

The SureColor SC-F2000 is designed and built by Epson to deliver 'maximum quality, productivity, flexibility and total reliability - alongside low running and maintenance costs'. Designed to print directly onto

t-shirts, hoodies, jackets, bags and other garments, the printer is a production printer for both professional garment print companies; as well as retail outlets looking to add an additional revenue stream to their businesses.

"There is considerable pent-up demand for a reliable, high-quality direct-to-garment printer and the Epson SureColor SC-F2000 ticks all the boxes," said Phil McMullin, Sales Manager, Professional Imaging, Epson UK.

"These four UK resellers are leaders in their fields and between them they provide 360 degree coverage of the market. In addition to their considerable experience of the professional textile printing market, Adelco, i-Sub and RA Smart supply a range of complementary products, specialist training and support."

The SureColor SC-F2000 printer uses Epson UltraChrome DG ink with white, a new garment ink formulated specifically for the new Epson PrecisionCore TFP print-head. As a result, the printer produces text and images with a wide colour gamut and smooth colour gradations. In its fastest print mode, dual CMYK, the SureColor SC-F2000 prints a t-shirt in just 27 seconds.

There are two models: the Standard high-speed CMYK-only printer and the CMYK+White model which offers the added benefit of white ink for printing on dark or colour fabrics.



Sun Chemical launches new website

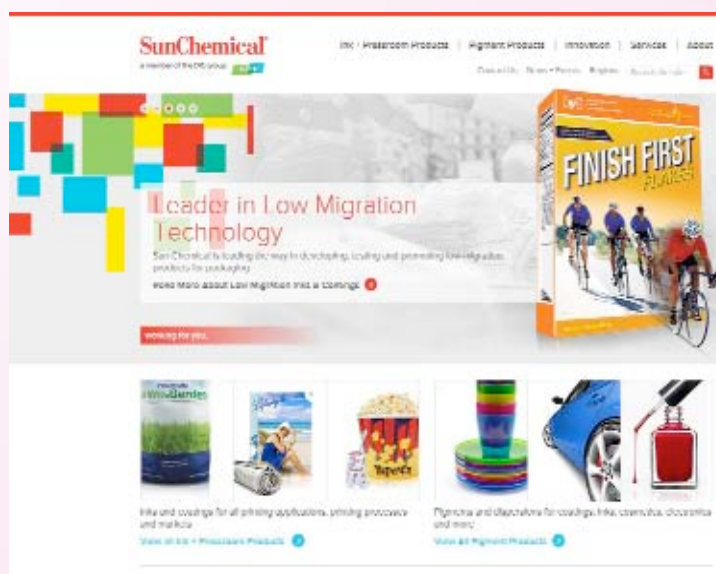
Sun Chemical launched a new customer-focused global website at www.sunchemical.com that 'improves functionality and makes it easier for customers to find solutions, including products and services, which meet their needs'.

The new site features improved search capability, allowing customers to search for solutions that are designed to work in various market segments and for many customer applications.

"We went into this project with customers in mind," said Felipe Mellado, Chief Marketing Officer, Sun Chemical. "We wanted to make our website a place where customers can feel welcome and learn more about the wide variety of solutions – including both products and services – that Sun Chemical offers. It needed to be a place where they can find what they are looking for and discover innovations that will help their businesses in the future. Whether our customer visiting the site is a flexo printer, a coatings formulator, or a packaged goods brand owner, this website will help them discover solutions to address their business needs."

It is the first time Sun Chemical has included an "innovation" section on its website. The section highlights a variety of new products and services that Sun Chemical offers ranging from electronic materials, special effect coatings and low migration inks to brand protection and brand colour management.

www.sunchemical.com



One of the pages from the new website designed to offer a variety of solutions.

Focus on Stanford Marsh

Stanford Marsh Group was founded in 1965 to provide wide format printing equipment, technical support and consumables to anyone with a wide format output need. Since then it has grown to employ 85 people in five offices throughout the UK, reporting an annual turnover of over £13 million and developing a very strong presence in both the CAD/technical and graphics industries.

In 2010, Stanford Marsh created a new division – Stanford Marsh Group Graphics (SMGG) – to focus specifically on the graphics space, offering colour profiling; finishing equipment; independent consultative services; a dedicated sales force; and nationwide technical support coverage. It is the only UK company that can provide in-house manufacturer-led service support, hardware and software sales of brands such as Canon, Epson, HP, Océ, Ricoh and Xerox. They were recently appointed by Hybrid Services to Mimaki's authorised reseller network.

The Stanford Marsh Group reaches a national market with a new demonstration facility in Bristol featuring a Mimaki CJV30 print and cut unit and JV33-160 with associated vinyl cutter. They also host demonstrations at Hybrid's Crewe facility to cater for customers in the Midlands and the north.

As an established, privately owned company, Stanford Marsh Group can offer compelling finance deals through its own in-house finance company – Stanford Marsh Finance Limited – facilitating customers to invest in the most up-to-date wide format digital printing equipment.

"Unlike much of our competition, we control the end-to-end process, from financing the equipment, if needed, through



Latex, solvent or even SUV? SMGG can advise on the right machine for any given application.

to delivery, installation and ongoing technical support," says Jonathan Marsh, managing director of Stanford Marsh Group and son of its founder. "We are able to provide a seamless business support offering."

In November 2012, SMGG won HP's prestigious Market Share Contribution 2012 Award for leading the UK field in Designjet sales. Soon afterwards in January 2013 it was appointed by Canon UK as an Accredited Partner.

SMGG has also been described as 'instrumental' in boosting UK sales of the Epson SureColor range of outdoor signage printers. "They have a strong belief in offering the end user the best value deal with a focus on making large purchases more affordable to smaller businesses that are looking to expand. And they can provide support through the entire lifecycle of any product purchased," says Dominic Gurney, Account Manager, Pro Graphics at Epson UK.

It's not just the manufacturers that sing the company's praises. "As a supplier we appreciate their honest and dynamic approach and we know from joint conversations with their customers that they display the same conviction in delivering the very best solutions and service possible for them," says Steve Hawker, Managing Director of ArtSystems, distributor for Canon and HP.

Thanks to this, the company is definitely on the up. "Between 2010 and the end of 2012, we grew our customer base by 55% through a combination of acquisitions and more focused marketing activities," states Jonathan Marsh.

"The company has had a very exciting 2013, increasing its presence in both the graphics and 3D print segments. We will soon launch a new dedicated website showcasing the 3D solutions we have on offer and will be creating a devoted team to target the 3D sector."

This year, in addition to the acquisition of the consumable and supplies division of AXIS Group (Swindon), the company increased its head count, and will welcome three new starters to its Scottish office and additional graphics-focused field salespeople in other regions in 2014. With plans to launch its own extensive media range, Stanford Marsh intends to replicate its CAD/technical success in the graphics market in 2014.

"We believe having a broad offering of product and helping customers choose the right product for their immediate and long-term needs sets SMGG apart from the crowd," says Marsh. "Watch this space."



The new demonstration room in Bristol.

A new era for Signs Express

A team of local advisors from Price Bailey, Leathes Prior and HSBC have worked together to help bring about a successful management buy-out (MBO) at signs and graphics franchise Signs Express, based in Norwich.

Signs Express was established in 1989 and is now the UK and Ireland's largest sign franchise, with 70 franchises across the country. The company was founded by David Corbett and Frank Eliel to offer a professional one-stop-shop for business signs and graphics.

Craig Brown, managing director, joined the company in the beginning, and along with operations director Peter Sayles and sales director Tony Marsh, was already a shareholder following a 2007 partial MBO.

Following the conclusion of the full MBO, Jonathan Bean has been announced as a fourth equity shareholder, joining the management team and being promoted to finance director. The deal sees the buy-back of the remaining shares from founding shareholders David Corbett and Frank Eliel.

Craig Brown at Signs Express said: "Throughout the years I have seen the company grow and prosper to become the UK's largest sign franchise and it's a great pleasure to be reaching the next phase of our company's development. David and Frank have left us with a fantastic legacy and one which myself, Peter, Tony and now



From left to right: Peter Sayles, Operations Director (Signs Express), Jonathan Bean Finance Director (Signs Express), Paul Warman (Leathes Prior), Craig Brown Managing Director (Signs Express), Stephen Reed (Price Bailey), Tony Marsh Sales Director (Signs Express) and Martin Simons (HSBC)

Jonathan are relishing the opportunity to build on in the coming years."

Signs Express has a staff of 20 at the Norwich headquarters and a group turnover in excess of £20m. The company is

a full member of the British Franchise Association and British Signs & Graphics Association.

www.signsexpress.co.uk

Roland DG Better Business Boot Camp

Roland DG recently held a Better Business Boot Camps for its recently-launched VersaUV LEF-20 desktop flatbed UV printer.

The LEF-20 Boot Camps have been designed to build on the success of the VersaSTUDIO BN-20 Better Business Boot Camps launched 12 months ago. The new

Boot Camp aims to provide those who are interested in Roland's new VersaUV LEF-20 desktop flatbed UV printer, with all the tools they need to maximise their investment in Roland's technology and help them create exciting new and profitable revenue streams.

Joe Wigzell, Academy and Creative Centre Manager, Roland DG said: "This free LEF-20 Better Business Boot Camp has been developed to help both potential and existing Roland users to make more money from this new, exciting product in a supportive and friendly environment. It is suited to pad and screen printers, sign shops, gift, novelty and engraving shops as well as all those looking for new business opportunities, or those considering expanding their product portfolio so they can produce a more diverse range of high value, high profit promotional items and applications."

Sessions in 2014 are available on Friday 10 January 3pm-6pm and also on Thursday 30 January 6pm-9pm.

www.rolanddg.co.uk/support/academy/course/lef-20bootcamp/



Attendees to the boot camp learning all about Roland DG's desktop flatbed UV printer.

ACRYLIC (perspex - including gold & silver) (10mm: white black & clear)

no minimum order

Height	100mm	150mm	200mm	250mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	700mm	750mm	800mm	900mm	1200mm
3mm	0.70	1.10	2.03	2.74	4.00	5.50	6.31	7.25	8.02	9.19	10.66	14.76	21.63	30.34	38.32	42.28
5mm	1.19	1.80	3.00	4.77	6.79	7.88	9.13	11.02	12.40	13.65	15.03	20.95	25.24	33.32	45.85	58.43
10mm	2.34	2.92	5.84	9.30	11.69	14.95	17.55	20.87	23.45	25.73	29.28	40.50	49.44	54.56	84.98	107.82

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

no minimum order

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

3mm ALUMINIUM COMPOSITE (Dibond, Alupanel)

no minimum order

Height	100mm	150mm	200mm	250mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	700mm	750mm	800mm	900mm	1200mm
Colours	1.69	2.34	4.02	5.57	7.00	7.83	9.25	11.26	13.80	15.47	17.00	20.98	24.10	28.10	36.00	50.99
Mirror	2.38	4.86	6.79	9.32	13.77	14.83	17.31	19.70	23.13	25.00	28.12	34.94	36.10	41.50	51.00	82.21
Brushed	1.96	3.28	4.39	6.12	8.83	9.85	11.15	13.16	15.28	16.77	19.08	23.61	26.10	31.50	39.00	56.92

MILL FINISH ALUMINIUM (Comes in its raw form ready for coating) no minimum order

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

EXTERIOR MDF

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

Options Add 10% for locators and layout Add 25% for Cladded facia drawing

MOULDED ACRYLIC LETTERING (Including locators and paper template) * including gold and silver

Height	152mm	203mm	254mm	305mm	380mm	457mm	610mm
Colours*	4.45	6.98	10.92	12.40	16.40	20.80	34.90

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New legislation set to change the sign industry

BSGA to run two workshops each day at Sign & Digital UK 2014

The UK sign industry is facing increasing legislation governing its activities. At Sign & Digital UK, the British Sign and Graphics Association (BSGA) will be running two workshops to explain what the changes are and what must be done to meet the latest requirements. Failure to meet the standards could, in the future, result in criminal proceedings and custodial sentences for offenders.

The first workshop, 'An introduction to new standards for sign design and construction', will explain what the new European Standards (Eurocodes) demand from both sign manufacturers and sign buyers and will show how they relate to BS 559: 2009 (the UK standard for sign design). The potential impact the UK Building Regulations could have for the sign industry will also be discussed.

The second workshop will deal with the contentious issue of Planning Regulations and how planning law has a direct impact on sign maintenance. A case study illustrating the consequences of failure to maintain a sign will be explored, and the BSGA will detail a new addendum to BS 559 covering sign maintenance and warranties.

Changes to planning laws are happening on an almost daily basis and the association will also show how it is involved



in a constant battle to prevent planners implementing restrictions, which would adversely affect the sign industry.

David Dyke, BSGA president said: "While changes to legislation and planning laws often ignored or simply condemned as interference by bureaucrats, both can have a direct impact on the success or otherwise of sign businesses".

"Anyone who commissions, manufactures or installs a sign is bound by the rules and it is vital that everyone involved in the industry understands what is required of them. Those sign makers who use this knowledge in the appropriate way will stand above those that don't."

He said: "The workshops at Sign & Digital UK provide a perfect platform to talk directly to the industry and we are grateful to the event organisers for providing this opportunity."

Rudi Blackett, event director for Sign & Digital UK, said: "We are very pleased to be working with the BSGA to help to bring these vitally important issues to the attention of the industry. These really are 'must attend' sessions for all sign making companies."

Sign & Digital UK 2014 runs from 29 April to 1 May 2014 in Hall 2 at the NEC, Birmingham. The BSGA workshops will feature each day of the show.

www.signanddigitaluk.com

XYZ Open Day event a 'huge success'

According to XYZ International, the recent Open Day event in London proved a huge success, attracting a large number of existing and potential new users of XYZ and Pacer routers.

Demonstrations of the XYZ 4010 router that incorporates the latest AVS-IP camera registration system; and the Pacer high-performance CNC router shown machining acrylic sheet and achieving a superior cut edge were of special interest.

Other product developments demonstrated included the XYZ Smart Console hand-held machine interface that offers a host of production enhancements; the next generation A2MC control system for smoother motion control and improved performance; and the latest helical rack and pinion drive system for optimum accuracy and repeatability. The XYZ CNC Routershop online tooling and accessories division was also promoted.

www.xyz.co.uk

Hampshire flags fly at international games

Flags made on the south coast took centre stage at the world's third largest international sports event.

A large selection of Hampshire Flag Company's products were flown at the 2013 World Police and Fire Games (WPFG) which took place in Belfast.

This biennial sporting event for serving and retired police, fire, prison and border security officers featured more than 60 large national flags along with one yard flags from every competing nation stitched, together by WPFG to create one giant flag. Waterlooville-based Hampshire Flag Company supplied all of these for the event.

The company supplied national flags from Argentina and Estonia to Monaco and Venezuela, all of which were used in the opening ceremony and carried by volunteers.

Graham Wilkinson, Hampshire Flag's Managing Director, said: "We're delighted that our flags have played their part in this year's World Police and Fire Games, which



Flags being carried during the opening ceremony.

is an incredible event not just for the local community but for the serving and retired members of the emergency services from around the world who took part.

"It's great that sport is in the spotlight once again and fantastic that our flags were used at key and high profile times during the Games," added Graham.

Hampshire Flag's team of 29, produces hand-sewn national and international flags, printed flags and digitally printed banners. It also offers a bespoke flag design service, PVC banners, marine flags, bunting, table flags, exhibition graphics and event systems.

Their clients include Selfridges, the BBC, Channel 4, Portsmouth Football Club, IBM and British Airways.

www.hampshireflag.co.uk

Leading the way in the ceramics market

Durst, the specialist for industrial inkjet applications and the digital ceramics decoration markets in Italy and worldwide, 'hits the accelerator' with big investments in research and development (R&D); expanding its production department; and new, highly specialised employees.

With more than 400 Gamma systems installed around the world, more than 120 ceramic printers in Italy (18 of them new Gamma models sold since the start of 2013), Durst is 'reconfirmed as the top maker of digital printing systems for decorating ceramic surfaces. And announce imminent technological innovations while continuing to expand across the globe'.

Since starting in the ceramics market in 2005, Durst has played a fundamental role in digitalizing printing processes for it. The company created digital print systems specifically for ceramics companies and designed to use on traditional production lines, after more than 80 years' experience reproducing images with printers devoted to the graphic arts. The R&D department of the Alto Adige firm is developing new technologies for the ceramics world. Systems equipped with vanguard components about to be patented suggest 'revolutionary changes in the ceramics production process' claim Durst. Previews can be seen at: <http://www.youtube.com/watch?v=fCot8DP2auE>.

www.durst-online.com

Extended warranty from 3M

3M, the diversified technology company, is 'dedicated to delivering innovative safety solutions designed to maximise visibility and safety on the road'.

They offer an extended warranty for permanent traffic signs through their 3M Approved Signmaker network. In the unlikely event that a qualified sign fails during the warranty period, they will meet the total cost of replacing it, including removal and installation costs. The warranty period is dependent on the type of 3M sheeting used ranging from seven years up to 12 years.

Katherina Lewis, Product Manager for 3M Traffic Safety and Security Division said: "The benefit of buying 3M reflective sheeting is the comfort and peace of mind in knowing that if the sign fails you are covered under our Extended Warranty guarantee, and 3M will ensure all appropriate efforts are made to fix the sign."

To ensure traffic signs made with 3M sheeting are of the highest standard, all Approved Signmakers do training and an audit process each year. And they must comply with rigorous 3M manufacturing guidelines and CE Marking accreditation for permanent traffic signs.

Full details can be found in the document 'Extended Warranty – Permanent Traffic Signs'. www.3M.co.uk/traffic

Signs on demand

JepSign, a new system for personalising and making signs on demand, will 'shake up the market with its potential for fresh designs, instant fulfilment and low trade pricing'.

The JepSign system is suitable for house signs, numbers and plaques as well as business signage and health and safety signs.

Quality, durable signs can be designed and printed to order onto JepSign sign materials, which include:

- Aluminium sign backings in bronze, silver, gold and white
- Clear acrylic
- White PVC
- Self adhesive vinyl

The finished signs have no screw holes, allowing for an unbroken printed image, and can be attached to most

surfaces using self-adhesive fixers provided. Signs are suitable for both outdoor and indoor use, with excellent colour fastness and weather resistance.

"Initial reaction from selected retail sectors and large organisations has been enthusiastic, and we are now ready to expand into a wider market," says Michael Shuttleworth, Business Development Manager for JepSign. "We launched the JepSign system with a suite of traditional design templates, to which we will add some very exciting and stylish collections aimed at changing the way we think about signage. But users are not restricted to our designs – the system lends itself to a wealth of ideas, using full colour or monochrome, illustrations and photographs, as well as names, numbers and logos."

www.jepsign.com



Merged panel saw specialists offer the widest range

Vertical panel saw specialists Sagatech and Zapkut have merged under the Sagatech name, making their Zapkut and Koolkut saw ranges the widest economically priced vertical panel saw solutions.

Established in 2002, Sagatech focused on intermediate to heavy industrial users with its Koolkut family. Zapkut, launched in 2006, concentrated on light to intermediate users and those requiring portable cutting solutions. Both companies' saws have proved popular with signmakers, cabinetmakers, timber and plastics traders and various other types of business.

Keith Bunker, Managing Director of the merged company, Sagatech Limited, said: "Different businesses and users have differing needs, in the area of sheet cutting as in other areas. A key challenge faced by anyone considering buying a vertical panel saw has always been identifying the right saw for the needs of the business."

He said: "Both Sagatech and Zapkut have consistently focused on supplying wall saws which while very competitively priced, are robust, high quality and feature-rich. With the Zapkut and Koolkut saw families complementing one another, it made perfect sense to bring the two together in a single company."



Following the merger, Sagatech Limited offers a range of saws from the entry-level Zapkut ZK (still the world's only genuinely portable vertical panel saw) through to the heavyweight Koolkut range, suitable for workloads up to

medium-to-heavy industrial, and capable of handling sheet sizes of up to 3.1m x 2.1m. Each range is available in a variety of sizes.

www.sagatech.co.uk

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William Smith's recent Open Day: Did you Know? apparently proved an even greater success than previous events and 'hit the mark' with visitors.

"I was more impressed than I expected to be; William Smith is a lot bigger than I thought. It has opened my eyes to what William Smith does: for example, I hadn't been aware of Stylos fingerposts, the roll-slitting service and the road sign service, which is something we're likely to use in the future," said Adam McGuire of Signedby.

Over 150 customers from across the UK came to the company's Barnard Castle site to test their knowledge, and find out more about the whole range of help and support available from William Smith.

As well as guided tours and hands-on vehicle wrapping demonstrations throughout the day, visitors had the chance to talk to product suppliers and see their manufacturing and fabrication processes in action.

"It's good to see such an array of people, and a good layout. The technical aspects of traffic signage is an area I found particularly interesting," said Justin Pearce of Signs Express (Head Office)

John Stansfield of Mardan Products said: "It has been brilliant and very informative. The staff are extremely friendly, eager to share their experience and knowledge; it looks to be a very happy work place."

www.williamsmith.co.uk
www.vehiclewrapfilms.co.uk

Open day success



Some of the visitors enjoying the William Smith open day.

Newtech London comes to Sandown Park Racecourse

Newtech London, the printing, fabrication, textiles, displays and finishing show opens in Esher 4 to 5 February 2014, with an exciting range of well-known brands and new products.

This latest in a series of 'Co-Op' shows taking place in Edinburgh, Belfast, Bristol and Manchester, it brings companies with complimentary products together to reach local markets around the UK on a shared cost 'co-op' basis. So for less cost than traditional events, participants are able to have 'quality one-to-one time' with potential new customers.

"Exhibiting companies are enthused at being able to work with and produce workflow solutions with associated market companies and products that are not competitive. Visitors are able to take a short time away from the office and have their

questions answered on new products and solutions by technical experts, in a relaxed atmosphere.'

The exhibitors will be demonstrating an integrated workflow solution and include HP's London partner Perfect Colours, 3M, Clarity Software, Ultima Displays, Hanolex, JJ Carter, Neschen and Summa.

Martin Morrissey, MD at Marketing

Alchemy/Newtech said: "Previous events have been very successful for both exhibitors and visitors, the feedback we get is very positive. It's great to see so many new products and solutions working together and producing an atmosphere that is very relaxed and refreshing."

www.newtechlondon.co.uk





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FASTSIGNS® Hammersmith named 'best business'

Simon and Friederike Slee, who own FASTSIGNS® in London, were presented with an award from the Hammersmith and Fulham Mayor, which recognises the success of their signage, graphics and visual communications centre.

They beat off competition from hundreds of other companies throughout the borough to be named Best Hammersmith Business 2013, at the second annual Hammersmith and Fulham Brilliant Business Awards, held at Bush Hall London.

"We were absolutely thrilled to be recognised," said Simon. "Like all small business owners, Friederike and I have been through some tough times but we had the confidence to keep going because we believe in each other, employ brilliant people and are not afraid of hard work. The fact that we have seen tremendous growth in our business is testament to the strength and loyalty of our wonderful team without whom we wouldn't have won this award."

Organised by Hammersmith & Fulham Council, the awards saw over 2,300 votes cast by members of the public to nominate their favourite local enterprises.

Simon said: "We're really grateful to all those who voted for us. We were nominated for the Best Customer Service award last year so to win this time round with Best



Simon Slee receiving the best business award from Mayor Frances Stainton.

Business means a great deal to us. Since taking on FASTSIGNS two years ago, our aim has always been to think outside the box. From working on graphics for robots in IKEA adverts to fashioning Halloween and Christmas decorations at ZSL London Zoo, we're not your average signage company."

The awards were sponsored by Ham-

mersmith Kings Mall, Westfield London, Fulham and Hammersmith Chronicle, Royal Bank of Scotland RBS, Stanhope, Leiths School of Food and Wine, W12 Shopping Centre, Hammersmith London and The Fulham Resident Magazine.

www.fastsigns.co.uk

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OCE 60/60 Printer

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Dormant for 2 years - recommend
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condition with engineer support.

To see a photo please visit:
www.signupdate.co.uk/fs

Offers / further details call:
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Following a successful recent merger, we are expanding and are looking for
additional expertise in several key areas. Ideal candidates have previous
experience of the sign market-place, a similar industry and/or used to dealing
with the technical requirements of selling made to order products.

> Sign Systems Sales Administrator

A diverse customer facing sales office role which includes advising customers
on suitable product specifications, raising quotations and processing orders.
Some level of technical understanding is required.

> Internal Key Accounts Executive

A similar role to the Sign Systems Sales Administrator but with the addition of
supporting our top customers. Part of your role would be working alongside our
Marketing Manager and Directors on larger accounts and projects.

> Technical Sales and Estimating

A more technical role working with customer to achieve more bespoke sign
solutions, as well as working alongside our Technical Director on the pricing
and specification of large projects.

> National Key Accounts Manager

A combination of office and field based, this role would be to directly
oversee our national and key accounts, as well as develop new
accounts. Competitive salary with car provision and commission.



For further details on any of the above positions please speak to Becci on 01934 852 888 or email becca@signscape.co.uk





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For further information please contact:

Richard Hunter – Sales Director, Harrisons Signs, York. Tel 01904 699 608
or send your CV by email to rh@harrisonsigns.co.uk



Experienced Sign Maker / Sign Fitter

We are looking for an experienced Sign Maker / Sign Fitter to join our busy team. We offer a wide product range of signage from internal and external signage including vehicle wrapping motorcycles to Double Decker Buses.

The successful candidate need to be an all-rounder capable of fitting vinyl and digital prints to a wide range of substrates, with the ability to apply vehicle graphics to a high standard, as well as fitting a variety of interior and exterior signage.

Experience of Illustrator, Flexisign and Photoshop are preferable. CSCS, PASMA and IPAF would be advantageous. A full driving licence is essential. You must be flexible and organised and able to deal with clients confidently on site.

To apply please send your CV and contact details to office@poppysigns.co.uk



SMARTGRAPHICS
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Large Format Digital Print Operator

Smart Graphics are looking for someone with experience in all aspects of digital printing, from setup and colour control to operational print planning.

The applicant should have proficiency with Adobe Illustrator, artwork creation and adjustment for digital print and a working knowledge of Adobe Photoshop and understanding of file types.

The role is based in our Clydebank factory and specifically but not exclusively relates to our Mimaki JV33 and JV3 printers. Experience in vinyl printing would be preferable but is not essential.

A great package is available for the right candidate.

Please submit your CV via the recruitment link at www.smartgraphics.co.uk



SMARTGRAPHICS
professional image management

Vehicle Graphics Applicator

Smart Graphics are seeking an experienced vehicle graphics applicator. Duties will revolve around the application of marketing graphics to buses and commercial vehicles at client or dealer sites throughout the UK, particularly in the south of England.

Experience and reliability is essential as well as the ability to fit graphics to vinyl manufacturers' warranty standards. The successful candidate will be self-motivated and able to manage his own time to accommodate customer and business requirements.

A great package is available for the right candidate including a competitive salary, a company vehicle, mobile phone and expenses.

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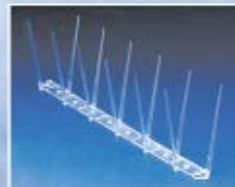
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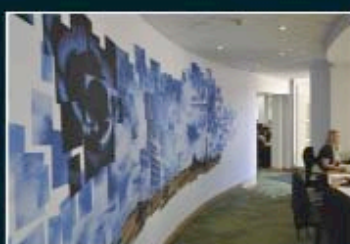


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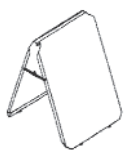
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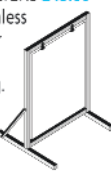
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www.signtrade.co.uk

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sales@tradesignsuk.com

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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

SIGN HERE

179 Fosse Road North, Leicester, LE3 5EZ

Tel: 0500 428 021

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

SIGN INDUSTRIES

Gardyne, Forfar, Angus, Scotland, DD8 2SQ

Tel: 01241 828 694

Fax: 01241 828 694

info@signindustries.com

www.signindustries.com

Sign Industries is a leading UK sign making manufacturer which has a wealth of experience and expertise in producing and engraving signs and plaques. We also Laser Engrave Plastics and Wood as stand alone products as well as moulds for castings. SIGN INDUSTRIES normally work with 3 mm thick material, and can etch bend and weld Stainless Steel up to 3 metres x 1.5 metres.

SYGNET SIGNS LTD

129 Humberstone Rd, Leicester, 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.

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Unit 2, Icknield Way Industrial Estate, Tring, Hertfordshire, HP23 4JX

Tel: 0800 328 3050

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.

BRIGHT GREEN TECHNOLOGY LTD

Unit 3 Oyster Park, Chertsey Road,
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Tel: + 44 (0) 1932 355 221

info@brightgreentech.com

www.brightgreentech.com

Buy LED sign modules, flexi tape and more at Bright Green Direct. Premium LED products shipped free from stock at great prices

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info@haloleds.co.uk

www.haloleds.co.uk

Great Trade Prices. Suppliers of LED modules, RGB systems, backlighting LEDs, transformers and all accessories 2 year LED warranty, all ex stock for next day delivery.

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The Signbuild Centre, Kelso House, St
Philips, Bristol, BS2 0PH

Tel: 0117 9411 411

Fax: 0117 9411 811

enquiry@kingsplastics.co.uk

www.kingsplastics.co.uk

White & coloured LED modules in 4 sizes and LED ribbon - bright or super bright. 12v power convertors, RGB controllers, together with a range of connectors. For full details on our range, prices and for images, check out our website & online shop. Competitive prices guaranteed!

LED SOLUTIONS

129 Humberstone Road,
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,
Nottingham NG15 8AA

Tel: 0115 964 1305

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

Tel: 01604 495333

Fax: 01604 491909

www.paperlinx.co.uk

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

SIGNTRADE LETTERS LTD

225 Long Lane, London N3 2RL

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Fax: 020 8349 5806

sales@signtrade.co.uk

www.signtrade.co.uk

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

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Fax: 01274 774478

sales@applelec.co.uk

www.applelec.co.uk

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

ARKEN P-O-P INTERNATIONAL

Studlands Park Avenue, Newmarket,
Suffolk, CB8 7EA

Tel: 01638 565656

Fax: 01638 662770

info@arken-pop.com

www.arken-pop.com

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

ARTILLUS ILLUMINATING SOLUTIONS LTD

5 Bellman Gate, Holcot Lane, Sywell,
Northants NN6 0BL

Tel: 01604 678410

Fax: 01604 671335

sales@artillus.com

www.artillus.com

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

BRIGHT GREEN TECHNOLOGY LIMITED

Unit 3 Oyster Park, Chertsey Road,
Byfleet, KT14 7AX

Tel: +44 (0) 1932 355 221

info@brightgreentech.com

www.brightgreentech.com

Bright Green Technology specialises in LED systems that dramatically improve the quality and performance of backlit media, illuminated signage, retail displays and architectural features. Our tension fabric LED light boxes are fitted with the optimum LED system to meet your specific requirements.

BROWNING'S LTD

5 Williamson Street, Hull, HU9 1ER

Tel: 01482 380900

Fax: 01482 380901

sales@browningstltd.co.uk

www.browningstltd.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 signs. All to your individual, specific requirements in terms of size, colour or shape.

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

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Tel: 01903 750333
Fax: 01903 750444
sales@simplexlimited.com
www.simplexlimited.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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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.

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Tel: 0116 262 6288
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www.modusign.co.uk
Modusign is a cost effective and easy to assemble panel and post system that is perfect for way finding or guidance related signage, the panel and posts are all made from high-grade aluminium and are available in three different profiles. The system has been designed to reduce build and installation times and can be received in kit form with cut to size components.

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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.

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Fax: 01934 852816
sales@signscape.co.uk
www.signscape.co.uk
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SIMPLEX LTD

Unit 3 - 16 Peter Rd, Lancing Business
Park, Lancing, West Sussex. BN15 8TH
Tel: 01903 750333
Fax: 01903 750444
sales@simplexlimited.com
www.simplexlimited.com
Simplex are a trade only supplier of sign systems and metal fabrications. We offer a range of Pole & Plank products for post and wall mounted signs, fingerposts and mini monoliths. For versatile curved interior directories our System 4 is unbeatable whilst as an approved convertor for the Accord 15 "slot" type system and a recognised supplier of MSS we really hope we can help with all your needs.

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Fax: 01603 616781
sales@mercuryphillips.co.uk
www.mercuryphillips.co.uk
Suppliers of moulded acrylic pans and logos up to 2800mm x 1500mm and other types of press and vacuum forming in PVC and HIPS. Specialists in fabricated plastics for POS displays with full screen print, graphics and CNC routing capabilities.

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Fax: 01206 793737
project.plastics@btinternet.com
www.projectplastics.co.uk
Manufacturers of acrylic domes and shapes, tubes, point of sale displays and showcases. Bespoke plastic fabrication. CNC routing, diamond edge polishing, 3m x 2m moulding oven for oven forming, vacuum forming and screen printing. Plastic cut to size service.

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Fax: 0121 561 5458
accsign1@aol.com
www.accent-signs.co.uk
Largest range of moulded acrylic letters in the UK. Mirror effect moulded letters, LED illumination, logos, panels, complete fascia panels, blow moulding, aluminium, composite trays and more! Samples on request.

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Tel: 01603 666699
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sales@mercuryphillips.co.uk
www.mercuryphillips.co.uk
Moulded letters and logos in all standard Perspex colours and UV stabilised gold and silver acrylics, in 8 standard sizes, bespoke sizes available on application. Press, vacuum and blow moulded pans, in acrylic and petg also available.

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Tel: 020 8346 8515
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Moulded letters are our speciality with stock of 20 fonts 8 letter heights in coloured Perspex and 1000's of flat cut letters as well. Your own font or logo is made by our own toolmakers. With over 60 years of experience to call on.

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

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

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Fax: 0161 330 9645

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

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Tel: 01241 828 694

Fax: 01241 828 331

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www.signindustries.com

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

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Fax: 020 8646 9478

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

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Fax: 01634 841420

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

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Fax: 01670 707 365

sales@logotech-ltd.co.uk

www.logo-tech.co.uk

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

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Tel: 01392 247577

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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.

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Fax: 0115 973 8090

sales@tennantsuk.com

www.tennantsuk.com

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

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BRETT MARTIN

PLASTIC SHEETS

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BT36 4RB

Tel: 028 9084 9999

Fax: 028 9083 6666

semifinished@brettmartin.com

www.brettmartin.com

Brett Martin is a leading manufacturer of plastic sheet products for signage, interior design, shop outfitting, POS displays and fabrication. Products include Foamalux, the extensive foam PVC range in bright White, Satin and Gloss colours and an environmentally friendly Recycled material in addition to Polycarbonate, PVC, Acrylic, aPET, PETg, SAN and Styrene sheet.

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Unit 1, Ruxley Corner Industrial Estate,
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Tel: 020 8308 9990

Fax: 020 8308 9995

sales@neplastics.co.uk

www.neplastics.co.uk

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

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

Tel: 01604 495333

Fax: 01604 491909

www.paperlinx.co.uk

Whether you are producing durable short-term POS, long-term POS, signage, right through to hoarding, cladding, furniture and even transport interiors; we have a plastic material to suit your project requirements. We stock Altuglas, Reynobond, Skybond, Foamalux, Staufen, Piplak, Correx, Lexan and Kydex as well as own label brands, with next day delivery and cut to size service if required.

PERSPEX DISTRIBUTION LTD

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

Tel: 01245 232800

Fax: 01245 232801

sales.chelmsford@perspex.co.uk

www.perspex.co.uk

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

THYSSENKRUPP MATERIALS (UK) LTD

Coxs Lane, Cradley Heath, West
Midlands B64 5QU

Tel: 0844 846 9573

Fax: 0844 846 9574

plastics.tkmuk@thyssenkrupp.com

www.thyssenkruppmaterials.co.uk

ThyssenKrupp Materials are stockists of Plastics and Aluminium for the Sign industry. Experienced staff and an extensive product range give customers the flexibility to cover all requirements. Products include Oroglass Cast Acrylic, Marlon Polycarbonates, Marcryl Extruded Acrylic, Forex Foam PVC, Dibond and Etalbond Aluminium Composite, Bayer Petg and Quinn Products.

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UK POINT OF SALE GROUP LTD

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Tel: 0161 4314400 /

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www.ukpos.com

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

POLYSTYRENE SIGN SERVICE

Fonteyne Signs & Displays

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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.

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ARKEN P-O-P INTERNATIONAL

Studlands Park Avenue, Newmarket,
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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.

BROWNING'S LTD

5 Williamson Street, Hull, HU9 1ER

Tel: 01482 380900

Fax: 01482 380901

sales@browningltd.co.uk

www.browningltd.co.uk

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sales@green-magic.co.uk

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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.

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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.

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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, flexifaced signage and now our new Texsign frames for internal use. Any size or quantity, from 1 off to multiple rollouts. We are happy to supply as lengths of extrusion, in kit form or as made-up signs.

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

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