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# WELCOME *Page*

## Let the count down begin!

Only a few weeks left before we all head off to Sign and Digital UK to see, talk and hear everything signage, graphics and printers. Besides the usual comprehensive coverage of new products, new machinery and some spectacular projects (Coronation Street fans should turn to page 58!) this issue also features many of the companies taking part in the show. And the word on the street is that it's going to be bigger and better than ever before. This could be as a result of the economy that seems to be recovering and companies are spending again. Or it could be that businesses are offering more services than ever before, because of the innovative and time saving equipment that is available to sign makers today. We also know the sector is looking healthy because we have over four pages of job adverts in this issue, as well as a lot of interest on our jobs page on Facebook.

We talk to one successful sign maker in Birmingham who is passionate about her work, which her thriving business is testament to. Michelle Henry from HNS Signs also invests in apprentices to make sure that those new to the industry learn all aspects, from traditional sign writing to screen printing. An inspiring woman!

Everything you've ever wanted or need to know about sheet materials is covered in our feature on pages 62-67, and it's not just about aluminium composite. Speaking of which, Martin Hinchliffe gets to grip with v-groove ACM on page 68. He would love some feedback about this technique - so become part of the conversation if this is an area of interest.

If there is one stand number at the show to remember, it's M37. That's where we will be, along with some fantastic products to give away from FK Moore, Eurobond and SignClip. All the detail about these wonderful freebies is on page 93.

Sign and Digital UK is a great opportunity to find or learn about what you need to make your business a success. We hope our preview of the show gives you some idea of what to expect. And as always we want to hear from our readers, so please get in touch to have your say about our dynamic and exciting industry.

Till the next time,

Kathryn



Those sheets of acrylic you delivered this morning, do you reckon you could call back with your fork lift truck.....? Well, you may have unloaded the sheets onto Cyril. Who's Cyril? He was the chap that helped you unload.

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## Extra 'elegance' for high gloss prints

Sihl Direct UK has announced the launch of its new Solvent Photo Paper PE 240. This photo paper has been developed especially for eco-solvent and solvent inks, providing an 'extremely high-quality coating, which produces outstanding print results'.

Sihl Photo Paper PE 240's solvent-swellable coating and surface properties allow this 235µm thick glossy paper to produce 'excellent image definition with superior colour brilliance'. It is the ideal solution for printing with modern metallic inks. Used in combination with the industry's latest solvent printers, such as those from Epson or Roland, there is 'complete accuracy of print, which results in the highest quality'. Thanks to the dimensional stability of the base paper, which despite the influence of heat through the double printing process, exact crop mark precision printing can be guaranteed.

With metallic inks, the high gloss surface leaves images clear, sharp and vivid. 'Not only are sensational print results to be expected when using solvent/eco-solvent inks, but these same impressive results can be seen when printing with either latex or UV-curing inks'.

Ian Turnbull, Operations Director of Sihl Direct UK, said: "With its 240gsm surface weight and high-quality rigid base material this media, allows for simple, problem-free processing, offering much quicker drying than similar products. The bright white, double-sided PE coated paper delivers the basis for the high gloss surface and leaves commercial graphics, as well as photos, radiating in a perfect sheen. An optimal rigidity and perfect haptic emphasise the high quality effect of the results.



"The very resistant surface protects the waterfast prints from scratches. With the Solvent Photo Paper PE 240 Sihl is offering a material for excellent prints, which thanks to its unrivalled luminosity and the fact that it needs no additional protection, these characteristics together deliver highly

durable prints. The robust prints can be sprayed wet, even with common cleaning agents, and wiped clean. This makes them an ideal solution for long-term application in advertising, interior design, and decoration."

[www.sihl-direct.co.uk](http://www.sihl-direct.co.uk)

## ATC launch marking tape

ATC Ltd, a supplier of sign making materials, have a range of ECE 104 HGV marking tapes manufactured by Nikkalite in stock. This safety marking tape provides a fully compliant solution for Rigid and Curtain sided HGV'S, which is now a compulsory requirement on all UK and European roads and motorways. This highly reflective material, helps to reduce road traffic accidents and improves driver

safety when fitted. The film is 'highly durable and long lasting', can be power washed and does not require edge sealing. Available in 51mm x 50m rolls in yellow, red and white.

ATC also offer a complete range of ECE 104 Marking tapes manufactured by Reflexite, 3M and Avery.

[www.apptape.co.uk](http://www.apptape.co.uk)





# Create the 'perfect' surface graphics illusion with new Alumigraphics

Soyang Europe has launched another 'revolutionary' new product that provides further opportunities for marketers to keep 'Every Surface Covered'. According to the company, this is in keeping with its mission to deliver innovative new solutions to the sign and graphics market.

Alumigraphics is a high-tech new media, versatile, 100 per cent recyclable, wide-format substrate made from pliable aluminium foil with a white finish that accepts a wide range of solvent, eco-solvent, latex and UV inks. A durable, easy to use media, it can be printed direct to the surface with no over lamination required, that moulds naturally, without heat, and can be applied to virtually any rough or smooth textured surface.

Andrew Simmons, Sales Director for Soyang Europe says: "We're confident that this amazing new media will have a massive impact on the industry. There is nothing currently available in Europe that has such a high level of durability, particularly in outdoor applications. What really sets it apart from

other substrates is the aluminium foil base material combined with the specially developed top surface, allowing direct surface printing with no over lamination required. It's also really easy to apply to uneven or textured surfaces without heat or trained installers, all of which offers significant time and cost benefits to the end-user."

Awarded the prestigious 'Product of the Year' by the SGIA, Alumigraphics is available in two different surface finishes; Smooth for interior and exterior wall surfaces such as brick, stucco, concrete or tiled walls and Grip, with a slip-resistant reflective surface, perfect for external flooring applications such as concrete, asphalt or paving.

Simmons said: "The characteristics of a foil based media are completely different to vinyl or other substrates, allowing sign and graphics suppliers to create the feeling of an arresting 'illusion' for their installs. It doesn't deform or shrink, it conforms to any rough or smooth surface, it's easy to install and equally easy to remove, but still retains

amazing durability with an expected performance life of up to a year, even in extreme conditions, yet looks just like a painted graphic!"

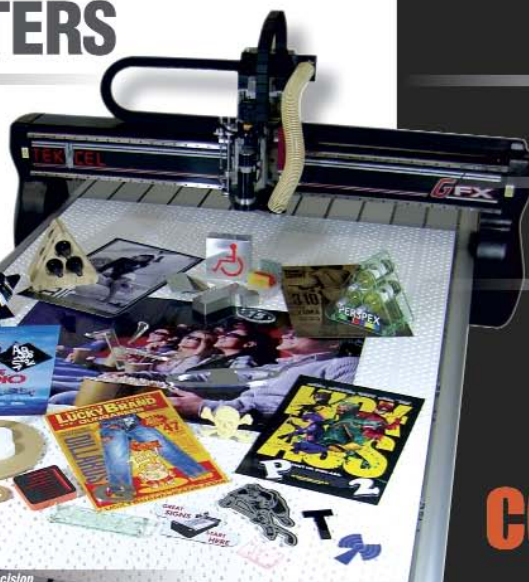
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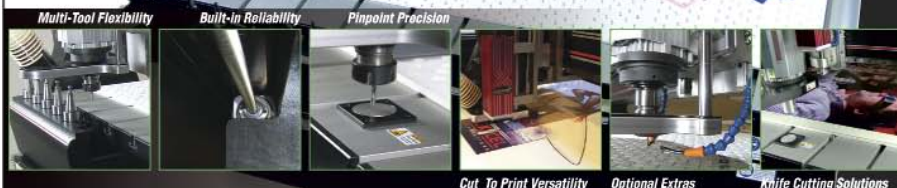
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## Colorific's first wide-format print-and-cut machine

Capitalising on a year's worth of success with its Lightbar technology, Colorific announces the launch of its first wide-format print-and-cut machine, the UV640PC. The 1.6m (64") printer combines the benefits of solvent and UV-curable chemistries to provide a 'viable, cost-effective alternative' to latex while offering the 'photo-realistic print quality critical to many applications at this market level'.

Based on a Roland VS640i chassis, Colorific's UV Light inks are the 'star' turn in this new engine, which offers the vivid colours expected from solvent with the resistance and durability associated with UV-curable options. Outgassing is eliminated and shrinkage non-existent, meaning that output is immediately dry and ready for application. The production cost for a square metre of print using

Colorific's SUV formula is dramatically reduced, according to the company.

Combined with the reality of same-day turnaround capability, the UV640PC incorporates Epson's latest print-head technology, the DX7, giving users resolutions reaching up to 1,440dpi in high-quality mode. Production mode allows for 21sq m/hour, so banners and billboard are ready to hang the minute they come off the printer.

For those producing high-margin cut applications, such as stickers, decals and vehicle markings, Colorific's UV640PC 'simplifies the process'. While solvent and eco-solvent engines are likely to produce media with a noticeable shrinkage of two to three millimetres, SUV output is less than one millimetre and is in line with natural post-production media shrinkage.

"Solvent, eco-solvent and latex have been a mainstay for wide-format houses producing print-and-cut applications, but none is really the perfect solution," explains Shaun Holdom, business development director at Colorific. "The UV640PC addresses their conventional disadvantages and turns them into major positives. We're confident that the extension of Lightbar into print-and-cut will offer phenomenal advantages, and we look forward to taking the UV640PC on tour this year."

[www.colorificink.com](http://www.colorificink.com)



## INDASOL launch Removable UHB-300 series

INDASOL have developed a UHB product working closely with their sign making, printing and display customers. It offers 'excellent, high performance' bonding strength for applications such as channel and rail fixing, and can be removed at a later date, leaving no residue and without surface damage.

UHB-300 series has a unique structure allowing instant high strength bonding onto surfaces such as metal, glass, plastics and wood; as well as being removed using a special technique at a later date. UHB-300 series joins the other specialist sign making products from INDASOL such as Cold Stick UHB, Crystal Clear Adhesive and Non Read Through Adhesive.

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

[www.indasol.co.uk](http://www.indasol.co.uk)





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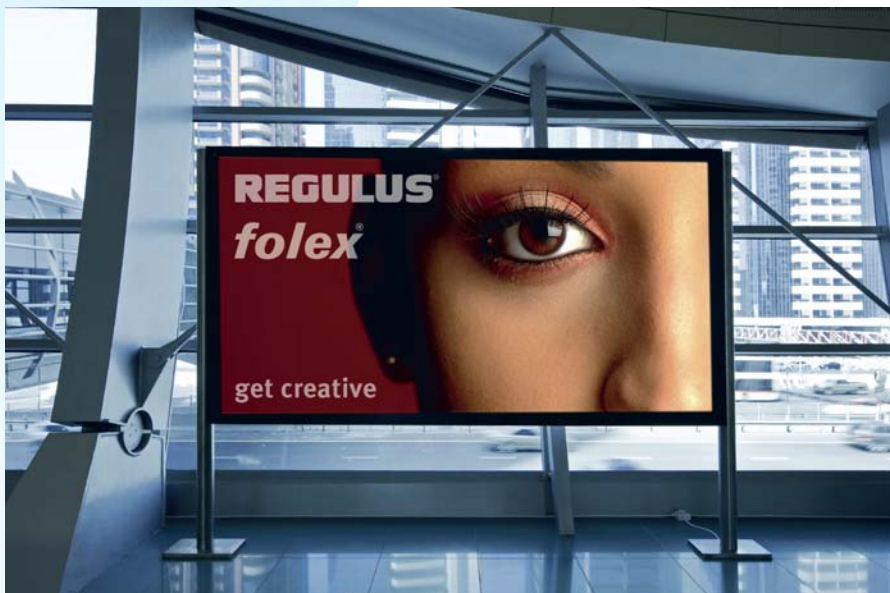
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## Folex-Regulus backlit film

Demands on printers continue to grow as deadlines become shorter and image quality expectations increase, with clients wishing to show their products or services in the very best way so they 'stand out, from the crowd', says Folex.

Folex-Regulus has continued to push the limits of performance with a new backlit called SI 448. Key feature is a quick dry, fast ink absorption coating allowing printers to print 'real' roll to roll production speeds, so backlits are ready to deliver in the tight deadlines required. The 'attractive satin, front printable structured surface provides a highly vibrant, brilliant impression to any backlit display'. The film is suitable for solvent, eco/solvent, latex and UV inks. It is 220 µm thick and available in 1067, 1370 and 1524 mm rolls.

[www.folex.com](http://www.folex.com)  
[www.regulus.de](http://www.regulus.de)



## Fujifilm launch new thermo forming UV-cured inkjet ink

Fujifilm have launched a new thermo forming UV-cured inkjet ink, Uvijet KV, aimed at light industrial applications. Continual investment in research and development at its ink manufacturing plant in Broadstairs, has enabled the company to act on the recognised need for a high quality digital ink targeted at these applications.

With a heritage in screen printing ink, and as the 'pioneer' of wide format digital UV inkjet ink, Fujifilm was able to use its expertise to develop Uvijet KV. This new ink system has been designed specifically for use with the company's mid-range flatbed printers, the Acuity Advance Select and Acuity Advance Select HS. The new formulation maintains the 'high quality, vivid colours and excellent performance' expected from a Fujifilm ink, with no affect on print speed. Once the printing of a flat plastic sheet is completed, it is removed to a mould where it is heated up to take on the shape of the mould, and then cooled. The ink has outstanding elongation properties of 300-400 per cent when heated, returning to a 'normal' state when cool.



"The Acuity is a platform that has become established as the industry benchmark for print quality in its category, and now with the addition of Uvijet KV to the ink range, we are able to help our customers take advantage of profitable new applications," says Mike Battersby, marketing manager, Large Format at Fujifilm Speciality Ink Systems.

He continues: "Large format printing has for some time been expanding away from the 'traditional' graphics markets, so we've been using our extensive ink and application knowledge to develop solutions which allow these systems to be used for different light industrial applications. The use of inkjet printing in thermo forming is not well established, but there is an opportunity for early adopters to use their creativity and innovation to open up and develop exciting new markets.

"Uvijet KV ink is extremely flexible so that it can heat and cool without cracking or flaking. Other UV-cured digital inks simply would not be able to achieve this level of flexibility. Thermo forming is an ever more popular process in industrial applications, with a variety of plastics being used. Typical substrates that could be printed include polystyrene and PETG, both of which mould easily into new shapes when hot. We are very excited about the new ink, as it opens up new business opportunities for our prospects and customers."

Tismo Products BV in The Netherlands has been one of the early adopters of this technology. Co-owner, Mr Jeroen Maessen says: "I have been particularly impressed by the print quality that we have been able to achieve with the Acuity Select 4006 and the thermo forming properties of Uvijet KV. We have plans to bring these benefits to market in a new concept based around the personalisation characteristics of a digital solution."

[www.fujifilm.eu/eu/products/graphic-systems](http://www.fujifilm.eu/eu/products/graphic-systems)

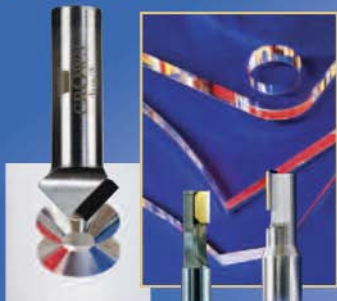




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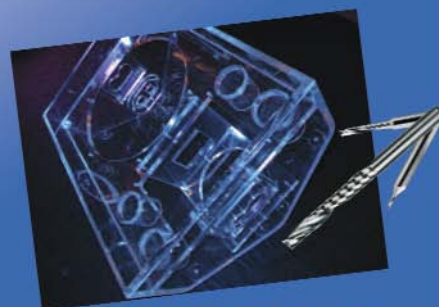


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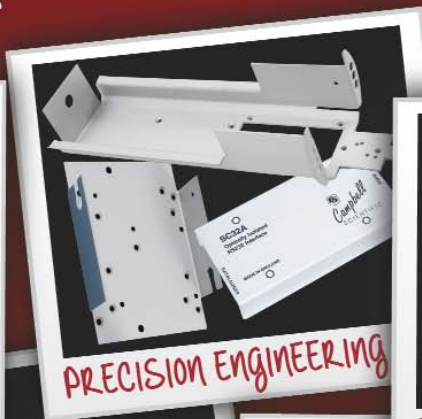
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### ACRYLIC (perspex - including gold & silver) (10mm: white black & clear)

no minimum order

Height	100mm	150mm	200mm	250mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	700mm	750mm	800mm	900mm	1200mm
<b>3mm</b>	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
<b>5mm</b>	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
<b>10mm</b>	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
<b>3mm</b>	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
<b>5mm</b>	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
<b>10mm</b>	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
<b>19mm</b>	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
<b>Colours</b>	1.69	2.34	4.02	5.57	7.00	7.83	9.25	11.26	13.80	15.47	17.00	20.98	24.10	28.10	36.00	50.59
<b>Mirror</b>	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
<b>Brushed</b>	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
<b>2mm</b>	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
<b>3mm</b>	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
<b>5mm</b>	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

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Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
<b>5mm</b>	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
<b>12mm</b>	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
<b>18mm</b>	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

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

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## Graphtec GB launches subscription-based SAI Flexi software

The latest Flexi sign making software package from SAI is available from Graphtec GB and will be introduced at Sign and Digital UK. It can be accessed online using a choice of economically priced monthly subscriptions. The package offers a choice of either Flexi or Flexi Design, to provide sign

makers with the most powerful and multi-featured design and production solutions at a 'fraction of the cost that would normally apply'. It will also deliver additional operational benefits in terms of performance, reliability and scalability.

Sign makers have access to the most

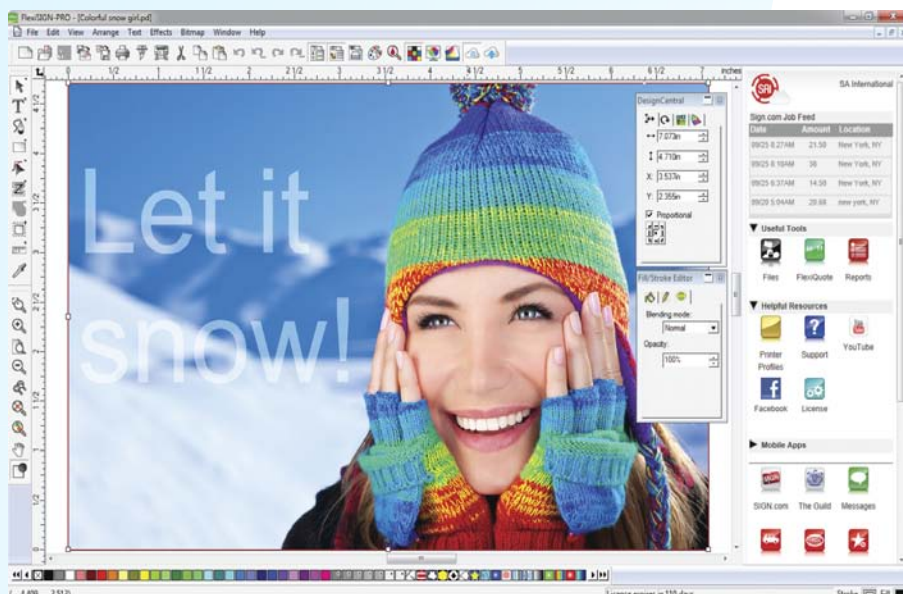
comprehensive software package currently available, with no 'hefty up-front expenditure' required and with ongoing automatic access to all future updates at no additional cost.

The software will support a seemingly 'limitless' number of printers and cutters via a vast range of design and production tools that 'address every conceivable sign-making requirement'. These include seamless print-and-cut workflow and the best vector capabilities within both modules.

Flexi represents the complete solution for printing, cutting and print and cut applications. It will drive up to five printers and cutters simultaneously and includes a number of production tool options, from colour profiling to Braille and textile applications. Flexi Design is particularly suited to design-only stations. It includes all necessary production enhancements and add-on options, as well as being capable of sending jobs to remote Flexi Production Manager, PhotoPrint or other commonly used RIP software such as VersaWorks, RasterLink and Onyx.

The flexibility of the software package is matched not only by its versatility in operation but also by a clause in the subscription offer that enables users to cancel at any time, according to the company.

[www.graphtecgb.co.uk](http://www.graphtecgb.co.uk)



## Snap&Fix®

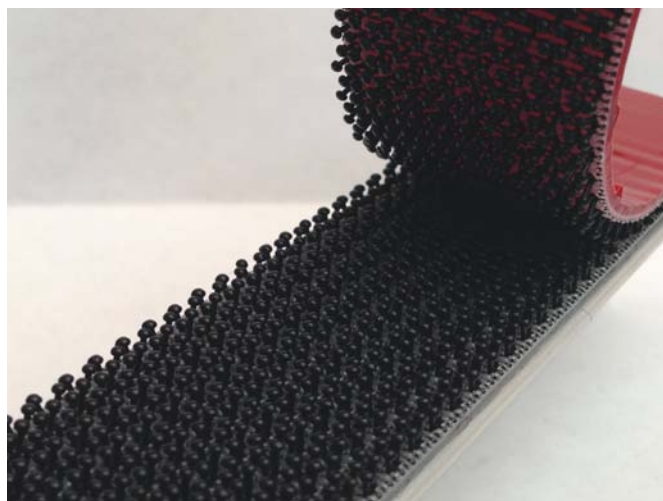
Snap&Fix® is a new product from Eurobond Adhesives Ltd, which joins their range of 'high performance' tapes. They offer the signmaker a 'whole new world of possibilities' to permanently or temporarily fixing two materials together.

Snap&Fix® is a fastening system that works on the principle of interlocking plastic 'mushroom heads' that provide a solid connection when pressed firmly together. Snap&Fix® can be fastened and released as often as required either lengthwise or crosswise. The extruded mushroom heads are supplied in a roll length format with a high performance, pressure sensitive acrylic adhesive backing. In addition to roll lengths, Snap&Fix® will be supplied in small rigid plastic blocks and squares with countersunk holes drilled in the middle to mechanically fix them to walls or hard surfaces. This to act as fixing points that can then be mated with another block to form permanent or temporary mounting of sign boards, hoardings, facias and panels. Snap&Fix® can also be used in applications such as bonding sign channel, mirror finished Dibond and other composite material instantly without any distortion or read through from the surface. It will bond together most metals, modern composites, wood, glass and many different plastics. And the great thing is you can disassemble them too, says the company.

When Snap&Fix® fastening systems are pushed together they form a high performing, 'very strong' and durable bond between two substrates. Snap&Fix® is already approved for use by some of the

world's leading car manufacturers including VW, Ford, Volvo and BMW. Eurobond Adhesives are now making it available to the Sign-making industry.

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## Keeping Britain's 'roads on the move'

A new range of traffic information displays, to help eliminate and ease traffic build-ups is available from LED traffic signage company Messagemaker. The displays are designed to keep motorists informed of possible delays ahead on their chosen route in urban and suburban areas.

The displays provide a 'fast and easy' means of communication along specific routes or can be linked to provide information about the local area road network. The signs can also provide a means of giving forward notice to the local community about disruptions arising from scheduled works or forthcoming events.

The Messagemaker displays are designed to be highly flexible, accommodating up to three rows of text as standard and can be read over a wide distance, extending from distances of just 1 metre up to 65 metres.

High efficiency LED's ensure optimum brightness and incorporate automatic controls to adjust levels to suit ambient conditions, saving energy and extending the working life of the displays. Designed to be robust, the range is fitted with high impact screens and high contrast louvre protection to ensure 'maximum reliability'. The displays are supplied complete with software to allow simple reconfiguration to include the programming of different images and text as required.



Available with a standard or UTM compliant interface, the Messagemaker range offers both wired and wireless options. The units can also be fitted with a self-diagnostic module and optional wig wag amber flashing lights.

Designed and manufactured in the UK to BSEN 12966 standards, Messagemaker's Traffic Information Displays are the ideal solution for urban

environments, requiring minimum maintenance, says the company. With the new range of traffic information displays launched into the market, Messagemaker is already working on the next generation products, which could include the capability to include graphics and full matrix displays.

[www.messagemaker.co.uk/road](http://www.messagemaker.co.uk/road)

## ORALITE® 6910 Brilliant Grade series

The reflective film ORALITE® 6910 Brilliant Grade from German manufacturer ORAFOL was fully CE certified last year for production of permanent traffic signs in standard traffic sign colours. The popular prismatic product family now has a new member – a fluorescent orange colour. This extends the range of fluorescent colours to three; fluorescent yellow, fluorescent yellow-green, and fluorescent orange.

With the new colour, the ORALITE® 6910 Brilliant Grade now counts 10 reflective colour options.

The new colour will be available in February, and formally introduced at the upcoming Intertraffic show in March.

[www.orafol.com](http://www.orafol.com)







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## Mutoh introduces ValueJet X Series

*Mutoh Belgium have launched the ValueJet X-series 64" (165 cm) wide-format printers, the ValueJet 1638X and ValueJet 1638WX.*

The X-series ValueJet printers, available now, are the successors to Mutoh's award-winning ValueJet 1638 and ValueJet 1638W dual head printers introduced in 2012.

The new 1638X is targeted at long term outdoor and indoor sign and display applications and can be configured with Mutoh Eco Ultra inks as well as Universal Mild Solvent (UMS) inks. Using Mutoh's new DS2 series dye sublimation inks, the 1638WX model is destined for digital transfer applications such as soft signage, apparel and gadgets.

Integrating i.a. a newly developed mainboard to allow faster data communication and data processing, as well as advanced print automation features, the X-series printers are targeted at volume users who at the same time put 'constant high quality and image definition on top of their wish list'.

ValueJet 1638X's production print speeds start at 10 m<sup>2</sup>/h at 1080x1440 dpi and go up to 15, 20, 29 and 36 m<sup>2</sup>/h, the latter still at 720x720 dpi. The ValueJet 1638WX dye sub model offers production speeds of 11 m<sup>2</sup>/h at 1080x1080 dpi, 25, 42, 50 and 65 m<sup>2</sup>/h, the latter at 360x360dpi.



"With our new X-series ValueJet printers, Mutoh underlines its technological leadership in the development of wide-format roll-to-roll printers and our passion for perfection", says Arthur Vanhoutte, Mutoh Belgium's General Manager.

"The new robustly built ValueJet 1638X and 1638WX printers will set new benchmarks in terms of high productivity

at the highest resolutions, attractive cost per print scores as well as an unrivalled level of ease of use. Our new DropMaster technology allows getting constant and uncompromising print quality effortlessly, even for first time users," he said.

[www.mutoh.eu](http://www.mutoh.eu)

## Product features

### Inks for ValueJet 1638X

The VJ1638X can be configured with two different ink types. Mutoh Eco Ultra inks, available in 220 ml and 440 ml cassettes, are Mutoh's third generation eco inks featuring improved ink fixation, better drying and improved scratch resistance. Mutoh Universal Mild Solvent (UMS) inks are available in 440 ml cassettes and litre bottles, for use with Mutoh's bulk ink system. Mutoh UMS inks combine the key benefits of resin-based, eco solvent and mild solvent ink chemistries. They offer an unrivalled colour gamut, covering 83 per cent of the Pantone C® colour chart.

### Inks for ValueJet 1638WX

For the ValueJet 1638WX dye sublimation printer model, Mutoh is introducing a new generation of cost-effective dye sub inks called DS2 series inks, which are 100 per cent VOC-free and do not require any risk labelling. The inks offer a wide colour gamut with bright and vibrant colours as well as comfortable light, washing and perspiration fastness properties.

### Various Take-Up Systems

Different optional motorised take-up systems for roll weights up to 30 kg are available for the ValueJet X-series printers. Mutoh also offers fully motorised roll-off/take-up systems for rolls up to 80 kg and 100 kg.

### Micro Piezo Print Heads

Both printers incorporate two latest generation micro piezo heads, mounted in a staggered configuration. The area over which the printers actively spread the ink dots covers nearly 2 inches, which allows increased print speeds with preservation of image quality. Depending on the Mutoh ink used, the heads produce droplets as small as 3.5 picoliters up to 35 picoliters for ValueJet 1638X and 5.9 up to 45.3 picoliter for the VJ-1638WX.

### New Mainboard

To deliver 'best-in-class speed and superior print quality', the ValueJet X-series printers feature a high-precision mechanical design and a new mainboard including a powerful 64-bit RISC processor. The mainboard will allow faster data communication and processing and the possibility to use the integrated heads to their full capacity.

### New DropMaster Technology

Specifically developed for Mutoh's dual head ValueJet models, DropMaster is a revolutionary print automation technique which eliminates the need for 'cumbersome and time consuming media dependent head adjustments'. Knowing the media thickness and consequently the drop-throw distance between print head and media surface, DropMaster is capable of automatically recalculating and adjusting the uni/bi-directional fire timings. The technology does this regardless of resolution and print speed. In combination with Mutoh's award winning Intelligent Interweaving technology, DropMaster will provide a huge improvement in overall dot control, leading to better output at all print speeds.



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## Sydney Beaumont launch flat sheet sign making range

Sydney Beaumont (Leeds) Ltd, distributors of self-adhesive vinyls since 1966, offer a range of flat sheet products for the sign maker.

Many well known brands are available for the first time from Sydney Beaumont's central Leeds warehousing facility such as Foamalite Foam PVC, Correx, Akyprint and Smart-X. Aluminium composite sheet is also offered in a high end digital print grade, AluprintDigital and a hoarding panel grade, ecoACM.

Geoff Leigh, Sydney Beaumont's Managing Director, said: "In the Yorkshire area we are a predominantly collection based business with our sign making customers calling during the day to pick up their orders of self adhesive vinyl products. Over the years many of these customers have told us how handy it would be to collect flat sheet products as well, meaning we would literally be a one stop shop for all their materials. Now, being part of the Pyramid Display

Materials Group, this has given us access to the industries leading sheet product range and made this a reality I feel our customers will genuinely appreciate."

The flat sheet products are stored in an innovative mini vertical racking system christened "The Toast Rack". This enables minimum stock quantities of all products to be held in Leeds, and then topped up by Pyramids trunking system every morning. The Toast Rack has been wrapped in WW100 vinyl from MACtac printed with the brands of products now available. Full sheets are available for collection same day and a cut to size service is also offered for next day delivery.

A full range of self adhesive vinyl's from leading manufacturers including Aslan, Ritrama and Politape together with the Graphtec range of CAD plotters is also available from stock.

[www.sydneybeaumontltd-leeds.co.uk](http://www.sydneybeaumontltd-leeds.co.uk)



## New product supplier to the UK



Tider, who supply products such as PVC banners, inkjet media and textiles, and displays to the sign market in Europe, have launched their range in the UK. According to them, since September 2013 they have begun to make a big impact in sales in the UK market.

Tider is 'constantly expanding' its range. It specialises in product search and development for the sign market sector. The company has a logistical base in China and its experts there carry out the task with 'great skill and knowledge'. Quality control is present at every stage of production, to guarantee 'quality' and meeting the safety standards of REACH.

In 2006, Tider was established in the Netherlands, and the company has come a long way in the seven year period that followed. Despite fierce competition, Tider's market has 'expanded considerably' throughout Europe. All Tider products are imported directly by the company and are distributed directly to the print, sign and advertising field. This enables Tider to offer an 'unbeatable pricing strategy' to the market.

Tider says: "We intend to become a major supplier for sign makers in Britain as we have already done in the Netherlands, Belgium, Germany, etc. We have built up a respected name in the business in Europe and our reputation is our calling card. All the signs are good and we know that with our particular mix of talent and hard work that British clients will profit from our success and imagination."

According to Ms. Sophie Jiang, Director of Tider, the company has various products which, their research has found are especially popular in the UK, such as Rollup TC-5, PE Banner TP-170 and PVC Banner FT-440.

[www.tidersign.com](http://www.tidersign.com)



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## SAi PixelBlaster 3.0 Print Production Software

SA International (SAi) who provide solutions for the professional signmaking, large format digital printing and CAD/CAM for CNC machining industries, has released PixelBlaster 3.0 which takes print preparation and work flow efficiency to 'new levels'.

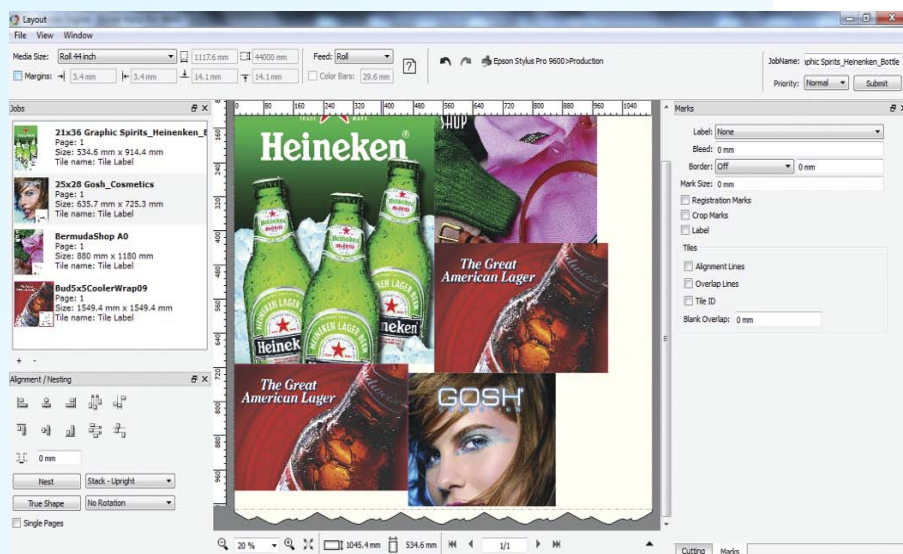
Launched in 2012 and upgraded in 2013, the award-winning SAi PixelBlaster production software is a modular and scaleable end-to-end system covering pre-flight to production. Using a PDF-based RIP, PixelBlaster delivers a customer-selected suite of work flow applications that can drive

an extensive line-up of large format printers, regardless of supplier. A key feature is its ability to standardize colors based on industry accepted profiles, including GRACoL, Euroscale and FOGRA.

PixelBlaster is specifically designed to meet the needs of users in super-wide format, high volume print production environments, as well as the increasingly important specialty printing sector which embraces substrates such as glass and ceramics. The software provides flexibility and versatility to help users respond to customer requests; and balance their workloads to accommodate demand levels and equipment availability.

"PixelBlaster 3.0 offers customers new features, a time-saving internal structure and improved ease-of-use to deliver greater performance levels and streamlined print preparation," said Eyal Friedman, Vice President, Technical Services, SAi. "It also demonstrates our commitment to the continuous development of this solution in order to help our customers meet the demanding challenges of their markets."

[www.thinksai.com](http://www.thinksai.com)



### Other new features of PixelBlaster 3.0

#### PixelBlaster Layout

With the new Layout feature, PixelBlaster will be integrated into even more work flows, producing a wider variety of printed products. Functions available in Layout include: true shape nesting, manual job positioning, double-sided printing, white handling and cutting. It also replaces the existing "Add Job" dialog of PixelBlaster Engine and the "Submit Job" dialog commands of PixelBlaster Central.

#### PixelBlaster Library

With a new user interface, Library now incorporates PixelBlaster Profile to make it even easier to achieve outstanding color results. It is one complete software application to create all profile components: print mode, ink splitting, calibration and profile.

A new integrated media manager offers a streamlined overview of every profile, including spot color edits. A new test chart generator recognises the defined media width and measurement devices. With the full support of external measurement devices, like the Barbieri Spectropad, PixelBlaster Library now offers internal devices like those found in HP Designjet and Epson Stylus Pro printers.

#### Double-sided printing

PixelBlaster 3.0 fully supports a wide variety of double-sided printing applications, which, importantly, are not limited to printers offering dedicated registration marks. This feature can be used for jobs using both manual and automated file processing.

#### Improved RIPping performance and quality

PixelBlaster's already high performance has been further optimized. Processing of some types of input files (e.g complex PDF files) has been improved by up to 200 per cent. This drastically reduces RIPping time to enhance productivity and work flow. New rendering parameters also deliver significantly improved sharpness, when needed.

#### Improved queue handling

Using the added function of a "Cut" tab in the queue function, it is now possible to define printing and cutting parameters for jobs in the same queue, improving both performance and use. This new tab offers all tools that are needed to combine printing and cutting into one fully automated production work flow.



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## 'Enhanced' sign illumination with upgraded Chiplite LED module

Further enhancements have been made to the Chiplite LED module, CL-XI and its new brand names is CL-XOL. It will be formally launched at European Sign Expo to be held in conjunction with FESPA Digital 2014 in

Munich at the end of May.

Further optical improvement at no additional cost to users enables a 160-degree light distribution capability to be achieved with the upgraded CL-XOL module. It is now

possible to illuminate a square-metre 220mm-deep flexible-face light box using only 16 CL-XOL H3 modules via a grid of 250 x 250mm.

The upgraded system incorporates two SMD LED modules that are constant-current driven and soldered to form a chain of 40 modules. The CL-XOL also carries the CE/EN 55015 seal of approval and is RoHS-certified. It also incorporates an IP65-rated transparent housing for optimum safety and reliability. Of special interest to sign makers is the system's ability to accommodate difficult-to-fit corner or serif requirements due to the special optics that provide an extra-wide 160-degree angle of radiation. This enables the CL-XOL to be used in light boxes and for the illumination of sign lettering with a very low depth (typically as small as 30mm).

The CL-EI system has been developed specifically for illuminating double-sided light boxes. These can be illuminated via the grid without the need to illuminate both sides of the light box. Due to its compact size, the system can also be used in double-sided circular banners. Available as a soldered chain of 30 modules, the light intensity of the CL-EI system can be varied by either pushing the modules together or pulling them apart.

[www.chiplite.de](http://www.chiplite.de)



## ASLAN's new self-adhesive film

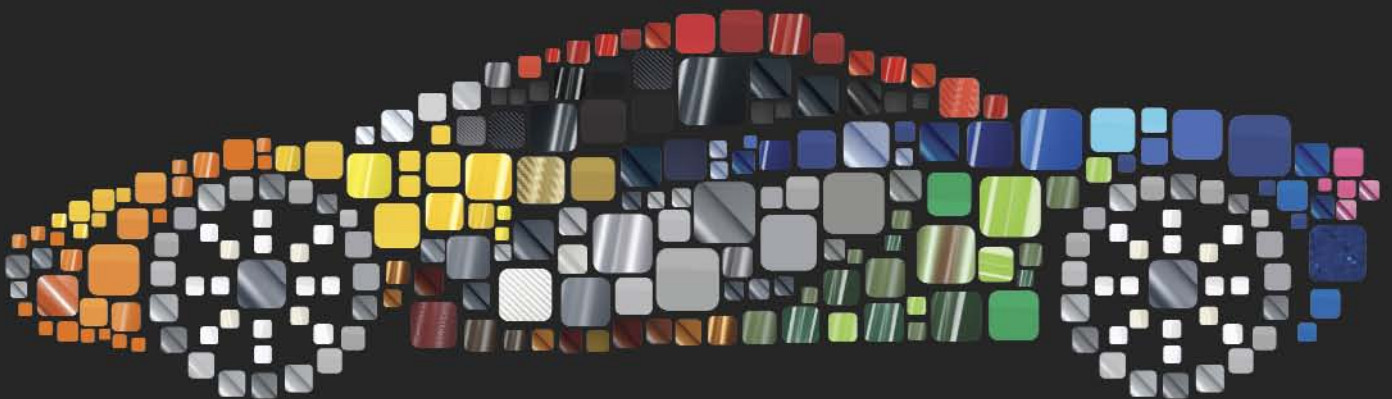
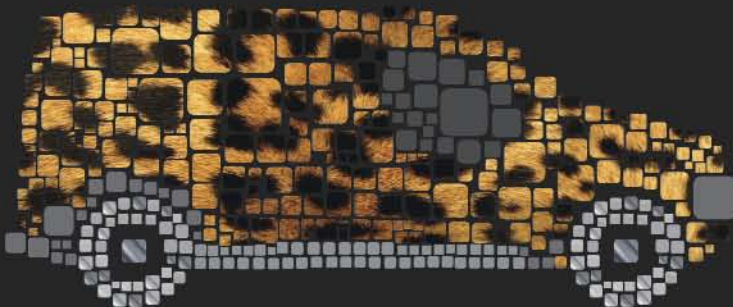
Their new product is the fire rated floor-graphics range, certified according to EUROCLASS DIN EN13501-1. This certificate applies to the already printed digital printing film in combination with floor-graphics laminates.

The floor-graphics solutions of ASLAN are thus 'ideal' for applications in public buildings such as airports, train stations and at fairs.





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## ViziPrint Impress Clear UV film

Drytac Europe has announced the immediate availability of ViziPrint Impress Clear UV film. PVC-free, 100 per cent recyclable, and resistant to both wear and tear and water, the 100 micron film is 'ideal' for self-adhesive applications on glass and other smooth, flat surfaces.

On the new range, Steve Broad, Drytac Sales Director Europe, says: "This is a great new addition to our ViziPrint range. Specifically designed for trouble-free, dry installation of graphics on glass surfaces, ViziPrint Impress film eliminates bubbling and is unaffected by moisture. Our proprietary suction technology ensures that ViziPrint Impress leaves no residue behind once the graphic has been removed. The versatile film can also be reverse printed and does not stretch."

ViziPrint Impress can be used for both indoor and short-term outdoor applications such as window advertising, graphics, decals, and stickers; privacy and decorative glass applications; electronic equipment, such as TV screens, iPad/tablet displays and computer monitors; and fridge or glass display.

Compatible with UV curable inks, the film offers 'excellent print quality with unprinted areas remaining super clear'. It is very easy to apply and remove and can be repositioned and re-applied multiple times.

Drytac's entire range of films and adhesives is exclusively distributed throughout the UK and Ireland by Antalis.

[www.antalis.co.uk](http://www.antalis.co.uk) [www.drytac.co.uk](http://www.drytac.co.uk)



## ADS introduces printable static cling film

Amari Digital Supplies, a division of Amari Plastics, has expanded its range of sign and graphics and digital printing materials with the introduction of a 'highly innovative and environmentally aware' printable static cling film from Stafix in Finland.

The film dispenses with the need for any form of adhesive. Instead a static charge stored in microscopic bubbles within the film makes sure it sticks firmly to a wide range of substrates. It also eliminates all of the familiar problems associated with adhesive-backed or glue-applied materials such as wrinkling, bubbling and stretching. Whilst making sure it is 'fast and easy' to apply and no messy residual adhesive when its removed.

Available in both white and clear formats, Stafix Litho, HP Indigo-compatible sheets and complementary UV inkjet rolls also have strong environmental credentials. The non-PVC films are made from 100 per cent recyclable polypropylene, have no conventional solvent-based adhesives and can be disposed of, as required, without problems associated with incineration and no toxic fume emissions.

Stafix is recommended for indoor and short-term outdoor sign and display applications such as in-store POS and promotional displays, street marketing and advertising campaigns, decals, posters and banners. It can be applied to and purposely removed from a wide range of substrates, including glass and acrylic commonly used in traditional sign and display applications as well as more specialist surfaces like marble, wood, metal, brick and stone.

Depending on the prevailing environmental conditions, the films will adhere on average to any surface for up to three months and can be liberally removed and reused as required.

Stafix is available direct from Amari Digital Supplies or at local branches of Amari Plastics.

[www.amaridigitalsupplies.com](http://www.amaridigitalsupplies.com)





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# PRODUCT *Choice*

## GJ Plastics joins the 'movers and shakers' in the signage market

Manchester-based GJ Plastics is fast becoming one of the 'movers and shakers' in the signage market, with the company signing up as the official Sign and Branding partner for Bury Football Club, also known as the 'Shakers'.

The move into signage by GJ Plastics, a highly regarded designer and manufacturer of acrylics and other plastic materials, follows investment in equipment such as CNC routers, laser cutters, and a HP FB500 flatbed UV printer. Their latest purchase from City and West End Solutions in December 2013 was the Summa F1612 cutter.

"We received an excellent service from CWE during the purchase of the HP FB500 printer, so we naturally talked to them about our requirement for a flatbed cutting table," said Managing Director Graham Croston.

"From the first initial discussions they provided all the information we needed; the Summa was installed promptly and their training was top class."

Summa's F Series is capable of cutting rigid materials as well as roll stock.

Automatic tool recognition, combined with digital and mechanical depth control, ensures precision cutting on a wide variety of materials. The base unit comes equipped with a swivel knife tool module and an optical camera recognition system for accurate contour cutting of printed flexible or rigid substrate materials.

The Summa F1612 works alongside the FB500 UV flatbed printer to speed up the manufacturing processes on roller banners, Correx and Foamex signs, and has allowed the company to add cardboard engineering to their already wide product range.

"We can now also manufacture our own cardboard packing boxes, which offers huge – and unexpected – advantages for us," added Graham. "We soon realised that the ability to tailor make each box to be the perfect fit for our huge range of products would mean we no longer have to keep thousands of different sized boxes in stock, making a massive space saving and giving us reduced manufacturing costs."

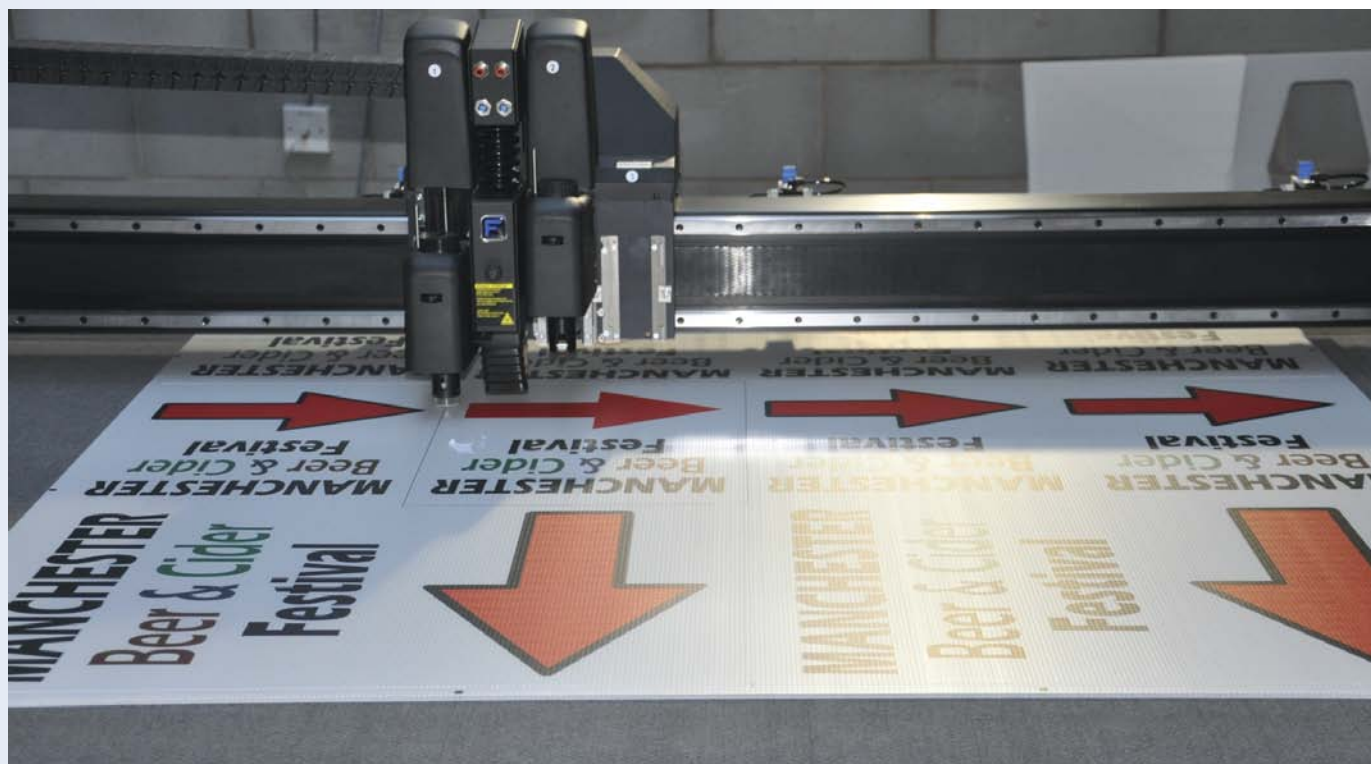
Bury FC purchased all its new interior signage from GJ Plastics, as well as the Correx sign boards around the pitch. The

company also recently designed and manufactured new signage for Middlesbrough Football Club's training ground, signs in a 12-bed hospice, and bespoke in-store marketing solutions for B&Q, Jewson, Asda, Selfridges, museums, art galleries, the travel and leisure industry, JC Decaux, and Pets at Home. They have also provided display solutions for a Formula 1 racing team and Wimbledon.

GJ Plastics has a highly skilled team, with three product CAD designers, three graphic designers and all production processes carried out by qualified engineers. This ensures they can produce any of their product portfolio in a 'fast and efficient way, to their exacting quality standards'.

Graham concludes: "We expect to see continued growth over the next five years, and we'll continue to work with CWE in investing in new equipment to ensure we offer our trade partners and customers the highest quality products, delivered on time and competitively priced."

[www.GJplastics.co.uk](http://www.GJplastics.co.uk)



The Summa F1612 cutter in action.

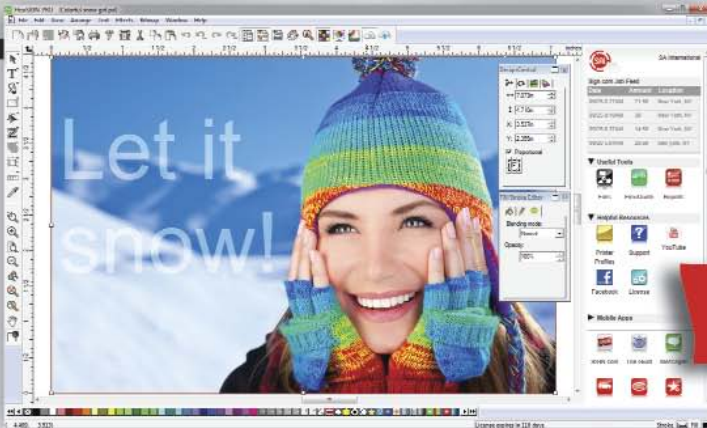


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# PRODUCT *Choice*

## Hollywood Monster turns to CMYUK Digital for superwide-format investment

*New EFI VUTEk GS5000r brings 'versatility, quality and speed' to 5m production.*

To bring its superwide-format print quality standards up to the same level as produced on its existing VUTEk 3.2m GS3250, Hollywood Monster has installed an EFI VUTEk GS5000r supplied and installed by UK authorised distributor, CMYUK Digital. The West Midlands based display specialist of fast turn-round high quality graphics opted for the 5m machine to boost its existing production at this width, bring 'greater versatility across roll-fed applications and optimise consistency in its results'.

It was essential for Hollywood Monster to achieve the same colour matching standards across its high-end UV-curable platforms. Although machines from other manufacturers were investigated, director Simon McKenzie believed it made sense to purchase another VUTEk printer so that the same productivity software, RIP and colour management capabilities were employed. "It is now easy to produce identical results regardless of the media we're using," he explains. "From an operator's perspective, the interface is the same and setting up each job is simplified and faster - an important element when fast change-over is required."

Based in Tyseley, Birmingham, Hollywood Monster works with many of the largest names in retail, commercial property and construction, sport, television and theatre. Innovation has been complemented by 'careful investment in the best production equipment and, with the right mix of talent and skill, the company maintains its leading place ahead of the competition'.

"The VUTEk GS5000r brings us addi-



*Hollywood Monster's new EFI VUTEk GS5000r in action.*

tional benefits, as well as producing high speed high quality print," says McKenzie. "Its versatility means that we can work with multiple rolls to enable us to produce three 1.62m wide jobs simultaneously, and the high opacity white ink has an advanced three-layering capability so that we can easily use non-white and coloured materials."

"Hollywood Monster has built up a very high reputation for producing the best quality interior and exterior displays, so it depends totally on quality and reliability in its printing machines," adds CMYUK Digital's Robin East. "The addition of the VUTEk GS5000r now enables the company to lever-

age the capabilities it offers its clients and cater for the increased demand in versatility."

CMYUK Digital is the UK's authorised distributor of EFI VUTEk wide- and superwide-format printers, as well as a specialist reseller for Mimaki UV-curable systems, A Berger soft sign and textile fabrics for digital printing, SpiritTEX display profiles for textiles, and Zünd flat-bed cutting tables. The company also offers full colour management set-up and trouble-shooting and a range of useful service options.

[www.hollywoodmonster.co.uk](http://www.hollywoodmonster.co.uk)

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# PRODUCT *Choice*

## M&G invest in new interior displays

W&Co have supplied 'FabriLite' fabric face light boxes to M&G Investments, an autonomous company within the international financial services group, Prudential plc. Their central London offices are now home to four large format units decorating and enhancing the otherwise plain white walls. The easily interchangeable fabric graphics have enabled the client to constantly refresh and update their images to reflect their brand and proud continued sponsorship of the RHS Chelsea Flower Show.

The original order for one unit was such a 'hit' that M&G have continued to repeat order light boxes and replacement graphics with the units getting larger each time! W&Co have built and installed orders in especially short lead times to meet the clients marketing deadlines, and worked closely with the design team to make sure the colours are an accurate brand match when illuminated.

W&Co are also continuing to work with M&G Real Estate following the re-brand from PRUPIM in 2013 which has so far involved applying a backlit vinyl mural design behind their reception desk, dramatically altering the space, and adorning their coffee points.



Head of Creative Services, M&G Investment, said: "I can't tell you what great feedback I have had so far, I too went into the office this morning and was really impressed." with regards to the London offices.

Work is currently being done to supply a new unit to the M&G office in Paris and W&Co are looking forward to future orders from the company throughout Europe and further afield.

## Sign 2000 favours INNOVA bonding solutions

The continuing quest by sign makers for lighter, thinner, 'greener' and ultimately cheaper materials has driven the research and development of key products at adhesives and bonding specialist INNOVA Solutions. Sign manufacturer, Sign 2000 is a prolific user of this company's products that have featured prominently in a number of major high profile re-branding projects done on behalf of some of the most instantly recognisable brands.

A typical example of the innovative products developed by INNOVA Solutions and its key partners in the sign industry has been the NovaBond XS range of adhesives. These have met the special bonding requirements of powder coating and paint systems and the wider use of recycled substrates. Collectively, these can exhibit very low and often inconsistent surface energies that make them difficult to bond and the adoption of NovaBond XS has effectively resolved the problem.

Another noteworthy development at INNOVA Solutions has been the NovaBond OP range. This is a group of selective products designed to deliver optimum performance on applications where ultimate bond strength is not critical and where price is a motivating factor.

Other key products include NovaBond SignFix high-strength bonding tapes, NovaBond SG and Novafix high-performance double-sided tapes, NovaWeld structural adhesives, NovaLok re-closable fastening systems, NovaMag adhesive and non-adhesive media and NovaHead alternative mechanical



fasteners. All of these products can be used successfully on a wide range of commonly used sign substrates, such as steel, aluminium, glass, acrylic and composite materials.

[www.innovasolutions.co.uk](http://www.innovasolutions.co.uk)



# First HP FB700 installation in Northern Ireland

Reprocentre, the largest supplier of wide format equipment in Ireland has installed the first HP FB700 in Northern Ireland. Minprint, a design and production company based in Belfast bought the printer from Reprocentre in February 2014.

Minprint already produce a huge variety of printed material for customers including promotional products, signage, exhibition stands and banners, and the HP FB700 will enable them to expand into new markets.

Jamie McMinnis, Digital Director at Minprint said: "This is a significant investment for us. We decided some months ago that we would expand our product offering and produce more specialist packaging and point of sale material. We needed to purchase a machine that had a high level of productivity and versatility and would provide a long-term solution for our business. The HP FB700 was the one that came out top for us. We can print on a wide variety of rigid or flexible media such as Correx, Forex, composites, banners, vinyls, display films and even wood."

Jamie said: "Having worked with Reprocentre over the past few years, purchasing numerous items of finishing equipment from them, we had no hesitation in asking their advice on this new purchase. The HP flatbed was coming pretty high on the list of our options and Reprocentre advised us to go and view the product. We went to the

HP demonstration centre in Barcelona and were overwhelmed with the experience. The team guided us through the whole process and we were able to test the product first hand. We were delighted with the quality and speed of the machine. The support and training we've had from Reprocentre has been brilliant too and having their technical expertise on hand is invaluable."

Bill Forde from Reprocentre in Northern Ireland, who worked closely with Minprint on the purchase of the printer, said: "People are so busy these days that it's really quite difficult to persuade them that it's genuinely worthwhile to go and see the machine they're interested in buying, and test it's capabilities in terms of quality and speed of production prior to purchase. We were really pleased with the flexibility and commitment Minprint showed in working around the limited slots the demonstration centre in Barcelona had available. We're sure the time and investment Minprint have committed to this purchase will pay dividends for them in the long-term. We've sold several HP FB700 printers to customers in Southern Ireland who are delighted with them, and we're sure this first installation in Northern Ireland will also be a great success."

With several election campaigns coming up in Northern Ireland this year, the Minprint team are going to be extremely busy producing signs, banners, leaflets and other pro-

motional items for the political campaigns. The HP FB700 complements the equipment Minprint already has in-house and will ensure rapid production of the materials required.

Gordon Morrow, Digital Development Manager at Minprint is project managing the HP FB700 installation. Gordon recently managed Minprint's Xerox Color1000 Press install. He said: "These are very exciting times for Minprint, we have a superb client base and workforce keen to test the wide selection of materials and products the new FB700 offers. We've already seen some great results from the new press and look forward to showing our customers the quality and clarity of the print".

Initially, Minprint plans to promote the new products it can now produce with the HP FB700 to its existing customers, who are made up of a diverse range of companies from multinational blue-chip organisations to small independent companies. Specific market sectors Minprint will target include the retail and security markets.

Jamie says: "We expect the HP FB700 to propel our company forward and help increase sales considerably over the next few years. The team here are really excited about the new opportunities it opens up to our business."

[www.reprocentre.ie](http://www.reprocentre.ie)  
[www.minprint.co.uk](http://www.minprint.co.uk)



Jamie McMinnis with the HP FB700.



# PRODUCT *Choice*

## Investment in HP wide format fuels expansion for NXP Europe

A recent investment in three new HP wide format printers from City and West End Solutions (CWE) is increasing revenues and opening new markets for NXP Europe (NXP).

NXP, based in Tunbridge Wells, bought a HP Scitex FB700; a HP Designjet Z6200; and a HP Latex 260, all of which were installed by CWE in October and November 2013.

The company is now in the process of taking on around five more team members to maximise the opportunities the printers offer. This recruitment of new sales, account management and production staff will increase the workforce to around 30.

NXP works with a broad spectrum of clients across retail, print management, design houses, and IT companies. As part of its growth strategy, the company wanted to both extend its offering for existing clients and expand into new sectors.

Sales Manager Nick Faux says that when NXP approached the market with its plans for investment, City and West End Solutions not only offered a tailored solution at a competitive price, they also worked with them, making a site visit to help plan how to fit the printers into the environment and space available.

"CWE advised us on the best suite of printers to deliver on our ambitions, and the installation went really well. They're also supplying us with the consumables so we can be confident the substrates we use are the right ones for the machine and the job," said Nick.

"We're now able to go wider and produce outdoor banners, exhibition stands, more POS material, wallpaper coverings, and work with more textiles and fabrics.

"Since installation we have increased revenue from existing clients and improved productivity for them."

The 61" HP Latex 260 is supporting NXP's expansion into the growing soft signage market in particular, with its ability to print on a broader range of fabrics as well as paper, film, and low-cost uncoated options. It produces 'sharp, vivid indoor and outdoor signage with great durability'.

At 98", the Scitex FB700 is enabling NXP to print much wider, and on virtually any rigid and flexible media, with high-quality results. It's ideal for jobs such as hoardings, POS, exhibition stands and packaging.

The Designjet Z6200 replaced an old Z6100, and has increased NXP's productivity. This photo printer is the fastest printer in its class, is ideal for backlit signs, retail displays, posters and pop ups. It delivers print-to-print colour accuracy on different substrates, for great campaign consistency.

Nick says: "There's a lot going on at NXP at the moment – our growth plan is on track, we're taking on new staff and we're looking to move into a new unit as we've outgrown the one we're in. We're also now running a 24-hour operation five days a week.

"The current market is very buoyant, with positive vibes from colleagues and clients that give us a very optimistic view of the next few years."

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From left, NXP's Luke Garbutt (sales), Nick Faux and production manager Steve Prior.



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# PRODUCT *Choice*

## EFI helps Kent display specialist reduce the numbers and up the output

*PressOn cuts its printers down to two, thanks to its VUTEk QS2-Pro's versatility.*

Since taking delivery of its EFI VUTEK QS2-Pro supplied by CMYUK Digital, Rochester-based PressOn has discovered 'a surprising wealth of benefits ranging from versatility in productivity through to ease of ownership'. The company has reduced the number of digital platforms in its facility from more than half a dozen to just two. The versatile combination flat-bed and roll-fed UV-curable machine 'handles the lion's share of output', including work formerly produced on a latex printer.

Joint founding managing director of PressOn, Andy Wilson, said: "In truth, we hardly know we own the VUTEk QS2-Pro as it works day in, day out completely flawlessly and we can't fault it. Its versatility is unmatched and we can be printing canvas in the morning, polyester at noon, wood at lunchtime, and foamex in the afternoon, plus a lot more in the way of variety, including a large amount of vinyl film."

Such is the versatility of his 2m wide machine that Wilson says many jobs formerly printed using his latex printer have now been migrated very successfully to UV-curable ink, thanks to its greyscale print-heads, excellent adhesion and good flexibility across different surfaces and materials. Installed with Fiery proServer, job processing is 'fast and efficient', proving the perfect complement for the VUTEk QS2-Pro's effortless production capabilities.

Wilson has pushed his VUTEk QS2-Pro to limits not normally associated with UV-curable technology. He states that the machine is particularly competent when working with traditionally tricky materials, such as gold polymerics, and clear substrates which benefit from the highly opaque



*PressOn's EFI VUTEk QS2-Pro is particularly competent when working with traditionally tricky materials that benefit from the highly opaque white coverage.*

white coverage. The inks offer great flexibility with excellent adhesion, making the results easy to cut and route, as well as being suitable for wrapping applications.

"PressOn is a classic example of a busy company successfully optimising its printing facilities to achieve streamlined and faster throughput in a combination flat-bed and roll-fed printer," says CMYUK Digital's Robin East. "These days prudent businesses don't want to free up large amounts of space or resources for multiple machines when one or two will be equally, if not more, productive. The versatility of VUTEk platforms confirms

how adaptable UV-curable inks can be across a vast range of rigid and flexible materials."

Situated in Rochester, Kent, PressOn was formed in 2000 by directors Nigel Webster and Andy Wilson, and specialises in the production high quality interior and exterior displays for a broad range of local and national clients. CMYUK Digital is the authorised UK distributor of EFI VUTEk wide- and superwide-format printers with a nationwide base of end users from all areas of the graphic arts' industry.

[www.presson.co.uk](http://www.presson.co.uk)



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## Viking invests in the future



Viking's new apprentice Luke Summers, left, is pictured at work on the firm's new slitting machine under the expert guidance of Darren Milner.

Viking, the online supplier of 3m products in the UK, has invested £40,000 in an ALS 300SL automatic roll slitter that has specialist signage and graphics applications.

The machine, which supplements an existing ALS log slitter, converts large rolls of tape into smaller sizes without unwinding and has been installed by the West Yorkshire distributor of tapes, adhesives and abrasives to meet 'growing demand, especially from the sign industry'. It slits application tape for applying vinyl lettering commonly used in sign making and surface protection.

Viking's MD Colin Bennett said: "The tape has been specially developed for positioning and protecting graphics. It's easy to handle, manageable and forgiving, and offers smooth release with no adhesive residue left after removal.

"Our customers tell us the tape works well with medium and large plotter and die-cut graphics, pre-spaced lettering, small one-piece decals and mid-sized live striping."

Viking has also taken on its first engineering apprentice, Luke Summers, 18, to run the new machine. He is being trained in-house by slitting department manager Darren Milner.

Colin Bennett said: "By taking on an apprentice we're not only helping a young person forge a career by learning from an experienced team, but we're also looking to our own future. We are currently expanding and Luke has a golden opportunity to grow with the business."

Viking said it had plans to take on a second apprentice to supplement the office team later this year.

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# PRODUCT *Choice*

## AG/CAD designs large format success for PS2

As a company that has invested over £750k in the last 12 months, PS2 Print Ltd has developed from a repro print and design business to a company that can fulfil 'virtually all print demands'. Since 1995, the Runcorn based company has rapidly evolved with its latest diversification being to enter the large format print sector.

The entry into large format work over the last five years has grown significantly for PS2 Print. To support this growth the company acquired an OCE Arizona 8' by 4' flatbed UV printer in January. This was followed by a matching DYSS X7 2616C flatbed CNC cutter from AG/CAD in April 2013. Company Director Mr Simon Langford said: "We were doing our large format printing such as reel to reel, exhibition displays, external graphics and POS printing on roll fed machines, which wasn't always cost effective or efficient. The introduction of the OCE flatbed has made us more cost effective, competitive and has opened new doors for the business. However, as a company that is always looking to develop new markets, the DYSS X7 was the natural next step for us."

Mr Langford studied the market and visited the main flatbed cutter manufacturers at the Sign UK show. "DYSS wasn't a name that was initially on my radar, but as soon as I had a demo of the machine and the software, I was sold on the complete package. The machine was excellent, the KASEMAKE software was better than the alternative packages and the technical expertise and support has been remarkable. The demo showed how the software adds value to our business by giving us the capability to go to the market with on-screen visualising of parts that can be presented in a virtual retail environment. It was this along with all the built-in design templates and the expert back-up that really sold me on the package."

The DYSS cutting machine has brought new work into the business by enabling the company to offer 'superior customer presentations' through the KASEMAKE software that are backed up by the capabilities of the DYSS X7 2616C. Mr Langford said: "The DYSS is used daily and has been producing jigsaws, boxes, counter top displays and standee figures for exhibitions - all jobs we couldn't previously do. It also allows us to trial new products and do in-store development work, thereby enlarging our customer base and bringing more work in from existing customers."

"Furthermore, in a cost competitive environment, the DYSS has significantly reduced the cost of many jobs, making us more competitive and more profitable whilst offering the customer far more. For example, many jobs on the DYSS come direct from our roll fed printers and one regular batch of 100 banners used to take the finishing department two days to cut by hand. However, this is now done on the cutting table in only four hours."

The DYSS X7 incorporates three cutting heads that can accommodate routers, knives, creasing tools and kiss cut tools that can be programmed for each job and material type to simplify operation for the end user. The easy tool levelling system calibrates tool height offsets automatically to reduce the operator input. This system works in synergy with the K-Cut Vision System that records distortions that are commonplace in most print and media jobs and calculates optimised cutting paths to deliver 'precise cutting and reduced waste'.

Mr Langford said: "We have a frequent print run of 200 posters that we couldn't previously print or cut. The roll fed OCE prints 100 posters overnight and these are transferred to the DYSS, which also has a roll feeding set-up. This allows us to set the job on the DYSS and cut in one hour as opposed to a full day. The K-Cut Vision System automatically calibrates the cutting path and guarantees 100 per cent accuracy

on every job, resulting in fewer mistakes and less wastage. These posters are a job that we wouldn't have previously taken on, as the labour input wouldn't have made it cost effective."

Supporting this ability to react to customers is the KASEMAKE software that complements the DYSS cutting machine. Mr Langford said "With the KASEMAKE package we can design and display our products within an in-store environment for customers to view. This has enabled us to design and implement POS & POP display projects that wouldn't have previously been possible."

Highlighting how the DYSS has improved the throughput of work at PS2 Print, Mr Langford concludes: "The complete package has been a revelation for our business. The KASEMAKE software has improved our design capabilities and lead times as well as our presentations to customers, whilst the cutting table has opened up markets previously beyond our scope. Not only can we cut, crease and bend forms, we can also cut acrylic, Di-Bond, box board, Foamex and other materials in thicknesses beyond 10mm that we couldn't have accurately cut by hand. This has improved our quality, consistency and accuracy. We are delighted with the DYSS and OCE Arizona combination and we are destined to expand our large format business considerably with this combination."





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# PRODUCT *Choice*

## New Mimaki SUV delivers competitive edge for Harrison's Signs

York-based Harrison's Signs recently invested in a new Mimaki SUV wide format printer to 'optimise workflow and productivity'. This is to support 'future growth and meet increasing customer demand for fast turnaround jobs'.

Peter Robinson of Harrison's Signs said: "With our current high workload, we were starting to see production bottle necks which we were keen to eliminate. Having used Mimaki printers since the early years of this century (a JV3 followed by a JV33 that is still providing great service) we eagerly accepted an invitation from PaperlinX to test drive the latest technology in its demonstration suite." A successful demonstration saw them place an order the next day.

Robinson said that the potential for cost and efficiency savings in all areas of production was one of the main reasons for its investment. "Whilst the new machine has only been in use for a couple of months, we are already reaping the rewards and expect a very early return on investment," he said.

Ease of use was a key factor in the decision; "With similar technology and interface coupled with valuable on site training from PaperlinX, the transition was virtually seamless and delivered almost immediate production benefits," he added.

Of particular interest to Harrison's was the instantly dry print delivered by the new printer. "The speed of the whole job is an essential real-world calculation and with this we've got new found flexibility. Much of the time, we're cutting out post-print processes such as laminating which makes us more competitive and efficient."

Robinson estimates that the business

has realised an efficiency gain of around 25 per cent and the new technology has enabled it to offer customers additional services. "A 30m print run might previously have taken as long as 4½ hours to output, the new SUV reduces this to around 3-3½ hours, which is a significant time saving," he said.

"And, we've got new products coming off the Mimaki SUV such as 1.5m pull-up banners. We don't need to laminate because of the toughness of the inks; the colours jump off the media and they're quick to produce. In addition, without the need for drying or degassing of the print output, it gets trimmed and fitted into the cartridge,

the instant it comes off the printer," he said.

According to Robinson, these new found efficiencies have become a key factor in customer retention; something he sees up his supply chain as well down. "We've worked with PaperlinX for 13 years as a preferred supplier and the relationship we have with them is similar to what we strive for with our own customers," he said.

"Their 'can do' attitude, competitive pricing and the level of service and technical support we receive matches our expectations - it's nice to feel properly looked after!"

[www.harrisonsigns.co.uk](http://www.harrisonsigns.co.uk)



## Wingate Signs boosts capacity with new kit and site investment



*The Wingate Signs team installing signage for The Jockey Club at the Cheltenham Festival.*

A leading sports event signage company has invested in a state-of-the-art digital flatbed printer and expanded into new office space to 'offer a swifter service' to clients.

Wingate Signs has introduced a Flatbed UV Printer into extended floor space at its Prestwich premises with the help of a £42,000 funding injection from asset finance specialist Academy Leasing.

The investment will enable Wingate, whose clients range from Coral and Betfair to some of the country's foremost racecourses, to deliver contracts more quickly by printing directly on to sign boards without the need for time-consuming vinyl overlay.

"Investing in company growth in the current economic climate can be challenging with bank lending to businesses continuing to fall," said Wingate Signs' Managing Director, Dawn Saunders.

"Although we have more than 20 years of experience and expertise in event branding and signage, a recently family succession to long standing company directors meant the company was considered under new ownership in the eyes of traditional bank funders.

"Academy Leasing's flexibility however meant they were able to recognise the strength of our service delivery, business model and the significance of this move in giving us a vital competitive edge."

Wingate Signs has also recently appointed three new members of staff to support its ambitions and ongoing growth targets.





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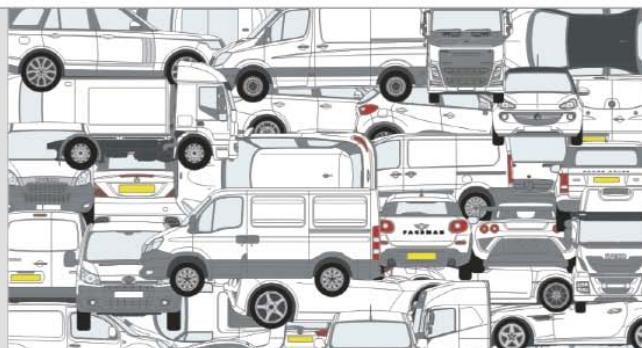
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# PRODUCT *Choice*

## Sussex Sign Company opts for 'faultless' Nazdar inks from QPS

Sussex Sign Company, in Brighton and Hove, offers a full signage service from design to manufacture and installation. The company has been in operation for nearly 20 years and employs 21 people.

They added digital printing services to its portfolio with a Tiara Opal 11 years ago, appointing Quality Print Services (QPS) as equipment and maintenance supplier a year later. Despite being based across the country in Lancashire, the QPS team, led by Managing Director Chris Bailey, has become a key contact for Sussex Sign Company. "Chris has been keeping us running and keeping us turning over for 10 years," says Norman Mayhew, Managing Director. "We trust him."

This trust soon led to a switch from OEM digital printing inks to Nazdar premium alternative inks. Bailey recommended the brand for its 'value and reliability', and Mayhew was convinced to try it. In the past decade, Sussex Sign Company has run Nazdar inks supplied by QPS on a Mimaki JV3 and, since its installation by QPS last May, a Roland VersaArt RE-640.

"The Nazdar ink has been faultless," says Norman Mayhew. "Businesses often switch to alternative inks because they're cheaper. Whilst Nazdar ink is cost effective, it's also reliable with really good colourfastness - essential attributes for our company."

Nazdar's ink portfolio includes solvent, UV-curable, aqueous and dye-sublimation inks designed specifically for many of the most popular machines on the market. QPS is a main distributor of Nazdar digital inkjet ink products, offering the 'widest range of high performance inks' for today's commercial inkjet printers.

Nazdar 1302 Series and 2000 Series, for the Mimaki JV3 and Roland VersaArt respectively, are colour-matched and chemically compatible with original equipment manufacturers' (OEM) inks. This enables users to avoid the cost of waste ink and reprofiling when changing to Nazdar products. In order to make the swap, simply insert a Nazdar cartridge into the relevant printer when the OEM cartridge runs out and enjoy 'continuity of print, yet with an added bonus of an increase in profit'.

"During our decade-long relationship with Sussex Sign Company we've supplied both second-user and new printers, and the ideal alternative inks from Nazdar to help them run reliably and at a lower cost," says Chris Bailey, Managing Director, QPS. "We're always happy to make the trip down to Sussex to work with Norman and his team and are looking forward to helping them expand further this year."

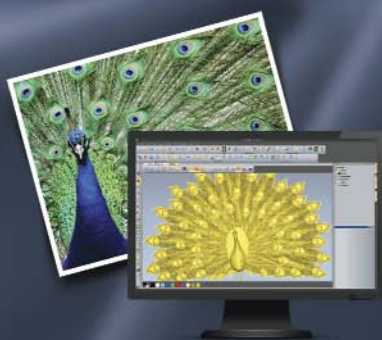
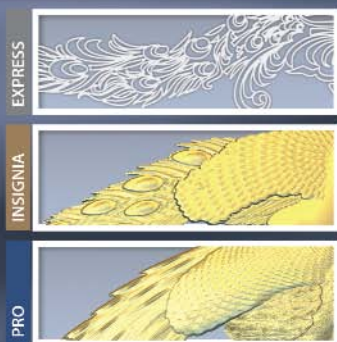
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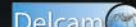
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# PRODUCT *Choice*

## Sign Update hears from a company who is going from 'strength to strength'

Maxicam UK, a global CNC router manufacturer, has grown rapidly since the first introduction in to the UK market when they launched at the 2011 Sign & Digital UK exhibition. Now in its fourth year at the event and with an ever increasing range of products, Maxicam has started to cement a reputation for quality products that offer exceptional value for money. At this year's show the company again committed to a large stand with working machines and is showcasing the popular M3 1325 ATC Flatbed CNC Router as well as launching for the first time the BK1625 digital flatbed print finishing machine, with 'print to cut' technology.

Maxicam moved in to new premises early in January 2014 in Croydon, Surrey with the sole purpose of having a dedicated showroom for their customers. Bill Powell, Managing Director said: "The new showroom really has enabled the company to showcase our products in a more professional manner and allows us to take the customers through the workflow in a calm and friendly environment. We always encourage customers to bring their own drawings or projects so they can see exactly how easy it is to make their own designs a reality, as opposed to just running through some pre-programmed demonstration. This enables the customer to get a real feel for the technology and how it might be implemented in to their production environment as well as seeing first-hand the quality of the machine and end product."



When asked why he thought the company had done so well, Bill Powell said: "Due to the tough economic conditions we have seen a real surge in enquires from customers who are looking for value for money. Benefiting from our main production facility being in China we can pass on our savings in manufacture direct to our customers without compromising on quality. As the largest router manufacturer in Asia and with 36 worldwide distributors, Maxicam operates a strict quality control procedure. And we believe we are the only manufacturer in China who use Renishaw laser interferometers and ball bar test to measure machine accuracy and verticality of the machine axes to ISO 230-4 and ASME B5.54".

On top of the new showroom Maxicam has also taken in to account what was learnt in the previous years and from June 2014 will be carrying stock of all the popular machine sizes, allowing the company to meet delivery times as short as a few weeks as opposed to the standard delivery time of 12 weeks for bespoke or customised machines.



Extremely high build quality, first class service and a large product range has been the key to success and rapid growth of the company. Maxicam offers small 3 axis engraving machines from 400 x 400mm up to large 5 Axis machines of 3m x 6m from its purpose built, state of the art 200,000 square foot manufacturing facility.

To book a demonstration or to discuss requirements in more detail please phone the sales team on +44(0) 845 6890294 or [sales@maxicamuk.com](mailto:sales@maxicamuk.com).

Maxicam will be attending Sign & Digital UK 2014 and will be on stand J32.



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## I-Sign success at the new Bridge Centre

When a newly built church hall at Enniskillen Presbyterian Church required interior signage to suit the modern design of the centre, Applelec's I-Sign Flex display frames were the natural selection for Northern Ireland sign company L.E. Graphics.

A £1.6 million investment led to the refurbishment of the church and the creation of a suite of halls named the Bridge Centre. The name was chosen to reflect the hope that the premises will become a bridge between the church and the wider local community.

Enniskillen Presbyterian Church wanted to achieve a coordinated scheme throughout the centre using stylish but simple signage that wouldn't distract from the building itself, which features a mix of modern and traditional design and ideas. With a five week timescale, L.E. Graphics selected I-Sign Flex display frames from Applelec due to their 'contemporary design and the short lead times possible with this off-the-shelf product'.



David Donaldson, managing director at L.E. Graphics explains: "We'd previously used I-Sign Flex for an installation at The Enniskillen Hotel and found the frames extremely versatile and easy to use. When this project came about we knew I-Sign Flex would reflect the modern design that the church wanted to achieve from the new build."

A wayfinding system for the suite of halls was planned using a combination of wall mounted display frames and hanging signs in matching silver anodised aluminium. The hanging sign was a flexible option when planning the wayfinding system in locations where wall space was limited.

Although the ability to change graphics was not a primary objective of the project, the halls will be used to accommodate recreational activities and events. The unique opening mechanism of I-Sign Flex means temporary posters can be quickly and easily changed.

Applelec also supported L.E. Graphics with the creation of the Bridge Centre's exterior signage where flat face built-up letters were given soft halo illumination with SloanLED V180 Mini LEDs.

[www.applelec.co.uk](http://www.applelec.co.uk) | [www.ledlightsheet.co.uk](http://www.ledlightsheet.co.uk)



## What's on at Worthing Theatres

Messagemaker digital advertising banners promote what's on and what's coming up for audiences of Worthing Theatres with unmissable full colour messages.

Although Worthing Theatres had been using single colour LED signage for some years, it was unsatisfied with the level of reliability and support from its old supplier. So turned to Messagemaker for a 'cost effective, more efficient and user friendly alternative'. They installed a robustly constructed, full colour digital banner that provides 'excellent brightness', ideal for aggressive and sunny seaside environments.

With an active screen size of 640mm x 6400mm and brightness of up to 8000 candela per square metre, the Messagemaker sign installed outside Worthing's Pavilion Theatre is unmissable. A smaller screen has also been installed in the town centre, remotely controlled from the theatre to attract shoppers to visit the theatre.

The Messagemaker LED display provides more 'elegance and cost-effectiveness' compared to traditional printed advertising banners as it is instantaneously updatable with no additional production costs'. It is quick and easy to use with integrated software that

can be programmed to run a scheduled programme of promotions throughout the day or week. The display can show a multitude of effects including scrolling text that immediately grabs the attention of passers-by.

MD of Messagemaker Displays Harry Filer, said: "Worthing Theatres has purchased a cost efficient, easy to use and update digital display solution that offers major benefits over printed advertising. For venues with limited resources, we also offer a full rental service scheme with a monthly rental cost for this type of installation coming in around £500 per month. Venues need only sell two to three additional tickets per day to quickly pay back their investment."

Worthing Theatres provides a diverse, year round entertainment programme, packed with 'spectacular' shows, the latest films, great concerts, live theatre and more, which 'meets the needs of both the local community as well as tourists and visitors to the town and the wider Sussex area'.

[www.messagemaker.co.uk](http://www.messagemaker.co.uk)



# Creative digital signage near the polar circle

*Eyevis delivers squareTILES setup for Swedish shopping mall.*



Since October 2013 the newest shopping mall in the provincial capital Umeå has opened its doors.

In the mall, several retail stores and restaurants invite visitors to shop and to relax. At the entrance area a video wall setup consisting of 19 squareTILES from Eyevis develops an 'attractive living atmosphere.' The squareTILES and two projectors at the second floor were installed by the Swedish integrator Hans Johansson from Mindspace Group. Together the squareTILES and the projectors create a multiscreen installation.

The displays are controlled via DISE8 software from Mindspace. Due to the internal image processing the representation of the content can be adjusted to the position of each display in the wall setup. Thanks to their thin bezel design, squareTILES enable a good depiction of contents even over several displays. The quadrilateral 21.6-inch screen with 1:1 aspect ratio supports creative setups. Whether they are installed in a vertical column, side by side or diagonally shifted, with squareTILES video walls can be adjusted to every content.

"As always, we had to understand the architect and the customers need to be able to present a top notch solution from eyevis comprehensive product range", said Trond Solvold, Eyevis Nordic.

[www.eyevis.de](http://www.eyevis.de)

## TradeSigns

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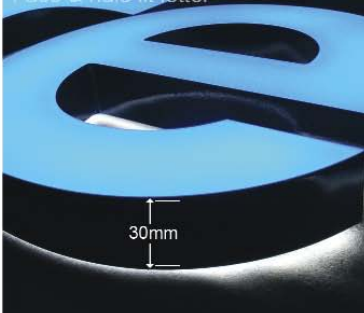
LPflex letters are cut out of acrylic, and have individual LED modules embedded in to them.

### LPflex Sign Systems

LPflex is aimed at the high-end market with exceptional quality that can be made in a wide range of striking designs, colours and finishes. LPflex is versatile and can be used internally and externally with it's own unique click fit system.

Trade Signs are excited to offer this product to all of their UK customers, a highly desirable and an excellent product to those high-end clients who want that extra edge in the market.

Face & halo lit letter



30mm

29 APRIL - 1 MAY 2014, HALL 2, NEC, BIRMINGHAM

## sign&digital UK

THE UK'S PREMIER SIGN MAKING, DISPLAY SOLUTIONS AND DIGITAL PRINTING EVENT

Trade Signs are excited to announce that we will be exhibiting at Sign & Digital 2014, and are launching a new type of illuminated premium lettering, LPflex sign systems.

Be sure to visit us on stand F44 to view the stunning illumination levels that this lettering produces.

**STAND  
F44**

# NEW PRODUCT LAUNCH



## Strata point the way at £32m police HQ

Signage, shop-fitting and engineering group Strata Holdings has been 'instrumental in making sure that the new Humberside Police divisional headquarters are easily navigable and future proof'.

The Hull-based business has provided a host of signage solutions on the multi-million pound construction project. Strata won the contract to create and craft 500 signs with BAM Construction following a competitive tendering process. The state-of-the-art Clough Road Police Station, which became operational in 2013, occupies an eight-acre site and has regenerated a brown field site that was formerly part a gas works. The facility provides an operational base for more than 730 officers and staff and brings together teams from across the city.

Given the amount of operational staff, officers and detainees accessing the site on a day-to-day basis it is imperative that way finding is comprehensive. This is where Strata's expertise, and that of group company Sovereign, has been so valuable, both inside and outside of the facility. A large Totem sign at the entrance points the way around the complex and mirrors the design of the main building.

Strata Holdings' company director Tony Schultz said: "Externally, the entrance sign saw us using the specialist main building cladding materials used on the award-winning building. This has enabled us to demonstrate our creativity as it's a real bespoke solution."

Also demonstrating the group's range of skills and engineering abilities were other external signs, covering everything from the main parking area to building entrance.



The building has built-in 'future flexibility' to ensure that it remains fit for purpose over the next 60 years. Likewise, internal signage has been developed with an eye on the future.

Tony Schultz added: "Our final internal sign designs were striking, clear and modern reflecting the building design whilst being both functional and interchangeable, which was a key part of the brief. This ensures future cost-effectiveness and, like the rest of the headquarters, is sustainable."

"Strata and Sovereign are proud to have been involved in such a prestigious, award-winning project."

The new HQ has a BREEAM (Building Research Establishment's Environmental Assessment) "excellent" rating. The main construction project provided a boost to the Hull economy. Throughout the construction period almost 1,000 people were employed on the project and additional 20 per cent of local suppliers to the project were based in the city.

Strata's work was considered so successful by BAM and Humberside Police that the group subsequently provided all signage to another new police station on Osborne Street in the city centre of Hull.

A virtual tour of the Clough Road Police Station can be viewed online at <https://vimeo.com/41288715>



### Strata Holdings

Strata Holdings Ltd is the parent of Sovereign Signs, Ark Shopfitters and Pearlgreen Engineering who specialise in the design, manufacture, supply and installation of bespoke signs & signage, unique shopfitting and fit-out solutions and quality engineering, fabrication and architectural metalworks. For over 25 years Strata's group companies have supplied some of the UK's best known and most recognised companies and brands.

[www.strataholdings.co.uk](http://www.strataholdings.co.uk)



# Stocksigns embraces creative station design

Stocksigns, incorporating Burnham Signs, the station signage manufacturer, has been involved in a number of exciting projects over recent months. Projects that have required 'heightened creative design- creativity that has spilled over into station signage'.

An example of this 'experimental, adventurous, design' style can be seen in the recent develop at Dartford Station. About four million journeys are made to or from Dartford each year, according to Network Rail. The improvement work has been funded by £6m from the Homes and Communities Agency and £1m from the National Station Improvement Plan. The design includes a beautiful kidney shaped terminal. Stocksigns involvement with this project was working with contractor Osborne and directly with Southeastern.

Gavin Wilding, Technical Sales at Stocksigns has noted a developing trend in projects within the rail industry that have more of a design focus. He said: "Last year saw more people traveling by train putting a strain on capacity. The UK has to invest in stations to tackle this growing demand. As a result, where some other industries have seen a reduction in spend due to the downturn, the rail sector has budget to spend. I believe this gives the opportunity for creative architectural talent to move into the rail sector, and it is clear Network Rail is embracing these creative ideas".

Stocksigns is currently involved in over 20 rail signage projects throughout the UK, delivering a wide range of signs products including Vitreous Enamel. They have been manufacturing vitreous enamel for over 100 years for the London Transport Network, DLR, Overground rail and other applications which require very durable high quality signage.

[www.stocksigns.co.uk](http://www.stocksigns.co.uk)



## Fresh signage for Abokado



NSI Limited, a nationwide signage company, is working with Abokado as they continue to expand across London. The latest site on Alie Street in London opened in February, and as the twentieth Abokado site, it has 'fresh looking signage to match the fresh healthy food and handcrafted coffee on offer'.

Built up letters painted in a bright green colour, give a fresh, vibrant feel, and they are installed on to timber for a natural look. Inside, the Abokado name is fixed on a clear acrylic panel, which is illuminated and suspended in a window space.

Mark Lilley, one of the owners of Abokado said, "We are delighted with the look and feel of our 20th store. The signage is extremely strong and as the first new opening which NSI have been involved in, we're very pleased with the outcome."

NSI is currently working on the signage for the 21st site in Ludgate Hill and is looking forward to producing signage for Abokado as its expansion continues. Nick Kehoe, NSI's Managing Director said: "It is a pleasure to work with Abokado at such an exciting time in their expansion programme. The signage is visually attractive and eye-catching and we are thrilled to be working with them on further sites."

[www.nsi-limited.co.uk](http://www.nsi-limited.co.uk)



## Antalis helps Graham & Brown turn concept into reality with 'show-stopping results'

But when planning its stand for this year's Heimtextil exhibition in Frankfurt, Graham & Brown turned to Antalis UK to help create one of the company's most spectacular and sensational stands at the event.

Proof to Production Coordinator at Graham & Brown, Julian Kellett, explains: "Our range of wall covering designs certainly speak for themselves in terms of attracting attention, but it's always a challenge to think of new ways to present our products and this year was no different. We wanted to create something unique that would communicate the versatility of our designs. We finally developed the perfect concept, but then needed help when it came to delivering our vision and turning our concept into reality."

It was early on in the design and planning stage that Kellett turned to Antalis for input and advice on selecting the right substrates that would help convert their creative ideas into something that would present a show-stopping exhibition stand. Antalis had worked with Graham & Brown for several years and built up a good working relationship. So they were able to get involved at the beginning to brainstorm specific requirements and advise on the latest innovative products that could meet Julian's needs.

Central to the success of the stand design was the need to create a complete home environment using illustrated furniture in bold black and white designs to represent different parts of the house. As well as hard wearing printed graphics on the floors, all against the backdrop of its vibrant wall papers and wall graphics.

Kellett said: "Essentially, our challenge was how we were going to 'draw' on hired furniture and cover the floor with a special wallpaper design created by one of our famous design friends Hemingway Design. What we needed was something that would enable us to apply printed graphics to furniture, that would not only look good and stand up to the wear and tear of the show, but would also be easily removed once the show had finished. As we only rent the furniture for the duration of the event, it was imperative that it wouldn't leave any marks or damage on the surface of the furniture."



Having listened to the specific requirements of each application, Joe Kennedy, Sign and Display Product Manager at Antalis UK suggested covering the furniture using YUPOTako®, a UV 1270mm self-adhesive film that uses micro-suction to stick to surfaces. Not only did the YUPOTako film work well with the company's Oce Arizona 360 GT flatbed wide format printer to deliver clear, high quality print, its special suction properties eliminated the need to use adhesive, allowing for easy removal without leaving any sticky residue or markings on the rented furniture.

For the floor graphics, Joe advised on using a two-part Drytac system comprising Drytac Floorprint, which was also printed in-house on Graham & Brown's Arizona 360GT, then overlaid with Drytac Interlam Pro Emerytex to create the extremely durable, non-slip floor covering.

Kellett, the stand builders and the Graham & Brown sales team were delighted with the results. Says Kellett: "Heimtextil is the largest exhibition of its kind attracting over 66,000 visitors from some 134 countries, so competition is always fierce amongst exhibitors, and it was therefore essential to stand out from the crowd – which we certainly did!"

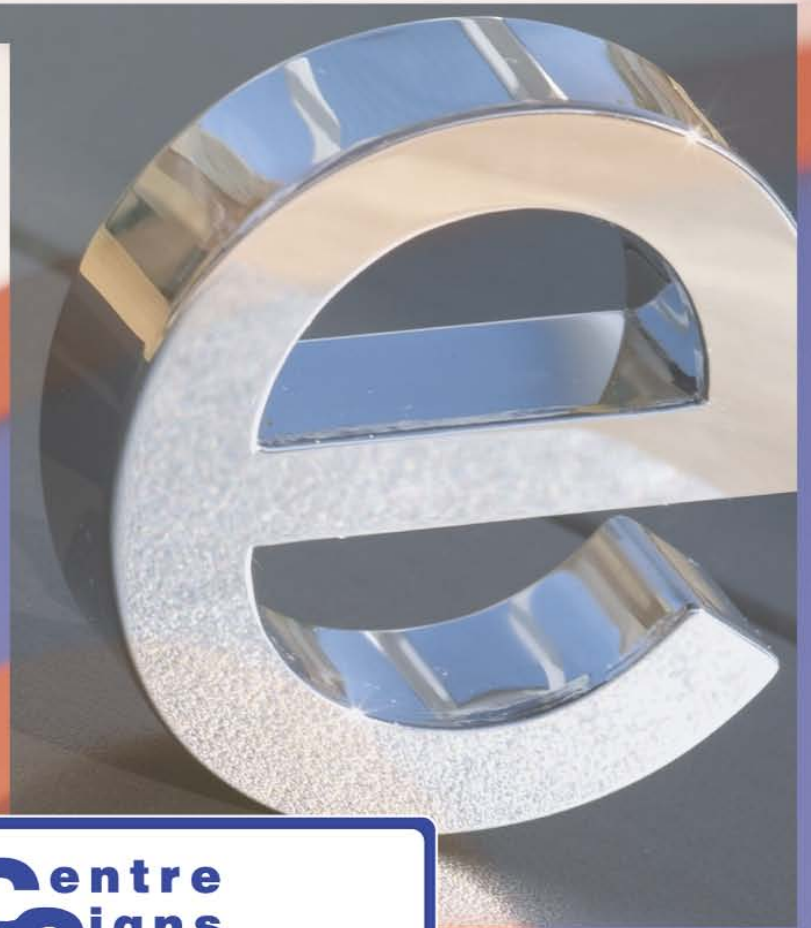
"Thanks to Antalis, the substrates they provided really fulfilled the job and produced fantastic results. The YUPOTako® micro suction film provided the perfect solution to our need to apply temporary graphics to the hired furniture without causing damage, and the Drytac floor covering stayed in perfect condition throughout the show, without any detrimental effects from the high volume of visitor traffic to our stand. And, by working closely with Antalis, any potential printing issues were addressed prior to production, which made the whole process efficient and stress-free.

"When we finally unveiled our 2014 stand at Heimtextil, it was a resounding success and extremely well received by the exhibition organisers, our sales team and customers as well as our stand building specialists who hailed it as the best stand for 20 years."



[www.antalis.com](http://www.antalis.com)





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## Coronation Street

Trade Signs were awarded the contract to manufacture and install four large signs for the brand new Coronation Street studio and building in Manchester, in September 2013. Here they tell us all about this interesting and challenging project:

The initial specification from our client (a design and projects company working for ITV), was to fabricate a large version of the Coronation Street road sign. This was to recreate the pitted look of the cast iron but with a brushed stainless steel finish. This was to be in two sizes, one at 11 metres long and one at 5 metres long. As conversations between Trade Signs and the client progressed, the order was increased

to 2no signs at 11 metres long, 1no sign at 7.5 metres long and one at 5 metres. On receipt of the order, we assigned a dedicated project manager to work closely with the client.

Following the production of a small scale sample, along with a sample built up letter, we had various meetings with the client to discuss finishes and to demonstrate the proposed construction of the sign. We provided detailed hand-drawn sketches of our proposal for the signage and metalwork. This helped visualise how the metalwork was to be constructed, and made it easy for our client to understand our ideas.

The 2no large signs were to be installed onto the main Coronation Street studio building and the smaller signs to be fitted on the main entrance wall at the far end of the site.

### Challenges

Due to the sheer size of the signs, we had to design and fabricate a sufficient support frame to bolt to the wall to receive the main signage fascia. This had to be structurally sound, spread the weight evenly, whilst not being too cumbersome. This too had to be fabricated in stainless steel, meaning the support framework would weigh a considerable amount.

Trade Signs were given free-reign to design the framework, but had to ensure it was made in a practical and efficient manner, whilst maintaining structural integrity and not affecting the aesthetics of the original design specification. Being a filming/recording studio, the outer wall/construction of the main studio building was not built in a regular way. It had various 'layers' to the wall, providing various strength and sound-proofing qualities. We had to ensure that our signs (with the heaviest weighing approximately 500kg) would not compromise the soundproofing in place, whilst passing structural tests. Due to the complicated and unusual construction of the building, our design for the metalwork frame and proposed installation method had to be approved by our client, along with many other parties including ITV, the onsite contractor Mace, structural engineers and the acoustic engineer.

Due to the weight of the sign and construction of the building, the support framework had to be bolted in to the outer brickwork only, whilst strengthening the wall at the locations of the frame fixings. This was done by installing remedial brick-ties, which tied the outer brick wall to the inner brick wall.

Once the final drawings had been approved by all parties, we could start the manufacture of all four signs. The cutting edge technology and equipment that we have, along with the highly skilled workshop staff ensured the entire production process ran smoothly from start to finish. The support frames were made from 50x50x3mm and 100x100x3mm stainless steel box section and then clad in 1.2mm and 1.5mm fascia panels. The framework was MIG welded together, and all fixing holes on the larger frames incorporated rubber washers and sleeves to maintain the soundproofing on the studio building.

The cladding panels and letter faces were then laser cut from satin stainless steel, and formed up and soldered/welded together.





## Installation

Once all the metalwork was complete, our project manager liaised with the client, ITV, and the two contractors on site to arrange installation of all the signs. The two large signs in particular posed a number of issues, as they weighed approximately 500kg, were to be fitted 10 metres up on the building and all with limited access on site. Our two installation teams had to work closely with the contractors on site to make sure our work was not going to have any adverse effect on the ground works and landscaping being carried out around them. Both teams worked endlessly on site to ensure the installation was complete on time. Special commendation was made by the 24 hour security company, commenting on how hard the installation teams worked from early in the morning to late at night.



## Completion

We paid a huge amount of attention to detail to everything involved on the project. We ensured all of the metalwork was of the highest quality, something we pride ourselves on, and something that was of paramount importance on this project for a highly prestigious project for ITV/Coronation Street. It wasn't just in the manufacturing that we paid close attention to; our project manager worked closely with the client at all times to ensure everything ran smoothly throughout the whole process. This meant liaising constantly with the client; having various onsite meetings with them, Mace, and ITV; providing support to the Brick-Tie company and several other contractors; along with managing the whole installation process from start to finish.

### The result was a project that was installed on time and a happy customer:

"The opening of ITV's new Coronation Street studios at Media City UK in Manchester in December last year, was a landmark event for the company and for the show itself. The studios surround and support the new £10 million Coronation Street film set, which has been painstakingly rebuilt cobble by cobble to match the original.

One of the main projects was to create two giant 11m long replica Coronation Street signs to be positioned on the two corner fascia's of the new studio building overlooking the river. We designed the signs to match the original street sign on the side of the Rovers Return, but we also wanted to signs to be have a sense of newness to them and be sympathetic the architectural design of the building itself. We opted to manufacture the signs completely from brushed stainless steel, to give them a new, shiny feel, with extruded letter forms to catch the light.

We commissioned Trade Signs to manufacture and install the signs. We were very impressed with their track record in building signs of this size and nature and also their professional and friendly attitude to the project right from the start. Simon Allen, our project manager at Trade Signs, was very thorough throughout the whole timeline of the project. Special consideration had to be made to any acoustic vibrations that the signs could have caused to the sound proof studios inside the building. Two additional identical but smaller 5m and 7.5m signs were also commissioned for the entrance the studios. It was pleasure working with Simon and the team at Trade Signs and we look forward to doing more projects with them in the future."





# PROFILE

## Being passionate about signs has paid off for one sign maker in Birmingham. Michelle Henry, owner of HNS Signs talks to Kathryn Johnson about her work and the company she started four years ago.

### Getting started

Doing a law degree after school wasn't enough to entice Michelle away from a career in sign making, which follows a family tradition. During a trip around Australia, Michelle found herself working in a sign shop, which reignited her love of signs, started when she used to make them for her friends at the age of four. When she returned she worked for a sign company in Birmingham where she is from, for about a year and a half before they went into liquidation.

One of the jobs she was doing for them when they went out of business was for Birmingham Children's Hospital. It was a laser cut acrylic cloud plaque for names of all of those who donated to the new Renal Unit. So that she could continue the job and work with them, the hospital gave her the idea to buy the equipment from the old company and run it herself. Describing herself as the ambitious type, it wasn't that surprising that she embraced the challenge and raised £10k to buy some of the kit from the accountants. She said: "If I had really thought about it for long enough I probably would have panicked and not gone ahead! I ended up working 90 hour weeks, seeing customers or being on-site during the day, and making signs at night. It was intense." That was in 2010 and towards the end of that year she started hiring some help to build her business to what it is today; a team of seven as well as sub contractors.



One of her team doing screen-printing

### Techniques

Whilst talking to Michelle it is clear the love she has for what she does, especially being able to use traditional techniques alongside modern technology. This way she feels is the only way to get a specific effect, such as hand painting honours boards or painting wall art on heritage sites. She believes that to achieve the best effect, it's essential to use real sable brushes as 'you can tell if a synthetic brush has been used'. This attention to detail and to her art seems to set her company apart from a sector broadly relying more and more on digital printers. Yet she is able to offer a wide range of products and services, such as; door signs; plaques; screen printing and shops fronts.

Her clients include NHS hospitals, councils, construction companies, shop fitters, interior designers and lift companies. The work has grown so much they've recently moved to larger premises and are now looking to do everything in-house such as cutting and fabrication. This may be because Michelle calls herself a 'control freak', which she feels is one the biggest challenges as there is 'not enough hours in the day'. So she's learning to delegate and let others do it.

One of her other aims and passions, is to involve more women in all aspects of sign making, not just the usual 'vinyl graphics and design work'. She feels

everyone should be able to do everything, and not departmentalise according to gender. It may take a while for this message to get out there though, as she explains how site managers are usually quite shocked to see her arrive on site with the drill, ready to install a sign.

### Apprenticeships

To make sure future generation of sign makers learn and maintain all the sign making techniques she has a few apprentices working with her. Here she can make sure they learn a bit more than digital printing, which they do at college, and explore all areas of sign making. She said: "Our apprentices have to work on every type of job that we get. They have learnt to do traditional signwriting, gold leaf, to fabricate trays, make flat cut letters, engraving, vehicle graphics, vehicle wraps and are currently learning to screen-print. One problem that I have found in the UK, is that we confine our staff into certain areas such as vinyl graphics and engraving.

I do not want this for my apprentices. I want them to follow the Australian method of learning, which means that they will do everything from design, to manufacture and installation. It also helps us to run more effectively as a small company."



Demonstrating how to rest a hand on the meter stick whilst painting.



Tools of the trade: Michelle's sable brushes and her meter stick.



## Giving back

When asked what she is most proud of her in her work, Michelle describes the project she is involved with for Wolverhampton Homes. This social housing landlord 'fell in love' with her business cards so on the back of this asked her to get involved with their Timken Centre. This centre provides opportunities for young people and adults with learning difficulties. And with individuals who are disengaged with mainstream schooling. She is working with some of the young people to teach them traditional signmaking. They will teach them how to scale up from an architects drawing, how to design the artwork and finally how to get their designs onto the wall.

They will do this inside the reception areas of two tower blocks in Wolverhampton. After this, she will help them set up their own sign shop where they can produce vehicle decals, sublimation printing onto t-shirts, mugs and hi-vis vests and basic health and safety signage.

[www.hnssigns.co.uk](http://www.hnssigns.co.uk)



## Michelle gives us a quick 'masterclass' in traditional signwriting.

We design the job on the PC like we would any other.

Once design has been approved, we have two options for applying the artwork to the substrate.

The first option is to print out a paper trace on the plotter; once we have this, we chalk the back of the paper and place it into position. We then draw over the paper trace.

This will leave us with a chalk outline which we can then paint.

The second option is easier - if you can get the right lighting (very rare); you print off an A5 size drawing of the artwork that you wish to paint. You then project this onto the wall and draw around the projection.

Once you have the template drawn, you select your brushes. For text we use a sable chisel brush. This has a straight edge that makes lettering easier. The brush which you select needs to be half the width of your lettering. This allows you to do the letter in two strokes.

Then we thin the paint down. You want it so that it does not drag on the surface. You also need to make sure that it is not so thin that it drips off the brush but it can take a while to get the knack for this.

After this, all there is to do is start painting. We start from the left and work our way right, to make sure the meter stick does not smudge any wet paint. (The meter stick is a metal stick that acts as a hand rest. You position the rubber end on the wall and support the metal end in your left hand.)

Job done!





# SHEET Materials

## An inside look at sheet materials used in sign making

*The sheet materials used to make a sign are arguably the most important component to ensure longevity, durability and a professional finish. While products like Aluminium Composite are a traditional favourite, there are numerous new takes on it in addition to a wealth of new products available to sign makers. Jemima Codrington spoke with industry experts to see what's available, how to use it, and how to get the best possible finish.*

**Frank Moran, Managing Director at PaperlinX Visual Technology Solutions, reveals the biggest mistake a sign manufacturer can make is opting for the wrong materials for the job.**

While it may seem like an easy one to avoid, sign makers are often lured towards lower quality products on account of the lower price point. Ultimately, this can lead to a poor quality job that rules out the chance of any repeat business, and can actually end up costing the sign maker money rather than saving it. "We always advise sign makers to use your supplier to help find the best fit for the sign," Frank explains. "Talk to them and get their specialist teams to support you in the selection process."

There are many factors to be taken into consideration when it comes to picking materials, the cost being chief among them. Aside from budget, Frank reveals that sign makers should consider the purpose of the material, the type of sign, and installation among other factors when selecting sheet materials. "Sign makers have to look at installation criteria, for example height, exposure, whether it's an indoor or outdoor sign, fire certification, if it is to be illuminated or not and its expected service life," he says. "Speed of manufacture, the sign maker's equipment, physical size of the job and general capabilities also have to be considered."

The requirements from the end-user will also contribute to deciding which materials are suitable, and as such Frank recommends discussing things like corporate social responsibility objectives, to help narrow down the options, as this will determine whether or not an environmentally friendly product is required. With many businesses looking to reduce their carbon footprint, offering signs made on recyclable, environmentally-friendly materials can help win contracts.

As an increasing number of clients are looking to integrate LED illumination into signage, Frank also recommends talking through the desired effect of the sign to make sure the design meets the mark. "Adding in LED illumination by modules can really enhance signage. For example, 'halo' and 'shadow' creates a stunning sign effect," he says. "The right LED option can maximise light, minimise sign running costs and reduce signbox manufacture times - a benefit for everybody. And, Lumex polyesters print fantastically well on UV printers if the design calls for this."



*Altuglas is suitable for a wide variety of applications.*

### Examining the available options

When it comes to selecting the right sheet materials, there's no shortage of products from which to choose.

Indeed, the many new products and improved materials present a plethora of options, which can often make selecting the right sheet confusing. Frank has numerous recommendations when it comes to favourite products, including Altuglas acrylic. It comes in numerous colours, and with high-quality effects such as ultra-bright or soft fluorescents, which perform particularly well when enhanced by LED lighting. Altuglas Night and Day is a great option for signage that needs to be clear and visible 24/7. The material, available in four colour combinations, adapts to the light conditions to be for example black during day when it's bright outside, and light at night to illuminate the darkness. This versatile product is UV-resistant, and can be thermoformed for use in even complicated sign designs. "Altuglas also has a large colour range in constant light transmission (transparent, translucent and opaque) including the latest product range of LED opal and colours," adds Frank.



*Lexan Polycarbonate is 250 times stronger than glass.*



For sign applications that require a high level of brightness and a Class 1 fire rating, Frank recommends the Lexan SG305OB (Sign Grade) polycarbonate sheets. "They're very good to print directly on to," he says. Reynobond and Skybond ACM are versatile choices that print well and can even be 3D shaped. Finally, Frank recommends Foamalux Foam PVC on account of it being a great multi-purpose material.

Getting the perfect finish after cutting the material is equal parts skill and

selecting the right tools. While certain substrates can be cut and finished by hand with a hand-held router, others work best with a CNC router, such as ACM, foam PVC, polyesters, acrylics and polycarbonates. To get a clean cut and professional finish, Frank advises working from a smart design and layout on high-quality products. "Source quality materials from a reliable supplier, don't use a live job to practise on, and don't rush it!" he adds.

When it comes to selecting the right self-adhesive for digital printing, Frank recommends giving consideration to the application and the choice of vinyl to avoid expensive mistakes and wastage. "All too often corners are cut to save pennies," he says. "When it comes to finishing and applying a digital print, there some new and innovative products that make the job much easier, even for the complete novice. Examples of this are Window Grab, Easy Dot and Ultraflat."

Ultimately, getting the right finish starts with getting your project off to the right start. Researching the many new (and existing) sheet materials available will help you select the right type for the job at hand, even if it means parting with a few extra pennies to get the best products available. "Ask your materials supplier for advice," advises Frank. "Stretch the budget, pay a bit more for quality - it makes for a much better end result."

visit [www.paperlinx.co.uk](http://www.paperlinx.co.uk).



*Lexan Polycarbonate is one of the strongest thermoplastic materials on the market.*



*PaperlinX supplies Altuglas, Lexan Polycarbonate and a range of other sheet materials.*

**Luke Martyn, Marketing Manager at Perspex Distribution Ltd, notes that the rise in the use of LED lighting in signage can be beneficial for the end-user, but can also be the cause of many mistakes if not utilised correctly by sign makers.**

"Many sign makers are now working with LEDs in house rather than subcontracting this work out," he explains. "Mistakes using LEDs often leave either 'hotspots' of light where the LEDs are placed too closely to the substrate, or shadows because the light doesn't reach all parts of the sign." One way to circumvent these issues would be to use purpose-built products like the range Sloan LED signage modules, available from Perspex Distribution. Sign makers will be able to discuss their plans for installation with LED Experts, who can produce schematic drawings to guide the installation of LED modules for even illumination. "We also sell Perspex Spectrum LED, which is specifically designed cast acrylic to diffuse light over the sheet enabling thinner sign depths and bright signs," adds Luke.



*Alupanel sheets are now made in the UK.*



# SHEET Materials

## An inside look at sheet materials used in sign making

When it comes to choosing the right substrate, the intended application is a key factor in knowing what to pick. When choosing sheets for outdoor signage, sign makers may want to consider Perspex®, which comes with a 10-year guarantee for external use and is therefore suitable for long term outdoor applications.

For signage to be developed with wide format printing, there are purpose-built materials from Perspex that are suited to the job. "Our Palight PVC Foam and Alupanel Aluminium Composite have both been developed specifically for wide format printing to enable clearer detail on signage," reveals Luke. For example, Alupanel is now



Printed Palight PVC foam has been specially designed for use with wide format printers.



Illuminated outdoor panels made with Perspex®.

produced with an ultra-white surface for optimum print adhesion."

Available in a wide range of colours, this material can be used for a number of different projects. And now, in a first for the UK print market, Top of Form, it will now be possible to purchase UK-manufactured aluminium composite sheets as Perspex Distribution stocks the Alupanel® aluminium composite made at a new production facility in Kent. From raw material to end products as well as fast availability for special requirements," says Luke. "This is key in today's fast moving market, and helps us support customer strategies for reliable stock availability from distribution partners."

[www.perspex.co.uk](http://www.perspex.co.uk).

Nick Warne, Managing Director of NE Plastics, notes that there are many sheet materials that work well specifically for use with vinyl application.

"Materials of choice that we stock at NE Plastics include ACP (Aluminium Composite), Foam PVC and Perspex Acrylic," he says. "Printing direct to ACP is achievable with our special formulated coated print grade. PETG & Polycarbonate also allow ink to key (bond) to them, which is significantly better."

NE Plastics supplied the Aluminium Composite for the 5km round Olympic park when it was being developed, as the dimensional stability and direct-to-print qualities of material made it ideal for the job.



.....Continued on page 66

A CNC router or laser can be used to achieve an expert finish on virtually any material.



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# SHEET Materials

## An inside look at sheet materials used in sign making

According to Nick, boarding has in fact become one of the biggest areas for signage. "We have recently stocked a new product called Viscom Easy-Print, which is lightweight, durable and applicable outside," he says. "This material is perfect for printing directly on to, and is a versatile part of the display board family."

"When routing, it is essential to have sharp premium quality tools to get a clean finish."

Aside from the materials for use with outdoor boards and signage, Nick notes that sales of Foam PVC remain strong, as it continues to be a safe choice for simple signage. "That said, there are problems with it not being very dimensionally stable," he says. "Aluminium Composite on the other hand, offers a far better solution when in need of a cost effective material, where flatness and rigidity is a priority." Aluminium Composite trays are also becoming more popular, he reveals.

While larger sign makers with their own shops tend to use flat-sheet aluminium to make custom trays, the majority of sign



An ACP Sign Tray with Lighting System from NE Plastics.

makers will buy pre-made ACP trays. NE Plastics produces bespoke sign trays made from their own branded Aluminium Composite, 'Alliance'. The demand for these trays has increased significantly in recent years, according to Nick, owing largely to their versatility. The trays can be used in a number of ways:

- Flat panel screwed to wall
- Panels to go into a Panatrim Frame
- Illuminating 'Perspex Opal' in an aluminium light-box
- Mounting letters onto a fascia (ACP flat sheet as background)

### The importance of correct installation

Nick notes that while choosing the right material is important, so too is taking into account the type of use and therefore installation expected from the sign.

If a sign is being installed in areas prone to vandalism, it should be made with a vandal-resistant, durable material. Similarly if it's going to be placed outside, a weatherproof material coupled with appropriate installation is just as important. To emphasize his point, Nick recites an old industry example. "A sign was being put together for a shop, black foam PVC was being used as a fascia (20metres long & 5mm thick). This was butted together and screwed in, with vinyl applied on top. When the sun came out, it completely skewed the foam boards. The problem was that the boards were physically screwed onto the building, when the boards were heated in sunlight, they expanded and bowed. The sign-maker hadn't allowed for expansion; he should have instead put a frame up and let the panels hang, thus giving them space to expand."

Finally, to achieve a perfect finish, Nick notes that although a CNC router or laser can achieve an expert finish on virtually any material, the real trick is to ensure that the material is of a high quality. "This is a must to avoid chipping or burring," he explains. "When routing, it is essential to have sharp premium quality tools to get a clean finish. Quite a few customers buy their own flatbed cutter like a Zund or Konsberg to meet cutting requirements."



NE Plastics make trays from their own brand of Aluminium Composite, Alliance.

[www.neplastics.co.uk](http://www.neplastics.co.uk)



**James Meylan, Multipanel UK European Sales Manager, notes that Aluminium Composite remains a popular choice owing to its versatility, affordability and durability.**

"Alupanel is both cost and time effective, giving the best results for print and fabrication due to its flat, smooth composite characteristics," he affirms. The material can be cut to a high-quality finish either by hand or with a CNC router, and sign makers can improve their finished piece by downloading the Fabrication Guide from Multipanel UK. It offers hints, tips and recommendations on how to get the best out of Alupanel sheets.

With regards to Aluminium Composite materials there are three standard aluminium gauges available depending on the application:

- A Standard (0.30mm) skin is designed for full fabrication, which includes routing for sign trays, light boxes, etc, in load bearing projects.
- A Lite (0.21mm) skin is designed for FLA, non-load bearing signage, and printing in non-load bearing projects.
- An Eco (0.15mm) skin is designed for temporary signage, such as hoarding panels around construction sites and banners around football grounds. The latter would both be great examples of substrates suitable for vinyl application.

"For display application where the edge of the panel may be visible we have developed Alufoam, and aluminium com-



*A digitally-printed sign made with Alupanel sheets.*

posite sheet with a foamed polyethylene core," James reveals. "Not only is Alufoam 30% lighter than standard aluminium composite, its enhanced flexural strength mean it can be used over large spans."

### Choosing the right aluminium gauge

Not all aluminium composite panels are made alike, and not opting for the right one can lead to issues down the line. James notes the large majority of mistakes seen by the experts at Multipanel UK can be attributed to not selecting the correct aluminium gauge for the project. "As a cost saving exercise, cheaper, lower quality materials are often used on projects which can result in a false economy when the materials prove to be inadequate for the application," he says.

Another key factor is correct installation to avoid the effects of thermal expansion, which can be easily avoided by compensating for the 2.4mm expansion rate of ACM materials over 1m at temperature. According to James, incorrect installation can cause panels to expand and warp if they are fixed rigidly without space for expansion and contraction.

This versatile substrate has many applications, and can potentially help sign makers get the best out of each project

when the right type of ACM is selected. "Used correctly, Aluminium Composite material provides the best price-quality ratio for most sign making projects," says James.

[www.multipaneluk.co.uk](http://www.multipaneluk.co.uk)



*Fabricated signage made with Alupanel sheets.*



*Alupanel Mirror is shatter-resistant, and so ideal for outdoor use.*



*Alupanel can be used for digital printing, painting, vinyl application and more.*



# HOW TO ?

## V-grooved, folded edges on Aluminium Composite

*Martin Hinchliffe tells us about his experience creating v-grooved, folded edges on aluminium composite. If you would like to contribute to this issue, see below for details.*

Aluminium Composite is the only sheet material I tend to stock in several colours, and is my sheet material of choice, because it is so easy to work with. But getting a good enough edge can be a problem!

One of the things that I struggled with at first was cutting it. But I have really got to grips with it to produce a nice finish.

The best tip I have learnt up until now is to snap the ACM. To do this, you cut through aluminium skin and half way into the PE core, then snap it off. The edge that is snapped off will have a good edge, but the other side will have a bit of a lip on it as the blade separates the aluminium. So when you start always cut into the no-facing side.

Another piece of advice I got about a year ago, and then came across it again recently, is to v-groove the ACM with a hand held router and then fold it back on itself, and remove the excess.

There are two variations for this. I struggled with the method on the right hand side, as this meant folding the ACM in a small z-shape. But in theory you should be able to snap off the excess and get a better edge.

In doing this research and talking to a few sign-makers, I have heard that you can get ACM with a transparent PE core. Although never bought any yet, this sounds like a really good option. It would eliminate the black edges on white sheets, which really stand out like a 'sore thumb', and make the requirement for this technique less important.

*Tools used:  
Hand held router,  
aluminium ruler with  
a steel edge and  
a blade.*

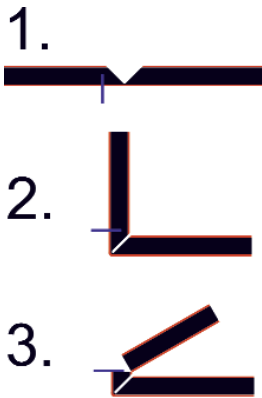
### Will I be doing this on all my ACM sheets?

My router is set up with the v-groove permanently ready to do this, which reduces my set up time. But it still takes a little while to do. I need a proper work bench, so until I do I think I will just do this on the smaller panels that are looked at quite closely and that are at eye height.

If I had the height, I would probably get a Sagetech vertical panel saw, which would then give me a nice edge from the start. I think in future, I will have a go doing it with the technique on the right hand side as should give a better finish.

If you have any feed back on this technique or any other tips you would like to recommend, I would love to hear from you. Phone, visit us at Sign & Digital UK (M37) or email me on [martin@signupdate.co.uk](mailto:martin@signupdate.co.uk)

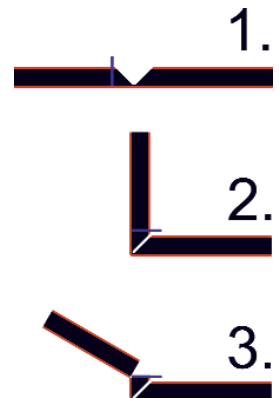
*V-grooved, folded with just the excess left to be removed.*



1. V-groove and then cut where the blue line is at the edge of the v-groove. This cut should ideally be all the way through the PE core, and possibly further to score the final layer of aluminium. Following the left, you don't need to cut so deep with the blade, and then you just keep folding it back on itself which was easier to do. And I used a blade to help the excess break off. On the right hand side you need to cut even deeper all the way through the PE core, and ideally further to score the final layer of aluminium.

2. Fold along the v-groove.

3. Snap off the excess. Following the left hand side I needed a blade to help it off.



*The final folded edge with no PE core visible.*



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## Exciting times for Radecal

Due to recent developments Radecal will not be attending Sign & Digital UK 2014 this year, according to the company. They have expanded their operation in the South to encompass a 5500sqft showroom in Aylesbury and coming soon is our 6500sqft showroom in the North.

Radecal have also expanded its product range to include the brand new flatbed Monster Application Table range (MAT).

The MAT creates perfectly flat applications without creases or bubbles, reducing time consuming tasks and waste. It is easily mounted and fixed into position by the roller press. It has an illuminated glass table top and a self-healing cutting mat to improve accuracy and control during operation. It is 'extremely user friendly' and can be operated by one person.

The Aylesbury showroom has weekly open days to showcase this company's



growing product range. You can get a demonstration on any of the products from a Benchtop Laser Cutter; CNC Router; ARISTO cutting table; Roland Printers; and the Monster Application Table.

The launch of the new showroom in the North East is due to open mid April where weekly demonstrations and workshop will be in operation.

[www.radecalmachinesales.com](http://www.radecalmachinesales.com)

## Spandex UK launches new Digital Materials Guide

Spandex UK has launched a new, easy-to-use Digital Materials Guide summarising its ImagePerfect™ digital media portfolio, aiming to help customers get more out of their digital printer by presenting materials for a wide range of applications.

The new 52-page guide focuses on the range of ImagePerfect products that are specifically designed and profiled for latex, eco-solvent, solvent and UV wide format print devices. It is divided into four clear sections: ImagePerfect 2500 Digital Vinyl products; the ImagePerfect 2100 Banner Series; ImagePerfect Speciality Products; and ImagePerfect Accessories.

"There's huge potential for graphics producers to be more successful, simply by working with a more diverse range of digital media", says Leon Watson, UK General Manager, at Spandex UK. "We stock 26000 products at Spandex, but the majority of customers buy from a very limited range. It's human nature to buy what we know, but with such a wide range of ImagePerfect products, a different choice of media could offer the printer a better margin on the same job, with the same or even improved performance.

"Different ImagePerfect products can help our customers to diversify and pursue

exciting new revenue opportunities. For example, a printer may never have thought to explore interior decor products, or offer printed apparel – we have ImagePerfect products that would easily enable them to move into these lucrative areas. If a customer works happily with other ImagePerfect media, the new Guide should stimulate them to try new things."

Customers can see at a glance those products that fall within Spandex UK's Digital on Demand service, which enables customers to buy digital media by the running metre, eliminating the need to hold inventory, releasing cash and encouraging experimentation with new substrates.

[www.spandex.co.uk](http://www.spandex.co.uk)



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## Horizon Group Crowned SME of the Year

*Huddersfield based signage company, The Horizon Group were crowned SME of the Year at the Examiner Business Awards.*

Held at the John Smith's Stadium, and hosted by ITV's Harry Gration, a capacity audience was on hand to celebrate the eighth instalment of this event that sees businesses entered in to 10 categories. 'The Examiner Business Awards has become a key fixture in West Yorkshire's commercial calendar with many of the regions prominent players in attendance'.

In the category for SME of the Year, sponsored by Kirklees Stadium Development Ltd, The Horizon Group was pitted against engineering firm Manrochem Ltd and North Fire Ltd, a specialist in providing equipment to the fire service. After the entry films were played and a rationale behind the winning entry was given by Gareth Davies, Chief Exec of Kirklees Stadium Development Ltd, it was announced that the

Horizon Group were the victors, much to the 'delight, and surprise, of the team'.

The Horizon Group was praised for its successful and lengthy trading history. It was highlighted that, specifically in recent times, the business and management team had adapted and evolved its product and service offering to ensure it stayed ahead of the challenging and ever changing commercial landscape. 'The commitment of the business to develop innovative solutions through a skilled local workforce was seen as a key to success alongside clear and planned growth in terms of turnover, profit and offering'.

Speaking of the win, Managing Director Keith Ball, said. "We didn't expect it and we are absolutely delighted. The achievement was in getting on the short-list so to win is the icing on the cake. This is the first time Horizon has entered any type of awards and to win such a prestigious accolade at the first attempt is testament to the progress the business has made in recent times and the progress we continue to make."

The Horizon Group manufacture high quality signage with a wide ranging customer base spread across the signage and transport sectors. Recent expansion has seen the development of their FF&E division which sources, manufactures and installs furniture, fittings and equipment solutions throughout, the construction, education and healthcare sectors. The ability to draw on the experience of their highly skilled fabrication crew whilst integrating this with a dedicated team of solutions and installation specialists has proven invaluable when the inevitable challenges of live site work are presented.



*Image L to r - Gareth Davies (MD of KSDL) presents the award to Ross Ball, Philip Burgess, Keith Ball, George Foster, Sue McEvoy and Matthew Wilson of the Horizon Group.*

[www.thehorizon-group.co.uk](http://www.thehorizon-group.co.uk)

## Nova come up with solution for Bristol Company

A Bristol sign company approached Nova, whose range of products cover both internal and external signage, to help revamp the signage in a local mobile phone shop. Nova said they had the perfect solution.

Their Novacase system 'lent itself perfectly' to the double sided boxes at the front of the shop; with both illuminated using fluorescent tubes, and powder coated in striking orange and green.

The main shop sign was achieved using a folded composite tray, leaving the more prominent signage to be displayed within the store.

Mounted on the shutter box in front of the window is a Novatex frame. With a height of just 360mm, it was crucial to utilise a full bleed solution so as not to lose any of the visual area. The benefit of using the Novatex is that the user can change the skin in house if required.

On the back wall of the shop is the star of the show – an LED illuminated Novatex box at only 100mm deep.



# Distilled insights into digital print at FESPA Digital 2014

## *FESPA confirms four feature hubs*

FESPA Digital 2014 will incorporate four feature hubs, offering a themed blend of presentations, debates, networking and demonstrations at the event in Munich, 20-23 May.

The Digital, Textile, Wrap and Signage hubs will each offer tailored learning and networking and address key growth opportunities for digital printers, during the world's largest focussed exhibition for digital print in 2014.

The new FESPA hub concept will offer visitors a 'focused learning environment combining inspiration and insight' from the presentation theatres; the opportunity to network in the VIP lounge; as well as attend new technology demonstrations. The move away from the traditional visitor features is to deliver 'compelling content alongside demonstrations, optimising the visitor experience at FESPA Digital 2014'.

The Digital Hub, delivered in partnership with Mimaki, will offer presentations of market research, market entry tips as well as specific presentations focussing on: Business skills, (sales and marketing, recruitment, finance); Applications such as interiors (glass, wood, metal, wallpaper); Instore (personalisation, rapid turnaround); Efficiency (across all aspects from print processes to logistics); Technical (design, colour profiling, finishing).

**FESPA Award winners will be announced at the celebration dinner on the evening of 22 May at the LöwenbräuKeller.**

Visitors are also invited to experience demonstrations of three key digital print technologies and connect with speakers and their peers in the VIP networking area. "We are looking forward to participating in the Digital Hub at FESPA Digital 2014. FESPA has outdone itself with even more creative ideas and outstanding features for this year's show. Mimaki is a proud sponsor of the Digital Hub and will present multiple printing solutions for the sign and graphic arts industry. The Hub includes everything visitors need to share ideas and strengthen relationships



with customers, prospects and other like-minded individuals. Mimaki is honoured to partner with FESPA on the feature and will definitely put on a spectacular show this year", said Mike Horsten, EMEA Marketing Manager, Mimaki.

The Fabric Hub, delivered in partnership with Kornit Digital will share market research and presentations focussing on direct-to-garment printing, volume textile printing for fashion and interior applications such as soft furnishings. Textile print applications will also be showcased in the textile VIP networking lounge.

"The FESPA Fabric Hub will be a great opportunity for textile printers and garment decorators to learn about markets, trends, business opportunities and technology. Kornit believes in education and subject matter expertise, so supporting the Fabric Hub was a natural decision for us. Visitors can look forward to some great examples of on-demand fabric printing applications. The Fabric Hub will be a great addition to our strong FESPA presence in Munich, and to our FESPA Fabric Corporate Sponsorship", said Yuval Neria, Director Corporate Marketing, Kornit Digital.

The Wrap Hub will stage the return of the World Wrap Masters, where professional wrappers from around the world compete for the title of World Wrap Master 2014, as well as an opportunity for

visitors to try their hand at wrapping against the clock. This year the FESPA Wrap Hub will also present a variety of wrap applications beyond vehicles including furniture, flooring and other interior applications.

The Signage Theatre, in the co-located European Sign Expo, will offer market research and presentations on channel lettering, sign installation best practice and soft signage.

Visitors will also be inspired by the shortlisted entries to the FESPA Awards 2014, which will be seen by all in the showcase area at the exhibition entrance. FESPA Award winners will be announced at the celebration dinner on the evening of 22 May at the LöwenbräuKeller.

FESPA Head of Events and New Media, Duncan MacOwan, said: "This year we have distilled the learning element of the FESPA Digital experience to make it easier for visitors to identify opportunities they want to hear more about and find them on the show floor during their busy schedules at the show.

"In addition to technical tips and business building guidance, themes running through all the hubs will focus on industrial interior decoration and leading innovative applications for digital print technology."

[www.fespadigital.com](http://www.fespadigital.com).



## Tecna Display 'flies the flag' for British design and manufacturing

*London-based Tecna Display, a Queen's Award winner for Excellence in International Trade, flew the flag for British design and manufacturing at Euroshop in February.*

The company has chosen a great British icon to showcase its retail and exhibition display system at the world's leading retail trade fair – London Transport's Routemaster bus. Together with print specialists XG Group, they've created an exhibition stand that perfectly mimics the AEC Routemaster from the 1950s, at an amazing 3:4 scale.

The bus has been constructed using Tecna Display's t3Airframe, with 329 tubes and 196 connectors linking together for a total length of 152m – that's 18 Routemaster buses in a row!

The t3Airframe is an 'advanced modular display system which is strong, lightweight, fast and easy to build'. When clad in graphics, it creates retail walls, retail plinths and "shop in shops" and POS displays. Fifty eight square metres of fabric were needed to create the Routemaster, but the total weight of the bus comes in at around just 210kg.

The bus was designed and built as close as possible to the real thing, but the inside is somewhat different, housing a meeting area, store and kitchen. The lower deck has eight clear windows, and the 'passengers' at the upper deck printed windows include some of Tecna Display's staff and distribution colleagues from around the globe.

Showcasing another design innovation from Tecna owner Jonathan Evitt, the interior of the bus is illuminated by the brand new Wandlite system, a 360 degree low-voltage, bright LED light tube that is long-lasting and waterproof.

Jonathan said: "We were incredibly proud to win the Queen's Award since the last show, and wanted to show off our British credentials at this year's Euroshop. What better way than recreating the internationally recognised Routemaster bus?

"We export to more than 30 countries, and the t3 system has been granted numerous International Patents and Design Registrations worldwide. We design all our own products and manufacture them in both the UK and China. We hold the ISO 9001 quality stan-



dard and use the highest quality materials and best practice manufacturing techniques, so we can give a full lifetime guarantee on all our products.

"XG Group of Brackley, Northants printed and supplied the graphics for the bus. It was a very complicated production, which they carried out brilliantly."

The t3 system has been used for many high profile projects and companies worldwide, including the Brit Awards and Dyson in the UK, X Factor and Nintendo in South Africa, HSBC in Australia, Nespresso in France and the Buddha Museum in Singapore.

[www.tecnadisplay.com](http://www.tecnadisplay.com)  
[www.wandlite.com](http://www.wandlite.com)

## Innova shortlisted for 'Most Outstanding Micro Business of the Year'

Innova Solutions has been nominated as a finalist in the category 'Micro Business of the Year' at Pendle Business Awards 2014. There were more than 75 entrants for the business awards with over 10 businesses applying for the Micro Business category.

Innova Solutions Ltd (ISL) was established in 2002. It supplies high strength bonding tapes, industrial adhesives and photoluminescent (glow in the dark) materials for industrial applications. ISL prides itself on being a 'one stop shop' for sign makers, supplying every bonding

tape and structural glue they might conceivably need.

Organised by Pendle Vision and Pendle Council, Pendle Business Awards 2014, recognises the 'innovative local companies' in Pendle. Businesses entering have 10 categories to choose from, giving opportunity for entrants from one-man bands with a local, specialist trade, growing small to medium-sized businesses and large companies with worldwide reputations.

Linda Barrowclough, Operations Director at Innova Solutions, said: "Being

recognised as a finalist for the Pendle Business Awards really does put Innova Solutions firmly on Lancashire's map – we are proud to both live and operate in such a vibrant business community. Getting through to the final stage is a testament to the loyalty and hardwork of all our staff at Innova Solutions"

The winners will then be announced at the awards ceremony on Friday 16 May at the Mercure Dunkenhall Hotel & Spa.

[www.innovasolutions.co.uk](http://www.innovasolutions.co.uk)

## Mercedes moves faster with 3M 1080 Series

Colour change wraps done by Clyde Wraps (Glasgow) have according to them, helped vehicles sell faster at a local Mercedes-Benz dealership. This provides a 'perfect example of the benefits that can be gained with car wraps'.

Clyde Wraps' managing director, Gordon Clyde said: "We were contacted by the dealership as they had a gloss black Mercedes CL in their showroom that was not attracting buyers.

"We converted it to a metallic finish using 3M 1080 Series Matte Blue Metallic wrapping film. This showed off the elegant lines of the vehicle to better advantage, giving it added class, and it sold very quickly following the wrap."

As a result, Clyde Wraps was asked by the dealership to wrap another Mercedes CL, for which 3M 1080 Series Brushed Titanium was used.

"1080 Series is easy to apply and gives a really nice finish," says Mr. Clyde. "We find it much better to work with than other materials we have used."

3M 1080 Series is a long term, removable dual cast film that has been designed with sufficient rigidity to allow easy handling without the need for application tape. Featuring 3M's ControTAC Comply pressure-activated adhesive, 1080 Series is easy to reposition and ready to use straight from the box. With up to six years durability, these films offer excellent opacity and are highly weather resistant. 1080 Series is suitable for flat surfaces and simple curves.

Mr. Clyde said: "We have been using 3M materials for some time. The quality of the materials, together with the good back-up from William Smith gives us confidence in the products."

[www.vehiclewrapfilms.co.uk](http://www.vehiclewrapfilms.co.uk)  
[www.williamsmith.co.uk](http://www.williamsmith.co.uk)



*Mercedes wrapped in 3M's 1080 Series Matte Blue Metallic.*

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## Brandz Vehicle Wrapping win the Avery Dennison Supreme Wrapper Award 2013

Avery Dennison and UK supplier, Spandex, presented Brandz Vehicle Wrapping with the Avery Dennison Supreme Wrapper Award 2013. The company created an extremely high quality finish on a Volkswagen Golf R32, by wrapping it in Avery Dennison Supreme Wrapping Film Dark Yellow. The addition of matt laminate helped to ensure a 'truly arresting end result'.

"We're excited that our project, the Volkswagen Golf R32, won the 'Avery Dennison Supreme Wrapper Award 2013'. The extensive colour range, ease of installation, and high product quality made Supreme Wrapping Film a clear choice for us, and the competition was a great way to showcase the Brandz team application skills and bring attention to our customized car wraps," said Burhaan Vanat, Owner of Brandz Vehicle Wrapping.

"This project was handled with real creative flair and skill," said Anne Konigs, product manager for Supreme Wrapping Film at Avery Dennison Graphics Solutions Europe. "The results really pushed the limits of what a vehicle wrap can do to enhance visual impact."

"Our support of the Avery Dennison's Supreme Wrapping Film is exciting professionally and personally, said Pam Arnold, Account Manager at Spandex UK. "Brandz Vehicle Wrapping demonstrated the flawless execution that can be achieved when working with a top quality product."

To enter the contest, which ran from February to the end of 2013, converters and installers were invited to upload photos of their best Avery Dennison Supreme Wrapping Film projects. An online gallery showcased entries, and the top ten entries as chosen by the most public 'votes' were then shortlisted for consideration by an Avery Dennison expert judging panel.

The number and variety of entries received during the contest highlighted the 'sheer range of options' opened up by Avery Dennison Supreme Wrapping Film. As a dual-layer film, offering texture



Avery Dennison and Spandex UK present Brandz Vehicle Wrapping with the 'Avery Dennison Supreme Wrapper 2013' award. (From L to R: Pam Arnold, Account Manager, Spandex UK; Amy Cattanch, UK Distribution Sales Manager, Avery Dennison; Burhaan Vanat, Owner Brandz Vehicle Wrapping; Asif, Applicator, Brandz Vehicle Wrapping; Dave, Applicator, Brandz Vehicle Wrapping).

and clear protective layers, the product provides a 'smooth, paint-like finish that is highly durable'. A wide choice of colours gives users many off-the-shelf applications, and matching to 'virtually any custom colour' is also possible via the Avery Dennison colour matching service. To see more on Supreme Wrapping Film including 2013 award entries, go to [perfectwrap.eu](http://perfectwrap.eu).

The Brandz Vehicle Wrapping team won a trip to the 2014 F1 Spanish Grand Prix, in Barcelona.

## First European manufacturer of graphic films to offer a full range of REACH-compliant and lead chromate free plotter vinyls

ORAFOL Europe GmbH, who make vinyls for the graphics industry, announced that all coloured plotter vinyls manufactured and sold by them are REACH certified. The construction of the films has also been enhanced so that all the materials are not only REACH compliant but also now lead chromate free.

The European regulation REACH (Registration, Evaluation, Authorisation and Restriction of Chemicals) entered into force in the EU in 2007 with a phased implementation running over a 10 year period. It addresses the use of chemical substances and their potential impacts on both human health and the environment for products manufactured or sold into the EU. The purpose of REACH is to increase knowledge about chemical substances marketed in the EU, and their uses, and to ensure that they are properly managed.

Evelyn Zocher, Sales and Marketing Director for ORAFOL's Graphic Products Division says: "ORAFOL has always been a great supporter of environmental initiatives

that can ensure the best possible level of environmental sustainability delivered by our company. As one of the biggest producers of graphic films in Europe, we have a great responsibility to ensure that our products are produced in a manner that is as environmentally friendly as possible, and utilising the most sustainable raw materials as we possibly can. We have for a number of years worked towards fulfilling the REACH requirements, and the work done by ORAFOL's R&D team has been outstanding."

"This is a major milestone for ORAFOL, and one which will have a positive effect not only on our customers worldwide, but also on the environment as a whole for future generations", says Evelyn. Production of the REACH compliant and lead chromate free materials from ORAFOL will commence within the first quarter of 2014 for all coloured plotter vinyls successively.

[www.orafol.com](http://www.orafol.com)



# Zeta celebrates 25 years

*Zeta Specialist Lighting in Bicester, who develop and make LED and solar powered lighting solutions, is celebrating its 25th anniversary.*

They are investing £3.5 million to support an 'aggressive growth plan' that is targeting a five-fold increase in size in three years.

25 years after it was founded, the original ethos of the company remains unchanged. The focus on 'R&D and commitment to designing and developing sustainable, cost-efficient and technologically brilliant lighting solutions is still at the heart of the business'.

Zeta Specialist Lighting has designed and brought to market a number of product innovations such as the Zeta Solar Paddle, SolisPOLE, Light Guide Panel and Solar

Sign Illumination. This 'strong track record of innovation' has led to the company receiving a number of prestigious awards recognising its success, including five DTI SMART Awards. The company also won 'Small Business of the Year' at the Cherwell Business Awards in 2013 and was the recipient of the 'Renewable Energy Design' Elektra Award in 2012.

Much of the investments will be spent upgrading its Bicester head office. Zeta is increasing its light guide panel production capability and creating a dedicated research and development centre. This will ensure

that much of the production currently carried out in the Far East is brought back to the UK, positioning Zeta as the only supplier in its market with a UK-based manufacturing base; a move that will 'deliver a tangible competitive edge'.

The improved UK production facility will also support the company's plans to further expand its offering, particularly its range of solar powered street lighting. The investment will also speed up production to make sure Zeta fulfils customer orders for road signage and street furniture such as bus shelters; totems for retail and shopping centre environments; airport signage solutions; interior solutions; and solar paddle lights, specifically for off grid unmanned crossings.

Managing Director Phil Shadbolt said: "25 years in business is a tremendous milestone and is testament to the commitment of both our staff and our customers. I attribute that success to our heritage of innovation which still guides us in everything we do."

"The business has continued to move forward. We have established a strong presence within commercial, retail and industrial settings and with this investment the business will be in a position to focus on developing the products of the future, expand into new sectors and new markets."

Zeta will launch a number of initiatives and programmes to celebrate its 25th anniversary, including an open day later in the year.

"With our continued focus on innovation, we have an exciting future ahead. We are looking forward to the next 25 years and beyond," says Shadbolt.

[www.zetaled.co.uk](http://www.zetaled.co.uk)



Phil Shadbolt, Managing Director of Lighting Specialist, Zeta.

## Zeta Specialist Lighting announces two major contract wins

Zeta Specialist Lighting recently announced two new contract wins with a combined value in excess of £400,000. Both projects - Liverpool ONE, the city's premier destination for shopping; and The Pier Head on the Liverpool Waterfront, have been won in partnership with The IS Group, a UK signage manufacturer specialising in customised signage solutions.

The Bicester-based company's innovative LED solar powered lighting solutions will be utilised in a new wayfinding system at The Pier Head, a significant aspect of the World Heritage Site. It brings together

the majestic Three Graces of The Royal Liver Building, The Cunard Building and Port of Liverpool building; making Liverpool Waterfront one of the most recognised skylines in the world.

Extending the wayfinding system from the neighbouring Albert Dock further along the waterfront, to enable visitors to move easily from place to place without confusion; will involve the design and installation of three, nine metre high totem signs as well as 10 double-sided and one four-sided directional monoliths. Illumination for the totems and monoliths is provided by Zeta's LED solar

powered lighting. The smaller monoliths will also incorporate PIR sensors so that they only light up when visitors approach.

At Liverpool ONE, the requirement was to replace the legacy signage with five new stainless steel panelled totems sited strategically around the estate, each of which is to house both city and centre maps. As part of the specification, each totem will be equipped with PIR sensors, illuminated utilising Zeta's solar powered technology.

[www.zetaled.co.uk](http://www.zetaled.co.uk)



## Hybrid announces Mimaki SUV Demo Centres

Following the 'much anticipated introduction' of the Mimaki SUV printer range, UK and Irish distributor, Hybrid Services Ltd has announced the appointment of authorised "SUV Demo Centres." They will enable prospective customers to view the printer and assess its creative and commercial advantages first-hand.

Hybrid used a well attended reseller forum event held in March at Rookery Hall Hotel in Cheshire to launch the printer to its network, with sessions that included technical training, intensive insights into the product and RIP software. There was a talk from Mimaki EMEA's general manager of marketing, Mike Horsten who had flown in from Amsterdam before heading to the FESPA Summit in Munich.

Granthams, Graphic Printing Technologies, PaperlinX, Signmaster, Xpres and Your Print Specialists all have demonstration machines available for customers to view in their showrooms in mainland UK. And Reprocentre (in Dublin) and Dennis D Evans (in Belfast) offer similar opportunities for prospective Irish and Northern Irish customers.

"Getting such a strong group of highly regarded resellers in one room to look at this exciting new product in detail was important for us," says national sales manager at Hybrid, John de la Roche. "The Mimaki



SUV Series delivers a completely unique print result and we genuinely believe that when people see the output they'll truly appreciate the extensive benefits the printer can offer their company. By offering a network of highly qualified, specialist resellers around the UK and Ireland with demonstration facilities, we can make this as easy as possible."

The new Mimaki printer is available in 1.3m and 1.6m widths and produces an instantly dry, vibrant and robust print onto substrates such as wallpaper, vinyl and ban-

ner, making it suitable for indoor and outdoor durable jobs that, in a lot of instances, will not require lamination. "Even if an over laminate is deemed necessary, it can be finished immediately after printing as no gassing off is required," says de la Roche. "A big feature alongside the glossy print is its incredible durability and scratch resistance – we'd really like customers to see it for themselves to fully appreciate how different it is to anything else out there!"

[www.hybridservices.co.uk/suv](http://www.hybridservices.co.uk/suv)

## QPS seeking resellers after securing BioMedia distribution deal

Quality Print Services (QPS) is looking for resellers in the wide-format printing sector, after securing UK distribution rights for the eco-friendly display material BioMedia.

It is now available under the generic name of 'BioMedia' with no connection to its former distributor Ilford Imaging, but with the same environmental benefits and 'high quality' demanded by display producers. A new pricing structure means 'the range is even more affordable', to offer a highly competitive alternative to traditional display films and media.

QPS has already agreed a major order for BioMedia with a new reseller and is looking for more businesses to join its network. "We're delighted that we will be at the forefront of BioMedia's distribution in the UK and looking forward to welcoming more resellers to join us in supplying it

to the industry," says Chris Bailey, Director, QPS.

"BioMedia ticks all the boxes for consumables suppliers looking to expand their offering: a high-quality, versatile substrate suitable for a wide range of signage and graphics applications and easily disposed off at the end of its life by the customer.

"Moreover, it offers real benefits to sign and display businesses by helping them reduce both their ecological footprint and their costs – as well as its very favourable price point, recycling BioMedia will cut landfill expenses, currently costing £64 per tonne."

As well as being fully recyclable, BioMedia is biodegradable thanks to a unique enzyme that thrives under anaerobic landfill conditions and accelerates breakdown, meeting the standards

set by the American Society for Testing and Materials. Alternatively, it can be safely incinerated for energy production without the release of harmful gases or chemicals. Sign and display businesses already using BioMedia have found it can help them achieve ISO 14001 certification and meet other sustainability targets.

QPS currently stocks the matte-finish BioMedia Display Film for exhibition panels, pop-up displays and posters, which is compatible with aqueous, eco-solvent and latex ink technology and available in four roll widths and three thicknesses. There is also an option for UV printers, BioMedia Display Film UV, sold in a matte finish in two widths and three thicknesses. Other options will be available from QPS soon.

[www.qualityprintservices.com](http://www.qualityprintservices.com)

# Amari Plastics opens Manchester trade shop

Amari Plastics, the UK distributor of industrial, display and engineering plastics, launched its new Trade Shop in Manchester, with a 'red carpet' open day event for customers.

The new Amari Plastics Trade Shop is the first in the UK and creates a showcase for the Amari Building Products range of sheet products, laminates, wall and floor tiles and other building products, as well as providing a trade counter for Amari Plastics sign and display products.

This impressive new facility has been built almost entirely from materials sold

through Amari Plastics, making it a 'living' demonstration area, as well as providing conventional product displays and the trade counter.

Visitors to the shop can see everything from multiwall polycarbonate conservatory glazing to the latest LED lighting solutions – all under one roof.

Peter Hemming, Manager of Amari Plastics' Manchester Service Centre, said: "To create the shop, we've borrowed a previously under-utilised section from the warehouse and put it to better use serving customers."

For the open day, a marquee was erected adjacent to the Trade Shop, where Amari Plastics' key suppliers, including 3A Composites, Rochling, Madreperla, Bayer, Astari, Evonik and others presented their products to customers.

Amari Plastics PLC company GPT was also in attendance, showing its range of wide format printers and providing personalised printed iPhone covers for visitors, using photos supplied before the show.

[www.amariplastics.com](http://www.amariplastics.com)



## Acrylic sheet innovations launched by Amari Plastics Manchester

Manchester's prestigious Lowry Hotel was the venue for Amari Plastics' recent event to launch a range of innovative new acrylic sheet products to the UK marketplace.

Star of the show was the new Greencast range of 100 per cent recycled cast acrylic sheets. Available in a complete range of clears, opals, colours and speciality grades, Greencast looks, performs and lasts as long as standard virgin acrylics.

The sheets are manufactured exclusively for Amari Plastics by Madreperla SPA in Italy. 3mm to 20mm thicknesses are available in 3050mm x 2030mm or 2030mm x 1520mm sheet sizes.

Peter Hemming, Manager of Amari Plastics Manchester Service Centre, said: "Greencast changes the game in the cast acrylic marketplace. Now there's a product with outstanding green credentials, that offers a genuine alternative to virgin sheet."

Amari Plastics can also offer a Greencast colour matching service and specials on request.

Visitors to the event were also introduced to the stunning new Illuminati range of decorative composite sheets and HiGloss – a range of acrylic sheets with a highly reflective, deep lacquer effect finish.



## BSGA launches new industry awards scheme

*The BSGA (British Sign and Graphics Association) has announced it will be launching a new awards scheme and event for the UK sign industry this year.*

The first new BSGA Sign Awards ceremony will take place in the Holte Suite at Aston Villa Football Club in Birmingham on Thursday, 30 October.

"The skills and creativity of the sign industry in the UK deserve recognition and the BSGA Council has decided that, as the UK's principal sign trade organisation, it should undertake to produce an awards event that will do justice to the industry," said Association President David Dyke. "We believe the BSGA is the right organisation to create sign awards that have real value and meaning.

"We are determined to provide a showcase for everything that is good in the UK industry and, while we will organise the awards, they are open to all signmakers in the UK. "We encourage all sign makers who feel they have produced outstanding work to enter for an award. Judging will be by a carefully selected industry panel and will be independent of the BSGA."

BSGA Director David Catanach said the association had a close involvement with the awards events held from 2001 to

2008 at venues such as The Botanical Gardens in Birmingham and the Ricoh Arena in Coventry.

The Holte Suite at Aston Villa also hosted an extremely successful awards ceremony in 2007. It has since undergone complete refurbishment and provides superb facilities for the first in what the BSGA plans will be an annual event.

"The earlier events proved to be a high point in the sign industry calendar and we have asked the original organiser to work with us to help produce and stage our new awards. Together, we are determined to create an event that will offer the same level of excitement and enjoyment as the earlier occasions."

The first event will, however, be slightly different. "We have decided to start the ball rolling with a gala lunchtime awards ceremony," explained David Catanach. "This will enable us to re-establish the awards while providing a memorable event for everyone involved. However, the costs of attending will make the event accessible to everyone in the sign industry.

Tickets will be reasonably priced and, unless they want to, nobody needs to stay overnight, meaning that time away from work is minimised.

"We plan to have a fairly extravagant lunch with a keynote speaker followed by the awards ceremony and entertainment and there will also be time and space for essential networking."

Awards will be presented in a total of ten categories and the judging will be undertaken by a completely independent panel of judges. "We would emphasise that the awards are open to all UK-based signmakers and the BSGA will play no part in the judging procedure," said David Catanach.

Full details of the event and how to enter will be announced shortly on a new website - [www.britishsignawards.org](http://www.britishsignawards.org) - dedicated to the awards.

The site will provide full details of the award categories, how to enter, venue and ticket details, together with sponsorship opportunities. After the event the site will be re-structured to feature all the award winners and their projects.

## Stanford Marsh wins HP Awards



Stanford Marsh has been named HP Designjet UK&I FY13 Market Share Contributor of the Year and HP Designjet UK&I FY13 Technical Partner of the Year. Matthew Perkins, Director of Stanford Marsh Ltd, accepted the awards at a prestigious evening event held at RIBA in London in January 2014.

The company has been working with HP since 2000 and is 'delighted' with its latest awards. Stanford Marsh has been awarded at least one HP Designjet category award every year for the last five years. Perkins explains, "In simple terms, the Market Share Contributor award confirms that we shipped more HP Designjet printers in terms of volume than any other UK vendor in 2013."

The Technical Partner of the Year award recognises Stanford Marsh has sold more Designjet T-series machines than any other vendor – from the entry level T520 through to the 'work-horse' Designjet T7100 production printer, the choice of many a copy shop owner.

Perkins said: "We are delighted to have won these awards as they reflect the success of the Stanford Marsh business and our commitment to the HP product range. Following significant restructuring of HP's dealer channel in 2013, we are now one of only five Designjet Production Printer specialists in the UK.

"We are also unique in the fact that we ship both the Designjet Z6200 and the new Z5400PS printers; we are extremely excited by HP's Designjet roadmap for the upcoming years and intend to continue growing the HP channel apace."

Established in 1965, Stanford Marsh provides wide format printing equipment, technical support and consumables to anyone with a wide format output need. The company has five offices throughout the UK, a headcount of 90 and an annual turnover of over £13.5 million.

[www.stanfordmarsh.co.uk](http://www.stanfordmarsh.co.uk)



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## Roland DG has the 'magic touch'!

Roland DG is pleased to announce it has appointed garment and textile sector specialist, The Magic Touch, to its Roland Authorised Dealer network. The company will be tasked with selling a selection of Roland DG's market-leading wide format products to customers in the garment decoration industry.

Says Jerry Davies, Managing Director, Roland DG UK: "The Magic Touch has been appointed to grow sales and awareness of the Roland DG products in the textile and garment decoration industry. It is a well-established UK arm of a highly successful international business and well regarded in the industry for its knowledge and technical expertise. I believe we have found an outstanding

partner to work with in this market." Mr Davies says the focus for The Magic Touch will initially be on the marketing and selling of the desktop VersaSTUDIO BN-20 and the VersaCAMP SP300i.

Says Jim Nicol, Managing Director, The Magic Touch: "We're proud to have been appointed as a Roland Authorised Dealer. We have been firmly established in the SME garment and textile sector for many years and have worked hard to secure a strong reputation for great products backed by high levels of service and customer satisfaction. The inclusion of Roland DG products in our portfolio means we now have an even more comprehensive offering to support all our clients and their ambitions as they grow their businesses.

"Our market is changing rapidly as more entrepreneurs enter the sector with highly creative niche and online businesses that can be run from home or a small office with low level of initial investment. As such, the excellent ROI and production versatility of Roland's BN-20 and VersaCAMP SP300i machines make them the ideal solutions for this vibrant and diverse market. Combine these machines with a heat press and you have a ready-made garment and textile decoration business at your fingertips, for a comparatively low cost of entry."

The VersaSTUDIO BN-20 is Roland's most compact wide format eco-solvent print & cut machine – a desktop 20 inch wide device that prints full colour, plus metallic or white, and contour cuts on a full spectrum of media. It can produce everything from t-shirt transfers, garment decorations, stickers, decals, labels, photo prints, posters to small format signage.

The VersaCAMP SP300i is another solution for printing on a wide range of colourfast heat-applied materials such as flock, reflective, neon, glitter and twill. It is compatible with industry standard specialised heat transfer materials (HTM) which have been specifically designed for printed inkjet transfers onto cotton or cotton blend garments. The machine can also be used solely as a stand-alone cutter, so is the perfect tool for cutting a vast range of colourfast heat-applied materials, offering maximum flexibility in a single machine.



## Further expansion at XYZ CNCRouterShop division

XYZ International, who supply high-performance routing, cutting and engraving solutions, has expanded its CNCRouterShop division. The division provides a wide range of tools and accessories, not only for XYZ and Pacer machines, but also for other makes regardless of their origin. Available online on 24-hour, seven days a week delivery, the genuine and proprietary spare parts include router bits, engraving tools, knife blades, collets and cones, consumables and accessories. Service parts, training courses and software are also available on the new website.

XYZ International Vice President of Market Development, Robert Marshall said: "The website is the front end that presents an easy-to-navigate system through which customers can place orders. Equally important is the organisation behind the site that ensures a massive choice of quality parts and accessories at extremely competitive prices, which is constantly upgraded and which guarantees their availability and delivery in accordance with customers' requirements."

Customers need only set up an online account and past orders will be archived for easy and fast re-ordering. Customers will then receive status notification of their order and in most cases next-day delivery. Once an online account has been set up, eligibility for special offers and discounts will become operational.

Supporting the expanded division are other customer support facilities. These include breakdown cover, product training and on-line technical information downloads. The XYZ International team of specialist engineers lends further support by providing tailored solutions to keep machines running continuously and efficiently

in order to prevent costly and potentially damaging breakdowns. Standard or bespoke training courses that are conducted either at a customer's own facility or the XYZ International Training Centre complete the CNCRouterShop division offerings.

[www.cncroutershop.com](http://www.cncroutershop.com)





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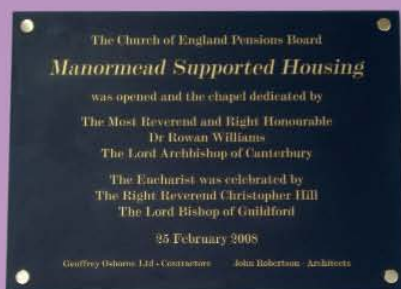
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## New bespoke anodising line for Watsons Anodising Ltd

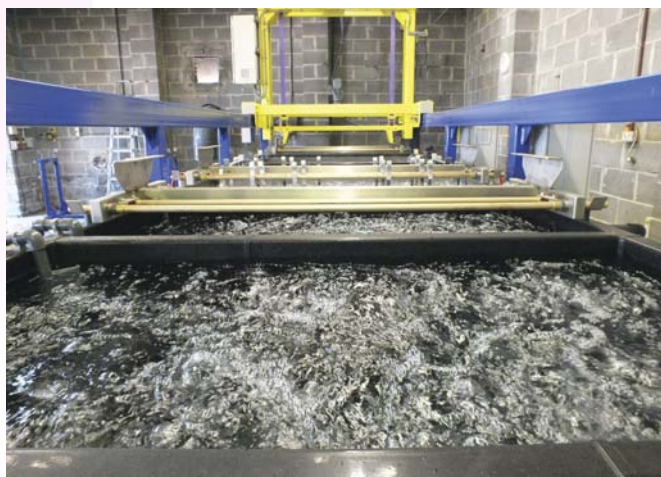


Industrial Graphics & Nameplates

A new Anodising plant was installed in late January 2014 at Watson's manufacturing site, to replace their 30 year-old manual plant with a fully motorised semi-automatic system. A custom design was formulated to meet Watsons requirements that included an integral sealing tank to increase capacity and quality.

The new plant was constructed off site and was dry run and tested prior to shipping in one piece, which cut down assembly time on site. The plant has the following:

- Stainless steel work bars and seal tank
- Lead lined anodising tank
- 400kg lifting capacity
- 30kw stainless steel heaters controlled by solid state relay (no contactors) in seal tank
- Inverter controlled travel speeds
- Pressure pumped water system with vacuum break
- Fully adjustable air agitation system
- Heavy duty cradle frame construction



Established in 1957, Watsons Anodising Ltd offer full manufacture and contract anodising from their modern facility in Barnsley. Chemical etching, screen printing, anoprinting, laser cutting, precision engineering, general fabrication, plating and stove enamelling are some of the services they offer.

Watsons supply 'high quality' industrial graphics such as signs, labels, nameplates, control panels, customised brackets and

enclosures to all types of industries including automotive, surveillance, oil and gas, MOD and trade customers to private individuals. Watsons has recently launched a new website where you can view more about the products and services they offer, join their mailing list and request their latest brochure.

[www.watsonsanodising.co.uk](http://www.watsonsanodising.co.uk)

## New CorelDRAW® Graphics Suite X7

Corel® recently introduced CorelDRAW Graphics Suite X7, the latest version of its flagship graphics suite. With a redesigned and highly customisable user interface, the suite is 'tailored to each user's workflow, offering new ways to increase productivity during every step of the design process'.

"During the creation of CorelDRAW Graphics Suite X7, we solicited customer input more than ever before," said Gérard Métrailler, Senior Director, Product Management – Graphics, Corel.

"Each new feature is the result of direct customer feedback. Our goal is to ensure that CorelDRAW users can get the job done as fast as possible. So, we let them decide how they work with CorelDRAW Graphics Suite X7."

Some of new features in CorelDRAW Graphics Suite X7

- Workspace selection: Choose between six pre-set workspaces based on proficiency levels and specific tasks: Lite, Default, Classic, Adobe Illustrator, Photoshop, Advanced Page Layout or Advanced Illustration
- Quick customisation: Tailor the workspace to reflect any workflow by simply adding or removing dockers, tools and other items
- Fountain fills: Get better results faster with total control over fills and transparency; create elliptical and rectangular fountain fills, control transparency within the individual colors of a fountain fill, repeat fills within objects and adjust a fill's angle
- Font playground: Quickly and easily browse, experiment with and choose the perfect font
- Multiple document interface: Work with and switch between numerous documents, across multiple monitors, in a tabbed view to streamline any project
- Photo-editing tools in PHOTO-PAINT: Create unique images with pressure-sensitive liquid tools (Smear, Attract and Twirl) and camera effects (Bokeh blur, Sepia Toning)

CorelDRAW Graphics Suite X7 also includes 10,000 clipart and digital images; 2,000 high-resolution digital photos; 1,000 OpenType fonts; 350 professionally designed templates; 2,000 vehicle templates; 800 frames and patterns; and over five hours of training videos.

[www.corel.com/coreldraw](http://www.corel.com/coreldraw)

# 3M appoints Spandex as Master Distributor for architectural finishes

*Spandex, trade supplier to the sign making and display industry, has been announced as Master Distributor for 3M Architectural Markets.*

It is a division of diversified technology company 3M specialising in innovative surface finishes that 'transform' interior and exterior spaces. A long-standing 3M distributor, Spandex has been selling 3M window films for more than 25 years. In the past year they have introduced new products as stock items, including Fasara Glass Finishes, Dichroic Glass Finishes and DI-NOC Architectural Finishes from 3M. As Master Distributor, Spandex is now stocking and supporting more than 500 different DI-NOC products sold by the running metre and available for next day delivery.

"Our appointment as Master Distributor of 3M Architectural Markets means we are able to offer the highest product availability and service levels," said Leon Watson, General Manager of Spandex UK. "As well as offering a wider range of products to our existing customers, the arrangement presents the opportunity to identify new customers and new markets that we are not currently serving, thereby improving

access to 3M's architectural finishes portfolio in the UK with dedicated local advice and guidance."

The success or failure of a graphics installation is largely down to the capability of the applicator. As a 3M Master Distributor, Spandex will work with existing sign makers, graphics producers, shop fitters and interior designers, to provide a nationwide network of trained DI-NOC Applicators. This will allow efficient and effective allocation of incoming enquiries and projects based on capability and geography.

"The timing is perfect for Spandex to come on board as Master Distributor," said Pen Webley of 3M Architectural Markets Division. "This arrangement will really help us to communicate 3M strong tradition of innovation in the design world with a wide range of interior and exterior surface finish choices that exceed quality expectations, meet budgetary demands and address aesthetic imperatives within the UK's architectural, building and interior design community."

Spandex customers have access to a large stock of Fasara Glass Finishes and DI-NOC Architectural Finishes at bespoke prices. Both products are ideal for refreshing office, retail, hospitality and architectural spaces without the need for planning approval and with minimal disruption. They can also help lower project costs to as little as 10 per cent of the cost of a full refurbishment.

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They can be easily applied on-site with little or no business downtime.

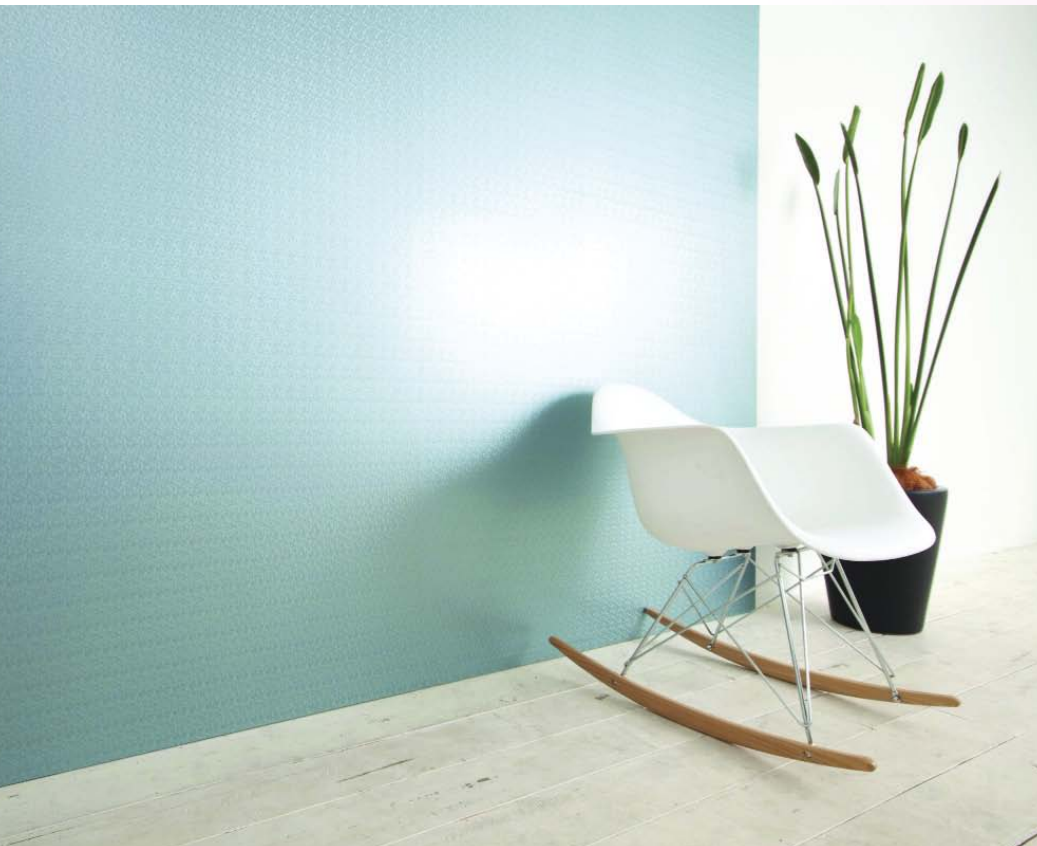
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**DI-NOC Architectural Finishes:** These high quality self-adhesive laminate films are available in wood grain, stone, metal, marble, leather, stone and stucco, as well as brushed metals and carbon fibre effects. No need to remove existing substrates, the films can be applied in situ to flat or curved surfaces without the use of heavy equipment and consequent dust, smoke, hassle and noise. Featuring Comply Adhesive from 3M the films are fast and easy to position and, once pressure is applied, any trapped air can escape via tiny channels for bubble free results. The films are covered by a 12 year warranty for indoor applications and up to five years for outdoors.

**Fasara Glass Finishes:** These robust, optically clear polyester films are available in gradation, stripe, border, prism, fabric, frost and matte patterns, for a fraction of the cost of etched or sandblasted glass. They can be easily applied on-site with little or no business downtime. And when the space is ready for a new look, they can be removed and replaced with a different Fasara pattern or texture. Constructed from quality, durable materials they are shatter resistant to protect against flying broken glass and come with a five year warranty.

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[www.spandex.com](http://www.spandex.com)  
[www.3m.co.uk](http://www.3m.co.uk)





## Nova – continuing to move forward

Nova Aluminium Systems, the Bristol based trade supplier has recently added another vehicle to its ever expanding fleet to ensure their 'impressive delivery record is sustained'.

The company has seen continuous growth since its launch in 2005 and prides itself on its service to customers which includes 90 per cent of deliveries being made on its own vehicles by its own drivers.

The newest vehicle is a commissioned MAN 12 tonne curtain sider 12/250 sleeper, complete with air suspension. The truck has a payload of 5.8 tonnes which is required given the increasing business with the company's strategic partner for nationwide sales of its sign systems Amari Plastics.

Nova Aluminium Systems Limited supply signage companies with quality aluminium systems in both fabricated and bar length formats. Although only incorporated in 2005 Nova has experience in both the design and production of aluminium systems dating back to the early 1970s.

Their fabrication service gives the signmaker ready made sign boxes and frames complete with their rigid panels fully prepared ready for decoration. Flexface signs can be delivered to site should size prove to be a problem and skins can be

supplied blank or fully decorated either by the company or direct from their supplier.

Overhead lighting requirements are made simple and Wayfinding signage fabri-

cated and ready for your graphics are easily achievable, says the company.

[www.nova-aluminium.com](http://www.nova-aluminium.com)



## Wallpapers 'wow' at CWE Open Day

City & West End Solutions Ltd (CWE) recently held their first in a series of open days showcasing the HP Latex 3000 3.2m wide printer, at their demonstration room in Chessington.

Aimed at wide format print providers and signmakers looking to expand their product offering, the HP Latex 3000 seminar at CWE highlighted in particular, the rapidly growing demand and expanding

market for digitally produced wall décor and wallpapers.

Guest speaker on the day was Terry Raghunath, who is responsible for wallcoverings across Europe for HP. Managing Director of CWE, Doug Gilbertson said: "We wanted to show what was possible with this new Latex technology. Terry presented a very thoughtful insight into the market today and predictions of growth. We are only tipping the iceberg and yet the demand in the UK for digitally printed wallcoverings and art is growing daily. The UK is amongst the top five countries in Europe for demand in this area. We are keen to ensure that our customers and future HP Latex print solution providers are well equipped to go after this, and other lucrative markets."

Alan Watson, Manager at print service specialist OPG said: "As ever, the information and samples were both informative and inspirational; no doubt, this will shape our thoughts regarding our business development, product portfolio and marketing strategy. We look forward to growing our business, confident in leading with HP technology, supported by CWE."

[www.cwesolutions.co.uk](http://www.cwesolutions.co.uk)





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# APPOINTMENTS

## Harp Visual Communications announces senior appointment

Harp Visual Communications, who provide dynamic digital signage and command and control solutions, has announced the appointment of Eddie Bance as Sales and Marketing Director. In this role, he will be responsible for developing relationships with new and existing customers, including end users, advertising and marketing companies and channel partners, operating in a wide range of markets such as entertainment, transport, education, financial and the public sector.



Anne Hitch with her team.

## New vehicle graphics specialist at Signs Express (Peterborough)

Local award winning company Signs Express (Peterborough) recently appointed Paul Errington, a vehicle graphics specialist, to further expand their experienced team to 'cope with increased demand'. Whilst the centre says they've always offered an excellent vehicle wrapping service, franchise owner Anne Hitch knew that her customers would benefit from such an experienced specialist.

## Darrell Barrs joins Applelec in business development role

Applelec is pleased to announce the appointment of Darrell Barrs, who joins the company in the newly created role of business development manager.

Darrell joins Applelec from his role as national sales manager for commercial and domestic LED lighting supplier Ledridge Lighting, where he managed a team of five sales reps. An expert in LED technology and bespoke LED solutions, Darrell has experience across the industry including supplying the wholesale market.



## New appointments underpin Soyang Europe expansion

Digital materials supplier, Soyang Europe has announced two key appointments as it continues to grow. The company's sales manager, Andrew Simmons is promoted to sales director to lead an expanded sales team boosted by the appointment of David Hunter, who will be responsible for the Midlands and South region.

Hunter returns to Soyang Europe after a three year hiatus, having maintained a strong presence in the wide format materials sector in the interim.

Andrew said: "This is a very exciting time for Soyang and my new position gives me the opportunity to greatly influence the continued growth of the company. We're instigating an extensive development of our range with a number of new and creative European and American manufactured materials being launched over the next few months."



David Hunter.



Andrew Simmons.



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## Exhibiting companies at Sign & Digital UK 2014

3D Sign Systems	H78	Colourgen	G80	Gravograph Ltd	H24
Action Illustrated EU	D50	Complete CNC Solutions Ltd	D22	Hanolex Ltd	M36
AG/CAD Ltd	E30	Corel UK Ltd	D60	Hewlett-Packard	E60
Albion Design & Fabrication Ltd	F92	CTR Lasers	E38	Hewlett-Packard	D51
Amari Plastics Plc	F20	CWE Solutions	E64	Holders Components	J34
Amaya Sales UK Ltd	F40	D&K Europe Ltd	G50	HPC Laser Ltd	H32
Applelec	J74	Delcam	M30	Hybrid Services	F10
ArtSystems	H62	Digiprint Supplies	D12	I-Spi Trade Supply	D71
Atech Ltd	E32	Digital Print Innovations Ltd	D36	I-Sub Ltd	E10
Atlantic Tech Services Ltd	G20	Doro Tape	E40	Image Reports	J62
Award Crafters Ltd	A56	EPSON (UK) Ltd	H10	Ink&Print / Van Son	A8
AXYZ International	H52	ESKO	E36	Inktec/Jetrix	E20
Banner Ups Europe SA	J64	Eurobond Adhesives Ltd	F51	ITC Ltd	E43
BannerSHOP.co.uk byGIGAPrint	H33	Fastek Ltd	F41	Josero Ltd	H74
Bisbell Magnetic Products Ltd	A80	Fattorini	H80	Kala	G80
Blackburns Metals	M10	Friedheim International	H50	Kaye-Dee Marking Solutions Ltd	E41
Brandstand International	E70	FTC (UK) Ltd	J90	Landor UK Ltd	J20
BSGA	M40	Fujifilm	F80	Large Format Review	F72
CADlink Technology Corporation	M6	GDL	A30	Laserplas	H51
Caldera	G80	Global Erecting Sign		Latitude Mapping Ltd	M20
Canon	G10	Services Ltd	A20	Leeds Laser Cutting Ltd	M51
Caslon Limited	H39	Graftyp UK Ltd	F30	Leopold	D20
Changzhou Quality		Granthams Ltd	A10	LION Picture Framing	
Flag Industry Co Ltd	J60	Graphic Printing		Supplies Ltd	M60
Clarity Software	H60	Technologies (GPT)	F20	Listawood Promotional Products	J18
Colour Mill Ltd	E74	Graphtec GB Ltd	F52	M Partners Ltd	J32



MART Group	J17	Quality Print Services	E2	SloanLED Europe B.V.	G51
Matronixs Limited	J8	Repro Sales Ltd	J52	SMGG	F50
Maxicam Ltd	J32	Resolute DTG Ltd	D30	Smurfit Kappa Cor-Trad	E62
Mid West Displays	G90	Revolution	H36	Solent Sewing &	
Mida Sign Services UK Ltd	E4	Ribbon Writer + V.I.P.	A36	Welding Machines	H4
Multipanel UK Ltd	J40	Ricoh UK Ltd	J10	Soyang Europe Ltd	D4
Mutoh Belgium nv	G80	Roland DG (UK) Ltd	G30	Space Display Ltd	M50
Neschen	H62	Sagotech Ltd	M25	Spectron LED Ltd	A32
North East Signs Ltd	A34	Seiko Instruments GmbH	G80	Spirit Displays Ltd	H8
Nova Chrome UK Ltd	F90	Selectech / Colorific Solutions	J30	Standing Stone D.O.S. Ltd	D80
NovaDura Ltd	D52	Service Offset Supplies Ltd	G40	Stock Displays Ltd	H90
OKI Systems Ltd	J50	SHELL-CLAD	D70	Summa bvba	H62
One Digital Solutions Plc	G70	Shenzhen Hawkspace		SuperWide Digital	A4
Optimum Signs Ltd	H76	Industry Ltd	G92	System Standex (UK)	D38
Oriam Green UK Ltd	A2	Shenzhen Yunao Lighting Co Ltd	J22	Tape Range Distributors Ltd	D73
Oshino LED Lighting	D42	Sign & Digital Materials Ltd	H42	Tecna UK Ltd	A90
Pad Print UK Ltd	H35	Sign Elite		The Magic Touch	D44
PaperlinX UK	J42	(Real Insurance Group Ltd)	A38	TimeHarvest Ltd	M38
Perfect Colours Ltd	D10	Sign Making & Supplies	H38	Trade Signs Fabrications Ltd	F44
Perspex Distribution Ltd	J40	Sign Making Tools	A52	Trotec Laser Ltd	G42
Photo USA Electronic		Sign Pro Systems	G54	Ultima Displays	G60
Graphic Inc.	F70	Sign Update	M37	Universal Sign Systems Ltd	F74
PMX Coatings (UK) Ltd	D72	Signmaster Systems Ltd	F60	Vink Lighting Solutions	F20
Print Solutions	M90	Signs 2 Signs Ltd	A33	X-Module 200M2m	
printMAX	H30	SignStore	M52	Exhibition Stands	E76
Printsign	M2	Signwaves	D90	Your Print Specialists	E14

*The above is correct at the time of going to press.*

*Check the website [www.signuk.com](http://www.signuk.com) for the latest information.*



# SIGN UK Preview

## 2014 Seminar Programme

### Adobe Theatre

The ever popular Adobe Theatre will feature six workshops daily, focusing on practical tips and advice for mastering their software packages. This includes the 'Capturing moments, sharing memories' session, designed to help people refine their Photoshop editing skills, and the 'Adobe InDesign CC – Mastering typography session', offering hands-on advice for achieving consistently beautiful typography.

### Other workshops

**Adobe Photoshop CC** – Breaking the magician's code

**Adobe Bridge CC** – 10 reasons to use Adobe Bridge?

**Adobe Illustrator CC** – Right brain overload

**Totally colour managed** – Keeping colour simple

### Corel Theatre

Combining a range of practical workshops and product demonstration, the 2014 Corel Theatre is a must-attend for anyone in the sign making and garment personalisation sectors. The seminar sessions include an overview of new features in the CorelDRAW® Graphics Suite, a practical step-by-step guide to poster design and an insight into how you can use DecoNetwork and Corel technology to allow shoppers to customise products and buy online.

For those working with apparel and promotional items, garment printing, embroidery and appliqué, they will have dedicated sessions in the Wilcom DecoStudio® e2 workshop.

### SignLab Theatre

Wide-format design and production software specialists, CADlink Technology will present a series of seminars focusing on best practice print and cut, sign and display design and production workflows.

Session highlights include an introduction to using dedicated sign-making software packages, including tips on mastering contour cut, serialisation and vectorisation.

The 'SignLab for Versaworks' session will also explore the opportunities for leveraging innovation in Roland's print and ink technology. Practical skills to be explored include contour cut-lines and working with Roland colour profiles and metallic and white ink sets.



### Other workshops

Visual Production Manager (VPM) Introduction - Featuring Digital Factory RIP Software

SignLab for Mimaki- Maximizing design and production workflows with Mimaki printers

SignLab Tips and Tricks

### Signmakers workshop

Expert signmaker Paul Hughes will be hosting a must see feature for anyone in the sign making industry.

His workshops cover Applying vinyl; vehicle livery; and making a signboard.

### The Business Theatre

With six sessions running each day, the Business Theatre is the place to go for a wide range of advice and new revenue generation ideas. Featuring expert speakers, topics will include:

#### **Offer a competitive edge and make more money with innovative décor offerings**

Presented by Jane Rixon & Phil Oakley from Hewlett-Packard.

#### **An introduction to new standards for sign design and construction**

Presented by the British Sign & Graphics Association (BSGA).

#### **Direct to Garment Printing**

Presented by Colin Marsh, Resolute DTG and Aaron Rider, Ralawise Ltd.

#### **Mastering PR for SME Success**

Presented by Vicki Hughes, Fugu PR.

### Textile Trail

The Textile Trail is a key feature of this year's show theme - State of the Art - which will showcase the ways cutting edge technology and creativity can open new revenue streams, markets and opportunities.

The Textile Trail will highlight products and services on display at the show for textile related display systems, printing and finishing. A wide range of products and services will be covered, such as textile printing equipment, finishing systems, garment decoration and promotional wear and products.

Businesses taking part in the Textile Trail include Hybrid Services, Resolute DTG, Digital Print Innovations, Colourgen, Corel, The Magic Touch and Ultima Displays - and will be easily identifiable for visitors with the Textile Trail icon.



# It's all happening at stand M37

Here are three very good reasons to visit Sign Update's stand at this year's exhibition. (Besides the fact that we love coming out from behind our computers to have a proper chat with as many of you as possible!)

We have teamed up with three companies that supply the sign and display industry, to give away some fantastic freebies. And an exhibition wouldn't be the same without freebies, although there are only so many pens and stress balls a person can own.

**FK Moore** will be giving away a sample of their 12mm dia wall fixings (product code WF1220SAL - see their advert for details), along with their internally threaded screw cap (F15SAT). They have recently reduced their prices dramatically and can offer these at a starting price of £1 each and 60p each respectively.



1000 samples of each to be given away.

They will be distributed from the Sign Update stand, presented in a box, where a copy of their accompanying literature can also be requested by leaving contact details.

They say: "We pride ourselves for our superb quality and extensive range which we feel makes us unique in the current market."

They also stock these fittings in brass material, with either a polished brass, polished chrome or satin chrome finish.

All the wall fixings that they supply are usually readily available from their extensive stock and can be delivered on a next day service. This gives peace of mind for fitters/stockists alike. They also welcome all enquiries for bespoke items to customers' specification.

[www.fkmoore.com](http://www.fkmoore.com)

**SignClip TF**. Wyzrds are providing about 1,000 sample packs for distribution from the Sign Update stand (one per visitor) until they run out. These are for anyone producing twin flute or corrugated plastic signs, (brand names - "Correx" or "Twinplast" in the UK or "Coroplast", "IntePro", "Corriflute", "Corflute" and "Corriboard", overseas)



1000 samples to be given away.

The sample pack contains two fronts and two backs, which is enough to put up a sign. It's a low cost disposable product, suitable for anyone doing temporary signage. You can press it through from the front with your thumbs because it is a self penetrating clip. Once the two points are through the twinwall plastic board, you just snap the backplate on and it's done!

The clip is designed to avoid the normal practice of boring a couple of holes through the twinflute boards with a screwdriver and using a cable tie, to strap it tightly to the pole. This primitive method usually distorts and tears the board and provides an unsatisfactory loose fixing for the sign. The SignClip successfully separates fixing from display. What are they worth? At just 20p a clip they come in bulk bags of 100 clips for £20 per bag.

[www.SignClip.co.uk](http://www.SignClip.co.uk)

**Eurobond** have given Sign Update 25 pots of their specialist Eurobond Surface Cleaning Wipes. These will be given to the first 25 people who reserve them by emailing us, then you can collect one at the exhibition.

These heavy duty cleaning wipes are ideally suited for cleaning all surfaces prior to bonding. Each 64gsm wipe is made of a special low lint material and impregnated with a blend of 70 per cent Isopropyl Alcohol and 30 per cent de-ionised water. The 'Flip Top' pot contains 100 wipes. Each pot is worth £8.74p plus vat.

Eurobond have also given us 50 sample cartridges of their 12ml Penloc® 2-part, high performance structural adhesive. This syringe can be used to bond most metals, plastics, glass, ceramic, composite, GRP, Dibond, Foamex and wood in any combination. Handling strength in five minutes. Working strength in one hour. They are worth £3.57p plus vat.

If you would like to pick up these products at the exhibition, you can do so by emailing: [martin@Signupdate.co.uk](mailto:martin@Signupdate.co.uk). To see these products visit [www.signupdate.co.uk/give-away](http://www.signupdate.co.uk/give-away)

[www.eurobond-adhesives.co.uk](http://www.eurobond-adhesives.co.uk)







# Laser Engravers



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Now includes on-site warranty with every laser machine!

The Piranha International H-Series suits every budget. This range is available with 60w - 130w laser tubes. Ideally, the H-Series is suited for Businesses, Schools, Colleges or Universities. These machines come with an up and down table and red dot laser as standard.

## **ARISTO**

Cutting Solutions

***The ARISTOMAT cutter offers the solution to your cutting problems***

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score or cut, crease, diecut, route, label gaskets, cardboards, foils, foam rubbers, laminates, engineering textiles, paperboard, wood, hardboards, non-ferrous metals, and, whether static or oscillating processing is necessary, the Cutters of the ARISTOMAT series CL,SL,TL, GL and LFC offer the optimal solution for your cutting application, with their multitude of custom-designed toolheads and tools.

A suitable work area is available for every application and diverse winding and unwinding devices as well as conveyor belts are available for material feeding.





# CNC Routers



Radecal's Piranha CNC Routers offer the best value for money across the entire range of single head, multi-head and automatic tool change CNC Routers. The range come as standard with:-

- Vacuum bed
- Extraction system
- Vectric V-Carve software
- Drag knife system
- Delivery
- Installation
- Setup
- Full training
- 1 Year on-site warranty



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The innovative Monster Application Table (MAT) provides a better method of overcoming daily challenges within the sign making industry enabling everyday sign makers the ability to complete multiple tasks effectively. It caters to various material types used in sign making and is great for creating media such as, road signs, banners and school signs, ensuring perfect results every time! It can operate on any substrate, including foamex, diabond and Perspex.



Specifications	1400*2500mm	1400*4000mm	1600*4000mm
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Table width	1460mm	1460mm	1660mm
Table length	2650mm	4150mm	4150mm
Width of working area/roller	1400mm	1400mm	1600mm

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# SIGN UK Preview

## Some of the exhibitors in this year's show

### Action Illustrated EU

Action Illustrated EU is your source for the most expansive art system in the industry. Specializing in high quality vector graphics and editing software. With our system, you can easily design production-ready artwork within minutes. Our collection has over 25,000 individual pieces of clip art and over 1400 editable templates.

### AG/CAD

If you can print it, you need to be able to trim or profile cut it. Bring all your cutting and finishing in-house with AG/CAD's DYSS X7 range of large-format flatbed Digital Cutters, the perfect match for your Digital Printer.

Manufactured in South Korea using state-of-the-art technology, the DYSS X7 range is built to exacting standards, giving unrivalled quality, reliability and phenomenal performance. Unlike traditional CNC routers, which can only cut certain materials, the X7 can also knife cut, V-Cut, and even crease, allowing a vast array of sign and display media to be processed.

The X7 Digital Cutter range offers fast, accurate, vision-enabled CNC routing and knife cutting, automating your finishing, eliminating costly mistakes, and reducing your labour costs. X7 machines are already installed alongside digital printers from HP, Canon Océ, AGFA, EFI Vutek, Gandy, Inktec Jetrix.



The X7's high specification CNC router can profile cut rigid materials with ease, making light work of acrylic, Dibond, rigid PVC etc. With its additional twin slots for knife and creasing tools it can handle even more diverse materials, kiss-cutting adhesive backed vinyl, through-cutting and scoring displayboard card, magnetic foil, correx, corrugated, honeycomb and foamcore. And with the heavy duty knife, even rigid styrene and 5mm PVC can be knife cut without mess or dust.

### Albion Design and Fabrication LTD

Celebrating its 25th year as the UK's foremost manufacturer of sign and display components, Albion will be demonstrating to visitors how these premium quality fixings can add style and an essential difference to your signage creations.

Quality, service and reliability - come and meet the team that delivers.



### Amari Plastics Plc

Amari Plastics plc will be taking a major presence at S&D 14. Stand F20 will primarily showcase two businesses from the group: Vink and Graphic Printing Technologies (GPT). The 90 square metre stand will predominantly be used to show off GPT's ranges of digital printing machinery, cutters and consumable products and Vink's ranges of LED products and new digital signage technology. There will however also be a presence of other businesses from within the group.

Amari Plastics plc will be taking the opportunity to launch a new sector-specific identity - Amari Signs, Display & Graphics. It brings together for the first time the full power of the diverse businesses it represents such as Amari Digital Supplies (ADS) - one of the UK's leading roll media suppliers and the UK's primary MACtac distributor. Stephen Webster Plastics (SWP) - a leading distributor to the print industry of ViPrint graphic Polypropylene, Staufen Rigid PVC and HIPS sheets. Self Adhesive Supplies (SAS) - 3M tapes distributor and also the exclusive UK distributor of PolyLite® Polycarbonate films. GPT - Mimaki reseller. Vink - distributor of LED lighting for GE and Amari Plastics who continue to grow its sales of acrylic sheets, foam PVC and Aluminium Composite sheets from suppliers such as 3A Composites, Astari and Jain Industries.

### Amaya Sales UK Ltd

Amaya Sales UK Ltd are specialists in the supply of embroidery machines, direct to garment printers, heat presses, vinyl garment film, inks and accessories.

Our main products are Amaya modular embroidery machines and Texjet Plus direct to garment printers.

### Applelec

Borderline is the new linear LED contouring range by Applelec for large-scale exterior illumination features. Housing a powerful LED system, this adaptable border tubing product can be installed in an individual line at an impressive 15 metre length.

Borderline consists of a strong, UV resistant polycarbonate tube in a series of six standard colours and is fitted with fire-retardant LED strips. Continuous straight lines or lines shaped with 90° corner connectors are possible with both tubing and the LED strip easily cut on-site for straightforward installation. Regular cut marks occur at 25mm intervals along the LED strip which increases versatility and means the product can be used in creative ways, such as inside reverse built-up letters as a decorative feature.



Specification flexibility is afforded with the white Borderline tube which is supplied with LEDs in a choice of four Kelvin colour temperatures ranging from warm, natural and daylight to cool or 'pure' whites in 2800K, 5200K, 6500K and 8200K options.

### Artsystems

Nottingham-based ArtSystems will be sharing a stand with Summa from Belgium, a world leader in vinyl cutting and imaging equipment for the sign, outdoor advertising and aerospace markets.

ArtSystems are the UK trade distributor for Summa and during a successful 12-year partnership have created a growing reseller channel to sell Summa products to sign makers, printers and general print service providers across the UK.

The show is the perfect opportunity to showcase this partnership and highlight the quality of Summa products to a wider marketplace. The company has an unrivalled reputation around the industry for engineering excellence, and their stand at the show will display the flagship Summa F-Series flatbed cutter.

These advanced engineered cutting tables can cut sheet and rigid materials as well as roll stock, and have opened a whole new market for high end print finishing by reducing the cost of ownership while maximising productivity. The F-Series will have the full range of modular tools in action on a wide range of materials, and there will also be conventional cutters on display including the S Class and SummaCut.

### Atech Ltd

Finishing specialists with a range of products to make your life easier and your business more productive.

From an eyelet to the Elitron Twin Bridge Digital Cutters and Bürkle Liquid Coaters with everything in between. Atech are your company's partner in graphic finishing.

### Atlantic Tech Services

Atlantic, the UK Distributor for the range of AEG UV Printers, Solvent and UV Inks and media products, will show and demonstrate the AEG Voyager Pro 2050 UV Printer together with the Ensemble ink and media products for the first time at their world-wide launch at Sign & Digital.

### Award Crafters Ltd

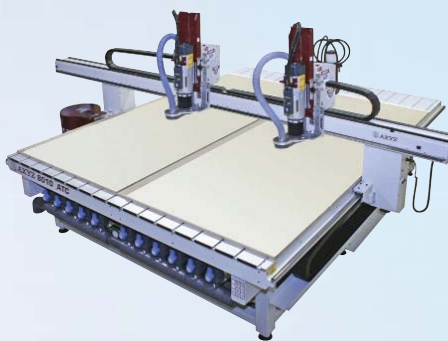
Award Crafters (UK) was established in 1996. A trade manufacturer of durable signage for industrial, photographic and decorative purposes. Award Crafters recently purchased innovative manufacturing equipment to produce fabulous digital sub-anodised images in aluminium. They also have CNC capabilities for milling bespoke plates.

### AXYZ International

AXYZ International will demonstrate its multi-featured 8010 series router this year. This high-productivity machine has an impressive 2635mm processing width and twin routing heads that will process two oversize (up to 10 x four feet) sheets of material simultaneously, a benefit considered rare for the sign and graphics and digital printing industries.

The router also incorporates a number of recently introduced enhancements that will further improve its machining capabilities. These enhancements include new servo drives and the latest helical rack and pinion drive system that greatly reduces

machine wear due to the presence of multiple gear teeth that ensures a more even distribution of the work load and increased feed rates. These are supplemented with the latest A2MC Smart Console that is capable of eliminating 'bounce' and vibration caused by sudden acceleration or deceleration often experienced with other control systems and the AXYZ Auto Zone Management System.



This latter machine enhancement greatly improves material hold-down efficiency whilst eliminating material wastage and reducing machine downtime caused by incorrectly set vacuum valves.

Information on the recently enlarged AXYZ CNC Routershop division, that provides online sourcing of a vast range of cutting tools, consumables and accessories, will also be available.

### Banner Ups Europe SA

The company will exhibit their Adhesive Corner Tabs, an adhesive alternative to grommets for reinforcing banner corners.

Other products featured will include, BravoTabs®, PowerTabs®, and BravoTape® a single-sided banner hem reinforcing tape, as well as new Banner Ups MegaTape™, a double-sided version of the product. BravoTabs, PowerTabs, BravoTape and, MegaTape are used to finish banners without sewing or grommeting. Banner Ups products give banners much greater strength than traditional grommeting as they disperse wind stress over a much larger area so banners will withstand high winds. Banners made with Banner Ups products withstood winds of over 140 km per hour in wind tunnel tests.

### BannerSHOP.co.uk by GIGAPrint

2014 is set to be an exciting year for the owners and staff at BannerShop.co.uk with continued investment in technology worldwide. And (more refreshingly) more personnel to handle the order processing and making for

a much more enjoyable and professional customer experience.

The ethos of the founders of BannerShop.co.uk is such an unique but simplistic approach - we are basically every printers out there 'Bolt on Large format print room'.

When you put pen to paper factor in salaries, cost of equipment, materials, wastage and floor space needed it makes much more fiscal sense to use our facilities. We've found in the market place that you can, as a reseller make 40% plus on our lines.

We have also developed WOW which is our superfast online ordering tool so if it's a Pop up banner to PVC banners to board printing to Expo Stands, WOW will give you instant prices and ability to upload your files direct to our in house studio.

### Bisbell Magnetic Products Ltd

Bisbell Magnets are suppliers of quality magnetic and ferrous products with an excellent customer service. With a 24-hour delivery throughout the country, products include wide format media for displays along with vehicle grade magnetic. Roll widths 620mm, 1000mm, 1020mm and 1260mm available, with an optional cutting service.

### Blackburns Metals

**BANNERSHOP.co.uk**

Blackburns Metals offer a comprehensive range of sign components together with 'kit' and 'semi fabrication' options. Sign makers can choose between buying individual components such as aluminium composite, painted sheet, rails, clips or posts as separate items or in kit form. Bespoke fabrication is available to the customers finished requirements.

### Brandstand International

BrandStand creates custom made display systems to meet the high demands of the clients from different industries. Our range also includes hardware and large format printing (Dye Sublimation) making us unique.

### BSGA

This year's show is one of the most significant in recent BSGA history. The Association is presenting a series of seminars during the exhibition and is also introducing a brand new awards scheme for the sign industry.

.....Continued on page 98



# SIGN UK Preview

"Changes in European and UK legislation are going to have a direct impact on the sign industry and, thanks to the exhibition organisers, we will have the opportunity to explain exactly what is happening direct to the visitors," said BSGA Director David Catanach. "A second seminar will explain what is required from signmakers under UK planning law, particularly in terms of sign maintenance, and is especially important in view of a recent court case."

On its stand the BSGA will detail all the services it offers to members, but this year has something completely new and exciting to talk about.

The BSGA has launched a new awards scheme for the industry with the aim of both rewarding and promoting excellence in British signmaking. Part of the remit of the BSGA is to promote the highest standards of quality, creativity and workmanship throughout the industry. The new British Sign Awards are designed to reward the achievements of individual businesses and, at the same time, to provide examples of what can be achieved to the rest of the industry.

The scheme is open to all UK sign businesses and visitors to the stand can find out more about the how the scheme works and how they can enter for one or more of the 10 awards available.

## CADLink Technology Corporation



Industry Trade shows have always been ideal events for information gathering. Everything from seeing the latest design and production technology, to networking, to educating oneself about all aspects of the business by attending seminars and "how-to" events led by industry experts. CADlink Technology has always felt that educating customers on how best to maximize the use of features within SignLab was an essential service that the company and our resellers needed to provide users of the software on an ongoing basis.

CADlink seminar topics have been carefully chosen in order to cover a wide scope of users with diverse design and production workflow requirements. The objective of these live, interactive sessions is to empower attendees with additional product knowledge that will save design and production time, lessen the potential for costly errors within the shop and, in effect, increase the value of the investment that SignLab users have made within their software.

The wide range of seminars will benefit those who conduct most of their design work using SignLab, or also include files within their designs that were created in other design applications in print-only, cut-only or print and cut production environments.

## Canon

Canon will be attending Sign & Digital UK to demonstrate its market leading print technology and workflow solutions. Come along to experience Canon's unrivalled capabilities in UV Flatbed printing with the Océ Arizona series, along with a range of Canon's other industry leading print solutions for the digital signage market.



## Caslon Limited

Caslon Limited will be exhibiting some of the unique products in their vast range of finishing and specialised process equipment. These include the Maxit Adhesive System, FoilTech Foiling, Card Cutting, Board Mounting and Liquid Laminating, all designed to help our customers achieve the maximum profit from their work. Main focus will be the Maxit adhesive system which uses a motorised roller coater to apply a very thin, smooth coating of a unique hot melt adhesive. Once the substrate is coated it will stick permanently to just about any surface including plastic, wood and metal. Once processed, the adhesive will not lose its tack so mounting does not have to be immediate. The adhesive will not transfer to fingers and is completely non-hazardous and non toxic.

As it uses a special hot melt adhesive the machine is warm when running but the heat will not affect inkjet or laser prints. The adhesive is supplied in pliable bags which can be added straight to the bath, bag included! The system is so simple it requires no daily or monthly maintenance either.

Make sure you pay us a visit on stand H39!

## Clarity Software



Customers such as Hollywood Monster, Sign Specialists, Data Image Group, MediaCo and John Anthony Signs use Clarity every day to sell more at top margin.

The industry's most widely used MIS software package clears your quoting bottlenecks and increases your quote capacity by 100 per cent with no extra staff. You can win all the orders you've been missing out on. And turn away those that could cost you money.

Clarity's bespoke cost calculators lead the market and give you the power to quote for any job of any size. Estimate large format digital, built-up letter, fascia, POS, direct to glass jobs and more with total accuracy and precision. And we mean the entire job, not just one process of it.

Purchase order management makes you spend only when you need to and keeps cash in your bank, not on your shelves. See all the mystery, guesswork and assumption removed from your projects by using customised works orders generated on screen in just one click.

Visibility of production is clear across all of your jobs, regardless of their timeline or status. You know exactly what's being done, when items are completed and how much they've cost you. And who's worked on them.

It's all in one integrated package that links with Sage and QuickBooks for accounting.

Exceed customer expectations. Enjoy work. Bring Clarity to your business.

## Colour Mill Ltd

Colour Mill to launch Danish engineered printer at Sign UK 2014. The Saga 1600 uses the DX5 Printhead technology, all printers come with Photo Print Rip, computer, takeup system and JETBEST bulk ink system this package is only £10,950. Order at the show and get a further 12ltrs of ink free.

## Colourgen

The stand will be divided into three key product sections, including latest machines from Mutoh, Seiko I Infotech and a dedicated dye-sublimation area. On show will be the brand new Mutoh ValueJet 1638X, 1638XW, the recently launched Seiko II ColorPainter M-Series and a range of solution-focused systems, including Seiko II's exclusive Neon Inkset.



The Mutoh ValueJet 1638X will be on show in the UK for the first time. The new printer includes many enhancements, including simplified installation, setup and calibration for both installer and machine operator. The new printer delivers even better image definition at all speeds as well as improved cost/print performance and outdoor durability with the new bulk ink system together with Mutoh UMS ink. Also on display will be the hugely successful Mutoh VJ-1324 and Mutoh VJ-2638.

The Seiko I Infotech ColorPainter M-Series was launched last year and is at Sign and Digital for the first time. Its enhancements include new low-odour, eco-solvent SX ink and the integration of more than 100 new innovations and features, such as 2 year warranty, 2 ink configurations – 6 colour and 7 colour, smart nozzle mapping and air flow system. They will again be demonstrating the Seiko I Infotech Neon Inkset running on a ColorPainter W-64s.

## Complete CNC Solutions

This year, Complete CNC Solutions Ltd, the exclusive distributor for Tekcel routers in UK and Europe, warmly welcomes a VIP guest to its stand at Sign & Digital 2014. Mr Greg Thomson, Managing Director of Tommotek (WA) Pty Ltd, the manufacturer behind the well-respected Tekcel router range for over 30 years, will be attending this year's show for the full three days.

Working with industry respected material suppliers this year, such as Dufaylite, Multipanel UK, Amari Plastics and Plasmech, Complete CNC Solutions will be showing off the very latest advances in CNC



routing and cutting technology, by actively demonstrating these materials on the all-new Tekcel GFX 2m x 3m routing & cutting system. Visitors will also have the opportunity to see some exciting new additions to the comprehensive range of high quality, UK manufactured, solid carbide CNC router tooling and cutters that Complete CNC Solutions supplies next day to router owners throughout the UK and Europe. They will also be offering some exciting incentives for new customers to open tooling accounts and existing customers will be offered additional savings when they place an order on the stand this year.

## Corel UK Ltd

Corel is proud to be taking part in the Sign & Digital UK show once again. Visitors can meet the Corel team in the Corel Theatre where we will be showcasing the latest version of CorelDRAW® Graphics Suite; running free live tutorials tailored to the requirements of the sign making and embroidery industries; and answering any questions you may have.

Whether you're an aspiring or experienced designer, CorelDRAW® Graphics Suite is your trusted graphic design software. We will be running five workshops per day, including:

- CorelDRAW® Graphics Suite - An Overview of New Features (twice per day)
- CorelDRAW® Graphics Suite - Poster Project: Step-by-Step
- Using DecoNetwork™ to sell personalised goods online
- Wilcom DecoStudio® e2 - A CorelDRAW® Product

We look forward to seeing you there!

## CTR Lasers

CTR Lasers are leading UK manufacturers for competitively-priced British designed and manufactured laser machines.

Our CO2 lasers are designed for highly accurate cutting and fast engraving over a wide range of sign-making materials including plastics, woods, fabrics and more.

We also offer fibre, plasma and waterjet machines for metal cutting.

## CWE Solutions



City and West End Solutions (CWE) will showcase the latest developments in HP Latex Ink technology, Onyx Rip software and Expanse media at this year's Sign and Digital UK. Working together, this terrific threesome of product ranges produces stunning signage and display results.

Water-based HP Latex Inks combine the best characteristics of solvent inks and water-based inks for applications with outdoor durability and versatility. They produce high quality, odourless prints with the environmental advantages of water-based inks. HP Latex Ink prints are completely cured inside the printer to form a durable image that's ready for lamination, finishing, shipment or display.

CWE managing director Doug Gilbertson said: "We're also proud to work with Onyx Graphics, who are this year celebrating 25 years as an award-winning provider of RIP and print workflow software for the large format display graphics marketplace. Onyx specialise in providing solutions that are perfect for our clients, reducing printing costs and increasing productivity."

Expanse media is aimed at wide format print providers and signmakers, delivering optimum results and a reliable, consistent and trouble free performance. The range supplied by CWE includes poster papers; vinyls; poly laminates; billboard paper; textiles including knitted flag and lightbox satin; backlit gloss; and Easy Textile Deco Wallpaper.





# SIGN UK Preview

## D&K Europe Ltd

D & K Europe exhibits at Sign & Digital for the second time, again showcasing its range of French-built wide format laminators.

The Atlas HT model, with a top roller heat up to 140° C, will be shown linked to a newly developed wide format trimmer producing sheets from the laminated web exiting the laminator.

The Atlas trimmer will be shown at 165 cms width to match the laminator and in an "x-y" version with length capable of being controlled by the reading of crop marks programmable into many printers RIPs, and central and side trimming set manually.

The unit is also capable of being run off-line; designed to be compatible with Atlas Laminators, it shares a common mandrel design and so roll to roll laminated webs can be taken off the back of a laminator then loaded onto the trimmer using the same mandrel.



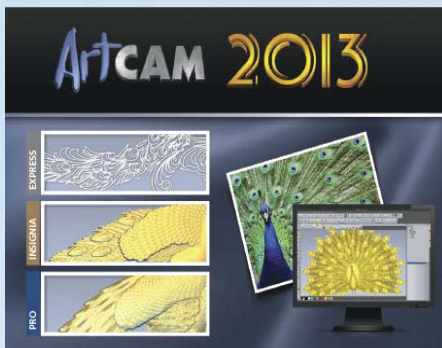
Details of the 110 and 165 versions designed to sheet encapsulated prints from a web will also be available, and an Atlas 'C' (cold) machine will also be shown.

Details of D & K's extensive range of hot and cold mounting and laminating films – together with their thermal lamination products – will be available.

## Delcam

Delcam will demonstrate its new software range to design and CNC or laser machine any type of signage. ArtCAM 2013 starts from only £99 and includes over 600 free pieces of relief clipart to make 3D signage.

Some of the new functionality includes: quick select options, such as selecting all vectors of a specific size or thickness, to help identify and prepare for machining. These can be deleted, moved to another vector layer or edited.



Problematic areas of 2D artwork can be found and fixed quickly by locating duplicate vectors or vectors longer, shorter, larger or smaller than specified values, which could cause problems when machining, E.G areas too small for CNC cutting tools.

ArtCAM is also host to powerful interactive vector and relief distortion modelling, which distorts and alters 2D/3D designs in real-time. Should sign-makers wish to create a mould for vacuum formed signs, material can be added or removed to create a draft angle.

## Digiprint Supplies

They're giving us 200 words to tell you about our company. But we can actually do it in just eight: 24-hour delivery, huge stock, live support, competitive prices.

Oh sure, we could go on to tell you that if you're looking for spare parts, accessories, software or tools for your digital wide-format printer, we're the people to call. That we offer OEM parts for all brands of printers, all of which come with the manufacturer's warranty. That we have a comprehensive support network including round-the-clock customer service, an online database of installation and mechanical guides, direct access to technical engineers, and tutorial webinars. That we were the first company in the world to offer dedicated solutions to this market niche on-line, and we've never stopped looking for more ways to serve you.

And that at our booth this year, we'll be showing you wide-format printers like you've never seen them before with a special sneak-peek of our latest offering to empower printing professionals just like you!

But we'd rather just tell you all of that in person. So come on by for our showcase, a bit of fun, and a new perspective on printers – we'll even give you a present!

## Digital Print Innovations Ltd

Digital Print Innovations are the UK distributor for MTEX digital textile printers. We supply complete print, software and consumable solutions for customers who require pace, quality and reliability. Our dedicated and experienced team, together with carefully selected productivity options, provide the best products, customer service and technical support available.

## Doro Tape



Doro Tape UK Ltd a major independent supplier to the UK's sign, graphics display and retail sectors will be focusing on an exciting selection of specialist films and associated products on their stand E40 at the Sign & Digital Show this year.

The stand will feature 5 separate 'Zones' spotlighting the following product areas: memoboard, glass decoration, metalized films, plus products for wall & floor graphics. Doro's experienced team will highlight the films available in each of these product spheres; discuss, demonstrate and offer advice on projects and applications visitors may be considering.

Highlights this year will include the exciting new range of interior wall decoration films including printable wallpapers and a self-adhesive removable polyester fabric; natural looking decorative films whose effects include wood, leather, marble and hessian; plus new to the UK, printable cushioned polyurethane flooring suitable for both interior and exterior use.

.....Continued on page 102





## SPIRIT|TEX<sup>TM</sup> FABRIC SYSTEM

A *REVOLUTION* in fabric displays  
*WITHOUT* stitched finishing  
COMPATIBLE with all printing technologies

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EML: [info@spirit-displays.com](mailto:info@spirit-displays.com)

TEL: 0208 684 0455

Come visit us on **Stand H8** @ Sign and Digital UK 2014, NEC, Birmingham.

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29 APRIL - 1 MAY 2014, HALL 2, NEC, BIRMINGHAM

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THE UK'S PREMIER SIGN MAKING, DISPLAY SOLUTIONS AND DIGITAL PRINTING EVENT



Iron Design is the UK's leading supplier of quality hanging brackets and projecting signs, supplying the trade with the largest 'off the shelf' range of products, including the bracket, panel and lighting.

Our designs are both traditional and contemporary, sympathetic for conservation areas and just at home on the high street. The uniformity of design can also work well in shopping malls and arcades. We also offer a full bespoke service to manufacture to your own design.

### SIGN HANGERS & PROJECTING BRACKETS - SUPPLIED NEXT DAY!

- > Supplied ready for installation
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fax: 01202 463564





# SIGN UK Preview

## Epson (UK) Ltd

Epson will demonstrate the versatility and productivity of its range of SureColor printers for the signage, POS, décor and textile markets at Sign & Digital UK 2014.



Visitors to the stand will be inspired by the range of applications on display, printed onto a broad range of substrates, including POS, signage, interior décor, textile and garment printing, and promotional items.

Epson's SureColor SC-S range of 64-inch (162.6cm) roll-fed, wide-format printers offers a choice of colours, including metallic silver, and productivity to suit a variety of applications and budgets. The SureColor SC-S30600, 50600 and 70600 printers will demonstrate applications such as high-quality vehicle wraps, low-cost promotional banners, bespoke wallpapers, POS, and high-value window graphic applications utilising white and metallic inks.

The SureColor SC-F printers are the first dye sublimation models from Epson and the first in this sector where every component is designed and manufactured by one company. The mid-high volume 64-inch SureColor SC-F7000 and low-medium volume 44-inch SureColor SC-F6000 roll-fed printers are durable and robust and support an extensive range of applications. Soft signage, textile and garment printing, and rigid media decoration will be some of the applications shown.

The SureColor SC-F2000 is Epson's first direct-to-garment printer that combines high performance, low maintenance and running costs, and enables small to medium businesses to offer a new t-shirt design and print service.

## ESKO

Esko is a global supplier and integrator of innovative solutions for sign and display finishing, packaging and commercial printing. Its products and services help customers raise productivity, reduce time-to-market, lower costs and expand business. Esko is the worldwide market leader with pre-production and collaboration software for packaging buyers, designers and manufacturers.

## Eurobond Adhesives Ltd

Snap&Fix is an innovative new product from Eurobond Adhesives Ltd offering sign makers and designers, production and manufacturing managers a whole new world of possibilities for permanently or temporarily fixing two materials together.

Snap&Fix is a fastening system that works on the principle of interlocking plastic 'mushroom heads' which provide a solid connection when pressed firmly together. They form a 'very strong' and durable bond between two substrates. Snap&Fix is supplied on a roll with a high strength adhesive backing or as small rigid countersunk plastic blocks and squares which can be fixed to walls or hard surfaces to act as fixing points which can then be mated with another block to form permanent or temporary mounting. Snap&Fix can be fastened and released as often as required. Snap&Fix is ideal for fixing inspection panels, cover plates, hoardings, facias and sign panels. It will bond together most metals, modern composites, wood, glass and many different plastics. Snap&Fix is totally weatherproof and is not affected by most contaminants.

We will be demonstrating our Penloc® range of fast curing structural 'signmaking' adhesives and our range of high performance adhesive tapes. Come and talk to us and claim your FREE pot of surface cleaning wipes (whilst stocks last).



## Fastek Ltd

Fastek has chosen Sign and Digital UK to launch its new range of Eco-solvent and Dye-sub printers under its own "Samsonn Digital" brand. The Eco-Solvent range will consist of three widths: 1.6M with one print head, and 1.6M, 2.5M and 3.2M, all with 2 print heads. Dye-sub will be available in 1.6M and 3.2M. All printers use the well tried and tested Epson DX5 print head.

## Friedheim International

Finishing equipment specialist Friedheim International will demonstrate a Lasercomb ProDigi NEO multi-functional plotter on its stand. The NEO is the latest in a range of digital cutting machines specifically developed by Lasercomb for the high demands of the signage, packaging and display industries.



The ProDigi NEO range of multi-functional plotters features a number of different sizes for maximum flexibility. A 1613 is the version being shown.

On the ProDigi NEO a new front end PC featuring a colour touch screen allows the operator to choose between automatic or manual modes, as well as accessing the tool database. The PC also provides operational diagnosis.

It features three tangentially controlled tool holders that are capable of handling up to seven different tools, and these can be quickly changed over as required. The alternative tools include cutting/creasing/ drawing units and a 3D milling unit.

The new NEO also includes divided vacuum sections with electronic adjustment, automatic digital compensation of table flatness, digitally controlled Z-axis, data transfer via network (RJ45), and full digital drive.

Friedheim will also be able to provide information on a wide variety of finishing processes and solutions from other companies within its Converting Division: KAMA, Kohmann, VEGA and Stock.

## FTC (UK) Ltd



Northants-based FTC UK will offer customers the perfect 'finished' product at Sign and Digital UK, with its pioneering range of cutters, coaters and coatings.

FTC's product offering includes their UK-manufactured Trimalco large format cutters, the ATC range of UV coating machines, and liquid laminates from Aquarius and Bordeaux Digital.

"Having a cutting edge printer is nothing without great finishing," says FTC owner Alex McLean. "If you start a job, FTC can help you finish it right."

FTC UK is a trade only supplier with a UK and worldwide network of distributors.

## Fujifilm

Fujifilm will demonstrate the innovative applications possible with its industry leading Acuity large format printers and its range of euromedia substrates.

The hardware stars of the stand will be the Acuity Advance Select HS, which is ideal for high-quality POP and signage on rigid and roll materials at up to 64m<sup>2</sup>/hr (true production speed) And the Acuity LED 1600 hybrid printer which features unique Fujifilm technologies, including a low-energy LED curing system, which is suitable for rigid and very thin flexible materials with a best in class productivity of 20m<sup>2</sup>/hr. Both devices will be demonstrating how a spot UV clear ink for a varnish effect can bring print alive, as well as demonstrating how Fujifilm's market leading white ink opens up endless application opportunities.

Fujifilm will be showcasing the latest additions to its euromedia brand of media for large format printing. This will include the UK debut for SmartTrack Ghost, a crystal clear, PVC-free polyester self-adhesive film for short and medium term use on smooth flat surfaces.

Some of the applications they will showcase include: internal and external window signage; floor graphics; promotional wall coverings; textured wall decorations; brick vinyl; pop-ups and banners; posters and backlit displays, and universal fabrics.

## GDL

What makes GDL different from other Wide Format Printer resellers? We're not just a reseller we're also a customer, like you. How? GDL is a group of print bureaus that lives and breathes print, every day. We use the latest technical and graphical wide format printers and consumables from all the top brands. We only produce the best for our

customers and with the speed and efficiency to suit our business needs. We can pass this knowledge to you.

With companies across the UK and over 100 years experience in the industry, we're perfectly aligned to give you the best pre-sales advice, walk you through the sale and installation process and support you throughout the life of your product. This, combined with access to our shop floors to see how the products we sell REALLY work, gives us a truly unique proposition.

As one of only six UK companies approved by Hewlett Packard as Production Channel resellers we sell the full range of HP wide format printers including Latex machines. Please visit us on stand A30 for demonstrations or advice that will help your business meet the evolving needs of this vibrant sector.

## Global Erecting Sign Services Ltd



Global Erecting Sign Services Ltd.

Global Erecting Sign Services Ltd; "Taking Installations to Another Level".

Please come and visit us on Stand A20 to talk about some of our recent Pprojects and our plans for the future and hear why we are still the leading installation company in the industry!

## Graphityp UK Ltd



Grafityp UK Ltd have a wide range of our extensive product portfolio on display.

Graficast and Grafitack self-adhesive vinyl for all kinds of applications, as well as our fantastic collection of AutoFX and Decorative films will be displayed. There will GrafyPrint films, which includes GrafyWrap vehicle wrapping media, banner, gloss/matt/clear films depending on requirements.

A massive range of CAD Cut and printable garment films from Siser with an array of colours and films to provide different effects, as well as heat presses and accessories will be shown.

Grafityp are proud to have been given the title of Roland's No.1 dealer 2013, and as such will have a number of Roland machines demonstrating throughout the show. With print & cut machines - VersaSTUDIO BN-20, VersaCAMP SPi and VSi models and SolJet Pro4 XR-640; and printers such as the VersaArt RE-640, SolJet Pro4 XF-640 and UV-machines from the range which includes the LEF12 & 20, LEC-330/540, and LEJ models the range caters for many businesses.

Cutting plotters from GCC, which include the Sable, Puma III, Jaguar IV and RX series, as well as Roland CAMM-1 Pro machines.

See demonstrations on the the GCC LaserPro range of engravers and cutters. The new Modico Stamp Making systems will be on display, a fast and easy way to make razor sharp stamps as well as a number of tools and accessories for sign making and digital print.

## Granthams Ltd

Servicing the Sign and Graphics industry for over 120 years, Granthams are one of the UK's leading suppliers for Sign, Display and Graphic Technology supplies.

Specialising in solutions for Signs, Graphics, Fine Art and Photography. Granthams are using Sign UK to promote its latest solutions for wide format digital output including the new Mimaki JV400 SUV printer and HP Latex printer. Both solutions offer instant dry solutions allowing for immediate application or finishing.

Granthams supply a wide range of large format indoor & outdoor systems from Mimaki, HP, Canon, and Epson. Granthams also supply a wide range of cutting solutions for general signmaking, including contour cut and die cut solutions from Graphtec & Mimaki. FlexiSIGN and SignLAB sign making software is available available for PC.

Finishing solutions including trimmers and laminating systems are fast becoming a 'must have' accessory. Granthams offer a wide variety of laminators from the popular Easymount, Kala and Seal range of hot and cold laminators, offering a solution to suit every budget.





# SIGN UK Preview

## Graphic Printing Technologies

GPT supplies brand-leading large-format printing, cutting and finishing solutions to sign-makers, fine art, photographic reproduction specialists, commercial print-for-pay, graphics production companies, corporate agencies, government agencies, general large format bureaus, and many more. We also provide a wide range of consumables being a division of Amari Plastics Plc.

## Graphtec GB Ltd

Graphtec GB will demonstrate a range of cutting and finishing solutions. Key products include the latest upgraded flagship FC8600 and the CE6000 high-performance plotter/cutters, the desktop entry-level Portrait and Silhouette CAMEO cutters and the Poly-Drop 3D doming system. Graphtec GB will also launch its FlexiCloud subscription software program.



Enhancements to the FC8600 apply to the ARMS 5.0 Advanced Registration Mark System and to the Graphtec Studio software that is supplied free as part of the new offering. The ARMS function now incorporates the new ISM (Intelligent Scan Mode) facility that significantly improves tracking and cutting accuracy on longer-length print-and-cut applications as well as expanding the range of materials that can be processed, while the Graphtec Studio software now has EPS support.

The CE6000 claims a new cost-to-performance benchmark for cutting technology. It offers a host of new production enhancements whilst retaining a relatively low price point and is supplied with a free Graphtec Studio software program.

The PolyDrop doming system enables the addition of highly individualistic 3D imagery to both general signage and to print wear and promotional products.

## Gravograph Ltd

The world's largest manufacturers of engraving and laser machines will this year again be present at the show. Several new products will be launched on the Gravograph stand: large format LS1000XP laser, new version entry level Energy8 laser and all-new fully automated Braille sign making kit. The LS1000XP laser is a high speed high precision CO2 system, able to perfectly engrave from large to minute detail over a 1220x610mm area at an unmatched maximum speed of 4000mm/s. Large signage can be easily accommodated thanks to a dual system of X & Y pass-through doors. The new Print&Cut function, supplied standard with all Gravograph lasers enables users to precisely cut printed material without the need to invest into expensive optical recognition systems.



At the other end of the scale the Energy8 laser is designed for sign makers with low engraving or cutting requirements. This compact laser is available from as little as £7 a day on finance.

Braille sign making will become greatly facilitated with the introduction of a new Gravograph's Braille kit. The award winning system is fully automated, from text translation into DDA compliant Braille language to automatic letter cutting out and bead insertion – in any material, including stainless steel.

See these systems demonstrated live on the stand, together with Gravograph's extensive range of engraving machines.

## Hawkspace

As a first time exhibitor to Sign & Digital UK, Hawkspace is bringing our full range of LED light pocket to attend this show. Hawkspace will bring near 41 pieces of samples to show at this event, some of them are our exclusive design and will be launched during the show. We specially introducing our full-acrylic free stand light pocket set. This innovative product is configure by two parts, one is the stand and another is the light pockets. The stand is made from glossy acrylic board with simple and elegant shape, the color of acrylic is optional, blue, yellow, gold, etc.



The poster pocket is also made from acrylic but pure clear, lighting source is high-luminated LED strips. With this light pocket it is easy and simple to change poster, as it is designed with magnetic face cover so takes only a few seconds to take out the old poster and insert a new one.

The installation and power design is also quite ingenious and simple to operate. There are two hooks pre-mounted on the top section of the stand, and there are two hanging fitting at the back of the light pocket, just hang up the back fittings to the hooks. And power comes from the hanging hooks, without any exposed wire.

## Hanolex Ltd

If you make one banner a week or over a thousand Hanolex can help we are manufacturers and suppliers of eyelets and eye-letting equipment, we will be demonstrating our market leading range of products for all sizes of production. We will also be showing our range of media storage solutions.

### Holders Components

With a range of products including LED emitters from Edison-Opto and Lumenmax as well as high performing diffusion materials from Spolytech, Holders Components are a total solutions provider to the LED illuminated signage industry.

## HPC Laser Ltd

Eight years ago HPC Laser recognised the need for reasonably priced CO2 Laser Engravers and Cutting Machines. Now from the help of having over 20 years experience in the Laser Industry, HPC Laser provide excellent quality machines to over 1200 Customers throughout the UK and Ireland.

## Hybrid Services



Mimaki's exclusive UK and Irish distributor, Hybrid Services Ltd will again bring a series of innovative new wide format sign and graphics products to Sign & Digital UK. New printers includes the fast-selling Mimaki SUV; a unique product that delivers a highly durable, glossy finish that is instantly dry, allowing users to trim, finish, pack and apply graphics as soon as they exit the machine.

"Sign and Digital UK is the first domestic exhibition for us to show the new Mimaki SUV, so we're expecting huge amounts of interest," says Hybrid's national sales manager, John de la Roche.

Another first for the exhibition will be the UK launch of the Mimaki UJV500; a roll-to-roll UV printer capable of high production volumes that is aimed at the wallcoverings, vehicle wrap and display graphics markets. Its 1.6m width and LED curing are ideal for printing to flexible substrates and with substantial feed and take-up devices, long unattended print runs are easily achieved.

Hybrid will also show products across Mimaki's full range, including flatbed UV printers, outdoor durable print and cut machines, latex and textile printers.

## ICT



A UK manufacturer and supplier of cutting tool solutions for the sign making industry, Industrial Tooling Corporation (ITC) will be emphasising its unparalleled technical support for customers at the 2014 Sign UK Show. Unlike alternate tooling vendors, ITC manufactures its product line at its Tamworth

headquarters, so technical support and innovative solutions for all your material cutting needs are on your doorstep.

At Sign & Digital UK on stand E43, the unequalled expertise of the ITC engineering team will be on hand to provide technical help and support for all your machining needs - regardless of machine type or material. As the UK's number one partner to renowned names in high tech sectors such as the aerospace and F1 industries, ITC has brought this technical expertise and innovation through product development to the signmaking sector.

The benefit for ITC customers in the signmaking industry is high performance cutting tools and routers that provide remarkable tool life, productivity levels and surface finishes regardless of material type. With ITC's UK manufacturing facility, bespoke tooling solutions are available for any type of project.

## I-Spi Trade Supply

This year I-SPI Trade will be on stand D71 showing our usual high quality, low cost fixings as well as some exciting new products all at the real trade price.

Our stand will show a selection of our stand off sign fixings, cable & rod systems and flame polishers as well as our ever popular SIGNALITE range which consists of either a set of 2 or 4 sign fixings each with an LED ring on the collar giving an eye catching light source for your panel.

Our new products on display this year will be our sign clamps, which are also available with LED lighting to give potential clients a different option when making new displays.

## I-Sub Ltd

I-Sub will be exhibiting on its largest ever stand space this year. Three systems will be on display to visitors for the very first time this spring: Digi-Foil, Agfa Asanti and Dgen Teleios Black.

i-Sub Digital's exclusive Digi-Foil digital hot-foiling system will take the lead with its Sign and Digital UK debut. Digi-Foil is a groundbreaking new solution for the packaging, personalisation, awards and display markets.

They will also showcase the Mimaki UJF3042 desktop printer, ideal for printing directly onto materials up to 150mm thick in full

colour, white and clear varnish. It will be accompanied by a Mimaki CJV130 print-and-cut solvent solution, with automatic print-to-cut switching and top speeds of 17.5sqm/hr.

There will be the high-speed UV-curable Agfa :Anapurna M2050, offering top quality prints at up to 1440dpi on uncoated rigid media, and a Zünd M1200 cutting table to demonstrate end-to-end printroom production. Agfa Asanti RIP, colour management and workflow software will also be shown in action at Sign and Digital UK for the first time.



I-Sub digital's sister company in the textile printing sector, i-Sub Ltd, will be showing the Epson SureColor F6000; Mimaki JV33; and Dgen Teleios Black dye-sublimation printers. CadCam Technology's Contour Cut laser-cutting system and a Monti Antonio heat press will complete the collection.

## Image Reports

Image Reports magazine is an information resource targeted at those producing and selling grand- and wide-format digital print. Taking the view of the producer, we provide news, features and in depth articles covering all market sectors, making us essential for businesses from lone-owner operator start-ups through to multi-million pound heavyweights.

.....Continued on page 106



# SIGN UK Preview

## Ink and Print Ltd



Wide format inks from the name you know and trust - high quality non OEM inks for your wide format printers!

Ink & Print Ltd are the UK main agent for Van Son's Premium re manufactured wide format inks. Engineered in Europe, Van Son's Premium re manufactured wide format inks are designed for today's high performance wide format printers. Offering a truly 'plug and play' solution and matching the same exacting quality and specification of all OEM inks, delivering consistent high quality print performance and striking colour brilliance.

Our inks offer the following benefits; 'plug and play' solution to work alongside OEM inks, achieving, FOGRA, GRACOL and SWOP passes, peace of mind from the Van Son product warranty and no effect on print head durability.

Please come and visit us to find out more about our company, our services and products.

## InkTec Europe

InkTec, a leading manufacturer of inkjet ink, Jetrix printers and media, will showcase the new Jetrix KX7-D UV Flatbed Printer. With speeds of up to 60sqm/hour and a bed size of 2.5 x 3m for maximum production output, the Jetrix prints directly onto any substrate, replacing the expense and time spent printing and sticking expensive materials to the substrate. Costing little to run, the printer operates with ink costs as low as 50 pence/sqm, compared to the average price of £1/sqm. Its distinctive UV InkTec inks deliver a high quality spectrum finish, giving strong adhesion to traditionally difficult to print materials, such as metal and glass, to deliver a high quality print. Ideal for indoor and outdoor printing and industrial applications, the Jetrix series offers UV printers of all sizes and specifications to suit every need.

The printers are specifically designed to give a great return on investment, by saving time and money without compromising on functionality, quality and reliability. In addition, every Jetrix printer comes with a unique two-year manufacturer's warranty for added peace of mind.

Come and see the Jetrix KX7-D in action at Sign and Digital, alongside demonstrations of our latest range of Eco-Solvent, Solvent and Dye Sublimation Inks.

## Josero Ltd

The Bubble Free Applicator has been a tremendous success for Josero since it's launch at Sign UK in 2013, with sales soaring across the UK. The Applicator will again be on the Josero stand so visitors can see just how easy it is to use and the speed the machine runs at. It allows mounting and laminating onto any flat surface up to 60mm thick, and comes in three widths.

Josero will also be promoting a wide range of Triangle inks, including the MSS eco solvent inks for Mimaki® wide format printers, as well as EDX, the eco solvent ink for Roland® printers.

The team will be giving away free cartridges of EDX and MSS ink for new users to try. This proved a great success at Fespa last year, when a large percentage of those who tried the inks converted their machines to Triangle inks.



Triangle have been manufacturing inks for over 20 years, with technically advanced R&D facilities in the USA, where the inks are developed and rigorously tested before they are ever brought to market. Triangle support their high quality inks with robust warranties and technical backup.

## Kaye-Dee Marking Solutions

Kaye-Dee are suppliers of Bergstein UV-digital printing systems including the "new" BE-600 series, A2 print-bed. One size larger than the BE-300-LEDs, this compact flatbed printer is perfectly suited for digital printing industrial products with a product loading height up to 500mm. Special UV inks provide good adhesion to many different materials.

New from Ruco, T200 universal pad-printing ink. Free from cyclohexanones, aromatic hydrocarbons and phthalates this ink series is an "all-rounder", suitable for a wide variety of plastics the ink has excellent adhesion properties with good mechanical/chemical resistance, high flexibility/high gloss, very high opacity and fast drying. In short: "One fits all".

Digital printers now complement our pad-printing equipment and we now offer a "new" Pad and Digital Trade-Printing Service".



Trading under Kingsway we have the option to continuously feed our pad-printing machines with rotary tables or transfer-carre enabling high volume printing in 1,2,3 or 4-colours. Whatever your demand we have the answer. Kingsway also has available one of the newest digital UV-printers offering printing sizes up to 300 x 400mm. Designed for photograph or low-volume graphic printing the BE-330 can print products up to 300mm high. Set up costs are reduced with no plate or ink mix charges.

## Large Format Review

Large Format Review is the leading online news resource dedicated specifically to the global wide and superwide format digital print industry. Our website is constantly updated with the very latest news as it happens. If you've got the product, we've got the audience you need to reach.

## Leopold

LPI UK market leaders at the forefront of the imaging and print finishing industry. The company has been established for over 50 years and supplies within UK and Ireland products from FOTOBA, cutters for roll media, COLEX Flatbed Cutters 3m x1.6m and POLIELETTRONICA.

COLEX will demonstrating live their 1600 x 3000 SharpCut Flat Bed cutter suitable for a wide range of rigid substrates such as Foamex, DiBond, Acrylic, Straight Cut and Shapes.

Card Corrugated Cardboard Cut and crease, Dufaylite, Honeycomb board V-cuts and slots, MDF and Plywood can be routed to shape as well as metals such as aluminium can be used to cut into shapes.

The Triple Interchangeable Tool Head station allows the operator the capability of changing application tools within the same job without manual intervention. Three tools are always loaded in the cutter allowing it to select the appropriate tool required for the job. Optional add-on tools are available by Colex that will customise your cutter to suit your specific needs and work-flow.



APA **WALL**



## PAPER and FILM for WALL decoration

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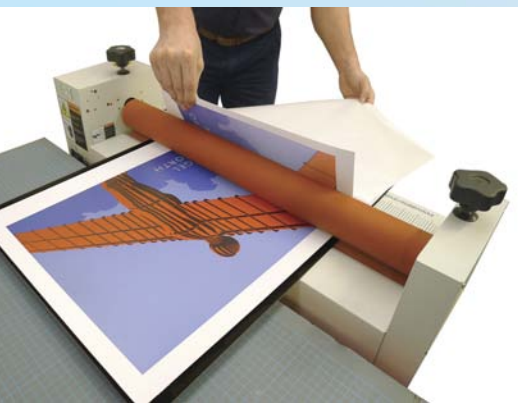
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# SIGN UK Preview

## Lion Picture Framing Supplies Ltd



Story: 'Frame What You Print' at Sign & Digital 2014. LION will show visitors to Sign & Digital 2014 how easy it is to turn what they print onto canvas or paper into profitable finished wall décor products.

Adding an L Style frame to a stretched canvas or mounted print is a simple process requiring only low-cost equipment. The return on investment, however, is impressive as framing has a high perceived value.

Visitors to the LION stand M60 will be able to see demonstrations of the techniques and equipment required:

- Stretching canvas
- Mounting and laminating prints
- Cutting and joining L Style frames

Lee Tandy, Sales Director at LION says: "Adding a framing service is a great way for printers and sign makers to attract new business and to offer additional services to existing clients."

## Listawood Promotional Products

Listawood Trade Supplies are making a statement about sublimation at Sign & Digital 2014. The Norfolk based manufacturer and supplier are one of Europe's leading providers of blank products, printing equipment and consumables for dye sublimation. They will have their recommended, tried and tested equipment combinations on hand to demonstrate and educate you on the strengths and capabilities of this diverse print method.

As well as equipment, visitors can discover Listawood's renowned range first hand. All products are selected specifically for their dye sublimation suitability, resulting in a print quality simply unobtainable by any other means. Leading the line at the show will be their exciting new additions for 2014.

"Two new developments are particularly exciting", says Listawood Managing Director Alex Turner. "Demand has been high. They are ground breaking, high quality and affordable lines aimed at rather different segments of the market", he added.

Visitors are encouraged to see the Listawood Trade Supplies collection for themselves.

## Matronix Ltd

Matronix is a leading supplier of LED modules and flexible lighting.

We supply customers around the globe with high quality, approved product for their signage needs.

We can also customize product to match your project needs.

Our turn around time is quick and our service is second to none.

## Maxicam



Maxicam, a global CNC router manufacturer, has grown rapidly since the first introduction in to the UK market when the company launched at the 2011 Sign & Digital UK exhibition. Now in its fourth year at the event and with an ever increasing range of products, Maxicam has started to cement a reputation for quality products that offer exceptional value for money. This year the company is again committed to a large stand with working machines and is showcasing the popular M3 1325 ATC Flatbed CNC Router as well as launching for the first time the BK1625 digital flatbed print finishing machine, with 'print to cut' technology.

Extremely high build quality, first class service and a large product range has been the key to success and rapid growth of the company. Maxicam offers small 3 axis engraving machines from 400 x 400mm up to large 5 Axis machines of 3m x 6m from its purpose built, state of the art 200,000 square foot manufacturing facility.

## Mida

This year Mida Sign Services are celebrating 30 years in business. Come and visit us on stand E4 to find out where three decades within the industry has taken us and how we have adapted to provide the signs and graphics services we do today.

We are a nation wide company specialising in the installation and maintenance of all types of signs, banners and graphics. Our crews are CSCS, IPAF and PASMA certified and fully trained to install a wide range of signs and graphics such as flex-face, gantry and post signs, banner promotions and digital graphics such as digital wallpaper, window graphics and vinyl application.

After recently relocating to larger premises, we have been able to expand our trade digital print services. With the addition of new printing facilities and a new flat bed laminator, we are able to provide our clients with a one stop service as we can complete both the supply and or install aspects of the contract.

## Mid West Displays

We design and manufacture 'off the shelf' and bespoke displays. We customise many of the designs that feature on our website and encourage you to contact our sales team who will be able to assist in the design of your display to suit your business and style.

## Mimaki

Mimaki's exclusive UK and Irish distributor, Hybrid Services Ltd will again bring a series of innovative new wide format sign and graphics products to Sign & Digital UK. New printers includes the fast-selling Mimaki SUV; a unique product that delivers a highly durable, glossy finish that is instantly dry. It allows users to trim, finish, pack and apply graphics as soon as they exit the machine.

"Sign and Digital UK is the first domestic exhibition for us to show the new Mimaki SUV, so we're expecting huge amounts of interest," says Hybrid's national sales manager, John de la Roche.



Another first for the exhibition will be the UK launch of the Mimaki UJV500; a roll-to-roll UV printer capable of high production volumes that is aimed at the wall coverings, vehicle wrap and display graphics markets. Its 1.6m width and LED curing are ideal for printing to flexible substrates and with substantial feed and take-up devices, long unattended print runs are easily achieved.

Hybrid will also show products across Mimaki's full range, including flatbed UV printers, outdoor durable print and cut machines, latex and textile printers.

### Multipanel UK Ltd

Multipanel UK Ltd has commenced production of its range of it Alupanel® Aluminium Composite Panels at a new production site near Dover in Kent. Following 18 months of preparation and construction, the company has relocated its manufacturing operation from China to a new, cutting edge, high speed production line which uses the most advanced technology in the industry. This move will not only enhance the already high standards of Alupanel® products thanks to the use of the very best raw materials from European suppliers, but it will also reduce delivery times and enable the company to respond more quickly to market demands.

The only ACP made in the UK, Alupanel® is an extremely rigid, flat, smooth sheet with a high quality PE paint finish making it ideal for signage, display graphics and shop fitting.

New for 2014, Alupanel A-Lite has a premium A5005 alloy skin which provides outstanding corrosion resistance and means this product can be worked with ease. Both sides of the panel are ultra-white matt finish that has been developed specifically to help display printed colours with increased brightness and intensity with the added benefit of greater durability.



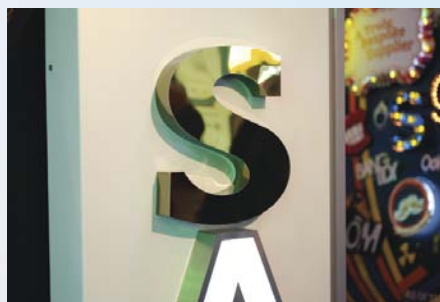
### Mutoh Belgium

Mutoh is one of the world's leading manufacturers of high quality wide-format piezo drop on demand inkjet printers, setting the standard for innovation and quality. Products are distributed and supported by a network of Mutoh authorised distributors and partners trained by Mutoh for sales, installation and after-sales support.

### Neschen

Neschen produce a wide range high quality wide format media, laminate and mounting film for the sign and display industries. Neschen Supplies UK are the official supplier for the UK and will be meeting visitors on the Summa stand throughout the show.

### North East Signs Ltd



North East Sign manufacture various built-up non-illuminated letters. Plus, LED halo ad face-illuminated letters from either aluminium, mirror, brushed or gold stainless steel. Plus, various forms of bevelled letters from mirror, polished or gold stainless steel. We also manufacture various forms of illuminated fascia signs.

### Nova Chrome (UK) Ltd

Suppliers of dye sublimation transfer equipment, consumable items and printable products, offering the very best in quality and industry renowned after care and support.

Live demonstrations of the process will run throughout the duration of the show, showcasing systems such as our EPSON 7890 and 3D Vacuum Presses.

### Novadura



NovaDura Ltd are first time exhibitors at Sign & Digital UK 2014 and will be showing their NovaDura™ range that includes some brand new developments.

NovaDura™ is a range of innovative and highly durable anti-graffiti, vandal resistant, recyclable printed and coated signage,

cladding, decorative and bespoke products with an anti-bacterial option.

The process lends itself to multiple base carrier types providing outstanding full-colour print quality and long-term resistance to UV and exterior weather conditions.

Based on a multi stage process incorporating a specialised direct-to-substrate printing process utilising revolutionary patented inks; NovaDura™ offers anti-graffiti with high abrasion and scratch resistance properties on a range of base substrates from 0.8mm to 13mm thickness.

EcoDura is our 100 percent fully recyclable product; MultiDura is our direct substrate print on a range of surfaces; PrimaDura is our Aluminium Flagship product; and ReproDura is a bespoke service offering digital replication of custom products onto an aluminium surface.

### OKI Systems Ltd

OKI is revolutionising digital printing. LED technology enables printing on a range of media types and weights allowing for a range of products to be printed from a single device. Be it labels, signs, transfers, number plates or banners, OKI has the solution.

### One Digital Solutions Plc

One Digital Solutions Limited is a division of Elonex, a leading consumer tablet and LED electronics manufacture and a 'Times 100 Company'. We provide best-of-breed digital signage solutions that allow you to build solid, successful digital signs networks of any size.

### Oriam Green Ltd

Oriam Green Ltd will show two products at the show, Reboard the strongest paper based board on the market. Our stand will be made with Reboard to show what can be achieved using two machines.

We will show all the different designs and support available.

We will also show Clear Focus the first patented duo liner perforated film that can be printed with UV machines. Considerably increasing speed and suiting today's large format houses.

Samples and brochures and a friendly chat all at A2.

### Pad Print UK

The new fast Digi-Jet Uni/Bi directional UV printer will be on display. The product has been launched to complement the pad and screen printing machinery already successfully sold in the UK by Pad Print UK.



# SIGN UK Preview

## PaperlinX



PaperlinX will be inspiring visitors at Sign & Digital UK to see the bigger picture and explore the opportunities that it offers in the wide format market.

The stand will showcase products from its Plastics for Industry range, alongside materials for posters, banners, exhibition graphics, signage, stickers, labels, building wraps and vehicle graphics.

Systems on display will include the Mimaki CJV30 integrated inkjet printer and cutter. With four print widths available, this range provides even greater flexibility for end-users; from retailers and copy shops, to professional signmakers and print service providers.

Also on stand will be the Jetrix KX3 flatbed UV digital printer. Jetrix technology is ultra reliable and cost competitive, and as PaperlinX is the only supplier with a nationwide presence, it can provide customers across the UK with easy access to this fast growing brand.

The machines produce exceptional results on a range of materials including board, metal, glass and under-surface printing. And all of the products in the Jetrix range come with comprehensive support services including on-site training and manufacturer-led maintenance.

Also on show will be the Dtec inkjet range and digital consumables. PaperlinX staff will also work alongside a number of its partners demonstrating laminating and cutting equipment from brands including Zund, Seal and Keencut.

## Perfect Colours



Established in 1999 London based Perfect Colours, are award winning specialists in Large Format Printing and Finishing solutions with a customer focused mindset to offer high levels of expertise, service and value for money. Supplying a wide range of printers, finishing equipment, inks and media, RIP and colour management solutions and warranty and service support. They invest heavily in training and certifying engineers, customer service personnel and sales consultants to ensure that the customer is getting the right solution at the right price.

Boasting a large portfolio of products which includes not only the aqueous based inkjet machines on which the business was founded but has now added UV flatbed print technology from the likes of Durst and Hewlett Packard as well solvent based printers from Roland and Epson and environmentally friendly Latex outdoor print solutions, also from Hewlett Packard.

In total Perfect Colours now has over 55 staff in five branches throughout the United Kingdom, including a sales team of 22 highly qualified and trained individuals who can advise on Large Format Hardware, applications, media, software, colour management solutions, office stationery. As well a 10 strong customer service and logistics team and other teams involved in finance, maintenance and administration.

## Perspex Distribution

Perspex Distribution Ltd and Multipanel UK will be sharing stand J40 to launch the only aluminium composite sheets to be manufactured in the UK – Alupanel®. Following the opening of a new multimillion pound production facility, Multipanel UK has transferred production to Kent – in a first for the UK's sign and print market. The stand will also launch new Alupanel® A-Lite – a 0.2 aluminium skin product using a premium alloy meaning the sheet can be worked with ease.

Perspex Distributions' ever expanding range of wide format print substrates has continued to evolve – now also boasting new Palfoam Digital PVC foam, also made in the UK. Come and see the benefits of a static free sheet enabling crisp details and well defined printed graphics.

Well known for supplying over 150 different variants of Perspex® Cast Acrylic, Perspex Distribution will also be demonstrating their new Perspex Spectrum LED Block for signmakers and fabricators – a 30mm Perspex Cast Acrylic block specially designed for illuminated signage with channels routed out and LEDs embedded either inside or on a rear plate.

## Photo USA Electronic Graphic Inc.

Photo USA Electronic Graphic Inc. is the leading manufacturer of sublimation coated materials and all kinds of personalized gift products. Established in 1992, Photo USA Electronic Graphic Inc. has 22 years' experience, specialising in digital imaging on a variety of substrates such as plastics, ceramics, metals, glasses, and other materials made for the sublimation process. We are well known for providing high quality sublimation mugs in large quantity and setting the industrial standard with it. Our headquarter bases in California, the U.S., while our factory is in Beijing, China. Our registered brand "ORCA®" is famous and recognized worldwide by its premium quantity and top standard of the industry. We also provide relative products to Wal-Mart, FUJIFILM and many online photo printing stores in the US and European countries.

We have been continuously attending Sign & Digital UK exhibition for four years. Knowing the trend of personalised market, we make it easier to be accepted by from small shops owner, equipment distributor to even country agent. In 2014, we will bring our latest technique – 3D vacuum machine mini to the show. This machine makes four pieces of personalized iPhone4 cases at the same time in eight minutes. We will do demonstration on site and show visitors all our latest new items like ceramic vase, mineral water bottles etc. Welcome to visit us on show!

## Printmax

printMAX commit to their biggest show yet!

For their sixth consecutive year at Sign and Digital UK, Roland authorised dealer, printMAX are pulling out all the stops. This will be the biggest year to date for printMAX, with not only a bigger stand but also more products.

This year printMAX will be introducing their Metamark media range for the first time at Sign UK, showcasing the best matched media for the Roland product range. This includes the brand new MetaWrap range that is set to be a ground breaking product for the vehicle wrap market in terms of both price and performance!

printMAX will also be bringing a wide variety of Roland printers along with them, including the first Sign & Digital visit of both the VersaUV LEF-20 and Versacamm VS-i series. printMAX will be running demonstrations along with fantastic offers and promotions across the Roland range.

You can also expect an exciting array of competitions, giveaways and much more from Roland's most successful authorised dealer.



## Quality Print Services

### Q.P.S.

Quality Print Services Ltd

Quality Print Services (QPS) will be demonstrating the reliability and quality of Nazdar inks at the show. At its first public showcase since achieving Authorised Roland Dealer status in December, QPS will be running the Roland VersaArt RE-640 large-format inkjet printer with Nazdar TX650 dye-sublimation inks.

The 1.6m-wide Roland VersaArt RE-640 offers a low-cost, productive unit printing onto heat transfer paper for the production of flags and soft signage, sports apparel, ceramic and rigid applications. Its eight-channel mirrored ink configuration (CMYKYYMC) paired with premium digital water-based Nazdar inks ensure top colour consistency and quality.

QPS will again be demonstrating its bestselling Nazdar LWS133 series inks on a Mimaki CJV30 print-and-cut unit. The LWS133 series offers an uncompromising ink solution to users of Mimaki JV33, CJV30, JV34 and JV5 printers.

"We take the Mimaki CJV30 to Sign and Digital UK each year because the quality output it produces with Nazdar inks draws a crowd every time," explains Chris Bailey, Director, QPS. "The show gives us an opportunity to show Nazdar alternative inks side-by-side with those on the OEMs' stands and visitors are always very impressed."

## Revolution

We're independent dealers for large format printers, cutters and laminators, alongside RIP software and colour management tools. We have exclusive 3M polyester media for eco-solvent printers and a large range of consumables. We'll have the Roland VSi-640 & LEF-20 on the stand and plenty of help and advice.

## Ricoh

The company unveils its new Ricoh Pro L4100 Series latex large format machine, commercially available from April 2014. As well as running a Ricoh Pro™ C751EX digital press, to demonstrate its MarcomCentral SaaS-based Marketing Asset Management (MAM) system and portfolio of Business Driver tools.

The new Ricoh Pro™ L4100 Series latex large format printer is roll-to-roll machine, and comes in two models, the 130cm (53 inch) Pro™ L4130 and the 160cm (63 inch) Pro™ L4160. It supports up to seven colours in various configurations including CMYK, orange, green and white ink.

The Ricoh Pro L4160 and L4130 deliver high print productivity and quality as a result of a range of advanced technological innovations including Ricoh's own piezo electric print heads. Ricoh Pro™ L4100's latex ink is an aqueous (water-based) ink which contains a low level of Volatile Organic Compounds (VOCs). It has no odour and the low curing temperature of 60°C ink enables both quick drying, for a fast job turnaround, and the ability to print on many heat-sensitive substrates without damaging them.

Also being demonstrated on the Ricoh stand throughout the show is MacromCentral, a software-as-a-service MAM solution. MacromCentral gives signmakers and commercial printers an online portal to offer on-demand services, take orders, vary pricing and seamlessly pass work into their daily working practices.

## The Ribbon Writer



The Ribbon Writer is an innovation in personalisation all for under £500. This small desktop machine connects to your computer enabling you to print on ribbons as narrow as 7mm wide and as wide as 100mm for sashes and banners in a range of 20 colours including four metallic colours such as Gold and Silver. We also stock a wide range of 40 different colours of ribbon in up to six width sizes all for next day delivery - a 'One stop shop' for all your ribbon printing needs. Not only this the Ribbon Writer can print on clear self adhesive stickers to create wonderful point of sale material and window stickers alike. Finally you can use the Ribbon Writer to create iron-on name tags that are washable and ideal to place into children's school clothing or team sports ware.

The Ribbon Writer is a 'Business in a Box' all you need to do once purchased is connect to your computer and load the software and within minutes you will have another revenue stream and profit making line for your business.

## Roland DG (UK) Ltd

Roland DG UK will be showing the widest selection of machines ever demonstrated at the show, including the recently launched Ver-

saUV LEF-20 and LEJ-640F flatbed printers. As well as offer the opportunity for companies to win a Roland printer in a prize draw. Visitors will once again experience the hospitality that Roland DG has become renowned for in the Roland café.



First in the line-up is the "magical" VersaUV LEF-20, Roland DG's biggest and fastest desktop UV machine, which offers sign makers and graphics producers the opportunity to diversify their business and target new markets.

The other show debutant will be the VersaUV LEJ-640F flatbed printer, Roland DG's first wide format flatbed printer.

Also showcasing on the Roland stand will be the VersaCMM VS-i series, the latest addition to the world's most popular printer/cutter range. Plus, this year the stand will also see the return of 'The Beast', Roland DG's fastest printer - the SOLJET PRO4 XF-640 - which had a hugely successful UK debut at Sign & Digital UK in 2013. 'The Beast' will be in good company, sitting alongside its cousin, the SOLJET PRO4 XR-640, Roland DG's flagship (and fastest) print & cut machine.

Also featured on the stand will be the VersaART RE-640, Roland DG's popular four-colour 64 inch wide format inkjet printer.

## Sagotech Ltd

British-designed and built vertical panel saws for smaller workshops, reduce costs, improve production efficiency, quality and service. Portable saws with optional CleanCut attachment for softer materials. Heavier duty space-saving moving-column units with optional router head, ideal for v-grooving, cut all sign materials accurately and easily. Come and see!

## Service Offset Supplies Ltd

Service Offset Supplies (SOS) are a long established supplier to the reprographics trade.

As dealers for Roland, Epson, and the EFI Fiery Rip, SOS believes their equipment package gives the best and most consistent colour accuracy of any wide format printer, allowing you to exploit this growing wide format market.



# SIGN UK *Preview*

## Sign Elite

### (Real Insurance Group Ltd)

Sign Elite is an Insurance product designed specifically for the Sign & Graphics Industry. Whether you design, manufacture, install or all three, the policy is tailor made to suit your business. Contact us today for a quotation or visit Stand A38.

## Sign Making And Supplies

At Sign Making And Supplies we work hard to provide our customers with a comprehensive range of sign vinyl goods and materials. Our products range from sign making machinery, application tape, specialist foils and digital print media. As well as selling all the tools and accessories we are also the forefront for selling garment films, stocking a huge range of clothing materials.

Our stand will not only have an excellent assortment of special offers for you to choose from, but we'll also be promoting our new range of Uber-film products, which are fast becoming a popular choice for sign makers worldwide. Also, keep any eye out also for our Uber girls, whom you cannot miss!

Without giving too much away, we want to assure you that we can offer a complete selection of commodities that you'll require at competitive prices. Please feel free to come to our stand where you'll be greeted by a friendly member of our team, whom will be happy to discuss with you about our company and what we have to offer you, as a buyer. We tailor our merchandise to your needs, which makes us one of the more unique distributors in the business

## Sign Making Tools

Sign Making Tools is the UK's only dedicated tool supplier to the sign making industry.

From vehicle wrapping to vinyl storage, knives to squeegees, SMT has trusted favourites and new and innovative products that could transform the way you work. All the tools you'll need in one place!

## Sign Update

**SignUpdate**

Established in 1990 and published seven times a year, Sign Update covers the many different aspects of the sign trade and related news. We have a circulation of more than 8,000 unique companies to target the decision makers such as sign makers, screen and digital printers, shop fitters, sign writers and engravers.

## Signmaster Systems Ltd

Signmaster Systems is the leading supplier of digital printers and are authorised resellers for all the major brands including Roland, Mimaki and Canon, we can give unbiased advice for your printing requirements together with outstanding customer support. We also stock a comprehensive choice of consumables such as inks, vinyl and banner at competitive prices. Visit Signmaster to see what we can do for you. A company that still cares.

## Signs 2 Signs

Signs 2 Signs is a small trade only supplier with 20 years experience within the industry. We specialise in illuminated built up acrylic letters and logos, flat cut letters, aluminium composite sign systems and just about any bespoke sign job in between.

## SignStore

The chances are you already have a website. What it probably doesn't do is allow your customers to choose their product, design it online, and then purchase it without having to visit you or pick up the phone. That's where SignStore.net comes in.

## Signwaves

We design, manufacture and print a huge range of signs and displays!

Founders, Ashley and Mark, started Signwaves in 1989. Signwaves has come a long way since then. We're proud to supply many leading sign companies in the UK and Europe with our market-leading range of quality sign and displays.

## SloanLED Europe BV



With over 56 years of lighting experience SloanLED designs and develops high reliability LED lighting products.

SloanLED is a leader in the development and application of high efficiency LED systems serving many commercial, industrial & high tech industries.

By combining years of experience with over 11 million meter installed product, an ISO 9001 quality system, strong 5 year warranties, superior technical assistance and unparalleled customer service, SloanLED is dedicated to providing industries across the globe with the very best LED lighting solution.

## SMGG



Stanford Marsh Group Graphics (SMGG) returns to Sign & Digital UK in 2014 with an expansive array of wide-format print solutions. The company will be on Stand F70 showcasing offerings from Mimaki, HP and other major manufacturers. SMGG will be demonstrating Mimaki's CJV wide-format printer/cutter machine, HP's latest latex printer and an HP DesignJet aqueous machine on stand.

The company will also be announcing a new range of media specifically aimed at professionals wishing to reduce their cost of consumables whilst maintaining quality. Further details will be announced in the run-up to the show.

Finally, following the pre-launch look at the Xerox IJP2000 printer at last year's event, SMGG hopes to have another new and exciting device amongst this year's line-up.

As a truly independent supplier of an extremely wide range of printing solutions, SMGG is able to offer sound advice on how to get the best performance from a gamut of machines. The company works closely with customers to recommend and supply the best-fit solution to meet each individual business's goals. It's what SMGG has done for almost 50 years and is the reason why customers return to the business time and time again.

## Smurfit Kappa Cor-Trade



Smurfit Kappa Cor-Trade will be exhibiting its digital printing substrates, bespoke packaging and high-tech printing techniques at this year's exhibition. With 35 sites in the United Kingdom and across 32 countries worldwide, Smurfit Kappa is the market leader in manufacturing paper-based boards and packaging.

At the show Smurfit Kappa will be launching its specialist digital packaging board, DigiFlute 2000 that has been formulated specifically to deliver a superior print finish for the digital sector. DigiFlute 2000 will create new opportunities for digital and screen printers. This coated mid-flute is lighter, more efficient and more durable than any other board with outstanding printability making it ideal for transit, retail and POS packaging. DigiFlute 2000's print surface is designed for modern printing techniques, and its lighter physical weight delivers significant machine line efficiency, environmental benefits and savings, providing less wastage and significant carbon reduction through the logistics chain

## Solent Sewing & Welding Machines

The Print Finisher's Choice:

whether you produce one off banners or mass-produce supermarket promotional materials, print small digital images or building wraps, work with PVC, PE or dye-sub textiles - Solent have a finishing solution for you.

The Miller Weldmaster range of continuous welding machines are fast, reliable and have long been seen as the best solution for the print industry. This is mainly due to their versatility and speed on plastics including PVC and PE.

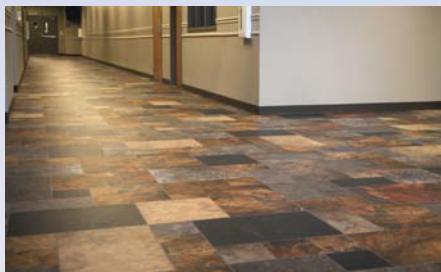
At Sign & Digital we will be demonstrating three models - the Miller Weldmaster T3 (desktop model), T300 Extreme Edge and 112 Extreme.

Solent Sewing Machines manufacture and build sewing machines in our Portsmouth factory. The Solent Texsew and Bannersew series of machines have been developed over the last few years to cater for the growing textile finishing requirement that we have seen. We have worked with companies in the UK and USA to make sure the machines we make are exactly what our customer's need.

We will be demonstrating two models - the Solent Bannersew System and Solent Texsew System With special packages at the show, come along to visit us and let us show you how we can revolutionise your finishing department.

## Soyang Europe

When it comes to printable media, Soyang Europe has got every surface covered. Taking centre stage on the company's stand at Sign & Digital UK 2014 will be the European debuts of two ground-breaking new products. The first of these, G-Floor,



is set to completely change traditional perceptions of what is possible in the field of customised flooring. The high tech new media, originally developed in the United States, is based on a high density, clear, flexible PVC substrate, capable of being printed on the underside, using either UV or solvent inks on a grand-format printer.

With a thick wear layer protecting the integrity of the graphic, G-Floor is hygienic, easily installed and repositionable. As well as having excellent load-bearing capability, with low noise and sound absorbing characteristics. The highly effective and hard-wearing grip surface is ideally suited to retail, business and public space applications, with a solid white media option available for surface printing where production capability is limited to 4 colour process.

Soyang will also be launching another revolutionary new product at the exhibition in the form of AlumiGraphics. This rugged, aluminium foil base material conforms and holds to the texture of any surface that it is applied to.

## Space Display Ltd



We offer a range of designer styled portable display solutions at value for money prices. We firmly believe the key to our continued success is our dedication to quality and innovation, together with our high levels of customer service. Our product range includes roller banners to suit all budgets, NEO simply the best fully magnetic pop up display on the market, SATELLITE a unique curved tensioned fabric pop up display and MESA a highly portable pop up style counters. At this year's show we're also showcasing our new FINESSE Roller Banner which offers exceptional value for money and our upgraded LITE tensioned banner wall, now with straight and angled magnetic connectors. We are a Trade Only supplier, we don't sell to end users and we don't compete with our trade customers by printing graphics in house either.

## Spectron LED Ltd

With over 30 years worth of experience in the sign manufacturing business, Spectron LED offer expert advice, service, solutions and products to suit a variety of professional industries including wholesale electrical supply, retail shopfitters, commercial fit-outs, furniture manufacturers, architecture, and retail merchandising solutions.

## Stock Displays Ltd



Stock Displays manufacture display products including snap frames, pavement signs, banner stands and light boxes. We boast a catalogue containing over 450 products and our core product range is the widest in the industry, with more stock sizes and finishes available. We design and manufacture all our products in house and can produce bespoke displays at fantastic prices and short lead times.

The new year brings the launch new products, ranging from the new, stock, powder coated snap frames, available in red, blue, green, white and black to the relaunch of our Fab Banner range.

.....Continued on page 114



# SIGN UK Preview

This year has seen some innovative new adaptations to the range, halving the time it takes to assemble and dismantle the units. The Fab Banner system is unbelievably versatile and can be used to create a variety of design shapes, perfect for anything from large exhibition stands to small poster displays.

We offer the highest specification products at the lowest prices in the industry and our delivery terms are unmatched, with all stock orders received by 6pm delivered the next working day.

## Summa



Summa has no intention of leaving its presence unnoticed at Sign&Digital UK in Birmingham. The company will have its own booth together with their UK distributor Art Systems (H62). Visitors will have the opportunity to see and discover Summa's extended product range which will be exhibited during the show.

At Sign&Digital UK Summa will also seize the opportunity to present the successor to their renowned environmentally friendly thermal transfer printer/cutter: DC5(sx). In the market of printing technology, Summa DC Series reigns supreme. At 137 cm, the DC5 is the world's widest thermal transfer resin printer/cutter and comprises over four times the width of its nearest competitor.

The new DC5 printer/cutter has a variety of performance-enhancing features including more media widths, an Ethernet port and a new user interface.

## Tape Range Distributors

Join Tape Range for our second year at the Sign & Digital event. Meet our technical team and enjoy free product samples. View our range of banner hemming and stiffening tapes alongside our high performance VHB tapes and acrylic transfer adhesives. Follow us @tape2gocom for show competition info also.

## Tecna UK Ltd

Tecna are showcasing the T3 display system. Let us show you how to create a custom looking stand for your client using no tools. Whether you buy or rent, T3 takes roll-able, rigid and tension fabric graphics. T3 Shell-Kit Clamp is the ultimate way to line a shell scheme.

## The MagicTouch

The MagicTouch introduce some significant innovations relating to the production of full colour transfers to decorate various sign products, garments and a vast range of non-textile applications.

The TMT/OKI LED desktop digital printers feature full colour capability together with a "White Toner" option. This unique technology together with the new WoW 7.7 transfer paper, offers the ultimate in dark garment and textile decoration. The new printer/paper combination removes the need for any mask preparation or image alignment as previously required. This will increase productivity and simplifying the process dramatically. The new printers include the bespoke "Space Control" software for the ultimate in colour control and transfer management.



The white toner technology is also suitable for all other MagicTouch transfer papers for non-textile applications, thus enabling full colour printing onto such items as dark coloured mugs, PU/leather phone cases, iPad cases, diaries, folders and a host of sign based products previously considered a challenge to decorate using traditional print methods.

The company also introduce new "Neon and Sensation" effect Reflectra products, suitable for embroidery and plotter based garment transfers.

The MagicTouch process remains the perfect "affordable" addition to any sign or graphics business assisting in increasing the range of products and services to their existing clients.

## TimeHarvest Ltd



TimeHarvest Ltd, the market-leading, MIS software package that was built for digital from the ground up, has confirmed that it will be on show at this year's show.

Celebrating its 10th year of success in the field of digital print, the TimeHarvest system compiles quotes from simple "pick lists" of pre-defined values for each process. This makes the quoting process fast, flexible and consistent. Once specified, quotes are sent as a PDF attached to an email and automatically addressed to the client. Each quote can carry a promotional message chosen for that client.

Successful quotes are converted into jobs with just one click. A colour-coded production board with linked work tickets allows jobs to be moved forward and signed off quickly and efficiently. Branded delivery notes and other job documentation can be produced on completion, right through to the invoice.

TimeHarvest offers a range of affordable and flexible monthly pricing plans for digital print companies that want to provide customers with consistent, accurate and reliable pricing, created from a cost-based structure. The multi-platform software runs on Mac, PC, iPad, and has web browser access.

## Trade Signs Fabrications



Trade Signs is one of the leading corporate, trade and retail signage companies that are based in the UK. Established in 1994, we have 20 years' experience within the industry and pride ourselves on providing our customers with an extremely fast and efficient service.

We are excited to be exhibiting at Sign & Digital 2014, and will be launching a new range of premium letters for high-end clients, and flagship stores. The new letter range has flawless illumination, and can be manufactured in a variety of striking designs, with many different illumination combinations available the possibilities are endless. These new premium letters are cut out of 20mm to 30mm thick acrylic, and have LED modules embedded in to them.

We will also be showing our flat cut lettering, built up lettering and fabricated signage and would be happy to discuss any requirements that you may have, and how we as a company can help you further in the future.

TradeFix Sign Locators will be available to purchase on the day from our stand, our locators are UV stabilised and weather resistant to prevent crumbling. We would love to see you!

### Trotec Laser Ltd

Trotec is a provider of advanced laser technology solutions for marking, cutting and engraving. Founded in 1997, Trotec has installed thousands of machines, making it the world's market leader in laser plotter systems.

### Vink Lighting Solutions

As an established supplier of high quality LED lighting solutions for sign and display applications, it is no surprise that Vink has entered the digital signage market place and will be using this year's Sign & Digital show to showcase their new product ranges.

The company will also be presenting on-stand demonstrations covering LED lighting technology, colour perception and measurement, as well as practical advice on how this technology can enhance corporate branding.

Vink's digital signage range has been assembled to offer easy to apply, pre-integrated solutions, utilising premium products from world class manufactures including Philios, Q-Lite, Wallflower and Peerless-AV.

The company's aim is to help sign makers to confidently enter the digital arena without the risks normally associated with embracing a new technology.

The range includes a wide choice of monitors and displays: media players, software and mounting solutions. Both internal and external applications are catered for - from stand-alone displays to large format LED panels or video walls, as well as networked multi-site programs.

### Your Print Specialists

Industry experts and wide-format printer reseller, YPS will demonstrate the Mimaki CJV30 printer-cutter, Mimaki SUV solvent-UV printer and the Mimaki UJF-3042FX A3 flatbed. Application examples, expert advice and knowledge of digital, litho and screen printing will all be available on the YPS stand.

### 200m2

Visit 200m2 and X-Module to get to grips with our complete range of exhibition stand solutions. From our smallest POS application (X-10 CROSSWire) to our foldable modular exhibition stand solution (X-20 TRUSSWire), find out why our products lead the way in terms of simplicity, ease of use and scalability.

At this year's show, we'll be demonstrating our latest composite X-15 EXPOwire trussing solution which is tipped to revolutionise the small scale modular exhibition stand sector. In addition, users of large scale trussing solutions will be interested in our X-25 TECHwire product which is designed for stage shows and platform stage applications.

We'll also be demonstrating our new 3D exhibition stand design tool. Called X-Sketch, this innovative piece of exhibition design software can be used online or downloaded on to your PC. What's more, it's free to use!

### 3D Sign Systems

It's hard to judge the performance of LED Modules by just looking at the module. It's harder still to judge its reliability. These are the main reasons why the average sign maker may still be using traditional "power hungry" illumination sources or changing to a different module with every job.

To address these two major concerns of sign installers we are introducing AMC LED to the UK.

AMC LED Modules and power supplies will take away the element of uncertainty. Our LED modules use only licensed and Branded Diodes from Samsung, LG, Epistar, Edison, Wooree. All products have a minimum three-year warranty.

Start Impressing your clients by offering Branded Modules, assuring reliability, and a warranty to match. We forgot to mention "Brightness", well you can judge for yourself at Stand H78. Register at the Stand for free samples.



# CLASSIFIED

## FOR SALE

### Easymount Laminator 1650DH

4 years old and in perfect condition. Great for Sign makers. Print finishers.

Does hot and cold laminating.

**£5000**

### Oce Cs2236 Printer

4 years old in good condition.

Versatile wide format color printer, Print Resolution Optimized 2400 dpi x 1200 dpi.

**£800**

T: 07885887485 E: [chris@onesignanddigital.com](mailto:chris@onesignanddigital.com)

## BUSINESS FOR SALE

*Ernest Wilson*

**0113 238 2900**

[www.ernest-wilson.co.uk](http://www.ernest-wilson.co.uk)

THE PREMIER BUSINESS AGENT

[SALES@ERNESTWILSON.CO.UK](mailto:SALES@ERNESTWILSON.CO.UK)

### SIGN MAKERS AND INVESTMENT PROPERTY

Substantial Property. Excellent Facilities.

Well Established. Strong Customer Base.

Sign Making and Vehicle Graphics

Massive Potential Here for More

Investment Property Returning £520 PCM

Taking £100,000 PA

**REF 555625. EPC RATING D.**

**Business & Property £265,000**

(Business £80,000, Property £185,000)

**South Yorkshire**

## EXHIBITION/DISPLAY/SIGN COMPANY FOR SALE

Long established profitable full service company with excellent reputation, established for over 25 years operating from 6500 sq ft premises in the south west.

**Turnover £500,000**

Sale to include all stock, machinery and equipment, option for leasehold or freehold premises, good local customer base and regional blue chip customers.

**Excellent opportunity for growth.**

**For further details**

**Please call Alistair Glaze on**

**01823 275777**

**[glaze@business-partnership.com](mailto:glaze@business-partnership.com)**

## JOB VACANCIES



**GK Signs  
& Screenprint Ltd**

### Vinyl Wrapper

Required for permanent position with a growing sign company based in Exeter, Devon.

Must have experience of vehicle wraps, and a keen eye for detail. Sign installation experience would also be beneficial.

Please email [howard@gksigns.co.uk](mailto:howard@gksigns.co.uk) with your current cv and covering letter, including examples of your previous wraps.

### Sub Contract Vehicle Graphic Fitters

Required for our National Fleet Contracts.

Simple vinyl graphic installation to comprehensive vehicle wraps.

Previous experience essential.

We are looking for fitters in your area to start from January 2014.

Please email [Pauline@gksigns.co.uk](mailto:Pauline@gksigns.co.uk) with photographs of your previous work and distances you can travel. If these are satisfactory to us, we will send you the artwork of the vans for you to price.



**SMARTGRAPHICS**  
*professional image management*

### Applications Manager

#### The Role:

Smart Graphics have a vacancy for an Applications manager based at the Clydebank production facility. The role is responsible for the management and organisation of a team of remote applicators working from home in various locations throughout the UK. The role will involve client liaison and also subcontractor negotiation to ensure that the exacting demands of our customers is exceeded.

#### Candidate:

The successful candidate must have excellent communication skills, be highly motivated, extremely well organised and used to working in a busy office environment where computer literacy is essential, working with the job specific database systems is a vital part of the role.

The ability to solve problems and the drive to adapt and improve systems as the job demands will be essential for future growth of the role & the successful candidate within the business.

Knowledge of the sign display and vehicle graphic industry would be an advantage although not as essential as a proven track record in managing and leading a team.

Remuneration based upon experience.

Further details are available online at [www.smartgraphics.co.uk](http://www.smartgraphics.co.uk)  
All applications in writing including an up to date curriculum vitae to:  
Paul Bellard, Smart Graphics, 9 the Alpha Centre,  
Rothesay Business Park, Clydebank, Glasgow, G81 1PD



# DAWsigns

## SALES & MARKETING EXECUTIVES

Daw signs are an expanding Signage and Graphics company based in Glasgow supplying a wide range of bespoke signage, point of sale graphics and digital imaging throughout the UK.

As part of our strategic expansion we are seeking to recruit **Senior Sales Executives / Managers** within the following areas:

- South East England
- The Midlands
- North West & North East England
- Scotland

The successful candidate will be responsible for developing new and existing client portfolio's across all market sectors including Construction, Retail, Leisure and Public Sector.

Experience in the signage or graphics industry is essential along with excellent presentation and communication skills.

An excellent financial and benefits package shall be the reward for successful candidates.

Please apply by email in the strictest confidence to:

Gary Daw **Managing Director** with your CV and covering letter to [gary@dawsigns.com](mailto:gary@dawsigns.com)

**GRAPHICA  
DISPLAY.CO.UK**  
THE DESIGN LED LARGE FORMAT PRINTER

### Finishing and Mounting Operative

We are currently looking to expand our in-house finishing and mounting department at our head office in Chessington Surrey and need an operative to help in this area.

We are a growing company who are looking for a candidate who is motivated to expand their career prospects.

The Candidate needs to have at least 1-2 years experience in a busy mounting and finishing department using Lamination machinery and Finishing equipment. You will need to have experience in General mounting, Wrap mounting, wet/dry mounting and perspex signage.

Although not essential, the candidate would benefit from experience in basic printing knowledge and using vinyl plotters. Also, any install experience would also be an advantage as some reactive out-house fitting work may be necessary.

The candidate also requires a clean UK driving licence and a CSCS Card would be of an advantage.

Salary: £14,000 to £21,000 + Overtime and Benefits

Please email a full C.V. to  
Matthew Kennell (Design Manager)  
[info@graphicadisplay.co.uk](mailto:info@graphicadisplay.co.uk)

**GRAPHICA  
DISPLAY.CO.UK**  
THE DESIGN LED LARGE FORMAT PRINTER

### Vinyl/Signage Installer

We are currently looking to expand our in-house installation team to work both in the UK and abroad.

The Candidate needs to have at least 2-3 years experience in fitting vinyl graphics, printed wallpaper, frost vinyl, printed manifestation and perspex interior signage.

Experience within a mounting/finishing department is also an advantage as some in-house production work will be necessary.

The candidate also requires a clean UK driving licence and a CSCS Card would be of an advantage.

Salary: £14,000 to £21,000 + Overtime and Benefits

Please email a full C.V. to  
Robert Hill (Production Director)  
[info@graphicadisplay.co.uk](mailto:info@graphicadisplay.co.uk)





### Production Coordinator | Large Format | £20K BASINGSTOKE

As Production Coordinator you will be responsible for organising the work flow. Play a major role in the team and be hands on using a wide range of equipment to get the work out the door to deadline.

#### As Production Coordinator you will be responsible for:

- Making sure that job bags from account handlers are complete in detail to enable and schedule the work flow.
- Organise yourself and the production team to get the jobs through production in the most effective way.
- Attend a daily meeting to update on on-going workload.
- Liaise with the account team.

#### Key attributes

- Strong understanding of print, production, repro and media.
- Excellent organisational skills.
- Experience of using RIPs.
- Ability to manage your time efficiently and prioritise workload in a fast paced environment.
- Knowledge of large format graphics and signage.
- Enthusiastic approach to work.

This role has great development potential where you can climb the career ladder, you will have bags of ambition and be looking to broaden your skills into a long term role.

Email your full C.V to Leanne Parish, [leanne@impact.gb.com](mailto:leanne@impact.gb.com)

## Sales/Marketing Professional Kent

IVC Signs is an expanding signage company based in Kent, we require an experienced Sales Executive to join our team.

As part of our strategic expansion plan we would like to recruit a new Sales Executive to assist us in gaining further market share.

You will be responsible for the research and development of new clients, from all market sectors, sourcing projects from bespoke one offs to multiple site re-branding roll outs.

The successful candidate should possess the following key attributes:

- A proven track record of achieving and surpassing sales targets.
- A signage industry background of selling into the public and private sector.
- Ability to absorb technical information and communicate customer requirements.
- Ability to track and manage projects/opportunities with key decision makers.

This is a fantastic opportunity to join a well established sign company, with a well established name within the sector.

Having recently enjoyed a highly successful period over the last couple of years, we are now looking to invest further to continue our growth.

**Salary:** Basic salary (negotiable with experience) + Commission.

Applications for employment at IVC Signs Limited should be made in writing and forwarded together with a current C.V. to:

Mr. Matthew Stratten

[Matthew@ivcsigns.co.uk](mailto:Matthew@ivcsigns.co.uk)

### Experienced Signmaker Croydon

Good all-rounder required to produce high quality signage.

Must be skilled with power tools, working with metal, wood and plastics.

Must be van driver as some site fitting.

Very varied and interesting position, with lots of scope for capable person to learn new skills such as CNC routing, etching and laser engraving if interested.

Excellent wages and conditions.

Please send cv to  
[jan@hallmarksigns.co.uk](mailto:jan@hallmarksigns.co.uk)

Or telephone Jan Gratwick/Paul Thomas  
0208 686 6649

Hallmark Engraving Etching & Signs Ltd  
116-118 Selsdon Road, South Croydon, Surrey CR2 6PG

### Fitting and Installations Manager Nottingham

John E Wright is seeking a Fitting & Installations Manager to manage its fast growing exhibition & signage business.

All candidates should have a proven background in vinyl installation, large format print capability, exhibition build, POS and signage installation.

Applications to: [scott.dunn@johnnewright.com](mailto:scott.dunn@johnnewright.com)

For more information:  
[www.signupdate.co.uk/fim](http://www.signupdate.co.uk/fim)

### Sign Installation Fitter **absolute**

Stockport, Cheshire

**£21-23k per annum** plus overtime, dependent on experience

Job type: Permanent, full time

We are looking to recruit a sign installation fitter in order to fulfil growth plans for the forthcoming year. This is an opportunity to work within a well-established sign business which has a strong vision for professional sign solutions.

#### Successful applicants will have:

- Must be fully conversant with all aspects of sign and vinyl installation.
- Able to use your own initiative on site and work as part of a team
- Installation of signs to a wide variety of substrates
- Good attention to detail with a flexible attitude to work
- Must be willing to travel throughout the UK and stay away from home at times.
- Ability to work at heights (IPAF Certified)
- CSCS, PASMA certified – not essential as training can be arranged
- Full driving licence
- Aware of H&S practices

This list is not exhaustive however someone who has worked in the Sign Industry as a Sign Fitter will know what is required for this particular role.

Candidates are to email their CV's for the attention of Claire Coleman to  
[Sales@absolutesignage.co.uk](mailto:Sales@absolutesignage.co.uk)

### Installation Engineer

To install and maintain advertising systems primarily in the Warwickshire / Coventry area however on occasion you will be required to travel throughout the UK and Ireland.

For more information:  
[www.signupdate.co.uk/agripa](http://www.signupdate.co.uk/agripa)

### Trade Signs Sales Professional

An exciting opportunity has arisen for the right candidate to head a sales department in a new trade sign manufacturing company based in Kent.

For more information:  
[www.signupdate.co.uk/tssp](http://www.signupdate.co.uk/tssp)

### Graphics Fitter

Working in our Bury St Edmunds units and off site; the role will include aspects of fitting of vinyl and printed graphics to vehicles, sign making, the fitting of signs and vinyl preparation.

For more information:  
[www.signupdate.co.uk/cl](http://www.signupdate.co.uk/cl)

### Vinyl Applicator and Sign Installer

Beckenham - SE London  
Minimum 5 Years experience  
Salary - Dependable on experience

For more information:  
[www.signupdate.co.uk/vasi](http://www.signupdate.co.uk/vasi)

### Plasmet Signs | Commercial and Trade Sign Manufacturers

#### Field Sales Executive – Trade, Commercial and Corporate Signage

Basic between £25k - £30k based on experience + sales bonus, car or allowance

An opportunity to work for a well-established and successful manufacturer of trade, commercial and corporate signage.

Self-confident and highly motivated, you will be experienced in selling bespoke signage products to architects, designers and prospective customers. Preference will be given to those candidates who have previous sales experience in commercial and corporate signage.

Based in the North West, but covering nationwide in order to achieve and surpass sales turnover objectives.

For further information please contact:

Richard Swarbrick - Managing Director, Plasmet Signs, Barton Moss Road, Eccles, Manchester M30 7RL  
Tel 0161 707 3141 or send your CV by email to [recruit@plasmetsigns.co.uk](mailto:recruit@plasmetsigns.co.uk)





## TECHNICAL SIGNS

### Salesman/Designer

Salary £30-£40k (negotiable, depending on experience).

Technical Signs implement a vast range of bespoke manufactured items for well known corporate clients.

Allied to this we produce graphics, architectural metalwork, 3D artwork as well as light fixtures, all produced in our factory in Hertfordshire.

The applicant will interact with clients, architects & designers, contributing where necessary and must have a good grounding in manufacturing techniques, materials, administration and with a keen eye for design.

We are looking for someone who takes pride in themselves and their work, is organised and driven by quality, whilst being determined and ambitious.

Some experience with manufacturing drawings would be advantageous.

Please apply in writing, detailing your salary requirements, to:

Louise Powell,  
Technical Sign Co Ltd, Hille Business Centre, 132 St  
Albans Road, Watford, WD24 4AE

or [louise\\_powell@technicalsigns.co.uk](mailto:louise_powell@technicalsigns.co.uk)

### Project Manager

Technical Signs implement a vast range of bespoke manufactured items for well known corporate clients.

Allied to this we produce graphics, architectural metalwork, 3D artwork as well as light fixtures, all produced in our factory in Hertfordshire.

The role is to manage projects from concept through to installation, ensuring all design, manufacture, cost and delivery requirements are met.

This is a great opportunity for a well organised dynamic individual with a technical and manufacturing knowledge.

Please apply in writing, detailing your salary requirements, to:

Louise Powell,  
Technical Sign Co Ltd, Hille Business Centre, 132 St  
Albans Road, Watford, WD24 4AE or

[louise\\_powell@technicalsigns.co.uk](mailto:louise_powell@technicalsigns.co.uk)

STRICTLY  
NO AGENCIES

# dms signs ltd

**DMS Signs Ltd are searching  
for sub contracting sign installers**

We are a fast growing company based in West London with a great reputation for quality and a keen eye, that's passionate about our work.

**With your help we intend to continue to offer  
a fast, professional service second to none.**

- Must be fully conversant with all aspects of signs and vinyl installation
- Be able to use your own initiative on site and work as part of a team
- Good attention to detail with a flexible attitude to work
- Must be willing to travel throughout the UK and work away from home occasionally
- Ability to work at heights (IPAF Certified)
- CSCS, PASMA Certified
- Aware of H&S practises

**Clean van owner.  
Tower, tools & Insurance required**

Contact Dan  
[dan@dms-signs-ltd.com](mailto:dan@dms-signs-ltd.com)



The UK's No 1 Sign  
Lighters require.....

## NATIONWIDE SALES REPRESENTATIVE

**Salary circa £30K + Car + mobile**

To further increase the sales and development of our market leading exterior sign lighting product ranges.



Experienced in lighting and the signage industry an advantage.

Customer friendly, motivated and keen to impress!

Interested candidates should send CV to Managing Director David Harrison.

[dave.h@portlandlighting.co.uk](mailto:dave.h@portlandlighting.co.uk)

Units A2 & A3, Walsall Enterprise Park,  
Regal Drive, Walsall WS2 9HQ.







Established in 1991, GRS Signs are a Specialist Vehicle Branding & Fleet Graphics Company servicing a National Portfolio of large fleet operators, local authorities, utility, vehicle rental & leasing companies. GRS Signs currently have openings in the following areas.

## EXPERIENCED VEHICLE GRAPHIC APPLICATORS

### SOUTHAMPTON

Working from our production facilities in Southampton & reporting to our Operations Director, you will be branding commercial vehicles throughout the United Kingdom at customer premises, PDI centres and dealer locations.

The successful applicant will have an eye for detail, be self-motivated, able to carry out intricate wraps as well as large volume vehicle branding & Chapter 8 Highways.

### NE LONDON, ESSEX & KENT

Working from home & reporting to our Operations Director, you will be branding commercial vehicles throughout the United Kingdom, predominantly in the North London, Essex & Kent areas at customer premises, PDI centres and dealer locations.

The successful applicant will have an eye for detail, be self-motivated, able to carry out intricate wraps as well as large volume vehicle branding & Chapter 8 Highways.

We offer a competitive salary, modern equipped company vehicle, mobile, uniform, full PPE & a safe working environment. All applicants must have a full UK Driving License with a maximum of 3 points.

**Please email your CV to [jobs@grs-signs.com](mailto:jobs@grs-signs.com)**

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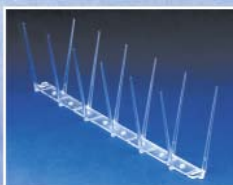
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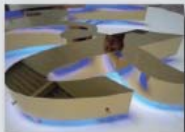
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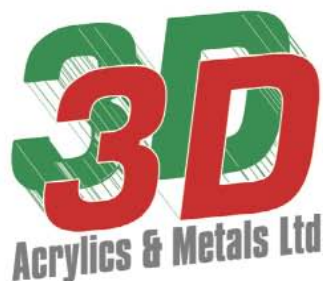
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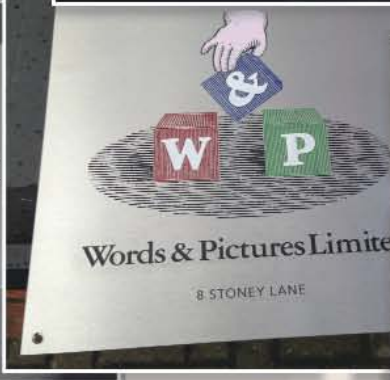
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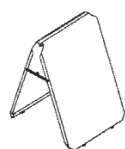
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Producer of high quality mirror coatings. The process allows coating on flat and moulded surfaces up to 3m lengths. The mirror coating is usually applied to the inner or rear surface of transparent acrylic, giving the best protection to the mirrored surface. Coloured varnishes can be used to achieve a variety of dramatic effects.

## MODULAR PANEL SIGN SYSTEMS

### MODUSIGN

129 Humberstone Rd, Leicester LE5 3AP

**Tel: 0116 262 6288**

[sales@sygnetsigns.com](mailto:sales@sygnetsigns.com)

[www.modusign.co.uk](http://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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Righton House, Elliott Way, Nexus Point,  
Holford, Birmingham B6 7AP

**Tel: 0121 356 1141**

**Fax: 0121 344 4558**

[marketing@righton.co.uk](mailto:marketing@righton.co.uk)

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

## SIMPLEX LTD

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

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

## PROJECT PLASTICS LTD

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**Tel: 01206 868696**  
**Fax: 01206 793737**  
project.plastics@btinternet.com  
www.projectplastics.co.uk  
Manufacturers of acrylic domes and shapes, tubes, point of sale displays and showcases. Bespoke plastic fabrication. CNC routing, diamond edge polishing, 3m x 2m moulding oven for oven forming, vacuum forming and screen printing. Plastic cut to size service.

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www.accent-signs.co.uk  
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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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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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[semifinished@brettmartin.com](mailto:semifinished@brettmartin.com)

[www.brettmartin.com](http://www.brettmartin.com)

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[www.neplastics.co.uk](http://www.neplastics.co.uk)

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**Tel: 01245 232800**

**Fax: 01245 232801**

[sales.chelmsford@perspex.co.uk](mailto:sales.chelmsford@perspex.co.uk)

[www.perspex.co.uk](http://www.perspex.co.uk)

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**Fax: 0844 846 9574**

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**Fax: 01727 898828**

[studio@fonteynesigns.co.uk](mailto:studio@fonteynesigns.co.uk)

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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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**Tel: 01638 565656**

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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.

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5 Williamson Street, Hull, HU9 1ER

**Tel: 01482 380900**

**Fax: 01482 380901**

[sales@browningsltd.co.uk](mailto:sales@browningsltd.co.uk)

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Brownings is one of the largest, TRADE ONLY suppliers of signage products. We manufacture poster frames, menu cases, slimlocks, signtrim, troughlights, acrylic-faced light boxes, flexfaced signage and now our new Texsign frames for internal use. The two versions of poster holders, the slimlock and menu case are both thin, lockable and hinged. They are available in any practical size and colour.

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[sales@green-magic.co.uk](mailto:sales@green-magic.co.uk)

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Poster Cases and Poster Holders for all commercial and retail applications. Our extensive ex stock range includes snap frames, lockable poster cases, outdoor notice boards. Call our sales team or order online - apply for your Trade Login for reseller pricing.

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[www.insightsignsystems.com](http://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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**Tel: 01392 247577**

[sales@onthecase.co](mailto:sales@onthecase.co)

[www.onthecase.co](http://www.onthecase.co)

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

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Langford, Bristol BS40 5DJ

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**Fax: 01934 852816**

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

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[www.ukpos.com](http://www.ukpos.com)

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**Tel: 01482 380900**

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[www.browningsltd.co.uk](http://www.browningsltd.co.uk)

Brownings is one of the largest, TRADE ONLY suppliers of signage products in the UK. We manufacture poster frames, menu cases, slimlocks, signtrim, troughlights, acrylic-faced light boxes, flexfaced signage and now our new Texsign frames for internal use. The aluminium frame are available in two widths, 25mm and 38mm, can be supplied to your specification and can even be illuminated.

## GREEN MAGIC CO. UK LTD

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**Tel: 01489 896999**

**Fax: 01489 895899**

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[www.sign-holders.co.uk](http://www.sign-holders.co.uk)

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## Top Tip from Katie

Instead of flat cut letters why not use our Premium built-up metal letters with a return depth of 6mm. This way the edges of your letters will match the face for a more sophisticated look.

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*K. Ash*



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Flat cut and built-up letters in metal or acrylic with optional illumination and a huge variety of finishes, the choice is yours!

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Socket Width	8mm		
Socket Length	10mm	Overall Standoff	

Medium	100	500	1000
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<b>Measurements</b>			
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Socket Length	13mm	Overall Standoff	

Large	100	500	1000
Sockets Only	£12.50	£48.75	£85.00
<b>Measurements</b>			
Socket Width	20mm		
Socket Length	23mm	Overall Standoff	



#### Colour Range

Red	Cream
Orange	Yellow
Light Blue	Dark Blue
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**SNAPFIX** is UV stable frost resistant and able to withstand global temperature variations and comes with a **lifetime guarantee**

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Stud base Dia	8mm	Overall Standoff	

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Sockets Only (Black or White)	£18.00	£25.00	£43.00
Studs Only	£19.00	£29.00	£46.00
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Socket Width	11mm	Stud ball Dia	8mm
Stud base Dia	15mm	Overall Standoff	

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Stud base Dia	20mm	Overall Standoff	

**SNAPFIX-metal** is available in **Brass or Nickel-plated Brass** they are designed to be soldered or glued and are available in three sizes and they come with a **lifetime guarantee**



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Overall Standoff	11.5mm

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Overall Standoff	13.5mm

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Internal Thread	M10
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