

# SignDate

SEPTEMBER/OCTOBER 2014 ISSUE 152 £2.50

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SEPTEMBER/OCTOBER 2014



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ISSUE 152



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# WELCOME *Page*

## Back to school

Even though some of you may have been lucky to enjoy a summer holiday away, our thoughts have been on school. Or more precisely education and training in the signage industry. Is there much, who's delivering it and what areas are people specialising in are some of the questions we've tried to answer. Unfortunately research has been difficult with colleges closed and faculty away, but we've still managed to speak to business owners, course providers and apprentices about what's going on.

If you've had a particularly good experience (or even bad) or a memorable instructor, doing a signage course, we'd love to hear about it. Email us - any responses we publish will be anonymous!

Our other feature takes an in depth look at routing and engraving as many sign makers look to CNC routers and engravers to streamline production, get a more polished finish and work with a number of flexible and rigid materials to meet demanding briefs. We spoke with suppliers, manufacturers and companies throughout the UK to determine what's new, and how sign makers can use this technology and hardware to their advantage.

The BSGA awards event is fast approaching, and together with the sponsors, will recognise achievements in the industry. But as well as organising the awards for excellence, the BSGA have also put together a guide for sign makers covering two important safety issues.

Our project news section grows bigger as we feature more innovative and creative solutions to signage and graphic display. For even more inspiration visit our Pinterest page ([www.pinterest.com/signupdatemag](http://www.pinterest.com/signupdatemag)) for a gallery of signs from around the world. Till the next time...

Kathryn



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## Xaar launches new printhead

Inkjet technology company Xaar recently launched the Xaar 501 GS8, a 'high-performance graphics printhead delivering exceptional print quality, industrial-level reliability and high production up-time'. The new printhead incorporates PrecisionPlus™, a new architecture from them designed to enable indoor and outdoor signage printers to remain at the 'leading edge' of print performance. The Xaar 501 also combines PrecisionPlus™ architecture with the option of Xaar's unique TF Technology™ to deliver 'reliability, even in the harshest environments'.

The Xaar 501, the first in a family of printheads to incorporate Xaar's Precision-

Plus™, is the result much research and development over recent years. This new printhead can print in binary mode at up to 1440 dpi with an 8 pL drop size. Or with 4 grey levels at 360 dpi to deliver high productivity with an effective resolution of over 600 dpi. It is compatible with a range of solvent and UV inks.

### PrecisionPlus™ raises the bar in print performance

This new architecture, which builds on Xaar's Hybrid Side Shooter™ design, optimises actuator performance to deliver 'unprecedented' drop velocity, drop volume

and drop placement profiles for consistent colour across the print swathe. This results in outstanding print quality with smooth tints, gradations and excellent edge definition.

As an option in the Xaar 501, TF Technology™ combined with PrecisionPlus™ is available in two modes – Pulsed mode and High Flow mode. TF Technology™ in High Flow mode ensures continuous ink flow at a high rate directly past the back of the printhead nozzles during drop ejection. This carries away any air bubbles or unwanted particles in the fluid and radically improves production reliability.

### Flexible and easy integration

The accurate mounting features on the Xaar 501 enable multiple printheads to be rapidly mounted together with minimal adjustment. Industry standard permanent ink connections and simple ink priming ensures that integration to inks systems is clean and easy.

"The graphics sector is an important part of our business. The launch of our innovative new architecture, PrecisionPlus™, and the Xaar 501 as the first in a range of printheads, ensures our customers remain at the leading edge of print performance," says Richard Barham, Sales & Marketing Director, Xaar. "The Xaar 501 combines new and proven technologies to deliver superb quality, industrial performance and flexibility – all very cost-effectively – to give manufacturers and their end users a significant competitive edge."



## Caldera quick to the scene for Roland VersaExpress RF-640

Caldera has released a set of drivers to support the recently released Roland DG VersaExpress RF-640. They are compatible with all products in its suite of wide-format print control software, including GrandRIP+ and CopyRIP. The drivers ensure seamless operation, meaning that print houses can take full advantage of the 1.6m roll-to-roll engine's high throughput speeds and broad color gamut immediately.

The drivers available for the VersaExpress RF-640 are for both its eco-solvent and water-based ink sets, to 'make sure that color management and other RIP data is translated error-free to the machine'. The print modes co-operate with Roland Intelligent Pass Control at certain print speeds, which controls dot placement between passes to enhance quality at high speeds. While advanced operators will be able to override certain print mode parameters. Caldera's controllers also guarantee optimised speeds for its fast-four

eco-solvent configuration and excellent color control when using the extended six- and eight-color sets available with water-based ink models.

The RF640-ESOL driver is suitable for use with Roland Eco-Sol Max2 inks and can help users attain the full output capability of up to 48.5sq m per hour at single-pass 360dpi in draft mode; or 3.6sq m per hour at 1,440 x 720dpi ten-pass production. The Roland-RF640-WBASE-4C fast-four driver, which handles Roland FPG Aqueous inks as well as third-party products, offers speeds of up to 56.8sq m per hour for 360dpi one-pass draft and 5.4sq m per hour for 1,440 x 720dpi twelve-pass printing.

Caldera's drivers offer support for Mac, a crucial factor for the growing number of Roland users using Apple devices to control print engines. The RF-640 drivers are likely to suit sign and graphics houses looking to complete 'high-productivity jobs that require a rapid turnaround'. With a range of options

for different ink configurations, a wide variety of applications become available, including vinyl graphics, banners, billboards and back-lit posters.

"The Roland VersaExpress RF-640 is a powerful machine that can truly benefit from an equally powerful RIP engine," says Frédéric Soulier, chief technology officer, at Caldera. "With our drivers, users can be sure that they will be able to push their printer to drive not only productivity but also quality, while reducing machine downtime. This is sure to be a popular model amongst Roland users, both new and old, and we anticipate that Caldera's support for it will be similarly appealing."

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## On the safe side with ASLAN

ASLAN's portfolio of self-adhesive glass decoration films offers a unique range of effects that 'allows an effective and high-quality decoration of glass surfaces for the interior and exterior'.

Fine air channels in the adhesive allow even inexperienced users a 'fast and easy dry application'. Due to its special composition and unique adhesive, the glass decoration films are not comparable to any other product in its quality and application technology. This prevents the film being damaged during the application (causing white lines) and makes sure it can be corrected and repositioned easily during application. The application tape can be removed immediately after applying the film.

For safe use of the glass decoration films in public areas, ASLAN also offers an additional fire safety classification according to Euroclass DIN EN 13501-1. So the glass decoration films are classified as hardly inflammable on glass.

The films have a long outdoor durability of at least seven years and still can be removed after several years, according to ASLAN. They are available in a large variety of effects such as a frosted, dusted, milk glass and different etched glass effects.

[www.ASLAN-schwarz.com](http://www.ASLAN-schwarz.com).



## ATP offers new material for sign makers

Advanced Technical Panels (ATP), part of the James Latham Group, has announced the arrival of an 'exciting' new plastic material, which is already 'making a big impact in the sign making sector'.

Ideal for both indoor and outdoor use, Harlequin is made from HDPE (high-density polyethylene), a unique material. As well as being completely resistant to the elements, is also 'extremely difficult' to damage or break, so makes it a low maintenance and long lasting option for this type of application.

David Briggs, Director of ATP said: "HDPE really is a perfect material for the sign making sector and the reaction from our customers that we have shown so far has been extremely positive. Harlequin can easily be machined, it won't fade, scratch, swell or split; and dirt, graffiti and permanent markers are easily removable so it will look brighter and better for longer. Plus, it remains UV stable for a minimum of eight years and its 100 percent recyclable."

The Harlequin range is now available nationwide through ATP in 19 different bright and impactful colour combinations. It is supplied in sheet sizes of 2440mm x 1220mm and in thicknesses of 12mm and 19mm.

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



## New Kodak inkjet media for variety of printers

Colourgen introduces new photo papers, canvases and backlit media for solvent, latex and UV-curable print applications.

Kodak and Brand Management Group (BMG) have jointly developed a range of media for print providers using solvent, latex or UV-curable printers available from Colourgen or authorised Colourgen Channel

Partners. BMG has a trademark licensing agreement for Kodak's wide-format inkjet and PROFESSIONAL inkjet media lines that it markets through a world-wide distribution network.

"Our goal was to give those who use solvent, latex or UV-curable printers the ability to better compete. The new products

maximise those inksets to ensure high-quality yet economical printing every time", says CG Forker of BMG.

Kodak Canvas Satin (18mil) and Matte (16mil) in 30", 54", 60" and 64" widths are available immediately along with Kodak Backlit Film Glossy (8mil) which is available in 36", 50" and 60" widths. Kodak Premium Photo Paper Satin and Glossy (10mil) in 36", 54" and 61" widths are also available.

"As BMG's main distributor for the Kodak-branded wide-format media in the UK, we are really pleased about the introduction of this range", says Melanie Enser, Product Marketing Manager at Colourgen Ltd. "The Kodak brand is synonymous with quality and with such a legacy, you know that the Kodak range of wide-format media will bring you the same. Kodak wide-format inkjet media are designed, qualified and manufactured to stringent performance and quality standards. Each product must successfully complete a battery of more than 50 demanding tests to bear the Kodak name. The introduction of this portfolio takes the brand to a wider audience and addresses the need of the sign-making industry specifically while still providing quality and economy."

All products are available from Colourgen or authorised Colourgen Channel Partners.





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## TheMagicArt Collection

TheMagicTouch recently introduced a special design and marketing tool to 'assist garment and promotional product decorators with their ongoing pro-active marketing campaigns'.

With over 20 years' experience TheMagicTouch say that the printed 'personalised sample' or customer evaluation is still the most cost effective method that consistently delivers results.

Nathan Newbury, Head of Technical at TheMagicTouch, said: "The process of creating a logo/design from scratch or re-drawing an existing logo/design suitable for sample submission can take some time and for many is quite a complex task especially if you are not proficient on Photoshop or Illustrator. This new MagicArt package offers the ability to create, design and produce bespoke logos quickly."

TheMagicArt Collection is a collaboration with Action Illustrated, considered world leaders in 'editable template' software. The package comes bundled with Corel Draw X6 and offers many design and marketing features. This solution enables easy preparation of 'production ready' designs and artwork all copyright free and suitable for multiple use.

Nathan says: "One fact we confirm is the high sales conversion rate achieved when you send a prospective client a personalised sample featuring their company name, website or logo. The reaction is always positive and combined with the simple sales pitch of no artwork cost, no set-up cost, minimum order is one, and the first one is free always results in a positive reaction."

All the templates are editable and it recognises complete groups and text lines including all applied settings such as outlines, arches and colour fills. For further details or to arrange a demonstration contact TheMagicTouch.

[www.themagictouch.co.uk/acatalog/TheMagicArt-Collection.html](http://www.themagictouch.co.uk/acatalog/TheMagicArt-Collection.html)



## Kiian Speciality Inks launches PVC-free ink for textile printing

Manoukian-Argon "FREE" meets environmental requirements and can be used on natural and synthetic fabrics.

Kiian Speciality Inks has announced the launch of FREE, a range of PVC-free plastisol inks that 'meet all international textile standards' and can be used with most textiles, from cotton to synthetics. FREE will be marketed under the Manoukian-Argon flagship brand.

FREE is a plastisol with no PVC or phthalates and offers the 'ease of use, excellent performance and high productivity characteristics of traditional plastisol inks'. The ink has a smooth, soft touch with low tack and a matt finish that on textiles resembles water-based inks. The ink has received OEKO-TEX® Standard 1001 and GOTS2 certification and has also been recognised

for compliance with Nike's restricted substances list (RSL) following independent testing. These tests and certifications provide textile and garment manufacturers and retailers the assurances necessary for their own environmental compliance.

Fast-drying for high-speed, high volume production, FREE inks can be printed wet-on-wet with no restrictions. While FREE Flash White demonstrates 'excellent drying speed under flash lamps combined with a very good opacity'. At the same time, FREE does not dry on the screen at room temperature, enabling easy working while eliminating the need for clean-ups after production stops. The inks are ready-to-use and require no mixing, additives, special storage or handling procedures.

Good adhesion properties make these

inks 'ideal' for use on sports and swimwear, and a broad range of special effects can add value to clothing and textiles. These include 3D inks and the application of glitter and metallic powders to FREE transparent inks.

"FREE inks combine the productivity of conventional plastisols with the eco-friendliness of water-based inks," said Frank Jellinek, Sales and Marketing Director, Kiian Speciality Inks.

"This is a truly universal ink that can be used with natural and synthetic textiles, enabling printers to reduce stockholding while meeting their environmental requirements, as well as those of their customers. We have undertaken extensive field testing in different regions and climates, and the feedback received has been beyond our expectations," he said.

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## New screen fabric stretcher

G G Cade Technologies has developed a new range of screen fabric stretchers, known as the Kwik Stretch System. These 'innovative stretchers require no fabric clamps, no precision engineered construction and no special skills to achieve perfect screen fabric tension'.

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"Within a few short minutes, screen fabrics can be prepared and stretched to whatever tension is required, every time."

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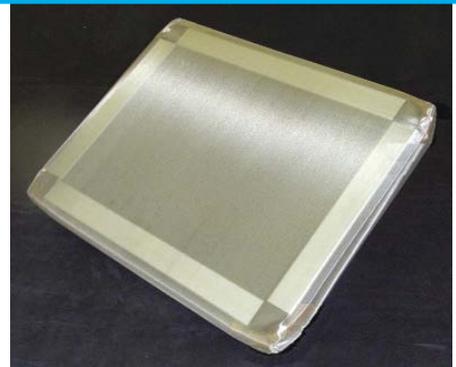
Instead of fabric clamps, the system uses specially designed two-part aluminium profiles, which lock together on all four sides to hold the fabric securely. The frame is surrounded by a special pneumatic tube, which is inflated to add tension to the fabric. The whole process

takes only a few minutes to produce perfectly tensioned screen fabric up to 112cm<sup>2</sup>.

The system was originally designed to serve the high end of the screen printing market such as electronics, solar panels, decal manufacturers and specialised flat glass printers who demand the most control and consistency of screen fabric tension. But, the company says, the system is so inexpensive, it will also meet the needs of the wider screen printing market.

The Kwik Stretch System serves all screen formats, from small format screens for cosmetic and pharmaceutical markets up to large formats for printing sheet glass, decals, ceramic tiles, advertising posters and textiles.

"The idea was to create a high quality, fully portable fabric tensioning system that is easy to use and can be set up on any work bench and used by almost anyone in the printing department," says Lewis Stovin, Managing Director for G G Cade. "Within a few short minutes, screen fabrics can be prepared and stretched to whatever tension is required, every time."



One of the advantages of the system is that the 'fabric tension is very consistent across the whole fabric area and in both directions, right up to the edges of the frame.

With a conventional stretcher, no matter how carefully the fabric is positioned and tensioned, there will always be higher tension in the corners and along the sides, compared with the central area of the fabric'. With the Kwik Stretch System, the pneumatic tube applies tension equally across the whole area. This gives 'much better control of fabric tension, more consistent screens, better control of ink deposit and better print consistency'.

[www.ggcade.co.uk/kwik-stretch-system.html](http://www.ggcade.co.uk/kwik-stretch-system.html)

## New Corel® Painter® 2015

Corel has recently released Painter 2015, the latest version of its digital art software package. Known as the world's most 'realistic digital paint program, Painter 2015 'builds on this reputation' with revolutionary Particles Brushes, 64-bit support for Mac; and the new Painter Mobile app for Android. Artists can enjoy other new features that will enhance their workflow, such as Real-Time Stylus support, Custom User Interface Palette Arrangements and improved cross-platform performance.

"The new revolutionary Particle Brushes will change the digital art landscape," said Chris Pierce, Product Manager, Corel Painter. "Painter 2015 makes it easy for artists to create effects unlike anything they have seen before, with a simple brush stroke. With the improved stability and enhanced performance, artists can focus on their creative process, and forget about the technology."

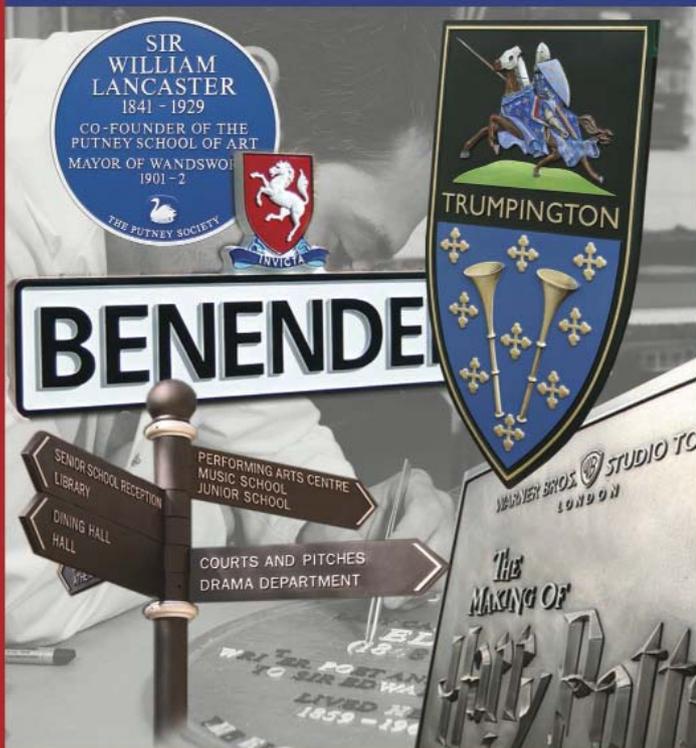
[Corel.box.com/painter2015](http://Corel.box.com/painter2015).

### New and enhanced features

Some of the new and enhanced features of Painter 2015 include:

- Particle brushes: Uses the laws of physics to create, with a simple brush stroke, unique effects never created before.
- 64-Bit support for Mac: Delivers major performance enhancements and options for Mac users.
- Smoothing: Gives brushstrokes a more organic look by delivering natural-looking space and flow.
- Cross-platform performance: Increases speed on both Mac and PC; brushes are up to six times faster and overall performance is 40 percent faster than in previous versions.
- Custom user interface palette arrangements: Jump-starts the artist's workflow by displaying only relevant palettes and tools based on a specific genre of art (traditional art, photo art, etc.)
- Real-time stylus and Windows tablet PC support: Allows artists to create on the go by combining their Tablet PC with Windows Real-Time Stylus; this is made possible by Intel's 2 in 1 technology.
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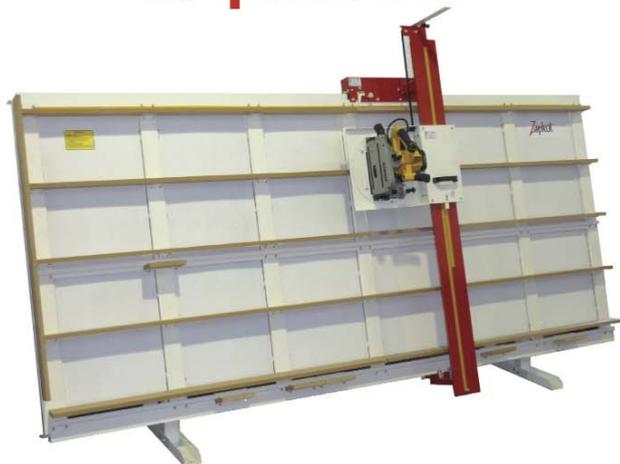
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<b>3mm</b>	0.70	1.10	2.03	2.74	4.00	5.50	6.31	7.25	8.02	9.19	10.66	14.76	21.63	30.34	38.32	42.28
<b>5mm</b>	1.19	1.80	3.00	4.77	6.79	7.88	9.13	11.02	12.40	13.65	15.03	20.95	25.24	33.32	45.85	58.43
<b>10mm</b>	2.34	2.92	5.84	9.30	11.69	14.95	17.55	20.87	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

**EXTERIOR MDF**

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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## RI-Pellent 'shield' for your digital prints

If you need to combine wide-format inkjet cast, polymeric and monomeric vinyls to create a customised image design with a wide life span and anti-graffiti features, Ritrama say they have the solution. RI-Pellent is a synthetic gloss film with a thickness of 30µ. It offers a high level of transparency and is 'ideal' for the over lamination of media that have been digitally printed with solvent, eco-solvent, latex and UV inks. Or for lamination on curved, corrugated and molded surfaces, where the material's high conformability makes it the 'perfect choice'.

The product name makes reference to its unique and exclusive performance criteria: it does not only offer a shield against UV rays, but also protects against aggressive substances, according to Ritrama.

This product has been specially designed to "repel" a variety of agents, such as solvents, varnishes, oil and fat and to protect against scratches, which makes it 'ideal' for decorative outdoor applications. This material also has high resistance to very high temperatures.

The adhesive is a solvent based acrylic offering hygroscopic resistance and performing exceptionally well on glass where regular cleaning is required. They claim



the overall maintenance cost is reduced by at least 40 per cent thanks to the "repelling" properties of this material. RI-Pellent must be applied by experts or professional applicators in this field: it can also be wet applied.

Typical applications for this product are historical sites, gas stations, signage towers, outside walls, waiting rooms, elevators, external window glass and many more.

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



## Driver aware

Vehicle-activated speed signs are an 'economical and effective alternative to penalties in modifying drive awareness and behaviour' according to digital display specialists Messagemaker. First launched in 2010, the company's range of vehicle-activated speed signs has expanded to meet new requirements from local authorities and highways engineering specifiers.

Activated by internally-mounted radar, the signs provide dynamic feedback to motorists about their speed or as a warning on approach to hazards.

Messagemaker's standard digital sign solutions include speed limit signs, speed camera signs, road warning signs and school safety displays. Custom layouts can also be created incorporating feedback messages into the speed-reactive displays, for example "Slow down" for over-speed events and "Thank you" in response to driver deceleration. Engaging the motorists in this way 'helps raise their awareness and reinforce safe behaviour'.

Manufactured in the UK all of their vehicle-activated signs meet Highways Agency technical requirements and use approved radar sensors. 'Easy to programme and maintain', Messagemaker's vehicle-activated signs feature the latest technology in a slimline casing. White and red LEDs provide ultra-bright daylight-viewable displays with automatic brightness control offered as standard. A heavy duty enclosure, together with a lockable casing and inclusive self-test function ensures reliability and longevity in use. Displays can be mounted on street light columns or powered by optional solar panels.

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

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# PRODUCT News

## New from Orafol

Visit the ORAFOL stand at this year's Emergency Services Show to see the newest Ariel Atom 3.5R model, complete with police livery film. Standing just 3.4m long and 1.2m high, the Atom weighs just 612 kg. No roof, no doors, no windscreen, no carpet, no heater, no stereo but 'max speed and fun', the Atom was chosen to head up the latest safety awareness campaign for Safer Rider. The Atom was chosen as it is the most bike-like car on the market with its slim and sharp profile.

Sergeant Andy Parsons who heads up the UK Safer Rider campaign, says: "In the UK motorcyclists make up just 1 per cent of total road traffic but account for nearly 20 per cent of all road user deaths.



They are roughly 35 times more likely to be killed in a road traffic collision than someone in a car. We really want to create awareness in order to see these numbers reduced."

But what's it got to do with ORAFOL? They are the manufacturers of VC 612 Flexibright, the livery film used on this car. ORAFOL's Reflexite® VC 612 is a 'highly conformable high performance' reflective livery film. It has very high brightness and is available in silver, green, blue, red, yellow, fluorescent lime and fluorescent orange. Its unique handling allows it to conform to the demands of curved vehicle shapes. Due to its flexibility, it is also ideal for application onto motorbikes. This flexible property also allows for templating using far fewer pieces, with single piece removability where applicable.

VC 612 is easy to cut, requires no edge sealing and withstands power washing. It comes with an extensive warranty and meets the UK CAST (formerly PSDB) specifications.

### Also from Orafol

German based Verseidag Indutex GmbH is one of the world's leading companies in coated fabrics and high quality innovative technical textiles.

Together with Verseidag ORAFOL has introduced a unique product combination with ORACAL® 8500 and 8800 combined with Seemee® II and IV for premium backlit banner signs. The new system utilises the translucent films from ORAFOL in combination with the flexible translucent Seemee® substrates from Verseidag.

Evelyn Zocher, Sales and Marketing Director of ORAFOL's Graphic Products Division, says: "By combining the translucent ORACAL® film with the Seemee® system, we have managed to come up with a finished material for backlit systems which beats any existing product in the market both when it comes to UV resistance and general durability. In addition, the material has been certified according to DIN 4102 B1, for fire resistance."

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



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The AFI Megastar scissor lift at Twickenham.

## AFI Machines at Twickenham Stadium

AFI provided two of its largest powered access machines to help contractors to install branding graphics and aluminum panels at Twickenham Stadium – the 'home of England Rugby'.

Service Graphics hired a Genie Z135/70 boom lift and a Holland Lift Megastar G-320 scissor lift for a four-week contract at the 82,000 seat capacity stadium.

Using AFI's Megastar scissor lift, Service Graphics installed branding measuring 33m x 5.3m on four columns on the outside of the stadium. The company used the Z135/70 boom lift to fit the aluminum panels to 53 concrete columns to enhance their appearance.

Service Graphics Projects Manager Giles Davies said: "The Megastar, with its extendable platform deck, was ideal for the huge graphics that needed to be carried in its platform, and the Genie's articulating boom and telescopic jib gave us easy access for installing the aluminum panels."

The Genie Z-135/70 has a working height of 43.15m, and the Holland Lift Megastar G-320 has a working height of 33.70m and a platform length of 10.02m when extended.

[www.afi-uplift.co.uk](http://www.afi-uplift.co.uk)

## Smurfit Kappa thinks 'outside the box' with interactive POS

*Absolut 3D display units printed on Inca Onset flatbed printer*

Smurfit Kappa, supplier of packaging solutions in Ireland, was commissioned by Irish Distillers to design and produce an eye-catching in-store display for its 1L Absolut Vodka.

We were delighted with the results and the client was very happy

The design had to incorporate the company's new phone and tablet app for customers to discover 500 drinks recipes featuring the product on offer. Retail shoppers today favour a visual and interactive experience when they visit a store. Innovative POS not only attracts customers and enables them to interact but also persuades them to buy.

The challenge was to design and build a high-quality, illuminated construction with an integrated touch screen that was compact enough to fit into any retail store but

still create an impact and attract attention. Using Smurfit Kappa's 3D design solution, its designers created a full prototype before going into production.

The unique units were constructed using 16mm re-board printed on an Inca Onset S40i flatbed UV inkjet printer. The six-colour printer produces superb quality display graphics economically at throughput speeds of up to 560 sqm/hr, equivalent to 112 full bed sheets/hr (3.14 x 1.6m) and onto substrates up to 50mm (2 in) thick.

The completed units featured built-in coloured LED strip lighting to illuminate the product, with all the wires hidden in the back panels. And a touch screen tablet incorporated into the head board, fully loaded with the new product app.

Simon Kelly, Design Supervisor, Smurfit Kappa says: "This brief really inspired us to think outside of the box and design a unique and innovative display unit that met all the client's requirements. We were delighted with the results and the client was very happy – the displays drew attention to the new app, which helped increase product sales."

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



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## Color Ink creates a unique 3D bobsled

Working with a 'tight deadline and a challenging assignment', Color Ink delivered realistic 1:1 scale models of Olympic bobsleds in time for the Olympics.

Before the 2014 Winter Olympics, Century 21 Real Estate's ad agency approached Color Ink and asked if they could produce a paperboard replica of a U.S. Winter Olympic bobsled. Century 21 is an official sponsor of the US bobsled team and their objective was to display a handful of the replica bobsleds at various locations during Winter Olympics that took place in February 2014.

The project had multiple challenges; Color Ink had to come up with a structural design that would be lightweight for shipping, and have as few parts as possible so that it would be relatively quick and easy to assemble the model. They also had to make sure that the material was durable enough so it would not sustain any damage during the shipping process—but it had to look as authentic as possible.

"The agency provided us with the graphics that were used on the official bobsled," says Todd Meissner, Color Ink President. "We had only three weeks from receipt of the files to deliver final product. We created a structural design of the bobsled that was compact for shipping, easy to assemble and lightweight."

When Color Ink created the initial, small-scale 12-inch blank prototype, Meissner flew to Philadelphia to review the job with the agency and make minor modifications. It took only a two-hour working meeting to get final instructions. "The blank replica was approved by the customer prior to the actual production run," says Meissner. "We then applied the graphics to fit the outer skin of the replica." The final bobsled model was created from lightweight 40mm white styrene wrapped around a one-inch Ultraboard curvature frame and printed on an Inca Onset Q40i.

"Printing the job with our six-color Inca Digital Onset Q40i was simple. In fact, from our point of view, it is usually the easiest task of any job," says Meissner. "Just by virtue of the printhead and ink technology, the quality from the Inca Onset Q40i is exceptional. The solids were very easy to replicate, without any banding."

For its efforts, Color Ink got a special award for creativity during Inca Digital's 2014 IDEAs awards ceremony this past May in Munich. The judges praised the effort and said: "This was a unique design, with complicated specifications. It was impressive."

"We are getting calls and requests we never thought we would receive from this job," remarks Meissner. "A week ago, the

US bobsled skeleton team noticed a blog I had posted about the bobsled, and expressed interest in a similar bobsled for their sponsors. We're in the midst of negotiating with them for the job, now."



## Monolith signs 'ensure York's new shopping park is unmissable'

York's new Vangarde Shopping Park features exterior wayfinding signage by Blue Raptor Signs, including a pair of six metre freestanding monoliths created with support from Applelec.

With a site covering 339,000 square feet, the park features the first John Lewis and the largest M&S stores in the region, sports and community facilities and restaurant chains including Frankie & Benny's and Prezzo. The development was devised to target a BREEAM 'Excellent' rating with sustainability considered throughout the design and build of the site. And in elements such as the park's signage where energy efficient LEDs were chosen.

The two monoliths feature internal steel frames which have been externally clad to create a curved shape with LED illuminated text. Stencil cut panels were backed in 3mm opal acrylic to create text detail with opal acrylic inlays used for primary text and white vinyl for small text areas

at the base of the monolith. Applelec's stocked SloanLED V Series 2 LEDs were used to provide illumination and supplied with a five year warranty. Both monoliths feature removable tenant panels to enable easy updates should new outlets be taken or other changes occur.

Matt Wilson of Blue Raptor Signs said: "Applelec did a great job fabricating these totems in a very short lead-time. They adapted to last minute specification changes, delivered them on time and pulled out all the stops to do a great job, as per usual. As our favourite trade supplier, we wouldn't have trusted anyone else to undertake such an important project."

Based on drawings of the monoliths supplied by the customer, Blue Raptor Signs developed the designs from concept to reality with support from Applelec. In these planning stages, full structural engineering drawings were created to cover wind load, post load, base plate sizes and

other recommendations regarding the structural safety of the two large feature signs.

Sam Armstrong, Applelec sales director, said: "Standing at six metres in height, the scale of these monoliths meant careful planning was required to ensure they were structurally sound. Applelec have recently appointed a design engineer who will now be working on similarly complex projects to provide customer support for signage where location or environmental factors can dictate the design and construction of a sign."

Along with the monoliths, Blue Raptor Signs created all external wayfinding signage including approximately 80 post mounted signs, car park signage and signage for the site's Management Suite. Since the Vangarde Shopping Park opened in April, Blue Raptor Signs have been involved in further projects for the park.

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



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# PROJECT *News*

## Race to the finish!

A Bradford sign-maker was commissioned to rebrand signs at 11 Yorkshire Building Society branches that lined the Tour de France route when the showcase event took place.

Butterfield Signs installed external signage at branches in Ripon, Skipton, Ilkley, Keighley, Holmfirth, Harrogate, Leeds (Briggate), Sheffield, Huddersfield, Knaresborough and York so they displayed Yorkshire Building Society's new logo in time to mark the world's most famous cycle race.

The work is part of Butterfield Signs' work to manufacture and install signs at several Yorkshire Building Society branches across the UK.

*"We're proud to be an Official Supporter of the Tour de France 2014 Grand Depart"*

And Butterfield Signs also made and installed a large banner in Leeds' Headrow showing Yorkshire Building Society's support for the Tour de France.

Butterfield Signs' Contract Manager, Kevin Killala, said: "We were really excited to be playing our part making



Yorkshire Building Society's rebranded branch in Ilkley.

sure Yorkshire Building Society branches were rebranded and up-to-date when the county hosted Le Tour.

"It is very fitting that we – as a Yorkshire company formed in 1927 – marked the occasion with special commemorative signs for the 150-year-old Yorkshire Building Society at such an important event in the county's illustrious history."

Phil Kirtlan, Head of Property at Yorkshire Building Society, said: "We're proud to be an Official Supporter of the Tour de France 2014 Grand Depart. Following the launch of our new visual identity in June we made every effort to rebrand the branches on the route to maximise our opportunity of being seen on the world stage."

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# Electroprint adds ‘another dimension’ to exhibit display

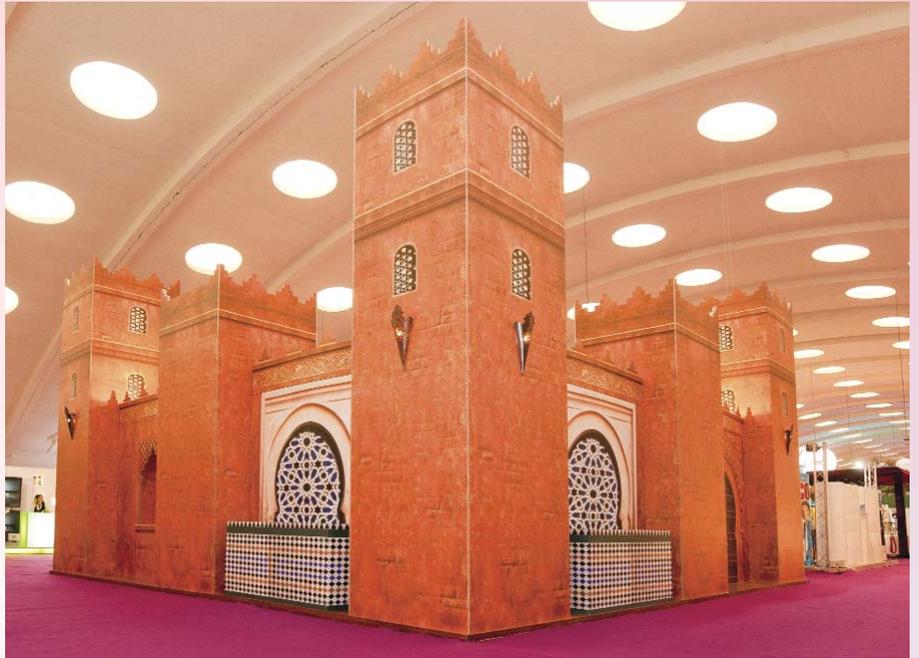
*Moroccan architecture reproduced on Inca Digital flatbed printer*

With the opening of new markets, the events industry has significantly developed in the Mediterranean. Morocco-based exhibit display company Electroprint, showcased their capabilities at Dom&Event, the International Events Exhibition held in Casablanca.

Electroprint wanted to introduce a new way of making a large-scale, quality exhibit booth that could be produced quickly and installed easily. They decided to use white Reboard, because it is a strong, stable, printable, and environmentally friendly substrate.

When deciding what to build for the job the company took inspiration from their own country, referring to pictures of an old Moroccan city in the southern area of the country known as the “Kasbah”. In architectural terms, a kasbah was a place for the local leader to live, and a means of defense when a city was under attack.

They produced a small, complete medieval fortified city with typical Moroccan architecture, including towers and fountains, fitting a booth space of 9m x 9m (29 feet x 29 feet) with 8m (26 feet) height for the corner towers. With a traditional Moroccan design and architectural look, it came complete with tower lamps, arched entrances, ornate inside walls, ‘wooden’ furniture, and customary artwork on the walls. The company also worked from three-dimensional utilitarian ExpoPrint displays, desks, and literature holders - everything created from Reboard.



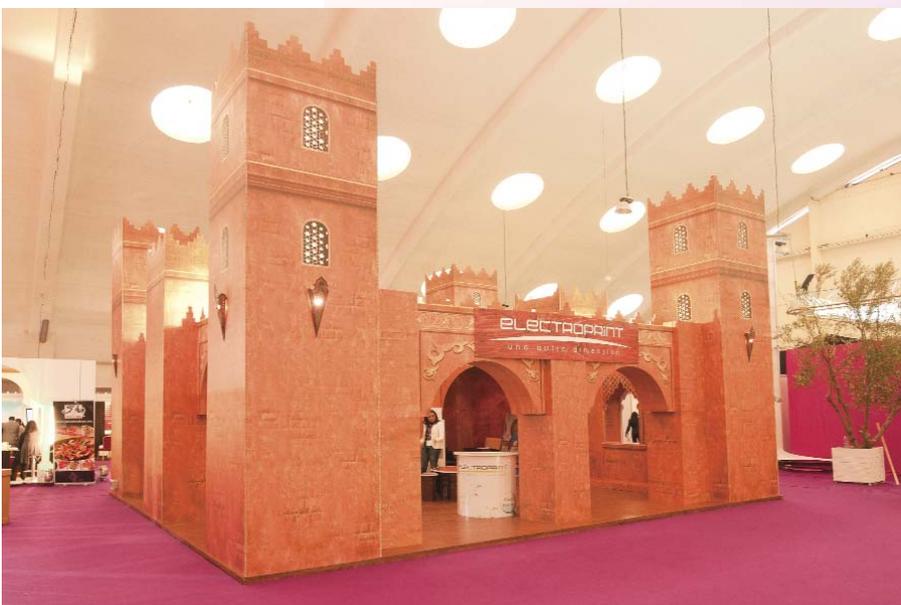
“Wow, truly impressive amount of print. Full marks for effort and ambition.”

The principal challenge was to demonstrate that it was possible to produce and install a large booth including furniture and lighting in a very short period of time with a minimum of on-site logistical complications. For the job, they used an Inca Columbia Turbo digital inkjet flatbed four-colour printer. Electroprint used more than 1000 sqm (more than 10,000 square feet) of 16mm white Reboard printed in high quality mode in less than two days (including cutting and finishing). The high resolution of the printer gave Electroprint the ability to reproduce the characteristic textures and natural wall, wood and metal effects. The installation itself took less than one day to build, using only plastic screws to connect and mount the Reboard panels.

Electroprint demonstrated that it was possible to ‘print and deliver, very quickly, a creative, high quality, ambitious display’. They exhibited the display twice. Both times, they were awarded the prize for the most innovative booth as well as for the most environmental booth.

Their efforts also paid off with an Inca IDEAs award in the category of Display Graphics. Judges commented: “Wow, truly impressive amount of print. Full marks for effort and ambition.”

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



## Spandex transforms façade of its Bratislava office with Arlon wall wrap material

Spandex, the one-stop supplier of graphic solutions, has wrapped the entire façade of its Bratislava office using Arlon DPF 8000 Wall Wrap digital material. The chosen print was that of an old style cottage with thatched roof, which makes the building stand out within the business park. The video of the transformation can be viewed at the Spandex YouTube channel [youtube.com/spandexcom](http://youtube.com/spandexcom)

Arlon DPF 8000 is an industrial high tack film designed to adhere to 'hard-to-stick' and low energy surfaces. It's ideal for

indoor and outdoor wraps on brick, concrete and other rough surfaces. "The work started at 8:40am on 7 May 2014 and by 3:40pm the wrap was complete. This quick transformation is due to the combination of excellent material and highly skilled applicators," said Leon Watson, General Manager, Spandex UK.

Local sign making and digital print company Bloss.r.o. that specialises in signage and wrapping applications carried out the job. Jozef Skalák, Bloss Director

said: "The wall wrap application for Spandex was a good opportunity to test our skills using the unique Arlon DPF 8000. It was our largest application with panelling that covered an area of 45 m<sup>2</sup>. As per previous experience with Arlon material the DPF 8000 was very easy to apply and work with. The fixation on some very textured surfaces was a little challenging but the result was excellent."

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



## Applelec catches the sun!

Applelec has installed solar panels at both its Bradford and Leeds factories to reduce energy costs and the company's carbon footprint.

The solar PV panels were installed by G&H Sustainability as part of the UK Government's Feed-In Tariffs scheme (FITs). 33 roof mounted solar panels have been installed at Applelec's Bradford headquarters and 120 panels in Leeds with the amount of CO<sub>2</sub> emissions avoided expected to be 6049kg in Bradford and 21420kg in Leeds per annum.

Applelec managing director, Ian Drinkwater, said: 'As well as saving Applelec money on our energy use, the two factories boast

a total saving of 27,469kg of carbon annually. This is roughly the equivalent of burning 108,184 pounds of coal with the avoidance of CO<sub>2</sub> emissions that result from burning fossil fuels.'

The solar panel performance across Applelec's two plants is easily monitored online by Solar-Log. Solar loggers installed at both factories show that on a sunny day, when panels will be generating energy at peak performance, the Bradford plant can generate 8.25kWp whereas the larger plant in Leeds generates a maximum of 29.97kWp.

The FIT scheme is explained on the website of the Energy Saving Trust: "You can be paid for the electricity you generate, even if you use it yourself, and for any surplus electricity you export to the grid. And of course you'll also save money on your electricity bill, because you'll be using your own electricity."

The UK Government's Feed-In Tariffs scheme (FITs) benefits Applelec in three ways. First there is a Generation Tariff which means Applelec is paid 12.57p/kWh by its electricity supplier for each unit generated by the panels. An Export Tariff means Applelec is then paid 4.64p/kWh for each unit not used which is estimated to be 50 per cent of what is generated. Finally, Energy Bill Savings result from Applelec using the energy generated by the solar panels before supplementing with energy from the National Grid. If all energy generated is used by Applelec, the 50 per cent Export Tariff still applies as it is assumed more energy will be generated than is used. The energy regulator Ofgem administers the scheme.

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



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## Magnum 'flying high' with unique Piggotts display

Piggotts, the flags and banners specialists, has created a unique display on Regent Street to celebrate the 25th anniversary of Magnum, the Unilever ice cream brand.

Hot Pickle, the experiential brand specialists, approached Piggotts with the brief to create a display of balloons. Piggotts presented three options; a flag in the shape of a balloon, a fibreglass mould of a balloon and a cold air filled balloon.

Although being the most ambitious, the cold air option was by far the most striking and unique approach. Various prototypes were produced for testing; as nothing on this scale had been attempted on an overhead display in London before. One final full-scale prototype was produced and installed at Unilever's head office to demon-

strate the characteristics and behaviour of the material and design. This also allowed for final adjustments to be made for fixing the balloon to the existing overhead wires, traditionally used for flags.

Logistics and installation were carried out using mobile platforms; no different to what Piggotts are used to in Regent Street. Even with the added components for a continuous power supply to keep the balloons inflated, the balloons were ready a week before the celebration event on 27 July.

Nicky Rolfe, Magnum Brand Manager said: "The 25 Magnum branded balloons designed by Piggotts, were the pièce de résistance of our Magnum Regent Street activity.

"The team at Piggotts worked hard to

ensure they reflected the balloons used in our TV advertising with the right premium finish, to ensure consumers linked them back to our overarching campaign, celebrating 25 years of Magnum chocolate and ice cream at its best."

Lee Harvey, Managing Director of Piggotts said: "We consider ourselves to be an innovative company and this brief really pushed the boundaries of design, prototyping and engineering.

"The results are truly amazing, it's so different from any of the displays we have previously installed in our 55 year history of working in Regent Street and judging by the reaction from the client and the public, it's certainly delivered on capturing the spirit of the brand."



# LED SIGNS

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- KP Ribbon LED's \*  
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£0.95 each  
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- KP2 SB Modules \*  
£0.80 each  
47 x 15 x 5mm
- KP3 Modules  
£0.50 each  
38 x 12 x 5mm
- KP2 Modules \*  
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\* Available in White, Red, Blue or Green (Ribbon also in RGB)

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LEDs for Signs

## Mercedes at your service - with a little help from LEDsynergy

If you take your Mercedes in for a service at the Basingstoke dealership you will automatically be directed to an individually designated drop-off bay by a unique combination of technology.

The dealership has erected some new signage that incorporates an Automatic Number Plate Recognition (ANPR) system that's coupled to an integral LED display board. This is part of its 'customer care and services enhancement programme'.

The sign typically displays a general welcome greeting. But as a vehicle that's pre booked in for a service visit approaches the entrance, an ANPR system provided by CitySync, recognises the vehicle and a personalised pre-programmed message is then displayed on the double lined LED text board. This has been developed and installed by LEDsynergy, and directs it to a specific, designated parking bay.

"Society is increasingly returning to traditional values for service and support in order to regain a commercial edge," says Jeremy Harwood of LEDsynergy. "A personalised greeting, albeit an automated one, still helps build a good relationship and enhances the overall experience each Mercedes driver receives as they arrive to drop off a car for its service. Similarly, from our perspective it wasn't simply about delivering a piece of kit; more a case of working with the dealership to create a bespoke solution that both met the technical requirements and embraced all the positive values."

This practical and cost effective solution again demonstrates what can be achieved with LED signage when a 'little imagination is added into the mix'. The weatherproof housing was fabricated in the UK using quality materials including Tri-colour LED modules with a 7.6mm spacing (pitch) between each so that the sign is highly legible from at least 20 metres away. The ANPR system is also integrated into the dealership's computer network and information is updated via a TCP/IP link.

Mercedes HQ in Milton Keynes is also a firm believer in the power of LED information displays and recently ordered a new production board from LEDsynergy. Measuring 2400 x 610mm the board enables Mercedes-Benz management to keep track on the daily orders, group sales and actual registrations of its new commercial vehicles. Data is automatically taken from the IT server, processed via a simple computer programme and then wirelessly transmitted to the board.

"This solution is typical of the LED information displays we regularly build and install across the UK and beyond," says Jeremy. "They can truly enhance any manufacturing or production activity and are an excellent way of keeping a workforce informed about how they are doing on a daily basis. We often take regular access to

a PC or smart device for granted but many staff don't have this in their general day-to-day work and an LED board is the perfect alternative. Coupling it into existing computer systems also mean that it's effortless to keep the information up to date and it can also be used to provide vital health & safety type information to them."



## Luminedge lights up menu choices

William Smith's Luminedge edge-lit sign boxes are a regular feature outside restaurants in London's 'China Town'.

The fully illuminated frame signs, with clear acrylic face panels, supplied to Hands Design Graphics, are for external use, either wall mounted or welded onto a bespoke stand.

"We particularly like Luminedge boxes because they are very robust and sturdy – and our customers like them too," explains Hands Design director Thomas Lai. "William Smith can produce bespoke signs to order and, when required, also fabricate bespoke stands to designs supplied by ourselves. In addition, both signs and stands can be sprayed to any chosen colour."

"William Smith provides good service and always gets the job done on time with trouble-free delivery."

Luminedge is a slim unit that comes in six profiles, for poster box, wall-mounted and hanging applications, making it suitable for retail, corporate and information signs. Even light distribution gives sharp image clarity and definition. Units can be supplied in single or double-sided format with screw fixings for permanent displays or with lockable access points or hidden hinges for easy access where a regular change of information or graphics is required.

Luminedge units can be supplied as non-illuminated boxes, as finished units or in kit form, with or without graphics, giving signmakers a wide range of options to offer a bespoke service for their customers.

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



## Red Hot Signage for World Buffet in Leicester

NSI Limited recently completed work on the signage for Red Hot World Buffet in Leicester prior to its opening in June 2014. As the latest opening in the Red Hot chain, it is now the largest restaurant in the city.

Working alongside Red Hot's design agency, NSI manufactured and installed a range of internal and external signage for the new restaurant, incorporating different design themes, which match the variety of cuisines on offer.

As a prominent corner site, external signage was created for elevations on both sides of the building, including fascia signs with halo illuminated built-up letters, a projection sign and window graphics. Internally, NSI produced a range of different signage types for the various areas of the world buffet, including illuminated poster boxes and illuminated letters. The bar front and columns were decked out with vinyl graphics and internal doors and glass panels were completed with frosted vinyl. An illuminated poster box was created with acrylic letters fixed to single line bars to create old cinema style signage.

Ed Passey, Group Operations Director for Red Hot World Buffet said, "We are delighted with the end result created by our design team. The execution is of the highest standard and the visual impact has achieved exactly the contemporary fast casual dining feel we were after whilst still fulfilling the basic requirement of conveying information clearly to the guests. I am sure the exterior fascia will look stunning in the dark winter months."

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



# PROJECT *News*

## The future is now...

The Grafton shopping centre in Cambridge is ready to 'dazzle shoppers with its latest virtual employee'. An interactive Virtual Assistant from customer journey technology specialist Tensator has been welcomed to the team, giving the Grafton a 'technological advantage to provide outstanding customer service'.

The Tensator Virtual Assistant has become a familiar site at transport hubs across the world, as well as at sporting and conference venues.

Previously used in the UK at Heathrow's Terminal 4 and King's Cross Station, London, the Tensator Virtual Assistant has proved to be an adaptable

and innovative solution. Taking advantage of the customisable software, this is the first time it will be used in a UK shopping centre. She will be on hand to make visits to the shopping centre easy and enjoyable for shoppers by giving advice, answering common questions and advertising special offers throughout the mall.

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*"The Virtual Assistant is ideal for the retail environment."*

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Using innovative technology, the Virtual Assistant is a projected image, creating an illusion of a person. This is the next generation of digital signage and it promises to create a 'novel and fun experience' when utilised in this way.

Centre manager, Lance Stanbury said: "Cambridge is known as a hotbed of new technology and we are excited to see how our new Virtual Assistant will look after our visitors. Using innovations like this will give us an opportunity to connect with our shoppers in a completely new way. I don't think it will be long before other shopping centres will be following our lead."

Ajay Joshi, Tensator's head of media and technology at Tensator, said: "We're delighted to be working alongside the Grafton to help make the shopping experience unique for their customers. Consumers are demanding a more immersive, guided retail experience and it's the Grafton that is leading the way when it comes to meeting this need."

Tensator Virtual Assistant technology has previously been utilised to give advice in places such as airports, railway stations and hospitals. Heathrow's Terminal 4 used one at security screening to make travellers aware of restrictions on items that you may take on board in carry on luggage. This resulted in a reduction of rejected bags having to be manually searched and sped up the overall security experience.

Lance Stanbury said: "The Virtual Assistant is ideal for the retail environment. With the advent of digital technology, e-shopping and click and collect, customers enjoy interacting with technology, and as the Virtual Assistant is a sort of 'avatar'; an incarnation of a human assistant, I believe she is going to be a huge hit with our shoppers."



## More virtual assistants for train station

Tensator recently took an order from Network Rail for 11 more Virtual Assistants, via their rail partner TEW Plus Ltd. The order follows the successful introduction of 'Louise' into King's Cross station in 2013.

Louise has been 'advising' travellers with heavy, awkward to handle baggage to use the lift rather than the escalator.

During a six-week trial, the introduction of Louise saw an increase of over 260 per cent in passengers using the lift. Six further Virtual Assistants have now been placed at various locations throughout King's Cross to deliver directional and safety messages whenever they detect movement in the immediate area.

Two further units will be introduced at

St Pancras within the next two weeks, with a further three units installed at Leeds station helping to improve health and safety. Fully customisable, the Tensator Virtual Assistant brings messages to life and helps engage passengers with consistent and clear directional and safety announcements.

Ajay Joshi, head of media and technology at Tensator said: "There is great potential for Virtual Assistants in the rail sector and it's great to see a growing number of them being used across the network. Because they are completely customisable, they can be used to relay any number of messages including health and safety, directional and general information such as station facilities."

Tensator worked alongside telecommunications and security systems integrator TEW Plus Ltd to supply, configure and install the units.

Neil Sheffield, director at TEW Plus said: "We are very excited about this product and foresee a multitude of applications in the industry. We expect our relationship with Tensator to be a strong and fruitful one over the coming years as more Virtual Assistant systems are developed and implemented in various rail environments."

London Bridge and Birmingham New Street stations will soon trial Virtual Assistants.

[www.tensator.com/uk/sectors/airports-and-transport.aspx](http://www.tensator.com/uk/sectors/airports-and-transport.aspx)

# LEDge 105 installed at Tom Dixon's Portobello Dock store

Unibox launched their Ledge 105 at the VM Show in London. Ledge 105 features the latest in LED edge lighting technology, making it possible to 'create sophisticated lightboxes which contain an easily reconfigurable, magnetic display system'.

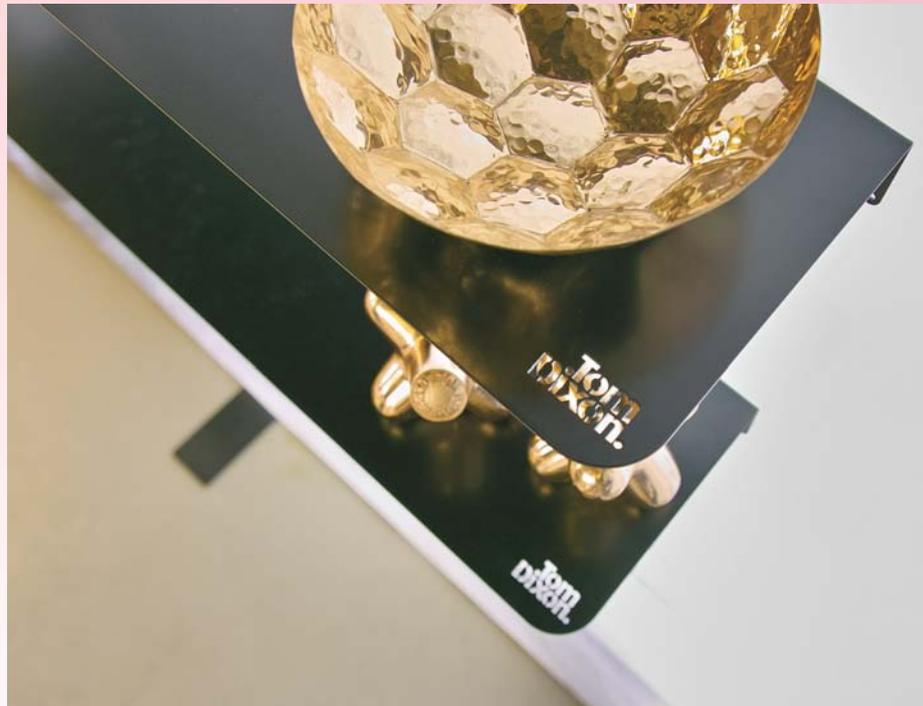
Following the show, Unibox have been working closely with the design team at Tom Dixon to test its adaptability and experiment with the boundaries of Ledge 105 for their Portobello Dock store. Nick Wraith, Managing Director at Unibox was on site for the install and said:

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“We're always impressed by the flexibility of the systems that manifest from the Unibox team.”

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“Ledge 105 is our latest product development showcasing our lightbox and tension fabric capabilities. Designing Ledge 105, we never imagined it would be quite this big, supporting such heavy items. However, as a company, we've always strived to push product boundaries beyond the expectation of their use – and that's exactly what we've done with Ledge 105 for Tom Dixon.”



The Ledge 105 installed at the Portobello Dock store is much larger than our original prototypes at the VM Show, and the shelves are wider, challenging the strength of the magnets, highlighting the flexibility of the product. It's been a fantastic first install and has helped us

explore the versatility that Ledge 105 can offer any retailer, visual merchandiser or designer.”

Tom Dixon's iconic designs are elegantly displayed on bespoke laser cut shelving, attached by the Ledge 105's invisible, magnetic display system.

“We're always impressed by the flexibility of the systems that manifest from the Unibox team. British heritage and local manufacturing remains at the heart of our business and it's a genuine pleasure to work with a fellow British manufacturer with such bountiful capabilities.”

We are delighted to have their latest innovation – the Ledge 105 – newly installed in our London flagship store. For us it works as a sophisticated, functional retail solution that combines luminosity with luminous graphic backdrop with adjustable shelving for us to merchandise,” says Nikki Talbot, Exhibition Design Manager at Tom Dixon.

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



# PROJECT *News*

## A customised signage solution for trading estate is illuminated with Zeta's LED lighting

A change of ownership prompted a full rebrand of Hartlebury Trading Estate which extends over 200 acres in a parkland setting.

Creating the new logo, literature and signage for the estate was managed by design agency Kubiak Creative in partnership with Zeta's client NM Signs, 'specialists in customised signage solutions'.

Central to the rebrand was a requirement for onsite signage that showcased the

new fresh and modern design; especially the hoop design treatment that was employed as part of the new logo.

The estate's new owners Schroder's were keen to incorporate an impactful illuminated signage solution at the entrance that would clearly promote the site day and night.

NM Signs produced two six metre high aluminium totems and selected Bicester-

based Zeta Specialist Lighting's Embedded LED Panel to provide the illumination. The Zeta Embedded LED Panel is a highly efficient LED panel that has excellent energy saving properties and delivers superior lighting levels. Widely used to light totems, it is just 3.5mm deep, waterproof and available in bespoke sizes for ease of fitting.

NM Signs' Director Tarquin Tullah said: "We found Zeta's Embedded LED panel to be the best possible solution for this project.

"Placing LEDs within a curved elliptical totem is an intricate process and it's essential to create uniform lighting on both the shallow and deeper elements of the structure. Zeta's panel which was supplied to our bespoke requirements removed the need to use light fences and significantly simplified the installation process. The light and the quality are really very good and we're delighted with the end result."

Adrian Dennis, Zeta's Sales and Marketing Director said: "The ability to optimise the illumination of the signage and showcase the new branding were key criteria on this project and we met the brief through this bespoke solution."



## Gensler's 'typographic journey'

Since opening in 1965, Gensler has earned itself the reputation as one of the 'leading global design agencies'. With the help of Newbury-based Cobal Signs, the multidisciplinary design practice created a 'typographic journey' designed to 'transform' client meeting rooms and a reception area within its European headquarters in London.

By using full-height, three-dimensional lettering and digitally printed manifestations, Cobal Signs has helped Gensler's London office to reinforce its identity and communicate the multidisciplinary practice areas offered.

Having previously worked together on the refurbishment of an investment bank in Fleet Street, Gensler asked Cobal Signs to transform its own client areas to provide a 'visual representation of the company's various creative disciplines'.

Following initial communication, samples and mock-ups of the signage were delivered to Gensler. Once approved, the full-height lettering that showed each of Gensler's disciplines, was created from pre-formed and lacquered MDF. Digitally printed manifestations were used for the reception area and meeting rooms.

Small type quotes from creative luminaries were peppered around the larger wall graphics in various positions, providing further 'engagements with the text'.

The 'typographic journey' begins in the lift lobby and flows into the reception and then down through to the conference and meeting room walkways.

Shuma Talbot, senior graphic designer for Gensler said: "We wanted to create a visual impact in our space through the provision of bespoke typography and materials. To consider all surfaces of the client areas, we were able create a sense of intrigue and

interest so that visitors or staff could follow the letters to discover what they spell. Although the letters are large, their colour and application creates a harmonious relationship with the environment. Collectively the applications are subtle, white on white, with red highlights and range from vinyl applications on glass, to three-dimensional panels applied to walls."

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



# Kasabian 'rock Glastonbury' with Brooklyn Graphics

It's not every day that a modest family-run business gets the call from a globally renowned rock band. But that's what happened to Falkirk-based Brooklyn Graphics when it was asked to print a bass drum skin for indie-rockers Kasabian, prior to their headline set at this year's Glastonbury festival.

Darren Brooks, owner of Brooklyn Graphics said: "I've been involved in the local music scene for years and through a contact in the percussion business, we were given the opportunity to show what we could do." The simple design relates to the title of the bands' new album; 48:13, which is understood to be the total running time of all the tracks on it. The vivid pink colour was critical to its success and the band and their management were very prescriptive about the reproduction of the particular hue.

Thankfully this didn't present any problems for Brooklyn as Brooks said: "We had recently upgraded to a new Mimaki CJV30-160 which is a fantastic machine delivering amazing resolution print with vibrant colours, faithful to the original design thanks to the SS21 inkset. The result was achieved using Metamark MD5 self-adhesive vinyl and passed intense scrutiny by the band at the very first attempt."

Brooklyn Graphics was set up by Darren and his father, Glyn in 1986 and has established itself as a 'major player' in the sign and graphics world in Central Scotland. They do a wide range of activities from initial design of company logos and identities, through to the actual print of signage and retail graphics, as well as the ultimate installation.

Vehicle wrapping is another natural extension of their activities and a major area of growth for Brooklyn. The new Mimaki CJV30-160 has been key to this develop-



ment with Brooks commenting: "The CJV30 just simply delivers on every front. The output is such high quality that I no longer have to factor the vagaries of the print process into my designs. It just prints exactly what the original design intended and its sheer versatility has opened up so many new potential revenue streams including complex vehicle wraps. I have even had existing customers ask if have changed my printer because the results are so stunning!"

Brooks is equally complimentary about the ongoing support he receives from Granthams - his Mimaki reseller. "My father was originally a sign writer based in Blackpool and had dealt with Granthams for

years. When we first set the business up and got into wide format, they were an obvious choice to turn to for advice. They have been absolutely superb and given us a totally committed service, with support and assistance throughout every step of the process including installation and training. We've found the new Mimaki so reliable and easy to use that coupled with the great print results, it has enabled us to play on the same stage as some of the 'big boys' in the industry and hopefully win over some more high profile clients like Kasabian."

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

## When North Yorkshire County Council needed temporary signage for the Tour de France at very short notice, William Smith 'rose to the challenge'!



A total of 520 signs were produced and delivered within two weeks of the order being placed.

The signs were produced using 3M Engineering Grade and non-reflective material, and included portable frames, with larger signage on Correx and aluminium plates mounted in quick-fit frames.

"We chose William Smith for this job because we knew they had the capacity to manage the very tight turnaround time; and

they are also a local company," said Mr Horne. "The service we received was excellent and the production staff were really helpful."

"William Smith had also previously supplied permanent directional brown tourist signs for Stage 1 of the Tour de France route, which will remain in place as a legacy for cyclists to follow if they wish to ride the route in the future," he adds.

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

## Education and training in the signage industry

**From going to college to gain a qualification in signmaking, to doing a short, intensive course to specialise in one area of the industry, 'Kathryn Johnson looks at the options available to those either starting out or branching out.**

A qualification from one of the colleges will mean you are likely to learn all aspects such as 'the design, production and installation of all sorts of signs'. The courses are run as an apprenticeship scheme, so before starting a course you have to be working for a sign business. With most colleges it is flexible whether you attend college one day a week up to fully delivered on site at employers premises or a combination of both.

The two main ones are Walsall College (has various sites) and Sheffield College.

Walsall College outlined their course; "The signmaking process involves many diverse skills, from graphic design through to electrical engineering and incorporates materials such as perspex, vinyl, plastic, metal and glass. Various methods are used to produce lettering for signs, depending on the project; for example, computer-controlled routers for cutting out moulded glass fibre lettering. Screen-printing may also be used to produce posters, while traditional sign writing could involve designing by hand and painting with special brushes and enamel paint. An apprentice could be employed as a signmaker, sign installer, quality technician, or manufacturing technician.

Apprentices need to learn a range of skills including how to design signs; prepare different types of surfaces; cut out and build plastics into letters and logos; use digital technologies and install signs."

**They have a Level 2 signmaking course as well as an Advanced signmaking one.**

The British Sign and Graphics Association (BSGA), the trade organisation for the sign industry in the United Kingdom feels strongly about getting quality training; "There is a need in modern signmaking for a highly trained, multi-skilled and flexible workforce. The BSGA has taken a leading role in the development of a wide range of structured training programmes designed to help equip and qualify workers for their roles in today's sign industry."

According to them some of the benefits of focused training for the sign industry include; higher quality workmanship; faster, more productive and efficient workers; less downtime than with inexperienced employees and more profitable work.

But what some apprentices may find, is that they tend to only concentrate on one or two aspects, which means they don't get to learn all the skills applicable in a busy and diverse sign business. In some countries there is more of an emphasis on learning and practising all techniques, from screen printing to CNC routing to traditional sign writing. This is what Michelle Henry from HNS Signs in Birmingham found whilst trav-

elling around in Australia.

She worked in a sign shop there, which re-ignited her passion for sign making that first started when she was four, helping out in the family sign business. She abandoned plans to be a barrister and set up her own company, determined to pass on everything she has learnt doing this work, to sign makers starting out.

Michelle is largely self taught and when first started out didn't realise there were any courses in signmaking, She said: "I always thought it odd that they would have signwriting apprentices in Australia and not here, but had never heard of or met anyone who had done it."

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By doing sufficient training a person will get a 'better understanding of application, signmaking and installation techniques, and most likely have increased job satisfaction'.

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Although she thinks that the courses available now are not thorough enough: "Although they are on a course, the college has very little to do with them. It is up to us to train them. The college do have a few courses, but they are all in digital print or vehicle wrapping. They do not learn the basics or how to fabricate, plot vinyl, weed, engrave or do traditional signwriting. The assessors are good though, and visit regularly.

"I took on apprentices as I was struggling to find staff with the skill set that I required. I wanted someone who could do everything. In the UK we are very big on 'departments' and so will have a vinyl department, or a print department etc. Although this is good for production efficiency, it means that staff never get to develop their skill range. As a small company, you need people who have a broad range of skills. I was reluctant to pay someone a good wage when I would have to invest a lot of time in training them, so an apprentice was the obvious choice.

"My apprentices do everything. We generally start them on with weeding and basic design work, but by the time they have been with us a couple of months, we expect them to work with us in all areas. This includes using the CNC, laser machine, digital printer, fabrication work, installation and traditional signwriting."



“I currently have two apprentices. One of them is nearing the end of his apprenticeship now and there isn't anything that he can't do.”



When asked how supportive the signage industry is to those starting out she said: “I can only compare it to Australia and New Zealand. Signwriters from there are among the best in the world. They spend four years on an apprenticeship and spend a lot more time in college. Clearly this pays dividends as the skills they have by the end are fantastic. They really do learn everything from fabricating a tray using hand tools right through to preparing a wooden board for signwriting and actually signwriting it. And they learn all of this from experts at the college.”

It seems getting a good apprentice role in the right business can make all the difference, but how easy is it to find a position? Sheffield College advertise apprenticeships on their website but we only found one for a signmaker/installer.

Walsall College has five apprenticeship positions in signmaking and printed signage, administered through Apprenticeships.org.uk, which is part of the government's Skills Funding Agency. The SFA have recently published their new funding rules, which includes apprenticeships, available to read online at [www.gov.uk](http://www.gov.uk).

Cogent, the 'employer-led, strategic

skills body for the science industries', has a signmaking apprenticeship scheme available at each level. The Cogent Group comprises Cogent SSC, The Cogent Technical Apprenticeship Service and The National Skills Academy for the Process Industries.

Their course information states: “The signmaking process can involve many diverse skills – from graphic design through to electrical engineering - and incorporates materials like vinyl, perspex, plastic, metal and glass. Various methods are used to produce lettering for signs, depending on the project. Screen-printing may also be used to produce posters, while traditional signwriting could involve designing by hand and painting with special brushes and enamel paint.

“As an apprentice, you could be employed as a signmaker, sign installer, quality technician, or manufacturing technician. You could learn a range of skills including how to design signs; prepare different types of surfaces; cut out and build plastics into letters and logos; use digital technologies and install signs at sites.”

According to them, there will be an

ongoing need to attract new employers to provide Signmaking Apprenticeships as some employers carry out their own non regulated training. Cogent has recently done a number of projects with employers, training providers and the British Sign and Graphics Association (BSGA) to increase the number of apprentices and people taking regulated qualifications in the signmaking industry.

But how necessary is it to gain a formal qualification if you receive thorough training from an experienced signmaker? Advisable, it turns out, if you want to carry out work on a construction site. According to the BSGA: “Construction Skills Certification Scheme (CSCS) cards are increasingly demanded before anyone is allowed to carry out their trade on a construction site or on established premises. CSCS cards for the sign industry are available in two categories: Sign Installer (illuminated) Sign Installer (non-illuminated).

To obtain one of these cards, the applicant must hold a minimum qualification of a QCF/SVQ Level 2.

[www.cogent-ssc.com](http://www.cogent-ssc.com)



From left to right, Astley apprentices James Robinson, Ian Dickson, Tom Milne and Jack Carr.

Another route into the industry is through a training and apprenticeship programme delivered by a large sign manufacturer.

Astley, which is head quartered at Team Valley in Gateshead and also has facilities in Leeds, Milton Keynes and Glasgow, has been established for over 90 years.

The company, which employs nearly 120 people, is doing a major review of its succession planning programme and as part of that will 'invest heavily in attracting young talent' who can be trained on the job with a view to full time employment.

The announcement comes just a few weeks before Astley will begin installation of the sign to celebrate the Great North Run, which will adorn the side of the Tyne Bridge for six weeks in the build up to the half marathon.

.....Continued on page 40

## Education and training in the signage industry

"We've recently begun the search for talented young people who we think have the potential to contribute to our ambitious plans which will be implemented in the coming months; and have just taken on four apprentices who will be put through an intensive training and development programme across all areas of the business. It's an excellent opportunity for them to join a growing and ambitious company.

"That's very much the start of the

David Forrester, Sales Director and co-owner of Astley, said:  
"A big priority for the company is to invest in the younger generation, who can be trained and mentored in house and will complement our experienced workforce. I see this as key to the continued growth and success of the business.

### Facts about apprenticeships

[Apprenticeships.org.uk](http://Apprenticeships.org.uk)

Apprenticeships give you the opportunity to work for a real employer, earn a real salary and gain a real qualification whilst gaining valuable workplace skills and experience.

Anyone living in England, over 16 years old and not in full-time education can apply to be an apprentice.

All apprentices must receive the appropriate national minimum wage (depends on your age and whether you are an apprentice)

Apprenticeship National Minimum Wage rate does not apply to Higher Apprenticeships.

All apprentices should work for at least 30 hours a week, apart from in exceptional circumstances.

Over 150,000 employers are offering Apprenticeships in more than 200,000 locations.

Apprenticeships are available at Intermediate, Advanced and Higher (degree) level, covering more than 170 industries and 1500 job roles, from advertising to youth work via environmental engineering and nuclear decommissioning.

Quality is key to Apprenticeships. All Apprenticeships must be at least 12 months long and lead to a national qualification that is respected by employers around the world.

After finishing, the majority of apprentices (85%) will stay in employment, with two-thirds (64%) staying with the same employer.

A third (32%) of all former apprentices had received a promotion within 12 months of finishing, and of those in work, three quarters (75%) reported taking on more responsibility in their job.

Employers think that qualified apprentices are 15% more employable than those with other qualifications.  
(For data sources please see the website)

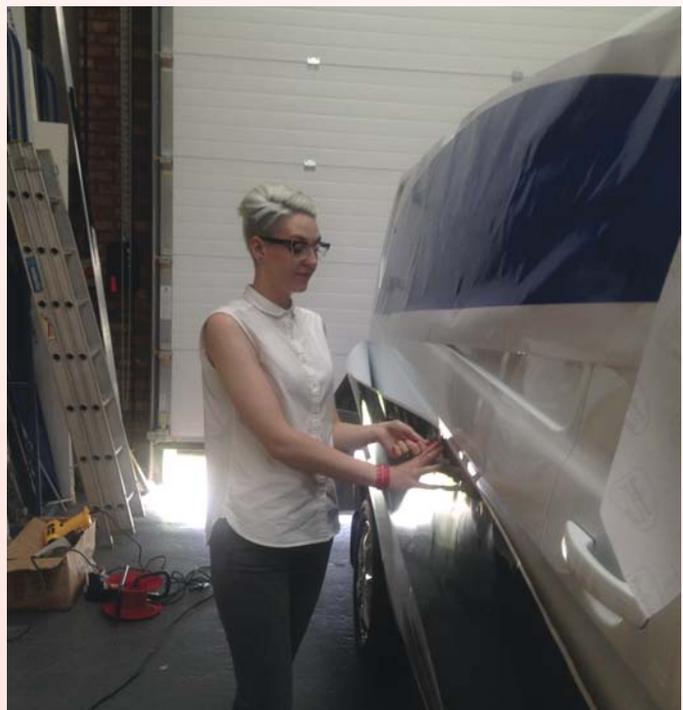
process for us and we are already looking for a further four people to offer apprenticeships to in the coming months. It's a really exciting time for the business as we look to build our portfolio and increase turnover across all of our target markets."

Astley's clients include companies such as Hilton Hotel Group, Frankie and Benny's, Sainsbury's, Waitrose, the Co-operative Group and Esso. While it has also designed the signs for local leisure facilities including the Metro Centre and Eldon Square when they became part of the Intu Group; Metro Radio Arena; and Market Cross Jewellers.

The company, which also designs way finding signs for hospitals, schools, universities and public sector organisations, was last year commissioned to manufacture the giant sign on the side of the Tyne Bridge to celebrate the annual Great North Run, and is now preparing to install it for the second year running.

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

### Alice McLachlan, from HNS Signs tells us about her experience as an apprentice



When I left school I wanted to be a sound engineer, so I went to Halesowen College to do Music Technology. I enjoyed most of the elements of my course but it wasn't really what I'd envisaged. A few months before the end of my course having an accident where my hearing was damaged, so sound engineering obviously wasn't meant to be!

As my Dad used to make livery and banners, I had a rudimentary knowledge of vinyl and was able to carry out simple vinyl application jobs. On the trial day that I had before I was given the apprenticeship, I managed to pull off doing a traditional sign writing piece on the wall of the workshop.

I really enjoy my job so I guess my career goals are onwards and upwards! I would really like to hone my traditional sign writing and gold leaf skills so one day I could do some fancy free hand lettering.

As you can probably tell, I love traditional signwriting! It's so timeless. You see faded signs on the sides of buildings and they still look as amazing as they did fifty years ago when they were brand new.

Everyone I have come across in this business has been nothing but lovely. Sign making seems to be deemed as a dying art so I think that all the experienced folk like to pass their knowledge on to the new generation.

I have not faced much discrimination, but I've been told a fair few misogynistic tales to be glad that I've not faced any! I'm sure that I'll come across someone who will look down on me for being an apprentice, or for being a woman in a male dominated trade, but I'm prepared for it.



I've done a few training courses and they've been really helpful in advancing my knowledge, but as with all apprenticeships, most of the learning is on the job rather than in the classroom. Being able to get a qualification at the end of it is great, so that if you do decide to move on from the company you did your apprenticeship with, you'll have a qualification and a portfolio to take to potential employers.

Apprenticeships are an excellent way to learn something completely different from anything you've done before. It took me a long time to take the plunge and go for a job that I would really enjoy and it's really paid off. I can now tell people what I do for a living and feel proud of what I do, I don't know why I didn't do it sooner!



## Vehicle wrapping

This is a skill more and more signmakers are turning to, as its popularity and the extent of its use increases. There is also an enormous range of vinyl available in any colour or effect and it seems that the sky is the limit with what can be created. Although some of the wrappers make it look easy (and quick) there's much more to it, for a professional finish that looks perfect. This is where courses are essential, but which one?

Some of the suppliers teach vehicle wrapping, usually over two days, such as Avery Dennison (in conjunction with Spandex); Graphityp (with their own films and materials); and William Smith (using 3M films).

.....Continued on page 42

# EDUCATION *Feature*

## Education and training in the signage industry

At the Roland DG Academy at Walsall College, 'one of the most popular courses at the academy, the Vehicle Wrapping course is an excellent way to gain real hands-on wrap experience as well as top tips and tricks'. The course involves learning about the benefits of vehicle wrapping; media storage and handling; vehicle surface preparation and cleaning environment. It also covers tools; vinyl removal and external fittings. (Sponsored by Metamark)

But one course that stands out, is the independent vinyl application and vehicle wrap staff training courses run by the UK Sign Group (UKSG). Their courses also have an accreditation award scheme 'aimed at creating an elite network of the best vehicle wrappers in the UK - another first of its kind for our industry'. Although it has partnered with Paperlinx, one of the worlds largest paper companies to deliver the courses. Avery and Orafol vinyl, available to buy through Paperlinx, endorse it. We spoke to Robert Lambie from UKSG about it.

### How long have you been running vinyl wrapping course?

UK Sign Group Training & Accreditation has been running 18 months throughout the UK and Ireland.

I have 25 years' experience as a vinyl applicator / wrapper, installing graphics on anything from a smart car to huge fleets of trucks and tankers. 12 years ago I founded UK Sign Group, setting up our training division around 24 months ago.



### Does it make a difference offering an accreditation? Do employers recognise/acknowledge it?

Unlike most training courses that offer an "attendance certificate" or so called "authorised installer" certificate for simply turning up on the day or buying enough media to warrant it.

Our Accreditation award AVWT – "Accredited Vinyl & Wrap Technician" is about recognising companies and individuals for being at the top of their game. Our AVWT

award will become the first industry recognised accreditation of its kind.

Of the fleet livery companies and the like that we have spoken to and know what we are building towards have welcomed it. Many commenting "it is about time something like this was put in place".

### On average how many people in total do your course over a year?

Around 300, but we expect that to climb steeply over the next 12 months.

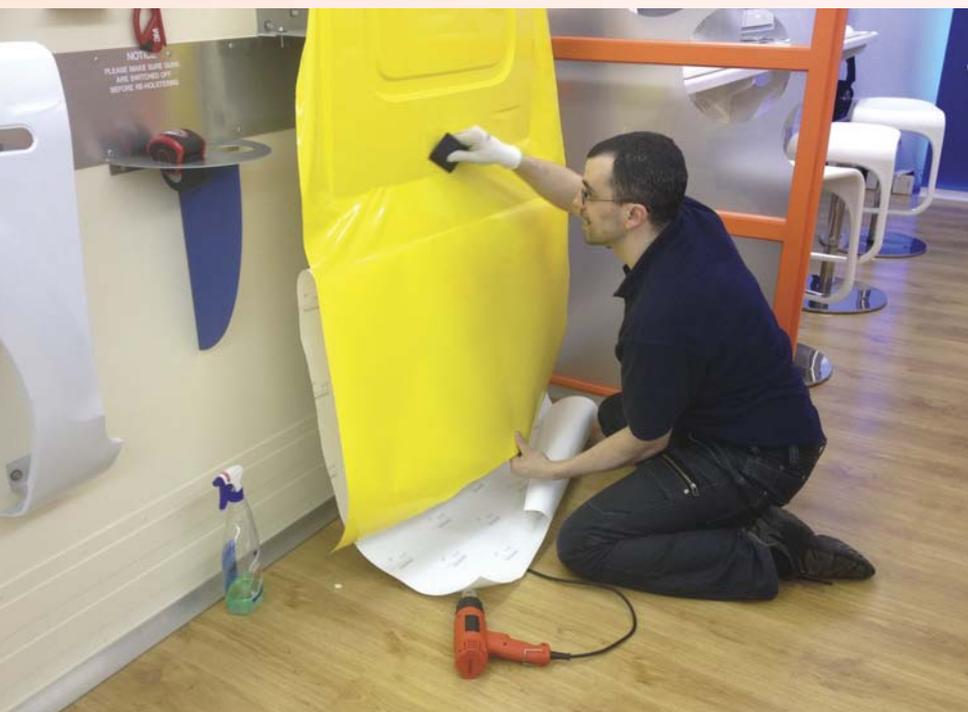
### What level of skill is the training aimed at?

We teach varying levels of ability, from the complete novice vinyl applicator to experienced vehicle wrappers. If a vehicle wrapper thinks they are at the top of their game, then we have the option to prove their worth by passing our accreditation exam and join our network.

### Who typically attends? In other words is it experienced sign makers looking to diversify, or younger people who want to specialise in it?

At the moment, we see complete newcomers looking to get in to the trade, as well as time served sign makers and vinyl applicators dabbling in wrapping but not getting things just right, as being the most likely candidates for attending.

We actually find the people that learn the fastest are the ones that have never held a squeegee in their life. Whereas the more experienced they are, the more bad habits they have to break or like to think they already know best. Which is understandable really.



What is the likely future of vehicle wrapping? Is it set to rise even further or has it reached the peak of its popularity?

Definitely not, the current vehicle wrapping industry is huge, yet it is still in its infancy. Commercial vehicles such as vans, buses and trucks are one thing, but we are now seeing a steady move onto other methods of transport such as aeroplanes, helicopters, trains and boats. The trouble here is the wrap industry is bottle-necking due to the lack of experienced wrappers and it is only going to get much worse!

Are you aware of any manufacturers that offer courses?

Yes, vehicle wrap training is predominantly offered by vinyl manufacturers and suppliers. But these courses are geared solely around the media they manufacture or sell. This isn't necessarily a bad thing; some of these courses are very good. But the limits of the vinyl promoted are never shared and the process taught won't work on all media. And in some cases the methods taught are just plain wrong.

Have you heard of any stories where a badly trained technician botches up a job? Or, are there cases where standards are a lowered with the increase in people carrying out this work, as well as the huge range of products available?

I often hear of companies offering fleet livery work costing tens of thousands of pounds because they have the machinery to produce the graphics and wraps. But they simply do not have the required skills to carry it out the installations.

I know of vehicle leasing companies that will no longer allow wraps to be applied to their cars as a result of damage by the installer on the paint work, or damage by the wrong media being used.

Then we have the companies that are at the end of everyone's street. They work for next to nothing due to their lack of pricing knowledge and quality of their install. These scenarios and more are the areas needing addressed before it is too late.

Anything you would like to add about your course or the industry in general in terms of jobs and training?

UK Sign Group "Training & Accreditation" is about creating a recognised industry standard.

We are a completely independent, self-financed staff training provider. We have invested a lot of time and money in how to best deliver our courses throughout the UK. I believe we have done that via our fully customised 44ft Articulated Truck. This vehicle allows us to conduct the exact same level of training or accreditation exam regardless of where in the UK it is held.

Our training facility comprises of a hands temperature controlled training room with an array of multi-complex vehicle panels to work on, as well as a six man lecture class complete with six computers and plasma TV.

For the past 14 months, we have been going through a training provider accreditation process by an internationally recognised awarding body that will soon rubber stamp us of the highest standard wrap training provider available.

As well as this being about the vehicle wrapper, we believe that by creating an independent industry standard, it will benefit all vinyl manufacturers because it will quickly curb the high amount of media fail claims they receive daily by unqualified installers.

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

Some companies that supply material to the industry, such as Antalis UK, have launched a series of educational workshops to help printers 'expand their business'.

They will present workshops aimed at print service providers (PSPs) looking to expand their knowledge of new applications; and explore opportunities to enable them to 'extend their services and increase revenue streams'.

The first in the series of workshops, will focus on signmaking, making it an 'ideal learning environment' for experienced printers looking into the sign and display market for the first time, as well as for new employees.

Hosted by experienced signmaker, author and presenter Paul Hughes, a regular speaker at the Signmaker's workshops at Sign & Digital UK, the day will provide a overview of all aspects of signmaking, such as the application of vinyl, vehicle livery and signboard making.

Colour management will be theme of the second workshop and has been developed for companies looking to achieve 'consistently high quality output and repeatable colour across a range of different digital devices'.

.....Continued on page 44



# EDUCATION *Feature*

## Education and training in the signage industry

This workshop will be led by Jan Edgecombe, who will share his expertise drawn from 10 years of installing large format solvent and aqueous printers; proofing solutions; and production RIP software. When it comes to achieving accurate repeatable colour, Jan has the expertise to help printers achieve consistent levels of accuracy from different technologies, says Antalis.

The final workshop in the month will focus on PSPs looking to explore business opportunities within the fine art market.

Giles Bristow, Antalis Digital Support Manager said: "With the help of experienced professionals our educational workshops are designed to give delegates real hands-on experience, take-away examples and a thorough understanding of each area to equip them to expand their service offerings. They provide an ideal learning environment for printers looking to dip their toes into new markets or for new employees joining experienced companies."



[www.digital2business.co.uk/digital-academy/](http://www.digital2business.co.uk/digital-academy/)

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# PRODUCT *Choice*

## DCL Print 'steps into wide format' with Fujifilm's Acuity LED 1600



Specialist trade printer DCL Print has placed an order for a Fujifilm Acuity 1600 LED to expand its business into wide format.

Simon Smode, managing director at DCL Print, said: "Initially, the growing demand for large format applications prompted us to outsource these types of jobs. It soon became clear that there was an opportunity to be more competitive in this area and grow profit margins, so we started the search for a reliable, high quality wide format device to integrate into our production environment."

Fujifilm's Acuity LED 1600 caught the attention of DCL Print for its UV technology and advanced ink features. Simon says: "As the UV inks are immediately cured, it will enable us to improve our turnaround and deliver end products quickly and efficiently. What's more, the print quality achievable with the Acuity LED 1600 is fantastic and we can use both flexible and rigid media to produce different jobs in the most cost-effective way."

Simon is also confident that they can take advantage of the vast range of materials included in Fujifilm's euromedia portfolio. He says: "We want to make the most of the new machine and it's great to liaise with a company that can meet our production requirements. We are planning to use flexible substrates such as films, banners and wallpapers, and we're delighted that we can turn to Fujifilm for this too."

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

## Saving time and money

Birkenhead-based Fusion Graphix has 'increased its production capabilities and improved workflow, saving time and money' by investing in a CWT application table supplied by PaperlinX.

CWT is the 'new generation of working table'. It's designed by Patrik Johansson, the creator of the Rolls Roller, and is 'ideal' for mounting self adhesive onto rigid sheets, laminating films and cutting materials.

Established two years ago, Fusion Graphix has committed to investing for growth. Co-Directors Martin McLaughlin and Pete Thorning recognise that expenditure on new kit that would deliver a rapid return, is money well spent. Especially when it enables them to offer a faster turnaround and improved range of services to its customers.

The potential for cost and efficiency savings in all areas of production was one of the main reasons for its investment in the CWT work table. "When we were introduced to this new application table by PaperlinX, we immediately spotted an opportunity to significantly speed up our workflow process and lower our production costs," said McLaughlin.

"It is so easy to use, delivered immediate production benefits and we genuinely don't know how we coped without it. We're out-putting jobs now much faster than before. To layout the board, put the print on top, lower the roller, fold it halfway and take off the backing paper, takes us a couple of minutes, whereas previously we'd spend half an hour or more.

"What's more, once the job is lined up, it can be handled by a single operator as opposed to two - which is a significant time saving; having extra manpower is really helping us produce more in less time, which is also having a positive effect on improving our profitability," he said

The fact that the CWT is delivered to the customer in components for safer transport makes it much easier to install. In Fusion Graphix case, as the mounting table was to be sited on a mezzanine floor with access via a narrow staircase; this was a real plus.



(l-r) Johnny Weidersjo, Office Manager CWT; Patrik Johansson, CWT; Ian Coghlan, PaperlinX Technical Support; Roger Loomes, PaperlinX Technical Support and Martin McLaughlin, Fusion Graphix.

The CWT is 'feature rich' - it has a linear guide for moving the roller up and down, reducing the risk of future air leaks. It is equipped with an ergonomic handle and a extra low friction boom for smoother work; features split tempered glass which is safe and more durable in use; has adjustable feet and wheels for ease of movement and convenient side pockets for materials and storage space.

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



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# PRODUCT *Choice*

## John E Wright upgrades to a Zünd G3

Graphics producer John E Wright has upgraded its 10-year-old PN L-2500 machine to a new G3 XL-3200 system from Zünd, 'increasing the business's speed, efficiency and capacity'.

They opted to replace their older cutter as its manual workflow meant operators had to edit clients' artwork to add camera dots and apply colour management. The new Zünd G3 was fitted with Prepare-it software to automate workflow, which allow them to significantly reduce their studio time preparing files for ripping and cutting.

"Better nesting saves money, as there's no manual guessing. What took hours now takes minutes as there's no physical cutting or preparing," says Alan Edwards, John E Wright's Technical Director. "There's virtually no manual cutting in the building at all now."

Edwards explains that new printing equipment expedited the requirement for a cutting equipment upgrade. "We replaced our HP flatbed printer with a new EFI VUTEK and the increase in speed resulted in a backlog in the cutting department," he says.

"Zünd cutters are solid, reliable machines, built for heavy-duty work so we decided to stay with the manufacturer and chose the G3. Our workflow has sped up to the extent that we now have capacity for another new printer."

The machine was also supplied with Zünd Cut Centre software plus a wide range of tooling including the 1KW router, V-cut tool, universal cutting tool, creasing tool and kiss-cut tool for vinyl. The G3 XL-3200 itself is designed with time-saving features including unobstructed access on all sides and an ergonomic control panel.

The G3 has enabled John E Wright to keep more work in house. Formerly substrate manufacturers would cut materials to size. The company now uses more Dibond and 10mm acrylic in its display graphics work, which includes production of banners, posters, POS and roll-ups.

Since installing the new G3, John E Wright has won a number of new prestigious retail contracts through 'improved workflow and a lower, more efficient, cost base'. Temporary and permanent signage, POS dis-

plays and a host of other graphics using packaging tools are currently being produced for retail stores, with installations taking place overnight to allow them to stay open throughout these projects.

"It's great to see John E Wright use the upgrade to offer its clients more products and services," says Peter Giddings, Sales Director, Zünd UK. "We've had a relationship with the business for the last decade, servicing its previous PN system twice a year, and while it's still a reliable machine the automation of the new G3 offers many more opportunities."

Edwards adds that John E Wright's operating team was heavily involved in the decision-making process and three operators visited Zünd's St Albans demo centre on John E Wright's second trip to try out the G3, eventually recommending the purchase of a smaller model than originally planned. "The operators have been very complimentary," he says. "I've been surprised by how quickly we adapted to new machine and software – it ticks all the boxes and dropped in seamlessly."



John E Wright has significantly reduced preparation times thanks to the new G3.



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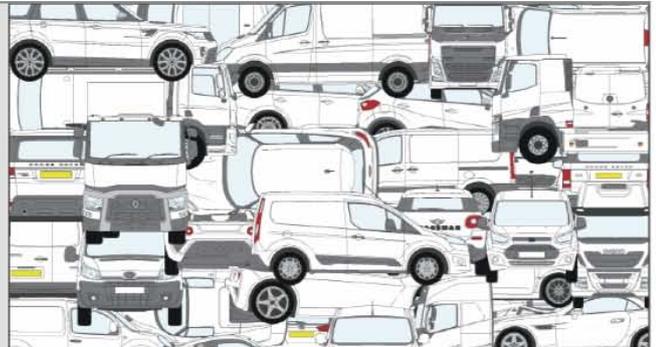
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# PRODUCT *Choice*

## Creative Signs aims for new market with i-Sub Digital Digi-Foil

London-based Creative Signs has invested in a new Mimaki UJF-3042HG desktop printer with i-Sub Digital's exclusive Digi-Foil foiling system, after seeing it at Sign and Digital UK 2014.

Daryl Barrett, Owner of Creative Signs, visited this spring's show to see the latest digital printing equipment. After being 'impressed' by the Digi-Foil system on i-Sub Digital's stand he booked an in-depth demonstration at the print specialist's Kettering headquarters before 'signing on the bottom line'.

The system combines a Mimaki UJF series printer with Digi-Foil and a heated applicator to create foiling effects identical to those produced by traditional processes, but in a fraction of the time and with much less waste. Ideal for small-format signage and graphics, colour-accurate packaging mock-ups, personalisation, security marking and decoration effects, Digi-Foil offers huge potential for businesses across several industries.

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"We've had a lot of interest in the Mimaki UJF range of UV desktop printers with Digi-Foil since its launch and appearances at Sign and Digital UK,"

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Creative Signs specialises in short-run signage and graphics for large graphic design houses and smaller local clients. Daryl Barrett chose the Mimaki UJF-3042HG – a version of the UJF-3042 with a high 150mm max head gap (HG) for thicker substrates – for its 'small footprint, good build quality, primer and varnish options'.

"The size is perfect for what I wanted it for," he says. "Its functions are complementary to what I'm currently doing and offer new options. Foiling can be difficult with traditional processes but this system makes it easier to create amazing products such as packaging prototypes and personalisation onto virtually anything."

Creative Signs, trading since 1993, is now looking to move into the web-to-print



*Digi-Foil can create packaging prototypes and graphics quickly and with less waste.*

arena, with a new website on the way that will enable the public to buy items directly. Daryl Barrett is keeping tight-lipped about the products planned, however, as he is still exploring the many capabilities of the Mimaki UJF-3042HG two weeks after its installation.

"I have already completed production jobs on the Mimaki with Digi-Foil and have seen a very positive response from my clients who have now begun utilising the applications and finishes I can now offer into their work!" he says.

"We've had a lot of interest in the Mimaki UJF range of UV desktop printers with Digi-Foil since its launch and appearances at Sign and Digital UK," said Andy Spreag, Director, i-Sub Digital. "It can achieve both bread-and-butter work and some really exciting effects, quickly and cost-effectively, and a lot of businesses like Creative Signs are seeing the potential of these options."

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## New cutting system helps Logoshack 'diversify'

Graphics specialist Logoshack has installed a new Zünd S3 L-1200 cutting system, 'tailor-made to meet its present and future needs'.

Phill Davies, Director of Stoke-on-Trent's Logoshack, experienced the Zünd S3 in action at Sign and Digital UK 2014 and saw its ability to speed up production processes. Zünd UK's Product Manager Nick Reed then went to Logoshack's headquarters to ensure the machine was built to the customer's specifications. Due to the S3's modular construction it can 'grow with graphics businesses as their requirements expand and change'.

"Nick identified our needs and made sure our machine was tailor-made with the necessary modular tools," says Phill Davies. "This piece of equipment has given us the ability to diversify into different markets, namely POS, and sped up our production processes. We're now doing split shifts as it can work longer hours."

The Zünd S3 L-1200 automated cutting system is suitable for a range of applications such as graphics, packaging, architectural

modelling and aerospace. With the ability to cut materials up to 25mm (1") thick, it is 'ideal' for the aluminium, rigid substrates and vinyl used regularly by Logoshack for its blue chip clients. The team is using the Zünd S3 predominantly to die-cut or kiss-cut digitally and screen printed displays, moving from traditional hand trimming and sub-contracting finishing to bringing it all in house.

"It's a super piece of kit – very nicely engineered," says Phill Davies.

"We're pleased to welcome Logoshack as a customer and are looking forward to seeing the company diversify with the S3's help," says Peter Giddings, Sales Director, Zünd UK. "With its modular tooling system Logoshack will be able to move easily into the point-of-sale arena and beyond; many S3 users look to packaging for an additional revenue source, for example."



Logoshack's UK Sales Manager Paul Stinson and Zünd Operator Nathan Whalley have already put the S3 through its paces on a wall graphic project.

# PRODUCT *Choice*

## Zapkut cuts signmaker's waste, speeds production

Traditionally, vertical panel saw have been bulky and expensive, which is impractical for smaller businesses. But the Zapkut ZK range of portable vertical panel saws from British specialist Sagetech has 'done away' with both of these issues.

Pete Coleman, owner of British signmaker Classic Lines and Signs, has been using a Zapkut ZK10 panel saw at the company's studio in Nottinghamshire for the past four years. "We didn't want to commit to a large investment when buying the saw," he said, "So the price tag was attractive straight away."

The Zapkut ZK range offers a 'wealth of capabilities' normally associated with much more expensive machines, such as plunge and bevel cutting; mid-height supports for smaller workpieces; built-in scales for rapid dimensioning; and a robust frame for sheet support and cutting precision.

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"We're cutting Corian, composite board, recycled board, foam board and acrylic. And its great for acrylics,"

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While designed for light-to-medium workloads, Zapkut saws are 'not afraid of a bit of hard work.' At a recent Sign and Digital Show, while demonstrating Roland products on the printer's stand, Pete had the opportunity to chat to Sagetech Managing Director Keith Bunker about his Zapkut ZK10. It had been in operation at Classic Lines and Signs for about two years at that point. Keith was delighted when Pete mentioned that his ZK10 had cut some 1,000 sheets of Dibond and other materials in the course of those two years.

Despite all this, ZK panel saws are completely portable, fully compatible with a wide range of corded and cordless sawheads, will fit in the back of a small van, and can be deployed or stowed by a single operator in seconds.



Classic Lines and Signs do a wide variety of work for a range of customers. As well as a comprehensive range of signage products, including large format work for articulated trucks, they produce hotel key fobs, banners, flags, and other fabric products.

"Variety is the name of the game," Pete said. "That's why we've built up a broad set of tools in the studio; the Zapkut ZK10 is an important part of that toolkit."

If a sheet sizing error occur, it can be rectified straight away. Signmakers who rely on their suppliers to provide sheet materials cut-to-size often have to wait a significant period for any mistakes to be rectified, 'seriously impacting their ability to respond nimbly to customer demands'.

The Zapkut's versatility shows itself not only in the types of cut it can make, but also

the materials it can handle. "We're cutting Corian, composite board, recycled board, foam board and acrylic. And its great for acrylics," he said.

For many signmakers, especially those using knife-based systems, cutting acrylics can be a challenge. Knife-based cutting systems require a 'score and snap' approach for acrylics – this can prove especially difficult with smaller or thicker workpieces and there is an ever-present risk of the sheet not snapping precisely along the scored line.

Zapkut saws can prove 'something of a revelation' to anyone used to such systems, as they cut acrylics quickly, cleanly and easily in a single pass, thanks to Sagetech's 'triple chip' blade.

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

# XYZ PANELBuilder system is 'ace performer' at Ash & Lacy

Ash & Lacy make building cladding solutions based on aluminium and aluminium composite sheet materials that are frequently used to support corporate ID signage. They now automate the process of detailing and programming standard panels by using the PANELBuilder combined CNC router and software system from XYZ International.

Instead of panels having to be created one by one, they can now be mass-produced by the XYZ system. With a typical requirement in a single contract for up to 1,500 4.3 x 1.5-metre aluminium or ACM panels, 'huge savings in production time and overall manufacturing costs' have been possible. And would 'similarly be achievable at large corporate sign manufacturers where there is a high usage of these materials'.

Product Engineer at Ash & Lacy, Mathew Day said: "We use the PANELBuilder system for all standard panels. The pendulum machining capability of the combined router and software has proved critical to increasing output and productivity by reducing downtime to an absolute minimum. It allows the machine bed to be divided into two virtual zones, enabling a sheet to be processed on one zone while the operator removes waste material and loads a new sheet ready for processing in another. As well as being a complete CAD/CAM solution incorporating all of the functionality needed for high-volume production, the open architecture of the system means it can be readily used with other CAD systems to create unusual shapes and sizes." These are a frequent requirement in the sign industry for corporate ID and logo manifestations based on aluminium and ACM materials.



Vice President Market Development at XYZ International, Robert Marshall said: "The PANELBuilder is a dedicated one process, one solution system created for the niche cladding market but can also be used successfully by larger corporate ID sign manufacturers involved in projects that require large volumes of aluminium and ACM sheet materials. The system has been configured to accommodate the precise needs of individual manufacturers, with integrated parametric templates enabling users to simply choose the required sheet sizes and quantities and with the dedicated software automatically programming and producing the finished cut panels."

[www.axyz.com](http://www.axyz.com)  
[www.panelbuilder.net](http://www.panelbuilder.net)

## Sheet cutting with a Zapkut

Ian Wilcox, Design and Print Centre Manager at the University of Southampton, faced a conundrum when in 2013 he needed to move the centre on from its existing practice – cutting sheet materials on benches with clamps and jigsaws. "We strive to protect our people and the jigsaw was not the best solution. We also needed a more efficient, accurate and safer approach," he said. "I wanted a wall saw. It was the only sensible choice for us."

New machines available at prices that fell within the centre's available budget were few and far between, though, and generally not up to the standard that Ian needed. "Some of them were just



awful," he said. "I did look into second hand wall saws on Ebay to gauge pricing, but I really didn't want to go down that road."

It was at Sign and Digital 2013 that Ian found what he was looking for. He said: "Sagetech's Zapkut ZM range caught my eye. The price was great and, for once, so were the machine's capabilities and build quality. I liked the company, too. They were helpful, knew what they were talking about and took the time to really understand what we needed."

The ZM compact moving column vertical panel saw range offers plunge and bevel cutting; movable material supports making cutting small work pieces as easy as large sheets; and plug-in compatibility with a wide range of dust extraction systems.

Three models make up the range, all using a standard, single-phase 13 amp domestic supply: the ZM12 caters for sheets of up to 8' x 4' (2.5m x 1.25m) the ZM16 for sheets of up to 10' x 5' (3.1m x 1.6m) and the ZM21 for sheets of up to 3.1m x 2.1m, including the 3m x 2m sheets popular in the signmaking sector. These can be very cumbersome to cut on guillotine type machines.

A trading department, the Design and Print Centre produces a wide range of signage and other printed materials for external customers as well as for the University. As is the case for most signmakers, the ability to respond rapidly to customer demand with high quality products is essential. It is in relation to this basic requirement that the ZM16 has made a substantial impact on the day-to-day operation of the Centre.

"I'm glad we've left the days of jigsaws and benches behind," says Ian. The ZM16 is so much better. I really like the way I can so easily cut along the length of a 3m board. That's excellent, and something I could never do with one of those fixed column things: we don't have that much headroom!"

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

# PRODUCT *Choice*

## Leading Edge creative 'maintains the balance' with 3M materials



Signmaker, Leading Edge Creative, based in West Yorkshire, has become widely recognised for the 'quality of its design and signage across a wide range of applications'. Key to the company's success is the ability to 'provide optimum solutions to meet customer requirements and budgets'.

"Rather than providing a prescriptive service, we offer our customers the best possible option in terms of creativity, whilst working within any budgetary constraints they may have," says Leading Edge Creative's managing director Matthew Evans.

To make sure that this balance between quality and cost is maintained Leading Edge regularly uses 3M materials.

"For example, for vehicle wraps, we find that 3M 1080 colour change wrapping film and 3M 50 Series frequently offers a particularly effective combination that gives us a flexible range of options,"

continues Mr. Evans. "And all our fitters are 3M Authorised Vehicle Wrappers."

Recent vehicle wrap work includes colour change and graphics for a Mercedes Sprinter for a company supplying electrical services to the exhibition industry, where eye-catching design was the key criteria. The vehicle was wrapped in 3M 1080 gloss anthracite with text created in 3M 50 Series orange and white gloss, using a vector based design.

"We were asked to use our client's existing logo and to create a design that was in keeping with their website. At the same time they wanted something that would stand out; and that is why the metallic material was selected," Mr. Evans explains.

Another example is the 10 vehicles that were wrapped for a fire company's re-branding, where Leading Edge designed to budget in order to give the customer best value and

good design. Here, a partial wrap was created with 3M 1080 and 3M 50 Series, again using a vector based design.

"Within the 3M range we find 1080 Series and 50 Series most suitable for vehicle wraps and the best products for purpose. They are easy to handle and give a superior finish," adds Mr. Evans.

"We use a range of 3M materials across all of our work, for their quality, reliability and durability. And we have developed a good reciprocal relationship with William Smith as our supplier. From the very beginning, when we started up, their service, advice and assistance has always been extremely helpful," he said.

3M 50 Series is a polymeric opaque film that offers an affordable solution for a wide range of internal and external applications, including non-illuminated signs, fascias, windows, vehicles and banners. It is suitable for application to flat and simple curves on painted, aluminium, acrylic, glass and painted steel surfaces and comes with up to seven years durability and up to five years warranty.

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 Controltac 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.

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# ROUTING & ENGRAVING *Feature*

## How sign makers can offer more to clients with CNC routing and engraving

With end-users demanding a higher quality product - and on a number of different substrates to boot - many sign makers are looking to CNC routers and engravers to streamline production, get a more polished finish and work with a number of flexible and rigid materials. Jemima Codrington spoke with suppliers, manufacturers and companies throughout the UK to determine what's new in the field, and how sign makers can use this technology and hardware to their advantage.

AXYZ International, already a revered supplier of CNC router and cutting solutions, has been working on a new product development programme that focuses on the provision of highly advanced machine upgrades.

The programme has been developed to not only comprehensively resolve problems often encountered with other routing and engraving systems, but to also further enhance the performance and thus the cost efficiency of AXYZ and Pacer machines, the two primary brands in the AXYZ International portfolio.

These upgrades include the new AXYZ Auto Zone Management facility, a service that ensures the material being processed is always held securely throughout the routing/cutting/engraving process to



The AXYZ 4008 model is among their most popular products.

provide optimum accuracy, whilst ensuring a vastly superior quality of cut finish. The facility also radically reduces material wastage and machine downtime caused by

incorrectly set vacuum valves, enhancing the cost efficiency of the system in the process. The AXYZ Auto Zone Management facility supports other performance-enhancing features recently introduced by AXYZ International, including the latest AXYZ A2MC machine controller and the integrated AVS (AXYZ Vision System) systems. The former greatly reduces or eliminates 'bounce' and vibration caused by sudden acceleration or deceleration often found with other control systems, while the latter ensures more precise cutting action with all of the cutting tools used on AXYZ routers. It also enables a much wider range of materials to be processed more accurately.

Some of the most popular machine options in the AXYZ range for sign makers is the 4000 Series, in particular the 4008/4010 models. These represent a virtually unmatched high-performance to low-cost ratio, and like all AXYZ routers, they are supplied with a host of both standard and optional performance-enhancing features.

According to Robert Marshall, AXYZ International Vice President, Market Development, sign makers should consider the needs of the current workload when selecting a machine in which to invest. "Choice of the correct routing, cutting, or engraving tools that are compatible with the work in progress is paramount," says Robert.



A Helical rack seen on the AXYZ 6030 ATC.



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"Tools available from XYZ International's recently expanded online CNC Routershop facility include those that will effectively rout or engrave harder materials like wood and stainless steel, and those that are designed for lighter materials such as aluminium, plastics and vinyl."

Sign makers can also find a line of specially coated engraving tools that provide a clean and clear surface finish on elaborately decorated or fine detailed design concepts.

"Significantly, all of the tools will accommodate not only the requirements of XYZ International machines, but also those of virtually any other manufacturer regardless of type or country of origin," adds Robert.

### "Increased profitability for the end user"

The installation of XYZ routers can provide many benefits to end-users and clients respectively, something demonstrated in the recent installation of a second XYZ 4010 router at Porter & Woodman.

The West Midlands-based company specialises in the manufacture of a wide range of signage and display solutions based primarily on wood, and in particular plywood and MDF. Since installing the machine, the client has reported doubling their production capacity, a reduction in workflow delays, and securing new

business. "Our machines provide huge reductions in production time, a commensurate increase in both the quality of finish by comparison with manufacturing processes previously employed and inevitably increased profitability for the end user," adds Robert.

When it comes to selecting machines, he advises sign makers to opt for a brand known for its ability to provide not just the

technology or hardware, but the ongoing training and technical support as well. "Upgrading machines regularly with new performance-enhancing features will also contribute significantly to higher levels of productivity and longer machine life, both of which will lead inevitably to increased profitability for end users as well."

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



The Pacer 5010 CNC router.

## How sign makers can offer more to clients with CNC routing and engraving

As part of an ongoing commitment to customer service, Biesse has developed a comprehensive package that includes finance, warranty and customer support features to help sign makers make the most out of an investment in a Biesse machine.

“At Biesse, we believe in building long-term relationships, and we also believe that to make those relationships work, they need to be equal,” says Steve Bulmer, CEO. “Our Total Care package not only contributes to helping us achieve this, but goes beyond the norm within the industries in which we operate.”

The Total Care package includes features such as a 5-year warranty, inclusive of 10,000 hours planned maintenance every 1,000 hours (or annually on some smaller models), ‘peace of mind’ though Total Finance, user training and remote diagnostics and support. With Total Care, Steve notes that sign makers can have confidence in their investment whilst focusing their efforts on their core business. “The cost of ownership and risks normally associated with purchasing and operating capital plant are minimised with Total Care,” he says. “You don’t need to worry about maintenance or repair costs, leaving you to concentrate on ensuring the machine operates efficiently to generate income for your business.”

The package is a result of extensive research, and helps sign making companies of all sizes to invest in the desired Biesse machinery. Clients such as the Grain Sandblasted Sign Company have chosen Biesse products to expand their business, having recently invested in the Biesse Klever 1530 CNC Router. The family-run business required a machine capable of working through wood to a high standard, and opted for The Klever to tackle the job.



A sign made with The Klever CNC from Biesse.

### Klever CNC Router provides clean cuts and new revenue streams

The Grain Sandblasted Sign Company, run by father and son team Peter and Sam Ratcliffe, specialises in developing 3D wooden sign systems. The signs are manufactured from high-quality materials, all of which are sourced from sustainable woodland developments. The craftsmanship, attention to detail and versatility reflected in the wooden signs lead The

Grain team to invest in machinery that could help further business opportunities.

“We already had a CNC router, but needed something more heavy duty with a larger bed in order to transfer our creative designs into the finished products which our customers deserved” explained Peter. “The very nature of our business means that we need to produce bespoke items very quickly, using bigger and thicker substrates.”

.....Continued on page 62



The Grain's father and son team Peter and Sam Ratcliffe.

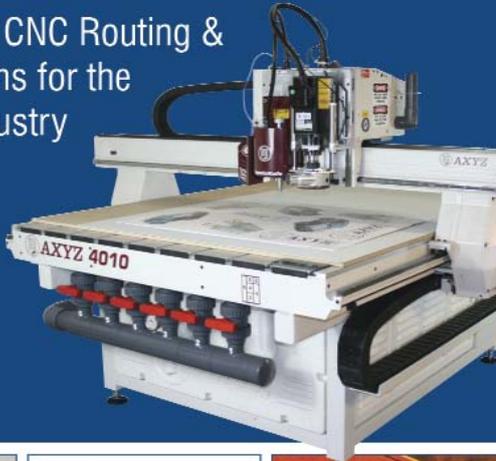


The Klever with Mark and Sam.



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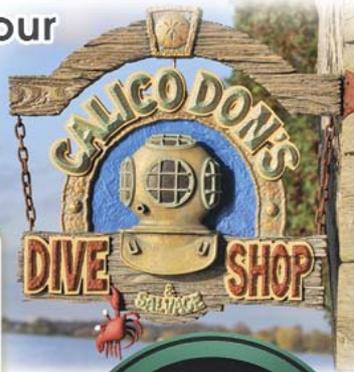
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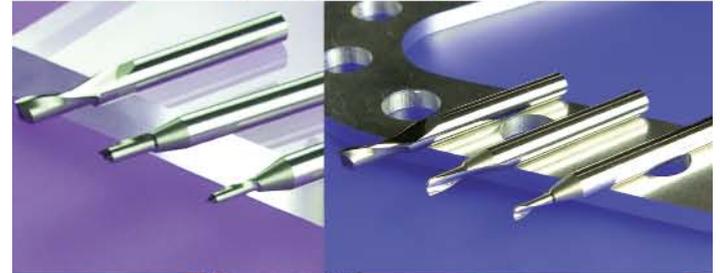
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# ROUTING & ENGRAVING *Feature*

## How sign makers can offer more to clients with CNC routing and engraving

After the team at Delcam recommended the Klever, Peter and Sam invested in the machine after seeing it in action. "It 'ticked all the boxes' as far as we were concerned," said Peter, adding that the compact design of the machine enabled them to install it in their workshop in spite of considerable space constraints.

The Klever is a heavy-duty CNC router, ideal for SMEs working with materials such as aluminium composite, plastic and of course wood. The user-friendly design helps sign makers forge products with accuracy and a clean finish with relative ease.

One of the major benefits of the investment is the revenue streams it has opened up; The Grain now offer 3D milling thanks to their Biesse machine. "We can now 3D mill MDF and HDU which has definitely contributed to winning additional business," adds Peter. "The Klever has been well worth the investment. The machine has paid for itself just in terms of reliability and speed."

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



An HDU 3D sign, made by The Grain.

**Julian Sage, Managing Director, Complete CNC Solutions, notes that the biggest news for the sign industry in recent years has been the advent of flexible materials.**

This has seen sign makers with a digital printer offering more services to clients in the way of mounting images printed onto said flexible materials to rigid materials, creating freestanding signs and promotional items. In order to achieve this, a sign maker needs not only the printer, but also the right tool to cut through the rigid backing material efficiently to achieve the desired freestanding shape. "Print to cut has been a big story for the sign industry," says Julian. "Many people that already have a digital printer are gravitating towards rigid cutting, and are looking for a routing solution. Intuitively, the heart takes the head towards a lightweight system like a flatbed cutting plotter, but ultimately these are kind of a stepping stone or halfway point between starting out and getting where you really want to be."

These lightweight machines may be able to provide a clean cut on some materials, but they are not versatile enough to handle a range of applications, and can therefore limit sign makers where they wanted to expand their options. For example, the simple act of clamping down something being worked on with a router

demands a bed that was designed from the outset for that purpose, which is not always the case with basic machines. In addition, cutting rigid materials is a process that produces waste, and according to Julian, "most

lightweight equipment simply can't handle the waste that's generated." A proper router evacuates all the waste, reducing the time operators have to spend dealing with things like cleaning up waste that can foul the cutter.



Julian Sage, Managing Director of Complete CNC Solutions.

For these reasons, Julian recommends rather than taking a tentative step and buying a lightweight machine, to invest in a router with full capabilities from the outset. "Taking the next career step in routing is probably something you should be doing when taking the first," he advises. "At Complete CNC solutions, we are seeing more and more people are coming in to look at the Tekcel range of routers doing just that; they want to advance their career and want to invest in a bigger machine from the off to do so."

With a full CNC router, sign makers can not only finish print production properly, but can also offer a greater gamut of services to clients. With computerised CNC routers that can effectively cut materials such as plastic, metals and timber, sign makers can make practically any product for an end-user, which opens up a number of additional revenue streams. For example, a large number of clients with Tekcel CNC routers have reported a large number of requests for promotional signage above the doors of their operating premises. "Once you've completed that job successfully, there's the opportunity to do follow on work by producing things like window graphics, POS materials, banners and posters. It's invaluable brand identity continuation for the end-user, and lots more business and revenue for the sign maker. With a digital printer and computerised router in-house, there's very little likely to come your way that you can't take on."



A look at the Tekcel EXR.

### How the "Cut/Polish" cutter is revolutionising CNC routers

After years of steady development and refinement, Complete CNC Solutions has produced a cutter know to the legions of happy customers using it as the C/P or Cut/Polish cutter.

This small piece of the machine is of paramount importance. In a router, the cutting tool itself slots into the spindle, and although being only about an inch long and maybe an eighth of an inch in diameter, get it wrong and the machine simply won't perform. "There are hundreds of versions of this little tool, and they all have different applications, but a particularly good one that's on the rise and available from Complete CNC is what's known as single flute cutter, affectionately dubbed by users as the C/P or Cut/Polish cutter." This cutter is a single flute design, and as a name suggests, it imparts a polished edge to the

cuts which means less finishing labour. For those familiar with cutting, to look at it, the design may look like a mistake by the manufacturer, but it's actually the opposite. Spiral in fashion, the cutter coils around the outside of the tool so that as it's cutting, it is making the cut, clearing the waste away from the material, and putting a polish on the edge of the material as it's going.

The tool produces evenly granulated waste, which is easily cleared by vacuum extraction systems, and the premium carbide material has a long shelf-life. The cutters are available in a variety of sizes from Complete CNC Solutions, each with the right clearances and down-cutting angles to provide an exceptional finish each time. "It cuts acres of material before it needs replacing," says Julian. "It just transforms the machine."

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



A close look at cutters available from CNC Solutions.



The C/P cutters are proving popular with sign makers.

# ROUTING & ENGRAVING *Feature*

## How sign makers can offer more to clients with CNC routing and engraving

For sign makers wishing to make 3D signs using CNC routers, the SIGNBLOCK material from INDASOL is the perfect solution. Made from a lightweight yet durable material, SIGNBLOCK can be used to manufacture 3D letters, shapes and full signs.

"SIGNBLOCK is simple to use, and can be implemented to create built up letters and 3D images," says Martin Sadler, Director, INDASOL. "The material is a Heavy Density Urethane (HDU) material that offers the sign maker limitless possibilities for creating either standard font or bespoke shapes. The material is worked on a standard CNC router or can be hand carved to the desired finished shape."

One of the key benefits of this material is that it can be finished to look like a number of other materials such as metal, wood or stone. With a CNC router, it is simple to create both a front-lit sign by inserting acrylic and LEDs, as well as to create a halo effect.



A 3D sign made with SIGNBLOCK material.

"SIGNBLOCK worked perfectly by offering a versatile platform to create the desired shapes."

The SIGNBLOCK is structurally strong enough to have a very thin return thickness, thus creating a sharp and professional looking letter. The material itself is available in a range of densities and thicknesses to suit each application and sheet sizes to help maximise nesting yield.

### Designed to give sign makers plenty of options

SIGNBLOCK has been developed to assist sign makers in taking on a wider scope of work, and was the product of choice for one company in a recent installation in well-known wildlife park.

The brief was to create a collage effect consisting of numerous shapes and colours on a large scale. According to Martin, "SIGNBLOCK worked perfectly by offering a versatile platform to create the desired shapes. By using the INDASOL range of bonding products, our customer was able to laminate the shapes together to create the 3D image the client desired." The client also used the INDASOL primer and finishing system to give the best base for the vivid high gloss topcoats. The stunning end result has led to several other bespoke pieces being commissioned.

Overall SIGNBLOCK allows the sign maker the freedom to create almost any shape and size image, finish it to almost any desired finish and all of this from a product that is externally stable, ultra lightweight and very durable.

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



One of the 3D signs on display at Longleat.

**JetCut is a premier precision cutting company, specialising in the use of waterjet technology. A form of CNC cutting, waterjet is a versatile technology that can cut through virtually any type of material.**

“Waterjet machines can cut through any substrate, and you can cut through a much thicker sheet of that material to a very high standard of quality,” says Geoff Lockett, Director, JetCut.

“Machines can cut things like Perspex, aluminium, glass, wood and a variety of metals, including reflective materials such as copper and brass.” Recently, JetCut were called upon to cut through aluminium to create rings that would appear in centre-pieces on tables at official functions during the Glasgow 2014 Commonwealth Games. Elaine Clark designed 55 table centres, and sought out JetCut to help precision cut the rings and the base before having them laser engraved at Glasgow’s MAKLB studio.

JetCut have two machines on site; the Calypso, featuring a 3m x 1.5m cutting bed, and the Technicut, complete with a 4m x 2m bed suited to larger sheets of material. The Calypso was used to cut the rings,

which were then finished and engraved separately. “Other technologies struggle with aluminium when it gets thicker, laser in particular, whereas waterjet cutting doesn’t have any restriction at all. It gives a very good quality finish,” says Geoff.

### Giving sign makers more options

Although the machinery itself is a hefty investment, there are potentially huge dividends for sign makers with the financial means and space to acquire a waterjet machine.

Much like other CNC machines, the waterjet cutters are controlled via a CAD program, and are therefore fairly user-intuitive for those with an existing understanding of the software. The finish itself is excellent, and while on very thin materials a burr can occur (as is the case with most cutting machines), this can easily be removed with a deburring tool. Given that waterjet can cut so many materials over such a wide range of thicknesses, there are ample options for business growth. With a price tag of around a quarter million pounds, a waterjet CNC



*Table centrepieces used at the Glasgow 2014 Commonwealth Games, created in part with CNC waterjet cutting.*

machine does come at a price. However, for medium-large businesses with the means and operating space, the return on investment over the long-term can be substantial.

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

**Mid West Displays are successful manufacturers of acrylic display products, specialising in LED Light Panels for windows & interiors. Fully equipped with their own in-house CNC router, lasers, acrylic gurus and design team, Mid West takes pride in their ability to create truly bespoke products.**

“With LED illuminated Light Panel displays becoming more popular, clients are looking for new ways to stand out on the high street,” says Mark Newman, Owner & Managing Director of Mid West Displays. “By manufacturing all our own products, we are able to design and tailor products to meet the individual needs of each client.”

Mid West recently completed a project for Moving Works, using CNC routing and engraving to achieve a phenomenal finish. The client was restricted by space, but wanted shaped light panels in order to look different to other estate agents windows in their area. In order to provide the desired effect, Mid West took a space-saving micro bevel light panel, took the company logo and engraved it. They let it project beyond the standard frame size restrictions, manufacturing around it to create a really interesting and totally unique shape. The finished project met and exceeded the clients standards, according to Claire Barton, owner of Moving Works.



*Bevelled Edge Light Panel Displays as seen in Bourne Estate Agents.*

# ROUTING & ENGRAVING *Feature*

## How sign makers can offer more to clients with CNC routing and engraving

"The displays have completely revamped my shop window; they look great and are an eye catcher," she says.

Mid West Displays have worked with a number of other estate agents to create window displays with CNC routing technology:

**Robert Bell & Company** – Mid West Displays worked with Robert Bell to create their final window display. The 'scalloped cornered' box which features in the company logo was to be incorporated into the displays, which they managed to great effect. "We designed both freestanding and cable mounted displays that have all been machined with the same scalloped corners that feature in the logo," Mark explains.

**Bourne Estate Agents** – With their strong branding and eye catching colours, Bourne were looking for something to suit their style and set them apart from other Bevelled Edge Light Panel Displays in the area. "Our solution? A coloured glow to match their logo and we think you'll agree that the results are exceptional!"

Mid West Displays continue to design and produce bespoke displays everyday, servicing clients in the real estate sector along with creating optician displays, travel agent displays and window displays for retailers throughout the UK.

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



Engraved lighting displays, as seen in Moving Works estate agents.



The EGX-30A is a popular compact desktop engraver.

When it comes to engraving, Roland DG have a number of products suitable for use in sign making. The most popular engraver, the EGX-350, is compact and easy to use, and creates crisp text and clear graphics.

This popular product is capable of producing a wide range of products as single units or in batches. Beyond basic indoor signs, the engraver can be used to develop brass plaques, corporate gifts and awards. For sign makers looking to explore new markets with the investment of a versatile machine, this engraver is ideal. The EGX-350 comes with Roland DG's Engrave Studio software, with a full preview mode to allow sign makers the chance to examine a final proof before engraving, thus reducing time to create projects and mitigating materials wasted due to mistakes. Andrew Dudley, Business Manager, 3D & Dental at Roland DG (UK) Ltd., notes that the desktop design means it's suitable for mobile businesses, retailers, workshops or even spare bedrooms. "It allows you to create what you want, when you want, with no need to hold expensive stock," he says, adding that the smaller EGX-30A is also a popular choice for sign makers. "This is a great product, especially for people wanting

an introduction to engraving as a second revenue stream. Its low profile, small footprint and quiet operation make it the perfect desktop engraving device for the corner of the office, shop or even home."

The EGX-30A comes with a full set of tools, enabling sign makers to get up and running right away. A vacuum attachment helps make production clean and efficient, and a USB port and cable make for easy setup and communication with the software.

### Engraving helps sign makers add another string to their bow

Roland DG began offering the desktop engraver products in the late 1980s, but the equipment has seen a boost in sales in recent years.

According to Andrew, the competitive state of the market means that sign makers are looking to diversify their offerings to end-users, which is where engraving as a service can be extremely beneficial.



The EGX-30A from Roland DG.



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"Offering additional services to current customers could prove an effective way of generating additional revenue for businesses, especially as more and more customers are looking for that personal touch - something that engravers deliver time and time again," he says. "If you are just offering one thing, then you could be in danger of staying still or even going backwards. However, if you invest in Roland engraving equipment and

so are able to incorporate engraving into your production line, then you are well positioned to capitalise on the extra revenue opportunities that will open up."

Getting started with Roland DG engravers is easy, as they can be operated in conjunction with software packages that many sign makers already own and use, such as Corel Draw or Adobe Illustrator. There is the option to import designs from



*An inside look at the EGX-30A engraver.*



*A close look at the EGX-350 engraver in action.*

these packages into the Roland software, making it easier than ever to create high-quality designs quickly and effectively. With Roland engravers come with everything a sign maker needs to get started in a reliable package: machine, software, training and support. "It's an all-in-one solution which is ready to go," says Andrew, "and will work for you whenever you need it with as little investment as possible in time and money."

[www.rolanddg.co.uk/applications/engraving](http://www.rolanddg.co.uk/applications/engraving)

## Sygnnet Signs 40th Anniversary Year '1974 – 2014'

Sygnnet Signs have reached a milestone this year, with 2014 being their 40th anniversary year since Mick Iley started the company back in 1974. The UK sign manufacturer has experienced a consistent amount of growth over the years, due to their 'constant investment in the latest technology and their 40 plus skilled staff members'. Sygnnet specialise in the metal fabrication of signs and have the expertise available in house to help decide on how best to make a sign, 'safe and attractive'. Managing Director Gary Iley took over from his father for the past decade has seen the company go through some challenging times. Gary said: 'We are very proud to have reached our 40th anniversary this year and I believe that the reason for this is due to us adhering to our mission statement - we aim to be the leading sign maker in the UK by investing in the latest machinery and constantly striving to provide the best quality product.'

Sygnnet Signs are based in Leicester city centre and manufacture multi sign roll outs for a wide variety of UK sign and display companies. They fabricate all of their signs in-house and have specific departments available to deal with each area of the manufacturing process from concept through to final product. Production director Kevin Newton says: 'Collectively we have a vast amount of expertise available in house when it comes to fabricating signs. We pride ourselves on supplying quality signs that are



manufactured to a very high standard and quality controlled throughout each stage of the manufacturing process." Sygnnet see a wide variety of signs fabricated within their factory on a daily basis such as built up letters, flat cut letters, projection signs, fret-cut panels, back trays, totem and monolith signs, light boxes and panel and post systems. The latest addition to the in-house services is their digital print service.

Sygnnet also specialise in the illumination of signs and have an in-house company LED Solutions available to offer expert advice and inspect the illumination of all signs before they leave the premises. LED Solutions are a sister-company to Sygnnet and

offer advice on how best to illuminate their client's signs with a wide variety of products such as LED modules, flexible strips, light panels, cabochon bulbs and trough lights. Luke Dalton, Marketing Co-ordinator, says "We work alongside Sygnnet to offer their clients a vibrant and eye catching illumination within their sign. We have the expertise to program and install a wide variety of advanced LED systems into signs and displays so that Sygnnet can provide their clients with a whole manner of lighting options no matter how technical the specification." LED Solutions are a UK distributor for DAEHAN LED and supply LED modules that use Samsung and Seoul Semiconductor LED chips.

Sales Director Chas Perry said: "Our sales team provide our clients with a best way approach to fabricating their signs in the safest way possible. We regularly invite clients to come and visit us where they can discuss their projects/jobs with us or view our factory at full working capacity. Our clients know that they are in safe hands when they give us the opportunity to manufacture their signs for them." Sygnnet have recently expanded their sales and estimating staff and recruited Wezley Siddons to their busy team to help deal with the increase in new business that they have received since the start of the year.

'The future looks bright' for Gary and his team at Sygnnet Signs as the company goes from strength to strength. Gary said: "The fact that we have been established since 1974 should prove to the trade that we have the longevity and expertise as a company to deal with projects of all specifications and that we can offer our clients peace of mind when they do business with us."



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

## Industry backs the BSGA British Sign Awards

The inaugural British Sign Awards, organised by the BSGA (British Sign and Graphics Association), has received tremendous support from the sign industry.

"Our aim in launching the awards was to create a showcase for the skills and creativity of the UK sign industry and provide awards that would have real prestige and value for the winners," said David Catanach, BSGA Director. "The whole industry seems to have bought into the idea and as a result we will be presenting awards in no less than 14 different categories plus, of course, the award for the Sign of the Year.

"The scope of the awards is due to the support we have received from sponsors, who now include many of the industry's leading names including 3M, Metamark, Vink, Soyang, William Smith, Nationwide Platforms, Complete CNC and Epson.

"We are also delighted that Trade Etching Direct has come forward to enable us to re-introduce the Craftsman Award and that Signs Express has agreed to sponsor the Sign Product of the Year."

The awards have been open to all UK-based sign businesses (membership of the BSGA is not a requirement) and will be judged by an independent panel of industry experts.

The winners will be presented with their awards at a gala event to be held in the Holte Suite at Aston Villa Football Club on Thursday, 26 October. Host for the event will be Bob 'The Cat' Bevan MBE, rated as the country's leading, and funniest, after-dinner speaker.

"The event has been organised as a luncheon in order to keep costs down and make it accessible to as many people in the industry as possible," said David Catanach. "We already have nearly 300 people coming but hope that many more will take the opportunity to attend what promises to be one of the major events in this year's industry calendar."



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## Newtech London at Sandown Park results in 'real business'

12 participants combined to make the biggest Newtech co-op event to date at Sandown Park, Esher, London in July. According to David Pearce at The Magic Touch (pictured): "The event was a success with quality enquiries and real business produced."

The combination of wide format and display specialists such as Roland, Ultima, Doro Tape and Mid West with new products in screen, dye sublimation, DTG and heat transfer printing from The Magic Touch, Action Illustrated, AD Colour, Southfield/Gocopro and Resolute resulted in a 'wide choice of new products and potential revenue streams for commercial and digital printers'.

The next venues are Wetherby Racecourse, Leeds September 30 and Corby, Northants November 18.

For further information or to register as a visitor: [www.co-opevents.com](http://www.co-opevents.com)



## Success in Scotland for CWE with HP's Generation 3 Latex

Two open days in Scotland featuring the new HP Latex 300 series 'proved a success' for City and West End Solutions (CWE), with more than 30 companies attending the annual event.

CWE has supplied HP Latex printers into the Scottish market for the last five years, partly thanks to the 'buzz' created by its annual open days, 'dedicated to showcasing the latest large format printing technologies'.

It was the first time that the HP Latex 310 and 360 printers, a HP Designjet printer and Summa cutters had all been on show under the same roof in Scotland.

CWE Director Darren Walker said: "Once again it was great to see so many of our existing and potential customers in Scotland, and to be able to showcase the new HP Latex 300 series printers there."

"The event created a lot of excitement about the opportunities the new technologies offer and we've subsequently received orders for the whole range of products on show, both from guests and others who heard about the event."

The new Latex inks give 'outstanding durability with superior scratch resistance' on vinyl and banner and 'enhanced quality and performance' on a wider range of medias. The high ink density options further extend the 'superior' detail and vibrancy to backlit media and textiles.



[www.cwesolutions.co.uk/300series](http://www.cwesolutions.co.uk/300series)

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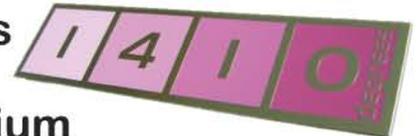


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## eyevis high-quality LED modules celebrate successful European premiere

Around 100 international guests and partners visited the in-house event for the European premiere of the new high-quality LED modules in the showroom of the Reutlingen-based eyevis company in July. Planners, architects and end-users from the fields of control room, presentation and Information, broadcast and VR and simulation inspected the LED modules and further new products presented by eyevis at this year's InfoComm in Las Vegas. Some visitors even flew in from South Korea to attend the European premiere of the new eyevis high-quality LED modules.

"Through the camera, we see no Moiré effect"; said a set designer for TV studios, after he had look through a professional Full-HD broadcast camera especially installed for this purpose. The set designer had attended the event in order to obtain a comparison of different technologies for display systems in TV studios. "The aim of the event was to give visitors a presentation of the high-quality LED modules and our other new products as they would be used in their own applications," said Oliver Mack, responsible for National Sales at eyevis. Eric Hénique, Head of International Sales, said: "Our customers were able to see the benefits they receive from products and their innovative features for their specific application."

With the new SLIM cube version eyevis presented a further development of



its rear-projection cubes. With a depth of only 455 mm for the 50-inch Full-HD version, front-side service access and easy-handling concept for installation and service this new product 'impressed the visitors'.

Other innovations were the eyeDesign software for the planning and operation of creative video wall configurations; a 84" Ultra-HD display with a multi-touch surface

as a touch table solution; robust LED DLP projectors for motion simulators and a customized 47" LCD with special mechanics, anti-reflective protective glass and an integrated player. Visitors could also test all other products from the eyevis portfolio in the areas of flat panel displays, rear projection cubes and omniSHAPES.

## Lucite International announces new role for Keith Piggott



Perspex Distribution Limited (PDL) Managing Director Keith Piggott has been appointed General Manager for the European Sheet and Composites business at parent company Lucite International.

Lucite is the largest manufacturer of cell cast acrylic sheet in the world and his role will cover the two manufacturing sites at Darwen, Lancashire and Clairvaux, France. They produce Perspex® acrylic widely used in the signage, print and retail sectors, and Lucite® used extensively in Sanitaryware markets. He will also remain MD at PDL.

As a 'leading figure' in the plastics sector, Keith brings to this new role a wealth of expertise as well as extensive experience in the acrylic sheet and plastics markets in the UK, Europe and USA.

Lucite EMEA General Manager Phil Bailey said: "The success of Keith's PDL team over the past 10 years has made a significant contribution to our EMEA business. I look forward to his ethic for excellent teamwork and shared company vision helping drive our sheet and composites business to further success in the future."

## MessageMaker announces new demonstration facility

MessageMaker has announced the opening of a new showroom to enable customers to view the company's range of products in action.

From big screens and the new TwittLED displays, to road signs and custom signage, over £100,000 of equipment is available to view in MessageMaker's new demonstration facility at the company's headquarters in Redhill, Surrey.

As 'LED specialists', MessageMaker works with end users, contractors and system integrators to meet all sizes and types of project requirement from simple text displays to complex bespoke solutions, often working to 'challenging engineering or architectural specifications'.

Harry Filer, MessageMaker's MD said: "The feedback from our customers and integration partners is that seeing the displays in action can really help in determining their requirements for LED sign and display projects. Our aim is to provide a total support service. The new demo facility also provides face to face access via our team of experts to advice and guidance on every aspect from specification to installation and after-care."

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



## Three year warranty on selected Mimaki printers

Mimaki's UK & Ireland distributor, Hybrid Services Ltd has announced attractive package deals on its 'versatile and hugely popular' JV33 wide format printer and selected CJV30 printer/cutters.

For a limited period, companies investing in a 1.3m or 1.6m Mimaki JV33 or CJV30 this summer, will get a free three year gold warranty, free inkset, free high end RIP package and cutting software – on products that feature a cutting element, free powered take-up unit, free delivery and free build.

Hybrid's national sales manager – sign and graphics, John de la Roche said: "Both

the Mimaki JV33 and CJV30 machines have become firm favourites with our customers and already represent amazing value for money. By making them available to an even wider audience we can help them appreciate the fantastic build quality, proven productivity, reliability and low running costs associated with owning a Mimaki product."

"You can't put a price on peace of mind, but we're confident that an offer like this makes owning a wide format printer a stress-free experience with the benefit of three years warranty and no hidden extras at the outset," he adds.

The Mimaki CJV30 Series is an 'all-in-one' integrated printer / cutter, with the capability to print onto almost any display material; banner, canvas, paper, self adhesive vinyl, vehicle wrap, backlit, garment marking film and much more.

The Mimaki JV33 is a 'class leading' range of 1.3m and 1.6m wide outdoor durable inkjet printers. Available as a stand-alone printer, or in attractively priced print and cut packages with Mimaki's CG-FXII cutting plotters, the award winning JV33 offers a choice of inksets including white ink and new metallic ink.



## Minister opens new multipanel aluminium composite factory

Multipanel UK's multi-million pound factory and Distribution Centre were officially opened by Matthew Hancock MP.

The new factory is the result of 18 months of preparation and construction which sees the company relocate their manufacturing operation from China to a new, cutting edge, high speed production line in Eythorne near Dover. It directly creates more than 50 new jobs and brings a 'great deal of new business to local companies'.

"It is fantastic to see firms such as Multipanel bringing jobs back to the UK and investing in Dover. Visiting Multipanel has given me a chance to see for myself how, with the support of the local council and local MP Charlie Elphicke, the company is using Dover's prime location to help drive business growth and create jobs."

Covering an area of more than 10,000 square metres, the project includes warehousing, administration and production facilities with an annual capacity to produce five million square metres of Aluminium Composite Panels such as Alupanel®, Alupanel A-Lite® and Alupanel® Ultra-White Digital, all products used in the sign and print industries.

Multipanel UK's Global Sales Manager, James Meylan, said: "We are proud to bring our manufacturing to the UK and honoured that the Minister has taken an interest in what we're doing. Alupanel®



is the only product of its kind to be made in the UK and manufacturing here will enable us to provide our customers with an unrivalled product in terms of quality and service.

"The location in Dover provides

excellent links to the transport infrastructure in the UK combined with easy access to the European road network which is ideal for our global distribution needs."

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

## Clarity develops 'best fit' nesting as part of quoting process

The industry's 'leading' MIS and CRM software provider Clarity Software has brought a new edge to the market by integrating 'best fit' nested layouts directly into the quoting process.

By combining tailored estimating and optimised nesting into one joined up procedure, customers can now price at minimal wastage on rigid and flexible cluster jobs and see their most efficient layout before submitting quotes to clients.

"Our customers are constantly looking for a new competitive edge without sacrific-

ing margin" says Clarity MD Richard Gamlin. "Clarity Nesting allows you to see the best possible layout for the job, so you know exactly what material you need to cost for and price accordingly."

The PDFs generated by Clarity Nesting at quote stage can be used directly for production, saving hours in design time and driving orders to be processed quicker. Customers buy less and waste less material, reduce skip costs and create a greener working environment based on optimised stock levels.



## New vehicle wrap on show to millions

Fuchs Lubricants' new van, featuring their 'stunning' new Silkolene cycling branding was seen by an audience of some 2.5million people, when the vehicle took part in the Yorkshire stages of the Tour de France.

The vehicle wrap, fitted by Cipher Graphics of Stoke, was printed onto 3M IJ180Cv3 wrapping film, using an HP latex printer.

Cipher has been producing exhibition and display graphics for Fuchs for a number of years and saw the move into vehicle graphics as a natural extension of their business.

"We could see that the demand for vehicle wraps is growing, but we've always held the opinion that if we can't do something properly, we'd rather not do it at all," says Cipher Director Jon Sherwood. "I've seen too many examples of graphics popping out of recesses, where either the wrong film has been used or the graphics have been poorly fitted.

"However, with help and advice from William Smith, and using an experienced fitting team, we decided that we could enter this market with confidence," said Sherwood. "By ensuring that we use the correct product for the job at all times we know we can guarantee quality results for our clients."

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



## Perfect Colours to sell SureColor SC-F series of textile printers in expanded Epson partnership

Perfect Colours has extended its relationship with Epson by including the SureColor F series of textile printers, which it will supply to its UK customer base of wide-format professionals. The agreement is effective immediately.

With a foundation similar to the popular SureColor SC-S series for solvent-based production, the F series provides an 'accessible yet powerful entry point for those in the lucrative world of fabric decoration'. Both established sign and display houses looking to expand their offering; and new entrants with specific application ideas; will benefit from a full introductory training

course from Perfect Colours. This they say, will help them overcome the traditional textile learning curve.

"Our experience with Epson technologies, including the latest wave of Precision-Core TFP print-head technology, and our support-led approach make this a natural extension for both Perfect Colours and our customers," explains Jon Telling, sales director. "It's also a consistent evolution in the relationship between Perfect Colours and Epson and recognises the active part we play in promoting key technologies to businesses in the trade."

Although dye-sublimation has made some inroads within the UK market over the last three years, Perfect Colours will use the appointment to grow its presence significantly with the Epson SureColor SC-F7100 and SC-F6000. British printers will benefit from in-depth training across the software, media and hardware necessary to produce short and medium run lengths of soft signage, promotional goods, sportswear apparel and object decoration.

"Education is paramount in converting the opportunities present with dye-sublimation into new revenue streams," says Telling.

The SureColor SC-F series, which is currently on tour with Perfect Colours in its country-wide road show, is available as an entry-level 44" (1.11m) high-speed version, the SC-F6000, or in a 64" (1.63m) model as the productivity-g geared SC-F7100. Each features single-operator media loading and an ink refill system, which uses one-litre pouches for low maintenance and long print runs. The SC-F6000 is based on the popular Epson SureColor SC-T7000, while the SC-F7100 draws from the technological developments presented in the SureColor SC-S series.

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## Exterior signs still an essential marketing tool, say UK businesses

Despite the growth in social media, online advertising and pay-per-click marketing, UK business decision makers still believe that an exterior sign is a better use of marketing budget for a start-up than the majority of on-line marketing tools available, according to a new survey.

Signs Express, the UK's largest sign company, commissioned an independent research company to survey more than 1000 business decision makers, to find out what challenges they are facing and better understand the role that signage plays in overall business marketing and branding strategies.

The research showed that more than three quarters (78 per cent) of business decision makers believe that signs, graphics and displays play an important part in their marketing activity. And 98 per cent think that good quality and attractive signs and graphics help to give a good impression of a business.

When asked to select the best three marketing tools for a business being marketed from scratch, from a list of 12 options, respondents said:

- a website (77 per cent)
- an exterior sign (47 per cent)
- printed brochures or leaflets (43 per cent)

Craig Brown, Managing Director at Signs Express, said: "There is no doubt that company websites are the shop window of busi-

nesses today. But our research proves that exterior signs, which have been around for hundreds of years, are still a vital part of the marketing mix and highly regarded as an essential investment - firmly in the top three choices for effectively marketing a business."

"We first carried out this research in 2011 and repeated it to see if opinions have changed in the past three years," said Craig. "Whilst pay-per-click advertising takes its place as number six on the list of preferred marketing tools, it still comes below signs, printed leaflets and vehicle graphics. We were also interested to see that press, radio, yellow pages and outdoor advertising have remained at the bottom of the list but with even less respondents selecting these than in 2011."

The Signs Express research indicated that websites are most important for those operating nationally or internationally, whilst exterior signs and vehicle graphics were cited as more valuable by businesses with a local and/or regional reach.

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



Craig Brown.

## Two new safety guidelines from the BSGA

The BSGA (British Sign and Graphics Association) has issued new guidelines for sign makers and sign buyers covering two safety critical areas.

The first provides clarification on the legal obligations of both sign buyers and sign makers in terms of sign maintenance and inspection. And the second provides guidance on how new Eurocodes affect the sign industry – particularly where signs are structural and contain load-bearing components.

"The guideline about sign mainte-

nance has been issued in light of a number of tragic incidents involving signs and make it clear what the sign buyer's role is in terms of installation and maintenance of signs," said David Catanach, Director of the BSGA.

"The second guide has been produced to provide an overview of what type of signs need to conform to the new Eurocodes," he said. "These regulations come under criminal rather than civil law, and will carry greater penalties for failure to comply.

"It is, therefore, vital that sign makers understand what is required of them."

In addition to the guidelines, the BSGA has released copies of three International Sign Association (ISA) "white papers" on wayfinding, typography and signs, and a wide format print and media mix survey.

"These papers offer relatable facts, together with case studies, that will give sign makers some excellent information and guidance," said David.

The guidelines and the white papers can be downloaded from the BSGA website.

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

## Spandex extends its POS display systems portfolio

Spandex, the 'one-stop supplier of innovative solutions' to the digital print and signmaking industries extends its portfolio to include new LED displays and textile tensioning systems. As well as 'cost effective' additions to the Roll Up and Pavement Sign ranges.

"As a one-stop supplier, customers know that they can also come to Spandex to purchase specialist materials from leading brands such as ImagePerfect, 3M, Avery Dennison, Arlon and Mactac as well as equipment and accessories designed to work with the new range", says Chris Holmes, Sign Systems Manager, Spandex. The full range includes the following categories:

### LED and Illuminated Signs:

LED backlit snap frames, double sided suspended systems, waterproof cases, back and edgelit acrylic and magnetic frames are new to Spandex's portfolio.

### Roll Up and Pop Up Systems:

Pavement Signs: Options range from swing signs, through to waterbase options as well as A-Boards that fold down flat for easy storage.

### Paper, Canvas and Textile Frames:

Wall mounted, projecting, waterproof and double coloured frames are available in a choice of sizes. A 'highlight' is the Fabric Frame range which utilises easy-to-use self-adhesive silicon beading to ensure even tension for a perfect finish.



They also have Poster cases; Banner systems; Free Standing; Menu and Brochure Stands and Sign fixings.

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

## Soyang Europe appointed UK distributor for Intercoat media range

Soyang Europe has been appointed UK distributor by German based, large-format media manufacturer, Intercoat.

Intercoat, which is a division of AMC-AG has its manufacturing facility in Germany and produces 'premium' large format printing media. Forging a relationship with North West based Soyang Europe; Intercoat regards the appointment as a significant step forward in its aims to build a stronger presence in the UK market.

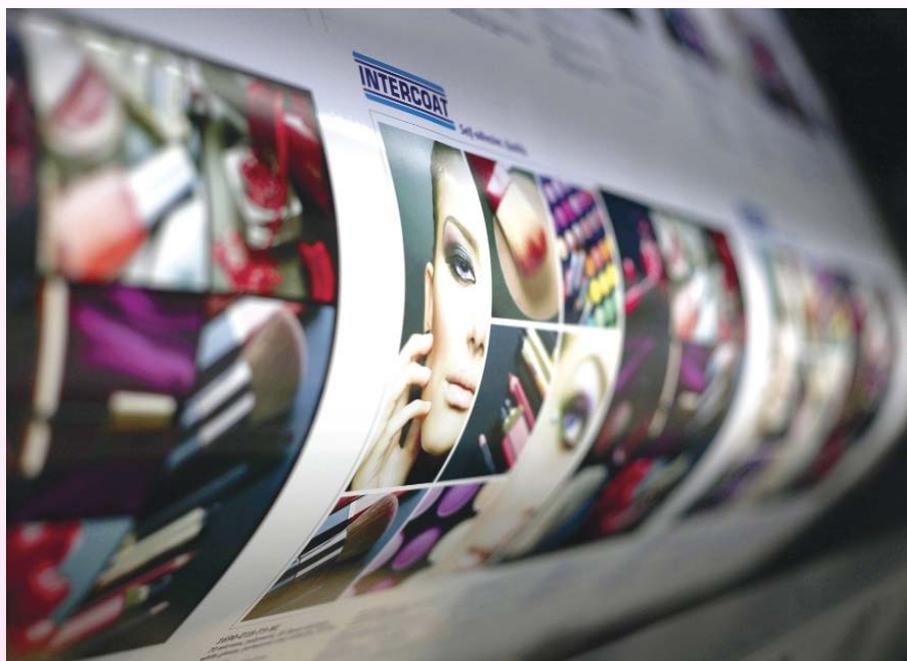
"Our appointment of Soyang Europe as Intercoat's distributor for the UK gives us greatly improved availability, an enviable level of stockholding and a partner entirely focussed on our product," says Holger Harms of Intercoat. "The opportunity to become Soyang's sole self-adhesive vinyl partner – and to be able to take advantage of its highly impressive warehousing and distribution model significantly benefits our brand as we seek to increase our market share."

"We're working with a really strong company," says Mark Mashiter, Soyang Europe's managing director. "Intercoat manufactures quality self-adhesive vinyl suitable for use on latex, solvent and UV printers in a variety of finishes and is already the first choice of adhesive substrate for many UK printing companies. What we can offer is expert product knowledge, committed customer support and the capability to hold significant stocks that ensure next day delivery for all our UK customers."

"Soyang Europe's recent investment and expansion – including its new £2.1m distribution centre in the North West of England were central to us establishing the relationship," says Harms. "We anticipate that Intercoat will really benefit from Soyang's strong business infrastructure and team of media specialists."

Intercoat joins 'innovative products' within Soyang Europe's extensive portfolio of European, American and Far Eastern manufactured textiles, wallcoverings, floorcoverings and PVC products for the wide format and grand format sectors.

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





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## 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



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## Vehicle Graphics Applicator

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

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

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

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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 compliant livery.



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.  
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Essentially you must be able to demonstrate a high attention to detail, a willingness to learn, be reliable, well presented with a positive attitude and share our passion for high quality fit and finish. Flexibility must also be shown, as you will be required to work throughout the UK as dictated by our clients needs, so overnight stays and occasional weekend work will be expected, with due notice, as and when required.

The successful candidate(s) will, in turn be offered a great package, including a competitive salary, company vehicle, uniform, mobile phone and expenses. If you think you have what it takes and are interested in joining one of the most reputable companies in the industry and are looking for a chance to grow and better yourself then please submit your CV and any additional accompanying portfolio to [andrew@elitegraphicsuk.com](mailto:andrew@elitegraphicsuk.com)

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[www.signupdate.co.uk/ftic-sw16](http://www.signupdate.co.uk/ftic-sw16)

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Chelmsford

You will be supporting the current studio team by producing artwork for client and Account Managers' on both PC and Mac. Experience with Corel, Cinema 4D and Illustrator would be a huge advantage as well as your degree level qualification in design (or similar).

[www.signupdate.co.uk/gdce2](http://www.signupdate.co.uk/gdce2)

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[www.signupdate.co.uk/sfhc](http://www.signupdate.co.uk/sfhc)



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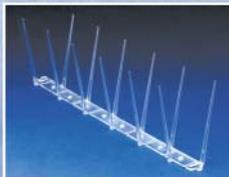
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Manufacturers of built up acrylic letters and logos. We can offer face or halo illumination with the installation of LEDs if required. Please call our staff on the number below if you have any questions.

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Specialist suppliers of LASERSCRIPT CO2 laser engravers and cutters. Our lasers are capable of cutting, engraving and marking a wide range of materials including laminate, metal, glass, acrylic, textiles, wood, paper, card and leather. Also available is an A4 Laser with professional Laser software for those struggling for space. Optional 1 to 3 year warranty available. Over 1100 machines supplied!

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

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

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

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

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Nottingham NG15 8AA

**Tel: 0115 964 1305**

**Mob: 07766 777878**

**sales@oshino.co.uk**

**www.oshino-lamps.co.uk**

LEDs for Signs F-LED355: 20% more efficient, 15% brighter, wider 160° viewing angle and at IP67 more resilient than another Mini-sized module. + 5 years warranty. In stock now.

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**www.paperlinx.co.uk**

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

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(PART OF THE SIGN GROUP)

**Tel: 01132 524 706**

**www.SGLightSheet.co.uk**

We manufacture Acrylic LightSheet to be used in 100's of different ways in signage and display. Our SG LightSheet™ is the most versatile material of its kind, and is extremely bright, even & very efficient. Fast Turn Arounds (Next day), and fantastic prices.

## SIGNTRADE LETTERS LTD

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**Fax: 020 8349 5806**

**sales@signtrade.co.uk**

**www.signtrade.co.uk**

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

## WELOVELEDS.CO.UK

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**www.WeLoveLEDS.co.uk**

The favourite online LED supplier to the sign, display and shopfitting trade. Large stocks carries, experienced sales people, no nonsense ordering. Orders can be made online, over the phone and by email. Use Code: EX10 for 10% trade discounts.

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**Fax: 01274 774478**

**sales@applelec.co.uk**

**www.applelec.co.uk**

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

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Studlands Park Avenue, Newmarket,  
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**Tel: 01638 565656**

**Fax: 01638 662770**

**info@arken-pop.com**

**www.arken-pop.com**

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

## BRIGHT GREEN TECHNOLOGY LIMITED

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

**Tel: +44 (0) 1932 355 221**

**info@brightgreentechnology.com**

**www.brightgreentechnology.com**

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

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5 Williamson Street, Hull, HU9 1ER

**Tel: 01482 380900**

**Fax: 01482 380901**

**sales@browningstltd.co.uk**

**www.browningstltd.co.uk**

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

## FAIRFIELD DISPLAYS & LIGHTING LTD

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**Tel: 01252 758 934**

**Fax: 01252 812 123**

**sales@fairfielddisplays.co.uk**

**www.fairfielddisplays.co.uk**

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

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**Fax: 020 8308 9995**

**sales@neplastics.co.uk**

**www.neplastics.co.uk**

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

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**Tel: 01283 531000**

**Fax: 01283 534000**

**sales@bisbellmagnets.com**

**www.bisbellmagnets.com**

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

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**Tel: 01179 666331**

**fabrication@artworks-solutions.com**

**www.artworks-solutions.com**

Trade Solutions to the Sign and Graphics industry! With an in house CNC router, 3 metre guillotine, brakepress and rollers and full welding equipment. Basic trays to fret cut and illuminated fascias, built up metal letters and large monolith signs.

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**Tel: 01903 750333**

**Fax: 01903 750444**

**sales@simplexlttd.com**

**www.simplexlttd.com**

Simplex are a trade only supplier of metal fabrications and sign systems. With an in house CNC router, 3 metre guillotine, brakepress and rollers, full welding equipment and much more we are able to turn your ideas into reality!! From basic trays, to fret cut and illuminated fascias, oval lightboxes, built up metal letters, right up to 7 metre monolith signs we've pretty much made it all!

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Gloucestershire GL54 5EB

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**Fax: +44 (0)1242 621529**

**malcolm@mirrortechnology.co.uk**

**www.mirrortechnology.co.uk**

Producer of high quality mirror coatings.

The process allows coating on flat and moulded surfaces up to 3m lengths. The mirror coating is usually applied to the inner or rear surface of transparent acrylic, giving the best protection to the mirrored surface. Coloured varnishes can be used to achieve a variety of dramatic effects.

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**www.modusign.co.uk**

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

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**Fax: 0121 344 4558**  
marketing@righton.co.uk  
www.righton.co.uk  
Righton Ltd is the UK's leading supplier of semi-finished plastics to the sign industry. Our extensive range includes: Cast and extruded acrylic available in clear, opal and a full range of colours. Polycarbonate, Foam PVC, PET-G, Aluminium Composite Sheet, Painted aluminium sheet, Aluminium extrusion, Ultragrain stainless steel sheet. In house cutting and coating as well as 24 hour delivery service.

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Pear Tree Works, Bath Road, Upper Langford, Bristol BS40 5DJ  
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**Fax: 01934 852 816**  
sales@signscape.co.uk  
www.signscape.co.uk

Serving the Sign Trade for over 40 years, we are a leading manufacturer of modular sign systems, notice boards & information displays. Our systems create a wide range of sign solutions including; post and panel, flush panel and curved panel signs; wayfinding signs, wall directories, monolith and fingerpost signs. Other products include exterior notice boards, poster/menu cases, and letter boards.

## 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.

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

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**Fax: 0121 561 5458**  
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www.accent-signs.co.uk  
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Moulded letters and logos in all standard Perspex colours and UV stabilised gold and silver acrylics, in 8 standard sizes, bespoke sizes available on application. Press, vacuum and blow moulded pans, in acrylic and petg also available.

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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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**Fax: 0117 955 7518**  
info@ward-signs.co.uk  
www.ward-signs.co.uk  
Having patented the original method of making cast resin letters, Wards of Bristol can manufacture and supply resin lettering to the highest standard. Our stock patterns for resin letters are a cost effective method of achieving the same styles as traditional bronze and aluminium (which we also cast in house) but we can also make custom designed patterns for letters and logos for all your needs.

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**Fax: 0151 707 8081**  
mail@alanrobertsengravers.co.uk  
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Fast confidential service to the trade. Nameplates in ALL materials (see our web site), Labels, Nameplates, Plaques, Control Panels, Rating and ID Plates etc. Also Vinyl Signs and Stickers, Banners, Vehicle Livery, Window Graphics and more.. Always top quality - Always on time!

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

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

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

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**sales@onthecase.co**

**www.onthecase.co**

onthecase are providers of a high quality range of showcases, noticeboards and postercases for both internal and external use. A wide selection of models, sizes and finishes are available. New developments include vitrum, an outdoor back illuminated case for post mounted or wall applications using LED technology, and solar powered cases and light posts.

## SIGNSCAPE AND SIGNCONEX LTD

Pear Tree Works, Bath Road, Upper  
Langford, Bristol BS40 5DJ

**Tel: 01934 852 888**

**Fax: 01934 852 816**

**sales@signscape.co.uk**

**www.signscape.co.uk**

Serving the Sign Trade for over 40 years, we are a leading manufacturer of modular sign systems and notice boards. We have the widest range of exterior notice boards of all UK manufacturers, and specialise in tailoring our boards to suit each location. This is achieved through a wide range of options, including; wall, rail, post and stand mountings, mains/solar illumination and custom graphics.

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**Tel: 0115 973 8080**

**Fax: 0115 973 8090**

**sales@tennantsuk.com**

**www.tennantsuk.com**

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

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### BRETT MARTIN PLASTIC SHEETS

24 Roughfort Road, Mallusk, Co Antrim  
BT36 4RB

**Tel: 028 9084 9999**

**Fax: 028 9083 6666**

**semifinished@brettmartin.com**

**www.brettmartin.com**

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

## N E PLASTICS LTD

Unit 1, Ruxley Corner Industrial Estate,  
Edgington Way, Sidcup, Kent DA14 5BL

**Tel: 020 8308 9990**

**Fax: 020 8308 9995**

**sales@neplastics.co.uk**

**www.neplastics.co.uk**

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

## PAPERLINX

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

**Tel: 01604 495333**

**Fax: 01604 491909**

**www.paperlinx.co.uk**

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

## PERSPEX DISTRIBUTION LTD

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

**Tel: 01245 232800**

**Fax: 01245 232801**

**sales.chelmsford@perspex.co.uk**

**www.perspex.co.uk**

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

## THYSSENKRUPP MATERIALS (UK) LTD

Coxs Lane, Cradley Heath, West  
Midlands B64 5QU

**Tel: 0844 846 9573**

**Fax: 0844 846 9574**

**plastics.tkmuk@thyssenkrupp.com**

**www.thyssenkruppmaterials.co.uk**

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

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**0161 4314411**

**www.ukpos.com**

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

## POLYSTYRENE SIGN SERVICE

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Herts AL3 4DR

**Tel: 01727 832146**

**Fax: 01727 898828**

**studio@fonteynesigns.co.uk**

**www.fonteynesigns.co.uk**

Manufacturers of all types of polystyrene cut letters, graphics & 3-dimensional models. Virtually any logo, graphic or shape can be cut in polystyrene. Especially useful for short term exhibition, conference or promotional use (All polystyrene has a fire retardant additive). Polystyrene can be faced with vinyl or inkjet prints. Fitting service nationwide. Established 1976.

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#### INTERNATIONAL

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Suffolk, CB8 7EA

**Tel: 01638 565656**

**Fax: 01638 662770**

**info@arken-pop.com**

**www.arken-pop.com**

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

## BROWNING'S LTD

5 Williamson Street, Hull, HU9 1ER

**Tel: 01482 380900**

**Fax: 01482 380901**

**sales@browningstld.co.uk**

**www.browningstld.co.uk**

Brownings is one of the largest, TRADE ONLY suppliers of signage products. We manufacture poster frames, menu cases, slimlocks, signrim, troughlights, acrylic-faced light boxes, flexfaced signage and now our new Textsign frames for internal use. The two versions of poster holders, the slimlock and menu case are both thin, lockable and hinged. They are available in any practical size and colour.

## GREEN MAGIC CO. UK LTD

Waltham Business Park, Brickyard Road,  
Swanmore, Southampton SO32 2SA

**Tel: 01489 896999**

**Fax: 01489 895899**

**sales@green-magic.co.uk**

**www.sign-holders.co.uk**

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.

## INSIGHT SIGN SYSTEMS

67 Dykehead Street, Queenslie Industrial  
Estate, Glasgow G33 4AQ

**Tel: 0141 774 5990**

**Fax: 0141 774 6653**

**sales@insightsignsystems.com**

**www.insightsignsystems.com**

Insight is a trade only manufacturer, offering a made to measure service, with in-house powder coating. A wide range of options is available for displaying posters and transparencies (panels not included), including back-lit or non-illuminated, wall mounted or free standing etc. Hinged opening front provides access for maintenance. Rubber gaskets and slam locks provide security. Suitable for outdoor use.

## ONTHECASE

Queensgate House, 48 Queen Street,  
Exeter, Devon, EX4 3SR

**Tel: 01392 247577**

**sales@onthecase.co**

**www.onthecase.co**

onthecase are providers of a high quality range of showcases, noticeboards and postercases for both internal and external use. A wide selection of models, sizes and finishes are available. New developments include vitrum, an outdoor back illuminated case for post mounted or wall applications using LED technology, and solar powered cases and light posts.

## SIGNSCAPE AND SIGNCONEX LTD

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Langford, Bristol BS40 5DJ

**Tel: 01934 852 888**

**Fax: 01934 852 816**

**sales@signscape.co.uk**

**www.signscape.co.uk**

Serving the Sign Trade for over 40 years, we are a leading manufacturer of modular sign systems, notice boards & information displays. Our Avenue poster case provides high quality yet affordable, external poster display. Sizes from A4-A0, in wall, post, and rail mounted versions, with headers and sign panel options. We also manufacture illuminated menu cases for hotel and restaurant settings.

## UK POINT OF SALE GROUP LTD

Emery Court, The Embankment, Heaton Mersey, Greater Manchester, SK4 3GL.  
**Tel: 0161 4314400 / 0161 4314411**  
www.ukpos.com

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

## PRINT/POSTER FRAMES

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

Brownings is one of the largest, TRADE ONLY suppliers of signage products in the UK. We manufacture poster frames, menu cases, slimlocks, signtrim, troughlights, acrylic-faced light boxes, flexfaced signage and now our new Texsign frames for internal use. The aluminium frame are available in two widths, 25mm and 38mm, can be supplied to your specification and can even be illuminated.

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Waltham Business Park, Brickyard Road, Swanmore, Southampton SO32 2SA  
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**Fax: 01489 895899**  
sales@green-magic.co.uk  
www.sign-holders.co.uk

Easy change print and poster frames for all commercial and retail applications. Many styles including a huge range of aluminium snap frames, wood and plastic frames etc., all available in wall-mounted, suspended and free-standing versions. Browse and buy online.

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Programmable LED text and video specialists for Electronic Digital Signage, stand-alone or incorporate in your own sign project. Many products are available from stock for Indoor & Outdoor applications, over 15 years experience in the market. Call now for a free quotation or to arrange a visit from a member of our national sales team.

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enquiries@ironsigns.com  
www.ironsigns.com

Leading trade suppliers of high quality traditional and contemporary projecting signs and brackets, offering a large range of brackets, panels and lights off the shelf, as well as a comprehensive bespoke service. Competitive prices and next day service. Please visit our website or phone for a brochure.

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Calf Hey South, off Well'ith Lane, Rochdale OL11 2JS  
**Tel: 01706 633043**  
**Fax: 01706 710086**  
sales@apptape.co.uk  
www.apptape.co.uk  
Suppliers of Micro prismatic reflective tapes (3m, Avery, Reflexite) and glass bead reflective vinyl for use on emergency vehicles (police cars & chapter 8 legislation etc) also HGV markings as per EC 104. We stock conspicuity tape manufactured by Reflexite and Avery which are some of the most reflective materials available on the market. Chapter 8 chevron kits also available.

### TENNANTS UK LTD

Tenant House, Mount Street, New Basford, Nottingham NG7 7HX  
**Tel: 0115 973 8080**  
**Fax: 0115 973 8090**  
sales@tennantsuk.com  
www.tennantsuk.com

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

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sales@tennantsuk.com  
www.tennantsuk.com

Tennants UK is one of the UK's largest manufacturers of temporary road signs and distribute economy grade Zintec road signs through to BS EN 12899-1 specified permanent signs. Many years have been spent working closely with leading Traffic Management and construction companies enabling Tennants UK to cater to their every need, including metal frames, cones, barriers, lamps & sign design software.

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

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Suppliers of high quality solid carbide CNC router tooling, cutters and accessories for CNC routers. With over 20 years of CNC router & cutting experience, Complete CNC Solutions have developed an extensive range of superior high performance tooling, covering a wide array of Sign & Display applications. Perfect edge quality and great value for money.

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

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Screenprinters to the sign trade. POS, Estate Agency boards. Full colour up to 8' x 5', vinyl stickers, mark resist, Foamex. Contact us for best trade prices on large or small runs.

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Trade service for high quality screen printing, large or small runs on to most substrates. Providing high quality service and products since 1978.

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DESP has been trading for over 50 years. Screenprinting, anodic printing, correx boards, stickers, overlays, signs, chemical etching, engraving processes also covered (ALL CARRIED OUT INHOUSE), including artwork. So whether its a 1 off or 1,000s off, we can offer a quick competitive turnaround.

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We specialise in high quality screen printing. We are suited to meet print requirements onto many substrates. We have finishing capabilities with die cutting and CNC routing. We offer a fast and efficient service, should you require 1 off's or larger run's give our team a call.

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Trade screen printing of garments, estate agency boards, pvc, vinyl, acrylics, metals, glass, wood, POS, anything flat. HT Screenprint have been in business for over 20 years, supplying the highest quality screen printing to the trade at very competitive prices. Our experience produces quality quickly!

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www.neplastics.co.uk

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

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**Fax: 0121 344 4558**  
marketing@righton.co.uk  
www.righton.co.uk

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

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**Fax: 01934 852 816**  
sales@signscape.co.uk  
www.signscape.co.uk

Serving the Sign Trade for over 40 years, we are a leading manufacturer of modular sign and display systems, notice boards & other information displays. Our 6 major sign systems are used and combined, to create a wide range of sign display solutions, including full signage schemes. With all products made to order, we specialise in tailoring solutions to suit each client, location and application.

## SIGN CASES

### INSIGHT SIGN SYSTEMS

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**Tel: 0141 774 5990**  
**Fax: 0141 774 6653**  
sales@insightsignsystems.com  
www.insightsignsystems.com

Insight is a trade only manufacturer, offering a made to measure service, with in-house powder coating. A wide range of aluminium signcases are available, ready to accept acrylic panels, with several trim styles to choose from, and various options including hinged opening fronts, gas strut assisted opening, stand-off brackets etc.

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**Fax: 0121 608 2008**  
sales@e-signfittings.co.uk  
www.e-signfittings.co.uk

E-Signfittings are one of the largest suppliers of Sign Standoffs, Cable & Rod Display Systems in the UK. We have large stocks available on next day delivery for orders received before 3pm and are equipped to supply orders from a few pounds up to thousands of pounds. Products in our range include Screw Head Covers, Poster Hanging Systems, Sign Hanging Systems, Leaflet Holders and Poster Displays.

## FAIRFIELD DISPLAYS & LIGHTING LTD

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**Fax: 01252 812 123**  
sales@fairfielddisplays.co.uk  
www.fairfielddisplays.co.uk

Sign support systems for any internal signage. Wall mounts, directory systems, hanging banner systems, suspended cable/rod systems. Custom made acrylic signs supplied as blanks or printed to your requirements. Best quality components at highly attractive trade terms. See the full range on the website or call for a comprehensive brochure. Showrooms in Fleet & Shrewsbury

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**Fax: 0141 778 5824**  
sales@ispitrade.com  
www.ispitrade.com

I-SPI Trade supplier of sign support systems. Our range includes wall mounts, cable & rod display systems, screw covers, LED lighting and much more all at THE REAL TRADE PRICE. Massive stocks and next day delivery. See our products on our web site or give Stephen or Sean a call for a brochure.

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Battlefield Enterprise Park, Shrewsbury  
SY1 3AB

**Tel: 01743 465531**  
**Fax: 01743 465532**  
sales@midwestdisplays.co.uk  
www.MidWestDisplays.co.uk

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

## UK POINT OF SALE GROUP LTD

Emery Court, The Embankment, Heaton Mersey, Greater Manchester, SK4 3GL.  
**Tel: 0161 4314400 /**  
**0161 4314411**  
www.ukpos.com

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

## SIGN TRADE SUPPLIERS

### BROWNINGS LTD

5 Williamson Street, Hull, HU9 1ER

**Tel: 01482 380900**

**Fax: 01482 380901**

sales@browningsltd.co.uk

www.browningsltd.co.uk

Brownings is one of the largest, TRADE ONLY suppliers of signage products in the UK. We manufacture poster frames, menu cases, slimlocks, signtrim, troughlights, acrylic-faced light boxes, flexfaced signage and now our new Texsign frames for internal use. Any size or quantity, from 1 off to multiple rollouts. We are happy to supply as lengths of extrusion, in kit form or as made-up signs.

### SIGNSCAPE AND SIGNCONEX LTD

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Langford, Bristol BS40 5DJ

**Tel: 01934 852888**

**Fax: 01934 852816**

sales@signscape.co.uk

www.signscape.co.uk

Serving the Sign Trade for over 40 years, we are a leading manufacturer of modular sign systems, notice boards & information displays. Our systems create a wide range of sign solutions including; post and panel, flush panel and curved panel signs; wayfinding signs, wall directories, monolith and fingerpost signs. Other products include exterior notice boards, poster/menu cases, and letter boards.

### SYGNET SIGNS LTD

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**Tel: 0116 262 6288**

**Fax: 0116 262 6061**

sales@sygnetsigns.com

www.sygnetsigns.com

We manufacture most sign solutions you will ever need. Fascia's, built up letters/logos, flat cut letters/logos, laser/router cutting service, "off the shelf" or made to measure illuminated poster cases, LED illumination, powder/stove enamel coatings, 3D development in both design and manufacture. All works carried out in-house.

### THE SIGN GROUP

Victoria Works, Bruntcliffe Road, Morley, Leeds, West Yorkshire, LS27 0LF

**Tel: 0113 25 24 706**

**Fax: 0113 25 24 797**

info@thesigngroup.co.uk

www.thesigngroup.co.uk

We are a specialist trade manufacturer of bespoke sign systems to the signage, design, shopfitting and display industries throughout Europe. Services Include: Built up letters/logos, sign trays, lightboxes, flat cut letters/logos, laser/cnc cutting, SG LightSheet™, LED Stockists. All inhouse, all in control.

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sales@apptape.co.uk

www.apptape.co.uk

Suppliers of various speciality films including Etch glass, Reflective, Fluorescent, Reflexite daybrite, Reflexite prismatic reflective, Hi intensity reflective, Photoluminescent, Cast metallics, 2yr Fluorescent, Gemstone metallics, Multi lens, Transparent colours, Checker plate, Mirror colours, Prismatic colours, Glitter colours, Brushed aluminium silver and gold.

### MACTAC UK LTD

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Northampton NN3 6AX

**Tel: 01604 644697**

**Fax: 01604 790495**

www.mactac.eu

MACTac are global manufacturers of self-adhesive Speciality Films incl PVC, PET, PP, PE and more. World renowned brands include MACmark (coloured Vinyls) MACscreen, Imagin and Permacolor inkjet printable films and Protection Laminates. Also available, a diverse range of Technical Tapes and Label substrates using Speciality Films and products Class O fire-rated and CBS Outdoors (Viacom) approved.

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enquiries@sott.co.uk

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**Fax: 01582 671 555**

sales@themagictouch.co.uk

www.themagictouch.co.uk

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

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5 Williamson Street, Hull, HU9 1ER

**Tel: 01482 380900**

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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 troughlight comes complete with a high impact, hinged polycarbonate face. We supply in any size, colour or quantity.

## INSIGHT SIGN SYSTEMS

67 Dykehead Street, Queenslie Industrial Estate, Glasgow G33 4AQ

**Tel: 0141 774 5990**

**Fax: 0141 774 6653**

sales@insightsignsystems.com

www.insightsignsystems.com

Insight is a trade only manufacturer, offering a made to measure service, with in-house powder coating. A range of trough lighting Highlight Mk4 Highlight HV and Highlight Eco-Star.

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3M are global manufacturers of a wide variety of 'Matched Component System' Warranted graphic materials: 3M Scotchcal™, 3M Controltac™ Plus, 3M Scotchlite™, 3M Diamond Grade™, 3M Light Management™ film technologies, 3M Panaflex™ flexible substrates, Comply™ Adhesive Technology, 3M DI-NOC™, Scotchprint® Graphics™

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Manorway South, Belvedere,

Kent, DA17 6BJ

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**Fax: 020 8312 4777**

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www.apaspa.com

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### ATC LTD

Calf Hey South, Off Well'th Lane,

Rochdale, Lancs OL11 2JS

**Tel: 01706 633043**

**Fax: 01706 710086**

sales@apptape.co.uk

www.apptape.co.uk

Distributors of Ritrama UK's full range of signmaking vinyls including their complete portfolio of Digital Films. We also have available a full range of signmaking vinyls manufactured in the UK by KPMF. We stock a range of application tapes from R Tape USA and various Digital Media manufactured by LG Hausys. Discounts available on credit card payments.

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sales@dorotape.co.uk  
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Doro Tape provide an extensive range of vinyl from major European manufacturers such as Ritrama and Aslan. Specialist films include reflective, fluorescent, glass etch effect films, holographic films, window tints, Ritrama gemstone vinyl, vehicle wrap films, polyester mirror and brushed effect films and stencil masking films, plus a large selection of accessories.

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Offering a full range of Monomeric & Polymeric Sign Vinyls, Wide Format Digital Inkjet Films, Car Wrap & Interior Decoration Films, 3M Cushionmount™, Trade Slitting (Custom Slitting-Width down to 6mm in any Length available). Credit Card Facilities Available

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MACTac are a global manufacturer of self-adhesive materials including Vinyls for CAD CAM plotting, Laminating or Printing using many techniques including Ink Jet, Screen and Litho. The range has products specifically designed Vehicle Wrapping, Wall, Street, Floor and Window Graphics as well as General Signage. Some products are Class O fire-rated and CBS Outdoors (formerly Viacom) approved.

## MDP SUPPLIES

Unit 11 Lumina Park, Bromborough,  
Wirral CH62 3PT  
**Tel: 0151 334 2300**  
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Trade suppliers of curved or flat-faced wayfinding and aluminium display systems with directories incorporating wall mounted, projecting, and totem signs. Poster display frames with a snap side profile to allow for easy interchange of inserts and an exterior light box series are available. Please ask for an information pack or contact one of our friendly and experienced sales staff for assistance.

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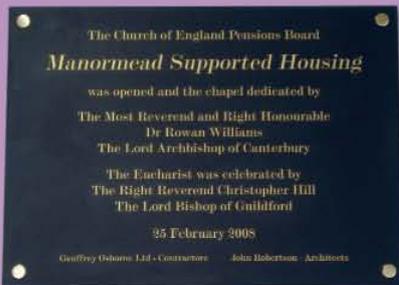
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Sockets Only	£5.50	£22.50	£42.50
<b>Measurements</b>			
Socket Width	8mm		
Socket Length	10mm	Overall Standoff	11.5mm

Medium	100	500	1000
Sockets Only	£9.00	£31.25	£53.80
<b>Measurements</b>			
Socket Width	11mm		
Socket Length	13mm	Overall Standoff	16mm

Large	100	500	1000
Sockets Only	£12.50	£48.75	£85.00
<b>Measurements</b>			
Socket Width	20mm		
Socket Length	23mm	Overall Standoff	25mm



Colour Range	
Red	Cream
Orange	Yellow
Light Blue	Dark Blue
Light Green	Dark Green
Silver	Gold



**SNAPFIX** is UV stable frost resistant and able to withstand global temperature variations and comes with a **lifetime guarantee**

Small	250	500	1000
Complete Fixing	£21.00	£35.00	£66.00
Sockets Only (Black or White)	£11.00	£18.00	£34.00
Studs Only	£13.00	£22.00	£38.00
<b>Measurements</b>			
Socket Length	10mm		
Socket Width	8mm	Stud ball Dia	5.4mm
Stud base Dia	8mm	Overall Standoff	11.5mm

Medium	250	500	1000
Complete Fixing	£25.00	£41.00	£75.00
Sockets Only (Black or White)	£18.00	£25.00	£43.00
Studs Only	£19.00	£29.00	£46.00
<b>Measurements</b>			
Socket Length	13mm		
Socket Width	11mm	Stud ball Dia	8mm
Stud base Dia	15mm	Overall Standoff	16mm

Large	250	500	1,000
Complete Fixing	£38.00	£66.00	£110.00
Sockets Only (Black or White)	£25.00	£39.00	£68.00
Studs Only	£27.00	£42.00	£70.00
<b>Measurements</b>			
Socket Length	23mm		
Socket Width	20mm	Stud ball Dia	11mm
Stud base Dia	20mm	Overall Standoff	25mm

**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**



Small	100
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<b>Measurements</b>	
Socket Width	8mm
Socket Length	8mm
Internal Thread	M5
Stud base Dia	8mm
Overall Standoff	11.5mm

Medium	100
Brass	£26.00
Nickel Plated	£29.00
<b>Measurements</b>	
Socket Width	11mm
Socket Length	9.5mm
Internal Thread	M8
Stud base Dia	11mm
Overall Standoff	13.5mm

Large	100
Brass	£33.00
Nickel Plated	£36.00
<b>Measurements</b>	
Socket Width	15mm
Socket Length	11mm
Internal Thread	M10
Stud base Dia	15mm
Overall Standoff	13.5mm

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