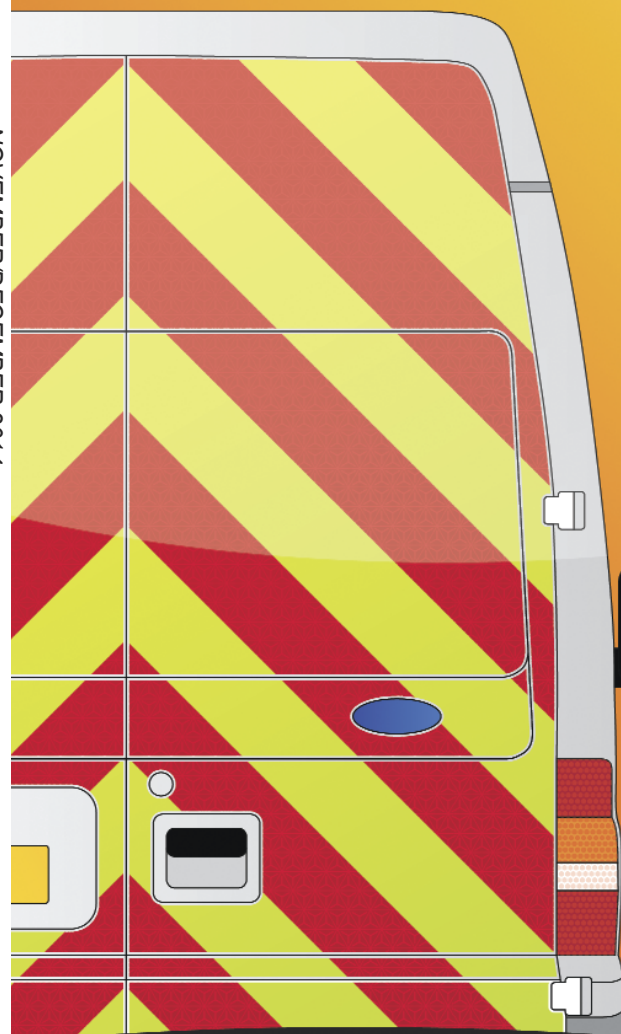


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Allens Orchard, Chipping Warden, Banbury, Oxon, OX17 1LX.

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Subscriptions - Annual subscriptions are £14.00 including postage and packing • Europe €28 • Rest of world £28

Send Cheques and postal orders made payable to Sign Update Ltd to:

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WELCOME Page

Change is in the air

There's no mistaking Autumn has begun, as we've been blown around the last few weeks and have started to feel the chill. As the leaves change colour, so have we made some small changes to the magazine that we hope you like. And what's more, this issue is a whopper, with three features and lots of news; great products to put on your Christmas list; and projects to inspire.

As you read this the BSGA award event will be over, prizes given out and probably a whole lot of celebrating will have been done! We'll report back with our thoughts on the occasion and who won at this inaugural event that showcases some of the best signmaking in the UK.

Inside you can read about how signmakers are making built up letters that really 'stand out'; and whether automated machines to bend and form the letters are a positive or a negative development. One company also tell us about their innovative LED product that doesn't create any hot spots when it comes to lighting channel letters.

JetCut are made up of a small team based in Scotland who use water jet CNC machines to cut profiles on a wide range of substrates for clients all over the UK. Read about how these machines use an incredible amount of water pressure to cut shapes such as straight lines and curves. And little finishing is needed after the product is removed from the machines.

A number of people and businesses are celebrating landmark anniversaries this year, such as Trade Signs who have been going for 20 years; 'Big Pete' Coleman from Classic Lines Plus Signs who is marking 30 years in the trade; and Brunel engraving celebrating 25 years. Plus, XYZ are excited they've just sold their 5000th machine, a PANEL builder 5022. Congratulations from all of us!

It feels like yesterday when we were at the Sign and Digital UK show, but already the industry is gearing up for the next one in March 2015. All the details are inside, including who's already signed up to be there.

Till the next time,

Kathryn



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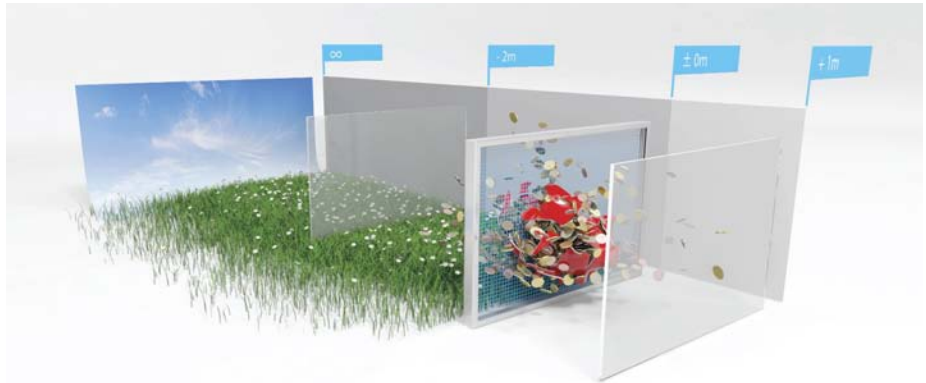
W&Co is the sole UK distributor of a new 'ground breaking' illuminated 3D graphic technology that allows you to see in 3D with 'extraordinary' depth of field without 3D glasses.

When used on the street or in shopping malls it 'completely captures the attention of shoppers/pedestrians so would be perfect for promotional signs in retail, cinemas, showrooms, airports', says Adam Vanovitch, Managing Director, W&CO. He said; "It's a must for any advertiser that wants to get maximum interest from customers in their products/services.

"Excitingly we have one of the 3D graphic light boxes in our showroom on loan from the inventor for a few weeks to generate interest. It's amazing to see it in real life 3D rather than on a computer screen!"

The product is at base level a super bright LED light box which is then used to back light a special 3D image that can be viewed without glasses.

The technology used is a unique form of 3D imaging where objects appear to physically float in front of the screen to the extent that viewers believe they can actually grab the displayed objects.



The depth view is also infinite so the overall effect is 'quite stunning'. Small steps to the sides and up and down allow the viewer to fully immerse themselves in the 3D image and capture different viewing angles to amazing effect.

The ideal viewing distance is about three meters; however the 3D image also 'looks' equally realistic from greater distances. The effect is the most intriguing, when the viewer approaches the 3D image head on.

www.w-co.co.uk/3d-led-lightboxes.php

The technology

The 3D displays are manufactured using a patented micro lens procedure which is similar to the way in which 3D post-cards work, but on a more advanced level to give an even more realistic and impressive effect.

Step 1:

It begins with an image. A computer generated 3D model is then rendered from this image from 30,000 different viewing angles.

Step 2:

These images are output onto a special film as a 'grid'. If you imagine looking at a room through a keyhole and then there was another keyhole directly next to this one which would allow you to view the same room at a slightly different angle, this is essentially how the grid works – 30, 000 tiny keyholes side by side!

Step 3:

The final image grid is integrated into a sandwich of different lens plates. The lens plates feature 250,000 micro-lenses per square metre. Each match head size lens displays the complete image but fractionally shifted in perspective thus turning the image into a 3D object.

Step 4:

The final layered optic lens is then backlit with LED's to ensure complete independence from existing lighting conditions. The LED lighting provides a light output of 26,000 lumens per sq/m (a normal backlit LED light box gives approximately 2500-3000 Lumen per sq/m).



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PRODUCT News

LaserPro MG380 Hybrid – the best of both worlds

The LaserPro MG380 Hybrid with dual laser tubes is the latest machine to join the line up of LaserPro engraving and cutting machines at Grafityp UK Ltd.

Equipped with both a metal laser tube and a glass laser tube, it allows the user to produce 'superior' engraving and cutting work. The MG380 Hybrid is packed with user friendly features that include the unique automatic dual lasers switch function. This enables a switch between the RF driven

metal tube and high powered DC excited CO² glass tube within one second, to deliver 'extraordinary engraving effects and produce a clear cutting edge'.

There is no need to have two machines says Grafityp, it's all here in one and will save on space! 'Enjoy the high engraving quality of metal laser tubes while taking advantage of the low cost per watt of the high powered glass tube laser for cutting. The MG380 offers an excellent solution for maximising profits'.

The LaserPro MG380 Hybrid is a 'stylish' design that has front and rear pass through doors enabling long work pieces to be dealt with easily. Its solid structure ensures 'superior output quality and motion stability for superb performance'.

www.grafityp.co.uk
www.laserprouk.com



There are two models available in the MG380. The MG380 Hybrid-12100 has a 12 watt Metal laser tube and a 100 watt Glass laser tube, whilst the MG380 Hybrid-25100 has a 25 watt Metal laser tube and a 100 watt Glass laser tube.

Cooling of the Metal tube is by air, whilst the glass tube is water cooled. Both models have a large work area of 960 x 610 mm.

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Turn asphalt into a unique advertising space



At the Open House event of the Karl Gröner GmbH in Germany the creative possibilities of ASLAN floor graphics films were 'impressively' displayed. The floor was turned into an authentic looking swimming pool with the digital printing film for applications on asphalt.

The WrapThe Street ASLAN DFP 46 is a white PVC-film for digital printing with all solvent, eco-solvent, latex, UV-curable and screen printing inks. A water-resistant special adhesive makes it ideal for outdoor applications. In combination with the Outdoor FloorProtect ASLAN MP 326 it has a minimum outdoor durability of six months, depending on mechanical pressure. The PVC laminating film is slip-resistance tested and insurance certificated against possible personal injuries.

The floor graphics film for rough surfaces is the first to be fire rated according to DIN EN-13501-1, even when it is printed and laminated. The compound film has to be applied with a heat gun to make sure that it sticks well on rough surfaces. The floor graphics film can be removed easily.

www.ASLAN-schwarz.com

Fujifilm announces the commercial availability of its new Vybrant F1600 inkjet printer

Fujifilm launched the Vybrant F1600 at Viscom Paris 2014 in September following its preview at FESPA Digital earlier this year. The Vybrant F1600 is a new 1.6m roll-to-roll large format printer targeted at the sign industry, featuring Fujifilm's patented FUZE hybrid UV Ink technology.

Fujifilm's FUZE ink technology 'improves the efficiency and performance' achievable within a large format production environment. The UV ink component results in a durable film for high scratch resistance. While a low ink build offers increased flexibility in terms of handling and finishing. Thanks to the UV curing capability, no degassing time is required, and substrates can be finished and shipped immediately after printing.

The Vybrant F1600 is a four colour machine with a productivity of up to 18 m²/hour and 'guarantees' adhesion to a wide range of substrates. It is ideal for printing vinyl or any other flexible material to create indoor or outdoor applications where durability and fast turnaround times are key. The combination of UV chemistry with an eco-solvent carrier offers vivid colour reproduction, resulting in a smooth glossy print.

Mike Battersby, large format marketing manager at FUJIFILM Speciality Ink Systems, said: "The Vybrant F1600 is a highly effective roll-to-roll platform that increases the competitiveness of small and medium sized large format printers."

He said: "Fujifilm's FUZE technology effectively integrates the unique benefits of UV chemistry with an eco-solvent carrier. The durability, flexibility and high gloss finish

produced by the Vybrant F1600 will help companies take their production performance to the next level."

At Viscom Paris Fujifilm displayed the Vybrant F1600 alongside a large range of media to show visitors the variety of substrates that the printer can handle, including vinyl, PVC film, banner, backlit and canvas.

www.fujifilm.eu





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Avery Dennison TrafficJet™

Avery Dennison Reflective Solutions demonstrated their TrafficJet™ 1638 XTJ digital printing system for the traffic safety and reflective signage markets at Salón C!Print, Madrid in October. A 'proven' traffic sign and work zone print system, Avery Dennison TrafficJet is the first system to offer the 'simplicity of eco-solvent inkjet printing with the required long-term durability and warranted material performance'.

The Avery Dennison TrafficJet digital printing system offers a complete, cost-effective, highly-flexible resource complete with Mutoh digital printing equipment, design and RIP software, Avery Dennison eco-solvent inks and reflective print media.

The specially-formulated eco-solvent inks in black, green, red, blue, yellow and brown, complement the range of Avery Dennison retro-reflective films. High-quality pris-

Avery Dennison is the first reflective films manufacturer to offer such a complete, branded package for the sign maker



matic materials including T-11500 OmniCube™, T-7500, T-6500 and the T-2500 series in all traffic colours as well as fluorescent yellow, yellow green and orange films.

Visitors to the CPS stand were able to see how this system enables reflective traffic sign makers to digitally print 'one-offs' and short-run signs speedily on a just-in-time basis, saving time and costs.

"Avery Dennison is the first reflective films manufacturer to offer such a complete, branded package for the sign maker, and our TrafficJet system is indeed proving to be an innovative, world-class solution," says Carlo Kölker, Business Director, Avery Dennison Reflective Solutions.

www.reflectives.averydennison.com

Colortrac launching new large format scanner

Nottingham-based ArtSystems and their partner Colortrac will soon launch a new range of wide format scanners into the UK market.

Colortrac are a pioneer of large format colour scanning and the 'leading innovator' in affordable colour and monochrome wide format scanning technology. Their new Colortrac SmartLF SG wide format scanner range will offer 'hi-fidelity colour reproduction' of large-format documents.

The new Colortrac SmartLF SG scanner has been specifically developed for scanning and reprographics businesses. It will offer electronic document capture (TWAIN) and high-end technical imaging within AEC, CAD, Mapping and GIS.

The SmartLF SG CCD scanner range has professional standard cameras and is 'quick

and easy to use'. It's suitable for scanning and copying all documents up to 36 or 44 inches wide, with easy adjustment for different media thickness up to 15mm.

Colortrac Product Manager Declan Tyler says of the new SmartLF SG: "With a high-speed Ethernet and USB3 interface there's no stopping or waiting. The imaging technology is based on the same CCD sensors used in professional high-quality cameras so will match the most discerning demands. On top of this, the new, unique feature of simple manually-operated height adjustment makes handling of different documents very easy for the busy user. So, the Smart LF SG is always the right choice."

www.artsystems.co.uk



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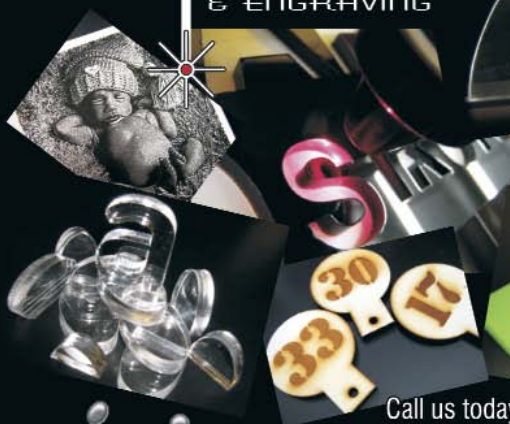
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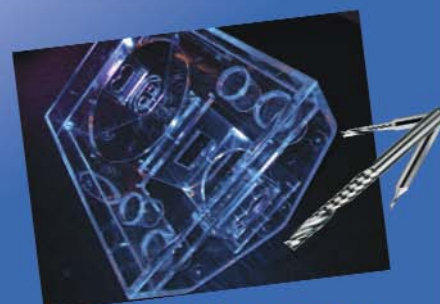


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Adding 'vibrancy' to signs and graphics

Thanks to Graphtec GB you can add 'brilliant' three-dimensional special effects to signs and graphics using the PolyDrop 3D doming system supplied by them. Using this system with a Graphtec vinyl cutter also provides sign and graphics producers with a 'fast and cost-effective' route to the potentially lucrative print wear and promotional products sector. Here there is a huge demand for special effects and from which vital new revenue streams can be introduced, according to the company.



The PolyDrop doming system dispenses specially engineered polyurethane resins and hardeners to a wide range of substrates; such as acrylic, polycarbonate, aluminium, and aluminium composite materials used in mainstream sign making. As well as a vast range of fabrics and textiles used for soft signage applications like flags and banners and for customised work, sports and leisure wear and fashion accessories. The Text Drop feature of the system uses a thermo-adhesive film onto which an image is printed, cut out and then domed with a choice of resin, including a special glitter-effect option, with an industry-standard heat press used to speed up the doming process.

Polyurethane resins are extremely flexible in application and provide a high level of resistance to pollutants, abrasion and UV degradation. They are also completely safe to handle and apply and are available in a range of different grades to suit specific applications. The PolyDrop system is 'easy' to operate and requires no special training or user skills. It is supplied



with a start-up kit that includes both manual and automatic feed functions, polyurethane doming resins and hardeners and a special liquid dispenser.

www.graphtecgb.co.uk

INDASA Abrasives from INDASOL

INDASOL have launched a full range of abrasive products available in a wide range of formats such as sponge pads, sticky discs, rolls and many more. They've launched these products in response to the needs of their customers who may need a degree of abrasion when finishing.

The range consists of every grit rating you would need to finish metal, wood, plastic and SIGN BLOCK. Within the range there is even a product to remove vinyl graphics without damaging the surface below.

INDASOL are 'proud to offer an exceptional range of abrasives that in some cases out perform the competition by up to four times'. Combining this with the competitive costs, INDASOL customers 'stand to make some healthy cost savings without compromising on quality'.

Partnered with INDASA, they can also provide a full range of masking products, polishing materials and all associated accessories and machinery. These products complement their existing range of sign

making, fixing and bonding products designed specifically to help the sign maker.

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GPT Adds HP Latex Range to Wide Format Portfolio

Graphic Printing Technologies (GPT) announced the immediate availability of the HP Latex 300 Printer series as part of its comprehensive range of wide format printing solutions. HP's 300 series, launched earlier this year, has already 'proven itself as a top performer for a range of signage and printing applications'.

Powered by third-generation, water-based HP Latex ink technology, the HP Latex 300 Printer series helps low-volume customers efficiently handle more outdoor

and indoor applications with 'improved durability and image quality'.

Shaun Thompson, general manager of GPT, said: "It makes a lot of sense for GPT to be a reseller for the HP Latex range. They are printers that many customers are very keen to take a close look at and we can bring many years of experience and knowledge to these demonstrations to ensure they select the best solution for their needs."

Michael Watkins, account manager for HP, said: "Appointing GPT as a reseller is a

We can add unique value to HP through our existing relationships with complementary manufacturers, such as Shiraz RIP.



positive and exciting deal for HP. They are a company with bag loads of experience in this sector and we are very confident that they will significantly enhance our presence in the market."

Thompson said: "We can add unique value to HP through our existing relationships with complementary manufacturers, such as Shiraz RIP. We are very much looking forward to some positive conversations with customers and prospects given that we can now offer a major new technology solution for their requirements."

The HP Latex 300 Printer series includes the HP Latex 310, HP Latex 330 and HP Latex 360 printers. These are all available immediately from GPT, including a full range of HP Latex inks and approved media.

www.g-p-t.co.uk

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New additions to roller banner series

Innotech Digital and Display Ltd have launched seven new additions to their popular roller banner series.

The Predator Roller Banner is available in 60cm, 80cm, 85cm, 100cm, 120cm, 150cm and 200cm widths and features a graphic height of 2m. A versatile snap clip rail allows for ease of graphic installation. The Predator Roller Banners are packed in padded bags and individually boxed for maximum flexibility.

Key features of the Predator are a

more 'robust' construction with an attractive graphite finished cassette; supporting pole socket brace to the rear of the cassette; and a steel plate to the cassette chassis ensures 'greater support and longevity'.

Predator continues to build on a proven platform of reliability and value for money, says the company. And the new wider widths in the economy range is a welcome addition to Innotech's portable roller banner portfolio.

sales@innotechdigital.com



Mimaki launches new printer/cutter

Mimaki recently launched the CJV300 series, their new print and cut flagship that is the first of a series of unveilings as it exhibits at shows throughout the autumn. The CJV300 had its European premiere at Viscom Paris 2014 in September on the stand with other Mimaki products.

It's an exciting time for Mimaki customers and the CJV300 will give the ultimate print and cut solution for producing items such as stickers and labels.

distributor, Hybrid Services. "It's an exciting time for Mimaki customers and the CJV300 will give the ultimate print and cut solution for producing items such as stickers and labels."

Coinciding with the launch of the CJV300 comes news of the availability of the SS21 silver ink. Mike Horsten, General Manager Marketing EMEA for Mimaki Europe said: "We are especially excited to be offering a new silver ink along with a brand-new printer to bring high value-added printing to manufacturers in the sticker, labelling, and packaging print industries.

This complements the SS21 Orange and Light Black inks introduced earlier this year and makes it possible for users to create metallic images in no less than 648 different colours with a silver underlay."

The SS21 silver ink brightness is 1.67 times greater than that of conventional silver inks, for 'stunning' mirror effect results. Compatible with all printers using SS21 inks, the new solvent silver ink will give print companies the opportunity to 'greatly add value to their output and print dazzling finishes'.

www.hybridservices.co.uk

The CJV300 is an integrated print and cut machine, available in 1.3 and 1.6m widths, to give simultaneous printing and cutting operations with 'best-in-class' print speeds of up to 105.9m² per hour. Its two newly developed staggered print-heads deliver high-resolution printing whilst continuous registration mark detection enables the uninterrupted cutting of an entire roll of media. The registration marks produced on the CJV300 are zero-margin, reducing costly media consumption.

"The high speed of the new Mimaki CJV300 is going to set a precedent for integrated printer/cutters," says John de la Roche, national sales manager – sign & graphics for Mimaki's UK and Irish



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The 'bonding people' fix gap in the market with new tape

Innova Solutions, known for creating specialist adhesives, have developed a range of 'NovaTough DuraLine Anti Slip' floor marking tapes. Due to their over-laminated, embossed clear layer, the tapes give 'more protection to the printed material than any other printed floor tape'. Designed for ramps,

steps, staircases, platforms, warehouses, corridors and walkways in both manufacturing and commercial environments, the tapes are proven to reduce injuries and claims. All the DuraLine range is BGR classified to R11 for slip resistance for use as a floor graphic.

Glenn Dunleavy, Managing Director of Innova Solutions said: "DuraLine was developed in response to customer demand for a very high quality product with excellent aesthetics and durability that had internationally recognized safety accreditations. We think the robust construction of the DuraLine range, coupled with the excellent print quality really fits the bill. So far, we have had a great response."

The new line of products also includes the NovaGlow DuraLine tape that complements their 'glow in the dark' safety range. Its high glow photoluminescent technology 'facilitates safe and effective egress' even under 'lights-out' or 'smoke filled' emergency conditions. Available in either plain or printed format, NovaGlow DuraLine shares the same R11 classified laminate as NovaTough but also boasts PSPA Class B photoluminescent certification.

Dunleavy said: "NovaGlow DuraLine Tape is the only floor marking tape on the market to have recognised accreditations for both photoluminescence and anti-slip properties making it an obvious choice if you need a tape that is tough, hard wearing and highly visible."

www.innovasolutions.co.uk/news/duraline-anti-slip-range



Screen and Caldera 'harness true power' of wide-format printers

Those visiting FESPA Digital in May looking for a high-performing flat-bed printer 'were right to identify the Screen Truepress Jet 3200UV HS as a valuable addition'. Five companies placed orders for the machine immediately at its debut in Munich, and each specified Caldera as the RIP to drive it.

The Truepress Jet 3200UV HS, featuring six colours plus white, is manufactured by Screen subsidiary Inca Digital. The company's experience in engineering solutions for a wide range of interior and exterior applications, such as retail, signage and décor, is reflected in this High Speed (HS) mode. It uses original Truepress inks to guarantee a broad colour gamut, even on heat-sensitive and other tricky media. For British wide-format house Lexon Group, these features were key to help sustain its 40 percent growth over the last three years; its 150sq m/hour top print speed will complement two existing Truepress Jet 2500UV to expand its output capabilities and retain profitability.

Screen now offers printers the choice of four Truepress solutions, each of which delivers 'superb flexibility, reliability and a rapid return on investment'. The part played by the front-end RIP software is every bit as critical in today's increasingly complex, multi-faceted print production environment. Not only must the RIP generate the precise colour information, job tracking, imposition and finishing control required by the modern print house, but it must do so for many devices and across an abundance of media types.

Although Screen supports all mainstream front-end software options, Caldera scores consistently highly amongst its users with ease of use and powerful functionality being cited as reasons choosing the Screen/Caldera combination.

In addition, the ability of GrandRIP+ to process one file while another is printing is a great way to maximise the Truepress' output speed as well as making the most the oper-

ator's time. This rapid data processing is vital to ensure efficiency throughout the production environment.

"Caldera is proud to support the Screen Truepress range, and the 3200UV in particular," says Jeremy Spencer, OEM Director, Caldera. "Wide-format printers around the world are using the Truepress series to create lush output for a range of situations, from corporate fit-out to retail and fine art. We're here to make sure they're equipped to harness the full power of this fantastic engine, no matter what their production requirements."

Screen's vice president of sales Bui Burke said: "With a top speed of 150 metres per hour, we need a RIP that can optimise our press' performance and with Caldera we are confident that this can be achieved. Plus, our customers appreciate Caldera's strong pan-European network which gives them fast-response front-end support whenever they need it."

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Perspex® Naturals

Perspex® Naturals is a new cast acrylic range from Perspex® inspired by the 'simple beauty of nature', designed for retail and interior design applications.

Developed from leading colour trends research, and trends which are visibly beginning to filter down through to acrylic applications, Perspex® Naturals 'simulates the earthy tones and velvety texture of natural stone'.

And with the added feature of a double sided matt texture, it meets the desire for simple, natural looking materials that perform to high standards in demanding environments.

Perspex® Naturals offers real benefits to designers and here are just a few reasons why, according to the company:

- Textured surface finish with the aesthetic appeal of stone
- Available in a range of six standard colours
- Strong, durable and hard wearing
- Easy to shape and style
- Retains matt surface texture after thermoforming
- Light weight and easy to install
- Perspex® colour matching service available
- Perspex® 10 year guarantee
- 100 per cent recyclable



It is available in a collection of six colours, offering a choice of pale, mid and deep tones to create harmonising colour combinations, which complement other design materials such as wood, metal and textiles.

Midnight Black
Mineral Grey
Ash Grey
Walnut Brown
Desert Beige
Moonlight White

(3050 x 2030 size sheets in 3mm and 5mm thickness as standard)

www.perspex.com

Customising with APA gets 'extreme'!

APA have released new colours in the 'space age' chrome effect vinyl range. As well as the gloss and super bright PVC Cast films that are available in a blue, red, silver and steel finish; new matt non-reflective textures, in the new titanium and blue versions have been added, a 'perfect bond between innovation and exclusivity'.

'High quality materials and easily conformable', says APA, with 125-140 µm thickness, the films are suitable for many surfaces, both flat and undulating. Ideal to decorate and personalise detailed areas, suitable also for interior decoration and to achieve graphic details that require a chrome finishing, says the company.

The adhesive films are compatible with Solvent, Eco-solvent and UV ink printers. The metallic surface is particularly abrasion resistant due to the OLCBS protection Over-Lam-Chrome-Surface. The ultra-permanent glue with channelled adhesive (Air Free FTX System), facilitate the air expulsion and paths the way to a 'perfect application with impeccable results'.

"Intense chrome effect, durability and extreme personalisation make APA Chrome effect vinyl's the popular choice, not to go passed unobserved and to make any type of

surface special and exclusive!" says a spokesperson.

www.apaspa.com



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New VION materials get thumbs up

Signmakers have already given a positive response to a new range of materials from William Smith, according to the company. VION is the latest product range to be added to William Smith's already extensive materials portfolio, which provides 'an even wider choice of high quality options'.

"In today's markets there is increasing pressure on signmakers for fast turnaround to meet tight deadlines, which means they need a digital print film that can be relied on to print well time after time," says William Smith's Marketing Manager, Chris Bradley.

"The new VION brand offers an additional option to the specific needs of the UK market, and we're excited to report that customers already trialling the products have given us extremely positive feedback."

Three ranges are currently available: VION Digital Series VP5000 and accompanying over laminate Series VL5000; and VION Window Film Series VC5500.



Series VP5000 is a gloss white five year polymeric calendered digital printing film with both clear and grey adhesive options. Its high quality clean white face film gives 'excellent printability', whilst the grey adhesive option gives hiding power. The heavy duty 170gsm double sided PE coated liner gives lay flat qualities on all printing platforms.

Series VL5000 is a transparent polymeric calendered over laminate with a clear permanent adhesive, designed for use with Series VP5000 to protect and extend the life of printed graphics. The over laminates are available in a choice of gloss or matt finish.

Series VC5500 is a five year clear etch polymeric calendered window film, with a permanent pressure-sensitive adhesive. Its clean face film gives 'exceptional results' for internal or external window graphics and internally illuminated displays. The 170gsm double-sided PE coated liner offers stability and lay-flat properties during cutting, weeding and storage. The solvent based transparent adhesive allows both wet and dry applications.

www.vionfilms.co.uk
www.williamsmith.co.uk



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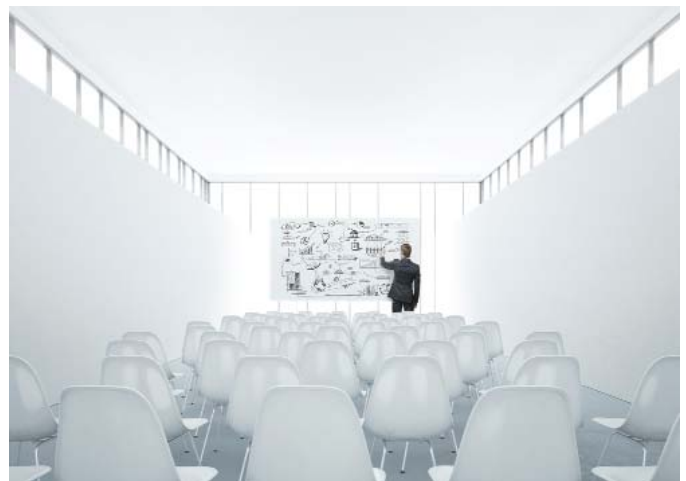
With ASLAN's glossy whiteboard films every smooth surface can be turned into a writeable dry erase board. Then self-adhesive films are scratch resistant, can be written on repeatedly and markers can be wiped off dry without leaving any shadows or ghosting.

The roll width of 1.37m is 'ideal' for applications onto large surfaces.

The white Whiteboard Dryapply ASLAN WBL 995 is the only whiteboard film on the market with air release channels for an easy application without water. According to the company the application is 'fast, clean and efficient'.

Creating individually designed whiteboards is possible with the Clearboard ASLAN CB90 – this clear laminating films is made to cover prints, digitally printed or coloured films and transforms them into writeable whiteboards.

www.ASLAN-schwarz.com



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Roland DG (UK) Ltd Launches Texart™ 64-Inch Dye Sublimation Printer

Roland DG has launched the Texart RT-640, a 64-inch dye sublimation transfer printer in either four- or eight-colour ink configurations with 'innovative' print control technology and a choice of RIP software.

According to Mark Elvidge, Roland DG product manager, the RT-640 incorporates a host of technological advancements which optimise sublimation transfer output whilst minimising running costs. "One of the Texart RT-640's major innovations is our new ink. Previously, colours sublimated to fabrics could look distorted with dull blacks, missing greys and fuzzy details. The RT-640's variable droplet technology in combination with new Roland Texart dye sublimation ink displays bold, vibrant colours and rich velvety blacks, as well as subtle gradations and fine details.

"Adding Orange and Violet inks increases the colour gamut and allows for exceptional reds, oranges, deep blues and purples, while Light Cyan and Light Magenta provide subtle gradations and beautiful skin tones," he said. (pop out)

The Texart RT-640 incorporates a gold-plated, anti-static print head capable of printing seven different droplet sizes for smooth gradations and dense colour. A newly designed Feed Adjuster, combined with a more powerful fan and an included take-up system, ensures added stability for high-speed printing up to 32.6m² per hour.

Roland's RT-640 has a bulk ink system that uses one litre airtight-sealed pouches. The Roland Ink Switching System™ allows users to load a fresh pouch without stopping the printer. In four-colour CMYK mode, this system provides two litres per colour and automatically switches to the other ink pouch when the first pouch runs out.

We built this machine to answer user demand for a high production sublimation printer that's affordable, reliable, efficient to run and easy to operate.

When purchasing, there is a choice of two professional RIPs: VersaWorks; developed by Roland for Roland printers or ErgoSoft Roland Edition which has a full range of textile-specific features.

'Increased convenience and ease-of-use' is provided by new Roland Printer Assist – a system that enables the operator to manage production, test-printing and cleaning functions directly from an iPad tablet from virtually anywhere within the premises.

Other user-friendly features include media loading levers at both the front and rear of the printer and media brackets to make loading even the heaviest media rolls a simple task.

Mark says: "We built this machine to answer user demand for a high production sublimation printer that's affordable, reliable, efficient to run and easy to operate. The RT-640 delivers on all of these fronts, offering users both high quality performance and unbeatable value."

www.rolanddg.co.uk/products/printers/rt-640/



Gripple gives catenary installation a lighter touch

Gripple Limited has launched the Gripple D3, a catenary system designed for lightweight applications such as lighting, signage or bracing applications, where no direct vertical suspension point is available.

Following the success last year of the Gripple D6 catenary system developed for heavier weight applications, the new Gripple D3 catenary system is 'ideal' for lighter loads up to 30kg per suspension point, completing

the product family with a choice of catenary kits available for use up to 100kg.

The integral locking mechanism of the Gripple D3 simultaneously pre-loads the wire in both channels with a single hex key action, which 'eliminates fiddly bolts or locking screws'. This makes it quick and safe to operate, which is a particularly important consideration when working at height.

With ceramic rollers and stainless steel springs, the new Gripple D3 has 'optimum corrosion resistance and high load performance for safety and security'. (Pop out)

The new Gripple D3 is supplied in ready-to-use kits which include setting and locking keys and pre-cut lengths of 3mm galvanised steel wire rope.

r.spooner@gripple.com

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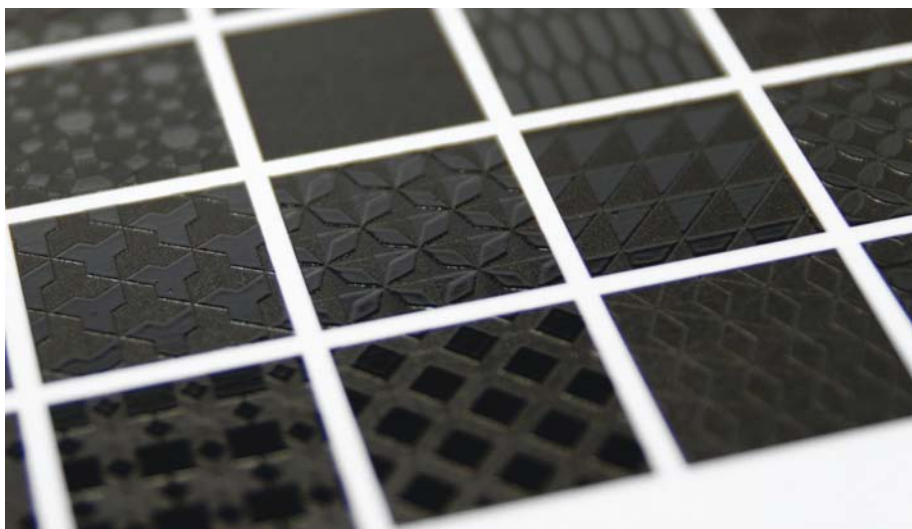
Mimaki releases new clear ink for JFX200 LED UV printer

Hybrid Services Ltd, exclusive UK and Ireland distributor for Mimaki has released a LH-100 clear ink for the JFX200-2513 flatbed LED UV printer. This complements the existing LUS -150 and LH-100 LED UV curable inksets.

The new clear ink provides the 'capability to produce glossy and matte finish effects, adding creativity and value to the finished product'. The addition of the new ink to the gamut delivers an effect close to that achieved 'traditionally in the lithographic print industry for many years with a spot varnish'. Mimaki clear ink can also be output in multiple layers to 'enhance the vibrancy of colours or to create a more tactile finishing effect'.

Stuart Cole, national sales manager – industrial products for Hybrid, said: "The new generation of flatbed LED UV printers are highly sophisticated and capable production machines that have been breaking new creative ground and the addition of this clear ink to the portfolio really takes the artistic and creative possibilities of the JFX200 to new levels."

Applications such as high end PoS, labels, textured finishes and even Braille are all now possible. This presents fantastic opportunities for companies to deliver accu-

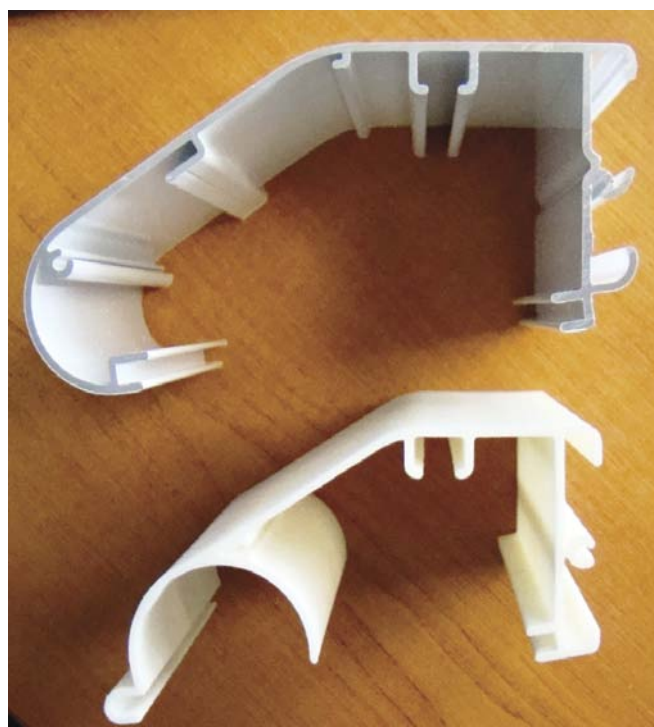


rate simulations of finished products in a very efficient and timely manner; with the combination of LED UV ink curing creating a touch dry finish immediately after printing.

Mimaki's clear UV ink can be retro fitted to existing JFX200 machines with only minor hardware upgrades needed. Users should make sure they have the latest firmware

(Version 1.30 or later) and version of Mimaki's RIP (RasterLink 6 Version 2.10 or later). One of Hybrid's demonstration JFX200 printers will be commissioned with white and clear inks alongside the process colours to enable visitors to the showroom to compare the variety of configurations the machine is capable of.

Insight LED shines even brighter



Highlight Mk5, due out soon, has had further 'improvements made to its efficacy and brightness' going from 2,000 lm/m @ 110 lm/W to 2,024 lm/m @ 120 lm/W. The high performance LEDs, coupled with efficient drivers and a semi circular beam angle-reducing light channel in the extrusion, make Mk5 an 'outstanding performer'.

If you are purchasing any LED system, for any application, efficacy is a very important specification, and is a bit like miles per gallon on a car, only it is brightness per watt of electricity, says the company.

This very bright version of Insight's LEDs, named Hyperbright consumes less than 17 W per metre length. If you want to reduce the energy consumption even further, there is also Ecobright, which is still bright and 'compares favourably with other systems on the market'. It produces 1,038 lm/m but at a very high (good) efficacy of 127 lm/W, consuming just over 8 W per metre. For something in between, there is Superbright, which gives 1,410 lm/m @ 127 lm/W, consuming 11 W per metre.

The new Mk4 profile shape has been very carefully designed to ensure the light is directed on to the sign face. So no angling or tilting required, as angling any light source inward just causes reflection on the sign face, making lettering hard to read. The very latest 3D printing has been utilised to produce many prototypes to ensure that when bulk extrusion is produced, it performs as it should.

The same fixing bracket system is used which has 'proved itself to be the best available for over 30 years'. The channel part has recently been updated on the brackets with a sleeker look, now with a channel for the mains cable to pass through.

www.insightsignsystems.com

HIGHLIGHT[®] MK5



THE BRIGHTEST, MOST EFFICIENT LED TROUGH LIGHT AVAILABLE

Highlight is available in three LED configurations, to suit different requirements of brightness and economy. All three benefit from a controlled beam angle, directing light down the sign face without the requirement for tilting or angling the lighting unit.

	BRIGHTNESS	EFFICACY	CONSUMPTION
Hyperbright	2,024 lm/m	120 lm/W	16.8 W/m
Superbright	1,410 lm/m	127 lm/W	11 W/m
Ecobright	1,040 lm/m	127 lm/W	8.2 W/m

Insight were the innovators of extruded aluminium trough lighting over 30 years ago, so you can feel secure, combined with a five year warranty on LEDs. Costs start at just £16 per foot.

BUILT UP LETTERS Feature

Built up lettering feature

Built up letters offer businesses the chance to make serious visual impact and a brand really 'stand out'! With different materials, finishes and lighting to choose from in the right hands they can be considered works of art. Or what about in the right machine? Kathryn Johnson talks built up letters with a number of signmakers, as well as a few who are using automated bending machines. Is this the way forward, does it compromise quality or is it something that can work well alongside hand crafting?

Sign Here in Leicester, a trade service for built up acrylic and metal letters rely on their machines to cope with short lead times. Their CNC and laser cutters are able to have jobs cut and ready to build in an hour, providing a valuable service to their customers who are often in a rush. Thanks to their skilled and experienced staff they feel they 'provide the trade with a quality hand made product at a competitive price'. Of course price is a big factor in their business as it's important their customers have a margin for profit and get their products at the right 'trade rate'.

Rob Gardner, a director at Sign Here, says they are often an 'afterthought' in the

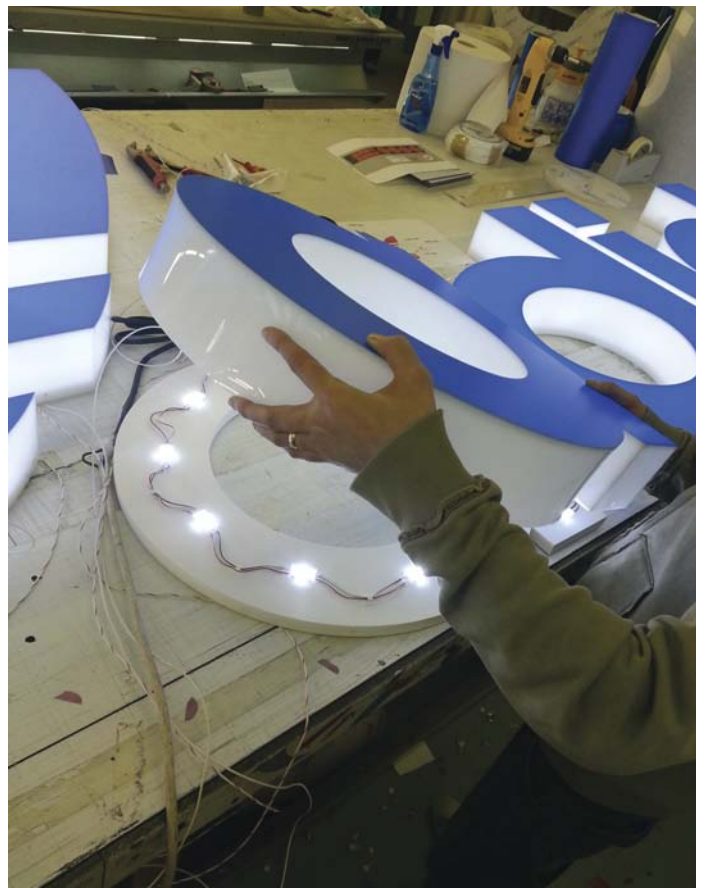
project plan, which means their main challenges on a day to day basis are short lead times, schedules, and the logistics of getting the finished product where it needs to be, all at a reasonable rate. Something that also adds to the duration of a job is making sure their products are packed carefully to avoid damage in transit.

We also produced a full size fixing template to enable the fitters on site to easily line up with pre-drilled fixing bars

One recent job they are particularly proud of was for an Adidas exhibition stand. Rob tells us about it:

"Client confidentiality has played a big part in our continued growth over the years, building an extensive client base who know they can rely on us it's difficult to 'blow our own trumpet' at times. I think people would be amazed at what we have helped

produce for top brands and high street chains! if we receive an enquiry that conflicts with another client we will always discuss with them the way forward in their best interests.



We also work closely with several design companies' signage projects so we were delighted when local company Mynt design agreed that we could talk about their Adidas project.

Mynt design and branding agency approached us to help produce a fully illuminated built up acrylic Adidas logo for an exhibition backdrop in Germany. We used CNC cut acrylic faces and returns, hand built returns, translucent blue vinyl applied to the faces, and back trays with mounted LEDs to give full illumination to face and returns. We also produced a full size fixing template to enable the fitters on site to easily line up with pre-drilled fixing bars. We tested the installation of the sign after we finished making it then carefully packaged it to be shipped to Germany."

To see the finished stand, how it was made and most importantly Sign Here's stunning built up logo, watch the video on Mynt's website:

www.mynt.co.uk

www.sign-here.co.uk



Impact 3D Signs in Tyne and Wear, also specialise in supplying the sign trade with built up 3D lettering in acrylic; 316 marine grade stainless steel and brass and powder coated aluminium.

A notable job they are working on is making signs for a company who supply the oil industries. Some of the lettering is 2m tall and 250mm deep with removable rim faces and internal LEDs. A different kind of job is supplying mild steel built up letters with a recessed face and holes in for the client to add his own cabochon bulbs, which give it a fairground look.

Again service is vital to their business and they attribute their success to the core group of dedicated metal letter makers, some who have been with the company from the outset, 20 years ago. Kevin Washbourne from Impact 3D Signs says this enables them to fit rush jobs in as well as process their regular work. A sign of their craftsmen's skill is 'kiss cutting' the corners on a small serif typefaces to achieve a crisp corner.

Speaking about channel letter bending machines, Kevin said: "We have and are still considering a channel letter bending machine. We looked at importing one from China but feel these are still in their infancy and are not really suited to small one off letter work.



"We feel that the production of built up metal letters will lend itself to the automated system but we will still have our craftsmen to hand to do small runs that would be quicker than having to programme the machine."

www.impact3dsigns.co.uk



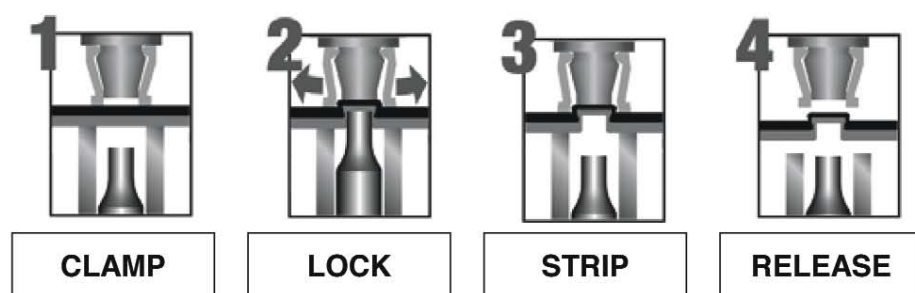
BUILT UP LETTERS Feature

More and more businesses are choosing to invest in a channel letter bender, which are still relatively new and being judged on its productivity versus the high costs. From talking to various sign makers, there are models available from America, South Korea, China and Poland. Selling American made machines in Europe is The Channel Letter Bender who say they first launched the Accu-bend 20 years ago.

Remko van Gellecum, from the company, said: "Our clients' return on investment

speaks for itself. Accu-Bend reduces labour intensive hand fabrication, resulting in increased capacity and more revenue. With hundreds of Accu-Bend machines around the world, The Channel Letter Bender is recognised by the largest sign makers as the right choice for reliable, quality machines that save time and money. Made with a heavy steel-welded frame, these U.S.-manufactured machines are built to last. Made with top-quality components, high-grade materials and the latest technology, Accu-Bend continues to set the industry standard."

He said: "The Accu-Bend machine is the only machine in the world to notch, flange and bend the complete channel letter. Also if you manufacture welded letters, our machine will also bend those letters for you. The Accu-Bend can also bend every vector line of the most complicated letters identically. By hand you could not even bend two the same. The slight differences would cause you to create different letter faces matched to only fit one letter. In the future letters that need to be fixed can be done from the same computer file, you do not have to trace the letter and match it by hand."



Features of the Accu-Bend

A complete computer system and swivel monitor comprise the control centre of the system. Simply import .DXF files, and your channel letters are created.

After installation and a short training session, most companies are able to run the full production the first day.

A dedicated hydraulic power system and dual-motor drive unit have extensive power and can feed up to 30 cm per second.

The Accu-Bend is easy to modify for any project. Operators can change coil heights in less than two minutes. The system can also accommodate a width or depth of channel letter coil between 2,5 cm and 24 cm.

Can handle aluminium up to 1,5mm thick and stainless steel up to 1 mm thick.

The optional Robotic Auto Pilot allows the machine to run multiple letters, unmanned, so you save on labour costs. The system completes letters, pulls them from the machine and starts again.

Should you need help operating or maintaining the support is available for as long as you own the machine.

Other machines in their range are the Accu-Bend Lite, the Accu-Clinch, the Accu-Cut and the Channelletter Former. The Channelletter Former produces channel letter faces, push through letters, moulded letters, and thermal-form signs and parts. The Accu-Clinch uses air-over-hydraulic power to attach aluminium backs to the side wall return. It does a quick 40 clinches per minute. The company claims it is the fastest way to assemble metal components to create a completed channel letter.

www.channelletterbender.com



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BUILT UP LETTERS Feature

Chris Benson from Benson Signs did their research in 2004 and imported their machine from America in April 2005. As far as he knows they were the second company in the UK to buy a letter bending machine.

He said: "This particular machine was designed primarily to produce larger 'Trough Letters' and 'Logos' in aluminium. And in 2011 we belatedly recognised we needed a

similar piece of kit to help manufacture smaller letters and logos.

So in May 2012 we invested in a smaller letter bender; this machine was made in South Korea. We continue to produce built up lettering by hand alongside the two machines. Over the years we've found that the equipment, if set up properly, greatly improves our production capacity. However on a cautionary note we would emphasise,

as with most automated mechanical pieces of equipment, servicing is a key issue. Bearing this in mind it has been vitally important for us over the years that for the most part we been able to provide our own in-house maintenance. We use both pieces of equipment continually, on many projects."

www.benson-signs.co.uk

ICE Signs in Leeds are excited to have just installed their automated metal shaping machine to boost 'their production of built up letters'.

Rebecca Bairstow from ICE Signs said: "Bespoke, premium quality built up letters have been at the core of our signage business for many years, and we have built a reputation for producing them to the highest standard for both trade customers and end users alike."

They supply their letters in a number of finishes, from powder coated to RAL colour references, wet sprayed to an individual specification, brushed or mirror polished stainless steel and acrylic faced. They provide a comprehensive service and can provide letters only or mount them on to trays or fascias manufactured in the their factory. They also do installations for 'complete signage solutions'.

"We fit LED lights with either Face or Halo illumination," she said. "Great care is taken when we select the appropriate number of type of LED modules as this is area where skimping or cutting corners can really detract from the finish and effect." They tend



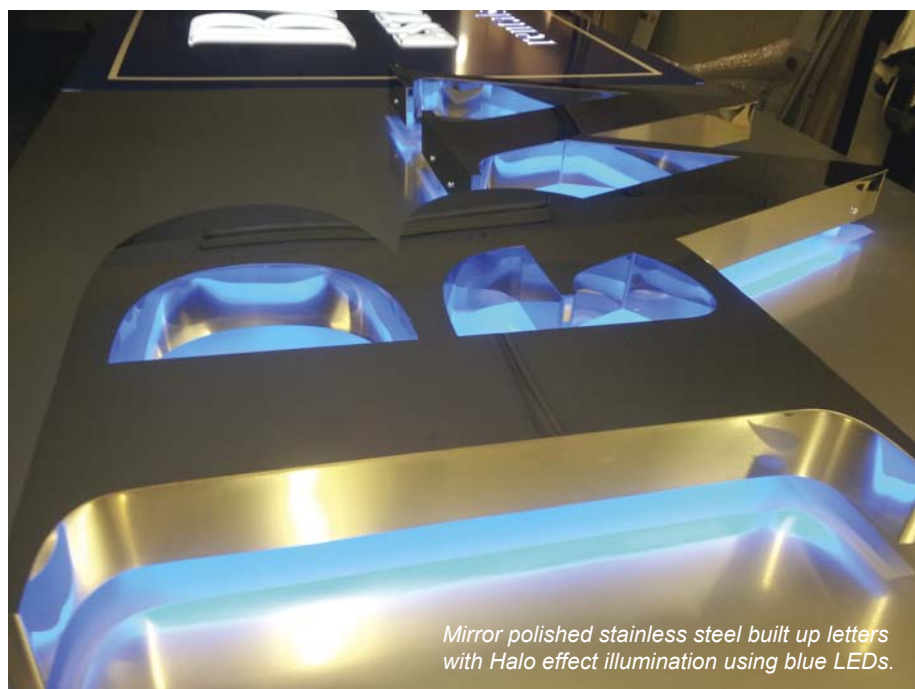
Internally illuminated brushed stainless steel with red acrylic mimicking neon style.

to use the brightest modules with good light dispersion to avoid the pitfalls of 'spotting' and shadows. They also believe the correct

depth of returns is critical and 'their extensive knowledge and experience of fitting LEDs is key to producing illuminated signs to the satisfaction of their clients'.

For some time ICE Signs had been looking to invest in an automated metal shaping facility to 'improve on lead times and price but without compromising the quality of the end product'. Rebecca explained: "The traditional method for making hand built letters has been to carefully and accurately fit returns to the faces or rims of a letter. But in order to end up with a product which has the necessary blemish free appearance it takes considerable skill and time.

"But cheap prices and fast lead times are not always all that a customer requires. For example, we recently tendered to supply sets of 3.5m high built up and powder coated aluminium shapes and letters for a warehouse. Unfortunately we initially lost out on price and delivery times but the customer then returned to us, as the cheaper, machine made product supplied to them was found to be inadequate. Both the aesthetic quality and the strength and rigidity were not suitable for such a large and high level external installation."



Mirror polished stainless steel built up letters with Halo effect illumination using blue LEDs.



In this case it was found that to get sufficient thickness and a smooth finish with no visible marks from welding, only hand crafting would work.

One of their recent projects that needed some 'lateral thinking and innovation' to meet the brief, was supplying a client with a series of huge steel 'cogs' interlocked to represent a magnified version of the inner workings of a watch. The project was installed in the Tag Heuer Pavilion at the Goodwood Festival of speed.

About this and other high profile jobs, Rebecca said: "The only downside to consistently producing top quality signage, is that production times can sometimes be lengthy owing to the nature of hand made signs and our dedication to supplying products that meet our exacting standards." This is where automation comes in for them for them as it means quicker turnaround and less costs. Although they are keen to stress that the machine will not compromise the quality of their work.

Rebecca said: "Our customer ought not to be able to distinguish between the hand machine made product without internal inspection. Research has taken several years for us to find a machine we are confident will produce built up letters to the same standard

as our hand made products. With a significant increase in production capability we plan to offer our trade customers much faster quotations and shorter order to delivery times.

"Interestingly we do not see the addition of automation to our existing built up letter production as a means of reducing our workforce in order to save costs. Conversely as production of built up letter increases, it's likely that the requirements for complete signage packages will also increase, leading to needing more staff for general signage manufacture."

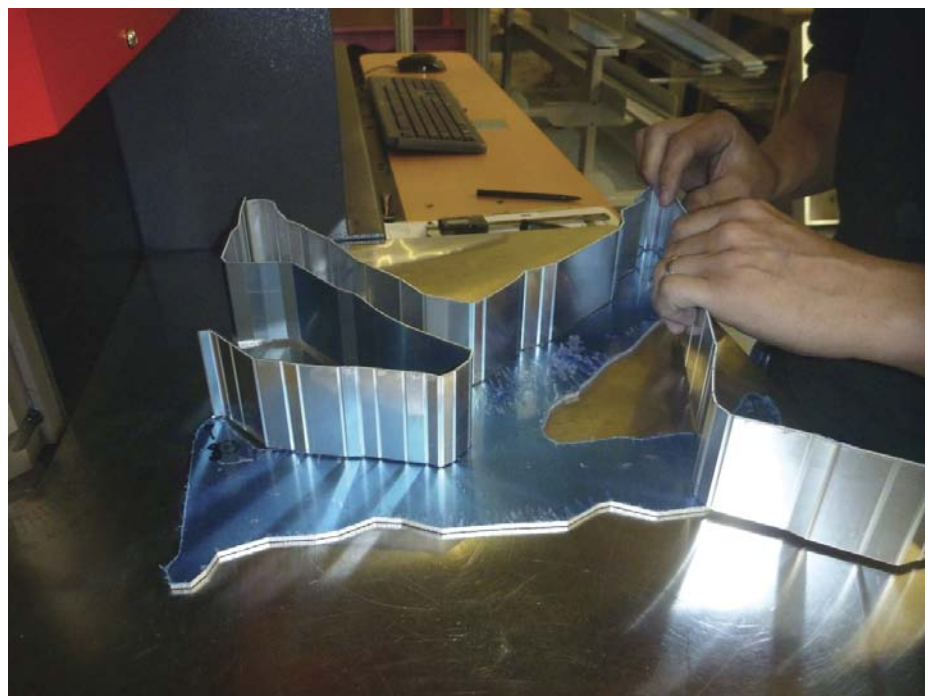
Part of the cost of the new shaper and laser cutter was paid for with grant funding from the Leeds City Regional Local Enterprise Partnership Business Growth Programme (BGP). They give funding of 20 per cent of capital costs between £10,000 and

£100,000 provided at least one new job is created. They envisage at least two will be created in the short term and continued growth should lead to another vacancy.

"There will always be some projects that are too large or complex for the new machines that will demand traditionally made hand shaped letters, and the skills required to build them," says Rebecca.

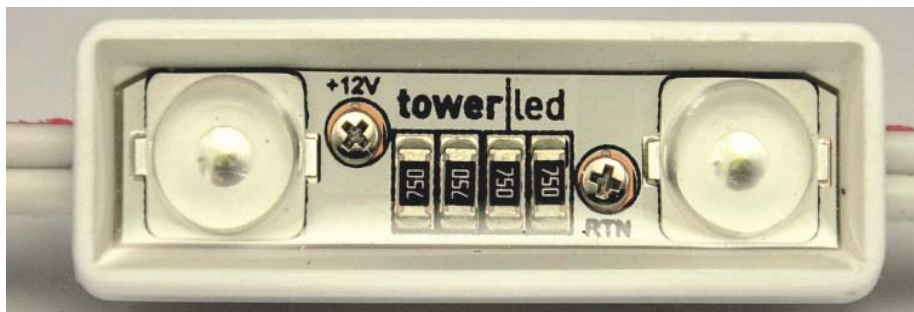
"So at ICE we intend to continue to train and develop staff in the necessary skills for making beautiful, high quality signs."

www.icesigns.co.uk



BUILT UP LETTERS Feature

“Unsurprisingly there are quite a high number of signs that deem a retrofit illumination upgrade and the potential to increase revenue in this market is quite high.”



Lighting built up letters can make a significant difference to the overall effect, even make or break a project. One company has addressed one common problem with an innovative solution that makes sure there are no more 'hot spots'!

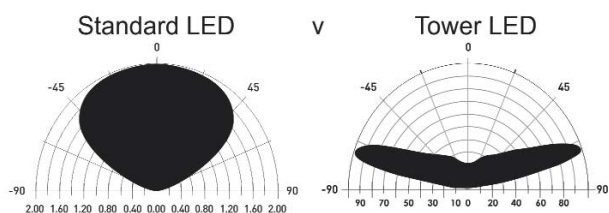
Khalid Bashir from 3D Sign Systems explains: “How many times have you seen a high quality sign installation but the only factor that makes the sign not so great is the 'hot spots' of light. The traditional method would be to use neon, but this 'art' has been in decline for a number of years for many reasons such as the rising cost of energy. And for many, the newcomer namely LED modules, have been struggling to fill this void satisfactorily. Illuminating small or shallow depth channel letters has been quite difficult and frustrating using standard LEDs. And for this reason many a good sign maker succumbs to compromise. In order to achieve adequate brightness, typically bright LEDs are used, which can create the dreaded hot spots. This is where the sign letter is not uniformly lit but suffers from dimly, and brightly, lit areas. To overcome this problem with hot spots, lesser powerful LEDs can be used, but the quantity of modules tends to increase proportionately, which increases production costs.

“So 3D Sign Systems can offer a product that offers 'hot spot' free illumination and superb levels of brightness with our very unique Tower LED modules. The Tower module uses a very specialised dome lens which reduces the amount of front firing light to the face of the letter. And instead the majority of the light emitted is fired sideways at a much shallower angle. This strong low angle light bounces off the channel sides to produce bright, uniform levels of front face or halo illumination. The end result is a quite impressive even on letters with 40mm depth. The Tower module is equally good on letters with up to 200mm deep channels.

“Unsurprisingly there are quite a high number of signs that deem a retrofit illumination upgrade and the potential to increase revenue in this market is quite high.”

www.3dsignsystems.co.uk

The Science behind the “Hot Spot”



Photometric

The Shaded area represents the angle and “brightness strength”. Standard LED modules generally produce strong front firing light “0” represents the “Hot Spot”. Tower LED modules are unique by firing light to the sides, which reflects off the side walls creating uniform bright illumination.

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PRODUCT Choice

Barley McNaughton in 'pole position' with Orajet

When construction and refurbishment specialists Barley McNaughton were looking to rebrand its new race car trailer, brand company Brilliant Media turned to Orajet, supplied by Antalis, to transform a plain, full-sized articulated lorry into one of the most 'talked-about transporters on the racing circuit'!

For the full service cross media production company, the opportunity to start with a totally blank canvas gave the design and branding team at Brilliant Media the chance to put 'their flair for innovation and creativity in to action'.

"Then came the bombshell," said Tony Kenton, Branding and marketing director at Brilliant Media. "Our client needed the lorry finished, roadworthy and ready to go in just two weeks as they were heading to Spa in Belgium for their next race!"

The challenge not only included an extremely tight deadline, the design team also had to create a strikingly different brand for Barley McNaughton's motor sport division, reflect an element of its classic racing history, while still remaining true to the values of its core business.

"We knew we had to include both the brand and the cars in some way; then we had a brilliant idea," said Kenton.

"The Brilliant team created an architectural line illustration as a backdrop along the entire length and back of the lorry to highlight the company's construction heritage. This was then given the appearance of being peeled



back to reveal the interior of the truck by presenting 1:1 scale photographic images of both the team's touring cars and Jeff's classics."

This bold design concept needed the 'very best substrates and print technology as well as precision execution' in order to deliver this scale of project within the tight two week window.

"There was no room for error and no time for reprints, so we needed to be confident that our choice of substrate would be suitable for the job," said Kenton. "We therefore chose Orajet 3951RA vinyl from our suppliers Antalis, because we needed a consistent, highly reliable wrapping film, which would remain stable print after print, as well as conform well to the deep recesses of the trailer."

By using Orajet with its matching gloss overlamine, Brilliant was able to achieve an incredibly high standard wrap that would withstand the rigors of long distance travel and the heavy demands of racing life.

"We used a carefully managed production process to execute the 1,350 sq ft printed wrap, labelling where each set of drops were as they came off the printer, through the gassing-off stage and then as they received the matching Antalis gloss overlamine to ensure each panel lined up perfectly," explained Kenton.

"Orajet conformed really well to the deep recesses of the trailer and was a consistent and highly reliable wrapping film that remained stable throughout the print and installation process."

"Having worked with Antalis for a very long time and

built a relationship of trust in their team and their products, we knew that their expertise, help and support would be on hand at any time should we need it during our tight production schedule."

Whilst we are no strangers to using Orajet to wrap vehicles, this is definitely the one we are most proud of to date

"Antalis is a great addition to our business – our clients no longer think all paper is the same – they want the highest quality substrate that can offer something special to their projects. We can always rely on Antalis to keep us up to date with the latest developments and new products as well as provide samples that really stand out when we show our clients examples, giving them a competitive edge over other suppliers."

The stunning newly-branded articulated trailer was presented to Barley McNaughton who were speechless at the transformation. The project was delivered with a day to spare, and drew considerable comment and admiration from fellow race teams on arrival in Belgium. In particular from the McLaren Formula One crew who declared that 'it would not look out of place in an F1 paddock.'

So 'delighted' with the outcome of the project, that Barley McNaughton commissioned the Brilliant Media team to wrap the race car itself as well as all its pit graphics panels.

"Whilst we are no strangers to using Orajet to wrap vehicles, this is definitely the one we are most proud of to date," concluded Kenton.

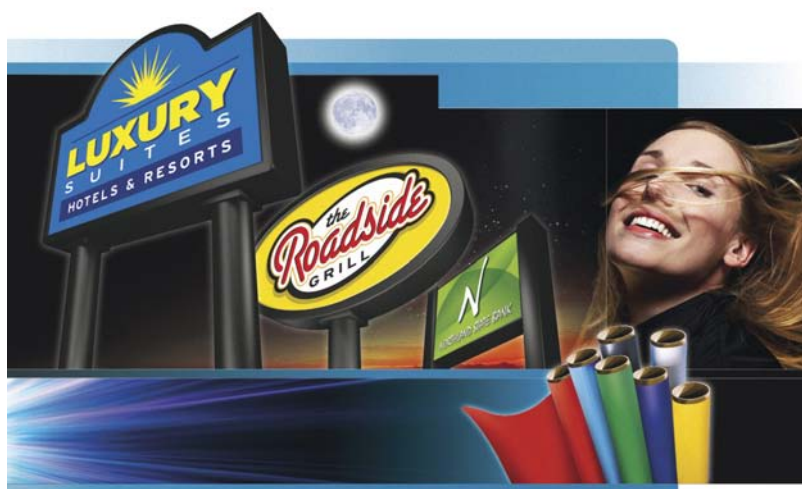
www.antalis.co.uk



Trust.

3M films light up Domino's Pizza image

3M Envision Translucent Films Series 3730 have enabled pizza franchise Domino's to make 'huge savings' in running costs at its U.S. franchisor outlets. 3M Envision Translucent Films are described as an industry breakthrough, being reputedly the first graphic films to optimise LED technology and allow sign and graphics producers to achieve 'maximum brightness whilst using fewer light sources'. Power consumption and overall running costs have been reduced as a result, whilst 'enhancing the visual definition and brightness' of the signs and displays due to the high light transmission capabilities of the films.



Available in standard and customised colours and in an inkjet printable format, Envision 3730 Translucent Films featured prominently in a recent overhaul of the brand image of signage for Domino's Pizza. Using the LED-enabled films, the company's management team found a way to bring down the cost of channel, monument and pylon signs. As the changes have been implemented at each store, franchisees are reported to have been 'pleasantly surprised' at the performance and low cost of the new signs.

Manager, Unit Controller of Domestic Stores and Fixed Assets at Domino's, Tobin Northway said: "The cool thing is that not only are we reducing the initial investment cost for our franchisees and for our stores but also we are reducing ongoing operational costs to power the signs. From a sustainability standpoint, therefore, Envision is a very impactful product for us." Franchisees were 'equally impressed' with the performance of the Envision films, describing the signs with the new films as 'cleaner and crisper' by comparison with those they had replaced but at a greatly reduced cost.

With around 1,100 independent franchisees in the U.S., the Domino's management team set out to find signage materials that would deliver both value and performance. Tobin said: "We ultimately identified the new 3M Envision Translucent Films as fulfilling this requirement. They allowed us to reduce the number of LED modules that we put into our signs whilst creating a brighter finished product."



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PRODUCT Choice

Dale Studios 'goes large' with Mimaki investment

Dale Studios hasn't taken its new investment lightly! To accommodate its new Mimaki JFX500-2131 grand-format flatbed UV printer from i-Sub Digital, the Leicester design house needed a new unit to house it and a flatbed printing expert to run it. It even came with a partner – a Mimaki JV400LX latex printer.

Established in 1984, design, print and installation company Dale Studios marked its 30th anniversary with a major expansion, including the purchase of a new Mimaki JFX500-2131 UV printer. Having seen the smaller Mimaki JFX200 in action at Sign and Digital UK, the business decided against its original intention of buying the smaller model and opted instead to expand its opportunities with the grand-format 2.1m x 3.1m bed size version. Following a flying visit to Mimaki Europe's HQ in Amsterdam, Dale Studios worked with i-Sub Digital as its supplier.

"We had looked at investing in a new printer for a while but felt the print quality was not there in our budget range," explains Ben Millard, Creative Director at Dale Studios. "Now, modern flatbed printers offer print quality that is on par with roll-fed machines like the Mimaki LX400 latex printer and the Mimaki JFX500 is giving us accuracy and greater capacity.

The 'heavyweight' engine offers a maximum print size of 2.1m x 3.1m at speeds of up to 60sqm/hr with CMYK and 45sqm/hr with white ink and, thanks to its Intelligent Microstepping System, outputs even tiny characters accurately and legibly.

Having historically run roll-fed printers previously – Dale Studios currently runs six large-format eco-solvent printers – Ben Millard admits there was a learning curve with the flatbed machine, which was eased by the appointment of an expert flatbed printer operator.

"It took some getting used to," he says. "Having a flatbed means a slight increase in file preparation time but the benefit is that productivity is far greater, being able to print all day at consistent high quality, and opens up a wider range of printable substrates and thickness of materials."

The new flatbed also required more space, so installation was delayed until Dale Studios expanded its production area by acquiring the unit next door, now transformed into a dust-free, air-conditioned design and print space 'about the size of the ground floor of a small terraced house'.

The Mimaki JFX500-2131 was sold as one of a pair with the Mimaki JV400LX latex printer. Featuring six-colour printing (CMYK, orange and green) plus white and prints dry

off the machine ready for finishing, the roll-fed latex printer is ideal for Dale Studios's work for commercial, blue chip customers, especially bespoke custom window displays and large POS installs.

"The Mimaki JV400LX's big colour gamut with vibrant orange and green adds another arm to our service," says Ben Millard. "We can now print a wider colour gamut and denser colours which is especially good for backlit materials.

When choosing the a new printer, it wasn't all about buying the fastest machine available but about the quality, consistency, size and ink longevity with of course good production speeds that enabled us to retain all of the criteria just mentioned. The Mimaki JFX500 ticks those boxes.




The Dale Studios team has expanded its capacity with its investment.

"We're a 100mph, non-stop company; most deadlines are the same day and every customer requires their jobs on time whether it's a one-off print or large project over numerous substrates. By investing in the new machines we have twice as much extra capacity guaranteeing we continue to deliver a high-quality product on time to all of our clients."

Emma Plant, Sales Manager of wide-format print equipment specialist i-Sub Digital, comments: "Dale Studios has grown dramatically over the past 10 years, especially in the last six months, and we're delighted to be involved in that expansion.

"We are also pleased to have been able to assist Dale Studios in the process to establish what they required to enable them to move the business forward and develop new markets. It is also encouraging that they chose and trusted us again as their preferred supplier which demonstrates that successful business is very much reliant on close working relationships that are built over time, in this case over the past six years of i-Sub Digital working with Dale Studios."

A full-page background image showing two muscular arms, one on the left and one on the right, holding hands. Each hand is wrapped with a piece of white tape. The background is dark and textured, resembling a night sky or a smoky atmosphere.

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PRODUCT choice

HP Latex 360 is the 'key of the door' to new markets for GJ Plastics

Manchester-based GJ Plastics celebrated its 21st birthday with an investment in a brand new HP Latex 360 printer from City and West End Solutions (CWE).

The new printer, installed at the end of June, was a birthday present from the company to itself, and the increased capability and productivity will no doubt guarantee them many 'happy returns'!

GJ Plastics, who design and manufacture in acrylics and other plastic materials, is using the HP Latex 360 to expand its offering further into window and floor graphics, and temporary textile printing for exhibition, display and signage. (pop out)

"We chose the 64" HP Latex 360 partly because it works perfectly in tandem with the Summa F1612 cutter, which we bought from CWE in December 2013," said Managing Director Graham Croston.

They strive for perfection, and so do we, which is why we still have some of the same customers we had 21 years ago, and why we plan to continue buying from CWE.

"But it wasn't just the speed, quality and productivity that attracted us – the added capability of printing onto porous temporary textiles using the in-built ink collector was a real draw for us.

"We're really pleased with it and excited about the possibilities it offers us in temporary textile printing for the POS and display market. Not only is the fabric output attractive and durable it's also highly practical for all kinds of display system."

CWE Director Darren Walker said: "We knew that the HP Latex 360 would be the perfect machine for GJ Plastics. It's added latex printing to their stable and, with that, the ability to print onto temporary textile and porous substrates for indoor and outdoor applications, in addition to improved productivity and better value for customers.

"It's the fastest in the 300 series and offers features such as double sided printing, automatic ICC profiling and the ability to synchronise printers for the colour consistency that's crucial for markets such as fleet management.

"The large touch screen makes it very easy to use and it has all the environmental benefits of water-based inks."

Graham said: "We've been designing our own display systems for years now and sending them all over the world. And we'll now be able to expand further into temporary textile options as well as exhibition and retail floor and window graphics, hanging banners, wallpaper, vehicle wraps, pop ups and bespoke floor stands.

"We went to City and West End Solutions because we've worked with them for many years and have always been impressed with their customer service.

We believe that, for our customers, the sale is only the beginning and it's the after care that really matters, and it's a pleasure to work with a supplier who has the same ethos.

"They strive for perfection, and so do we, which is why we still have some of the same customers we had 21 years ago, and why we plan to continue buying from CWE."

www.cwesolutions.co.uk/300series
www.GJplastics.co.uk





Quadrant2Design 'Seals' the deal on a new wide format laminator

Dorset-based Quadrant2Design recently invested in a new Seal 62 Pro D laminator from City and West End Solutions to support its 'ongoing growth in the exhibition market-place'. After a record year in 2013/14, the company's sales figures to date are already up by another 70 per cent.

Quadrant2Design designs and builds exhibition stands using the Prestige Events System, with panoramic graphics that extend from one end of the stand to another without any interruption.

We expect that same sort of dedication to quality control and customer service from our suppliers, and we get it from CWE.

"The stands are built on a modular framework, which means it isn't just 'one big graphic' - the panels are attached to the stand with an invisible gap from one frame to the next," says managing director Alan Jenkins.

"This is what gives the seamless-effect, and it's also what makes precision graphics production essential.

"We print to paper using our HP Z6200s, and the paper is then sandwiched between a premium crystal laminate and rigid polyester stoplight. The installation of this extra Seal laminator will increase our capacity and allow us to continue to produce fantastic laminated graphics with an excellent finish – and the end result of very happy customers."

The company purchased its first Seal 62 Pro D laminator from CWE in 2013, and the second was installed in August after the company's move to new premises in Poole. CWE also re-installed the older machine.

"We already knew what machine we wanted and as expected CWE came out with the best price," added Alan.

"Having dealt with them on previous occasions for our printers, laminators and supplies, we were impressed with their knowledge and service and knew that they were a reliable company who had always been able to help us with our requirements.



Quadrant2Design managing director Alan Jenkins with the company's new Seal 62 Pro D laminator.

"We are different from other exhibition stand contractors as every part of the process of designing to creating the stand for our clients is done in-house. One of the most important parts of our quality control is that we pre-build every single stand we produce in our showroom to ensure that there are no problems or faults. We invite the client to come along to see it to ensure that they are happy with the final product.

"We expect that same sort of dedication to quality control and customer service from our suppliers, and we get it from CWE."

CWE Commercial Director Graham DeKock said: "With fully adjustable temperature, speed and pressure settings, the Seal 62 Pro D laminator is ideal for more experienced users like Quadrant2Design.

It's perfect for the flexible graphics needed for the Prestige Events System that the company uses, as well as complementary applications such as floor graphics, roll ups and backlit displays.

"It offers both the high volume throughput and precision finishing that a busy exhibition company needs."

Alan said: "We plan to continue to expand and grow our place within the exhibition industry. We have recently bought and moved into our own new unit, which gives us the security to expand the company and grow in recognition. So far, the company has gone from strength to strength and we hope to continue to do so."

www.cwesolutions.co.uk/seal62-pro-d
www.prestige-system.com

PRODUCT Choice

T-shirt & sons begin expansion to DTG facility

Long term textile print specialists, T-Shirt & Sons, have been embellishing textile products for over 20 years and are renowned for their 'environmentally friendly conventional print output'.

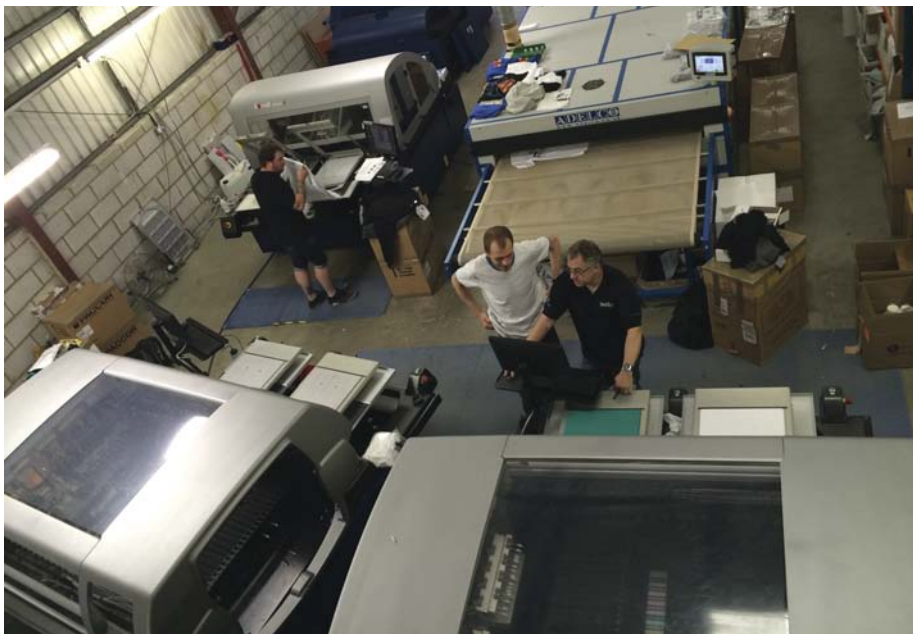
The company made their first steps into the digital garment printing sector earlier than most and installed their first Kornit Breeze Direct to Garment printer in 2010. They shortly followed this up with a second Kornit Breeze machine.

Their B2B contract print service 'enjoyed rapid growth'. Having this low volume print service also helped to bring in new contracts into their existing screen printing department. Continued digital growth resulted in an investment in their first Kornit twin pallet Storm machine in 2011. And followed up with a second Kornit Storm II machine in 2012.

Understanding the markets most suited to digital print and even more importantly, the processes and idiosyncrasies of digital print is what they believe to be the 'cause of such success and growth with often new and very large clients'.

The Kornit print system best suited their digital print output as it offered the best per print costs available; and the only automated on line pre-treatment option that further reduced print costs and product handling through the print process.

Maintaining high volume output has been a unique ability for T-Shirt & Sons and



enabled them to fulfil print requirements for customers at particularly busy retail periods.

This growth has continued to 'accelerate and keeping up with this is vitally important to satisfy demand for such important clients'. They laid out further ambitious expansion plans that began in June 2014 with the installation of the first two

Kornit Avalanche 1000 printers in the UK. Although a significant investment at almost £500,000 in equipment alone, it is only the first part of their expansion to continue to meet growing demand and cope with associated contracts.

www.adelco.co.uk
www.tshirtandsons.co.uk



New Mimaki for Ellison Printing

Lancashire-based Ellison Printing invested in a new Mimaki CJV30-130 supplied by PaperlinX, to bring wide format printing in-house. Since taking delivery, the print company is benefiting from 'faster turnaround, increased productivity and improved margins'.

Ellison Printing is a family owned commercial printer with litho, digital, design, finishing and pre-press capabilities, that has provided 'quality solutions for over 40 years'.

With clients ranging from small businesses to large corporates and public bodies, they have continuously 'diversified their business, creating additional revenue streams and evolving their range of services and printing equipment to offer a wider and improved range of services to customers'. This commitment to change, combined with a 'fast and reliable service and outstanding customer service', has seen the firm enjoy growth year on year.

Director Jane Caunce explained that the company had been outsourcing its wide format work but had wanted to bring it in-house for some time. "We recognised that investing in a wide format printer would provide us with better control, enhance our profit margins, and make us more versatile and flexible in providing solutions to our customers," she said.



The company did some independent research and even considered buying a second hand printer. "Before we made a final decision we approached PaperlinX, and asked them for advice," said Jane.

The team visited PaperlinX's Manchester-based Application Centre where the digital hardware specialists conducted a full demonstration of the CJV30. This enabled Ellison Printing to use the technology using their own files and preferred substrates to experience first-hand the value it would bring to their operation.

PaperlinX's 'knowledge and consultative hands-on approach' combined with the machine's performance led to Ellison Printing confirming a deal that included the Mimaki CJV30 and a number of Keencut trimmers to

produce large format imagery for POS and exhibitions in-externally. As part of the deal, PaperlinX provided training on the new device.

"I was really impressed with the build quality, colour vibrancy and the level of fine detail the Mimaki achieves. Its online cutting capability combined with the wide range of substrates it supports were additional pluses for us," said Jane.

The CJV30 Series printer-cutter is an award winning integrated print and cut solution from Mimaki and offers flexibility with its four sizing options from 60cm through to 1.6m. Combining 'high performance with superior print quality', the Mimaki CJV30 has print speeds of up to 17.5m²/h and runs with Mimaki's SS21 fast drying, outdoor durable inks.

AB Screenprint 'simply wouldn't go anywhere else' than QPS for Nazdar's 'incredible' inks

AB Screenprint says its switchover to Nazdar digital inks has significantly reduced its maintenance and spare parts costs, as well as its ink expenses.

The company has a variety of wide-format printers in-house including a Uniform Grenadier SP-1900; an Agfa Grand Sherpa;

a Mimaki JV3-160; and a Roland VersaExpress RF-640 to meet the demand for their printed materials.

All four printers are running on Nazdar inks supplied by QPS. The Grenadier and the Mimaki printers are running on Nazdar 1300 Series. The Roland printer is running on Nazdar's new 202 Series inks which were launched at FESPA. And the Agfa is running the Nazdar PhotoChrome aqueous inks. All of these inks are supplied by Quality Print Services (QPS) Ltd.

Kevin Baker, Co-Founder of AB Screenprint, said: "We were struggling with the Grenadier printer when we initially installed it in 2006 and needed support. The inks we were using were practically destroying the machine. At this point, QPS were recommended to us and we've not looked back since.

"They suggested we try Nazdar's inks in the Grenadier and since the swap-over to the Nazdar 1300 Series inks we've had no issues whatsoever. Simply by changing inks we've reduced our maintenance and spare parts costs."

All four of AB Screenprint's printers use QPS Bulk Ink Systems. Kevin said: "As well as being cost effective, the inks perform incredibly well. Nazdar ink fastness and adhesion is second to none and the inks are fully compatible with the printers that we have."

Chris Bailey, Managing Director at QPS, said: "It seemed obvious from the outset that the ink supplied with the Grenadier was completely inappropriate for the technology. It caused constant print-head blockages and damage to other vital components that came into contact with the ink. It was then that we stepped in and were able to resolve all issues and get the Grenadier up and running successfully."

www.qualityprintservices.com



AB Screenprint uses Nazdar inks throughout its printroom.

PRODUCT Choice

Zünd G3 makes impression on David Cameron at Fine Print visit

Fine Print has installed a new Zünd G3 L-2500 cutting machine to expand the capacity of its display department, which they say 'impressed' David Cameron when he visited the West Oxfordshire print company in September.

The Zünd G3 is part of a major investment made recently by Fine Print which also includes Heidelberg XL75 and HP Indigo 7800 printers and the appointment of three new apprentices. The Zünd G3 is a modular, flatbed digital cutter designed to automate all cutting and trimming processes in industries such as graphics and packaging. The heavy-duty machine, constructed to meet the specific requirements of each user and their customers, exceeds all safety standards and minimises waste and energy use.

Fine Print's G3 L-2500 was installed this summer to take the business's display department to 'the next stage', says Managing Director Dan Bakewell. Formerly the team hand-cut posters, panels and stickers. Their litho department is also using the G3 to produce prototypes, a process previously outsourced.

It's great to know Zünd cutting equipment is part of Fine Print's expansion – one that has even caught the eye of the Prime Minister.

"Out of all the investments we've made recently, the Zünd is the one that has really changed our business," says Dan Bakewell. "It's taken us into new areas and the throughput is incredible – we've significantly reduced turnaround times."

Fine Print invited David Cameron, MP for Witney, to its premises on 19 September to see how a local business is succeeding following the recession. Fine Print ran a demonstration on the Zünd G3, cutting

pre-printed pieces of a three-dimensional rocket centrepieces made specifically for the visit.

"He was very charismatic and surprisingly knowledgeable about print," says Bakewell. "And he (possibly) now has a rocket on his desk cut on a Zünd!"

"This is a great business success story," said David Cameron during the visit.

"An example of a small business working hard, winning new business and creating jobs. This is the working success story of Great Britain. We haven't conquered unemployment yet but we're on the way. It's businesses like this that make a difference."

Peter Giddings, Sales Manager, Zünd UK, says: "It's great to know Zünd cutting equipment is part of Fine Print's expansion – one that has even caught the eye of the Prime Minister. Mr Cameron was obviously impressed by the Zünd G3 as well as by Fine Print's successful growth."

www.fineprint.co.uk



David Cameron had an exclusive viewing of Fine Print's new Zünd G3 L-2500 cutting table as it produced a 3D rocket for him to take home.

DYSS X7 helps Dementia sufferers “Find” their way

When Find Signage was acquired by Anthony Cockcroft in 2011, the new owner quickly recognised there was an 'urgency in evolving the company's established reputation as market leader in the mental health sector by creating new product innovations'. In the last three years the company, which is the world's first developer of dementia-specific signs, has diversified its offerings to include revolutionary dining products, clocks, visual communication boards and memory boxes for those affected by dementia and cognitive disabilities.

Their signage range has been developed by working closely with numerous mental health experts at Sterling University and Bupa.

Establishing these products overseas, Find Signage has witnessed exponential growth for its 'innovative' product lines and particularly the visual communication boards that include menu boards and pain assessment charts. With many of the Forex®/Foamex, acrylic, aluminium and DIBOND® boards requiring the insertion of a variety of different visual aid cards, Find Signage was witnessing a bottleneck between its wide format printing and the hand cutting of small quantity cards. This led to them buying a AG/CAD's DYSS X7 cutting table to 'deliver savings'.

Find Signage Managing Director, Anthony Cockcroft, said: "We realised that while our large quantity print runs could be cut with industrial routers, smaller quantities and prototype work was labour intensive. It was clear that we needed a flexible and ac-

curate cutting solution and we opted for the DYSS X7-2230C Superhead cutting table. We fully reviewed the various vendors and found the DYSS solution with its innovative KASEMAKE software to be exactly what we needed."

For its food menu boards for dementia patients, the Foamex and DIBOND® wall mounted boards have pockets for patients to select their next meal from a selection of card images and position on the boards. Printing post-card images of meals from 3 by 2m large format printed sheets, the card quantities of up to 200 per sheet were previously cut manually with a knife and ruler. This labour intensive task would take upward of four hours. By installing the DYSS, this task now takes five minutes with 'precision, consistency and cut quality' also improved. Because the capacity has been increased staff can be allocated to alternative tasks.

It has improved productivity and capacity, reduced lead times and labour requirements and streamlined our operation.

Mr Cockcroft said: "Our visual boards are available in a wide variety of dimensions, designs and colours, so production of each type rarely stretches into double figures. In addition, a lot of the visual boards and signs are prototypes and development projects



where we are creating samples for customers. This caused extended lead times and quality deviations prior to the installation of the DYSS X7."

With varied schedules, the DIBOND®, Acrylic, Aluminium and Foamex boards that can be up to 20mm thick, were either externally produced by the company's die manufacturer or they were machined on the two heavy duty routing machines at Find Signage. By using the external supplier, lead times for prototypes were extended and response time was outside the control of Find Signage. For the production of heavy duty signage boards that were machined in-house on the routing machines, the issue was edge finish and precision. This led to extensive secondary hand finishing.

With the arrival of the 3.2m by 2m bed DYSS X7, they have cut the cost of external suppliers by over 20 per cent by reducing the work passed to subcontractors. It has also reduced the reliance on platens/dies for small quantity production. A benefit of this is the improvement to the lead times on prototypes and development work. Find Signage can now produce samples internally by printing its signs and then cutting on the AG/CAD machine. The removal of work from the heavy duty routing machines has also improved capacity on the machines whilst the quality of finished product straight off the DYSS has eliminated the secondary hand finishing operations.

"The benefits of the DYSS cutting table are evident throughout the company. It has improved productivity and capacity, reduced lead times and labour requirements and streamlined our operation. Furthermore, the KASEMAKE software enables us to conduct 3D rendering samples for customers. It gives the customers a better visual perspective of the project at hand and helps to prepare estimates for end users. The software also enables our shop floor to generate better layouts of our work, so we can make material savings by producing more parts from each sheet. We are delighted with the DYSS machine and software," says Cockcroft.



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VEHICLE Livery

That's a wrap - how sign makers can achieve superior vehicle graphics

With the vehicle wrapping sector proving to be more lucrative and innovative than ever, manufacturers and suppliers are creating new products to help sign makers achieve the perfect application and finish. Jemima Codrington caught up with experts in the field to learn more about the increasing array of products available, as well as how sign makers can use them to their advantage.

Vivid Laminating has recently launched four new Easymount Sign Wide Format Laminators into the market. These efficient printers laminate up to 5 metres a minute, making them some of the fastest wide format laminators available.

The machines have also been fitted with integrated media take-up units, allowing for reel-to-reel lamination. "This is brilliant news for vehicle wrappers, as the printed vinyl comes off one core, goes through the Easymount to be laminated, and then spools itself onto a second core that can then be moved to the vehicle, ready to be wrapped," says David Smith, Marketing and Communications, Vivid Laminating. "This is a huge benefit, as the wrap isn't extensively



Group101 recently wrapped a Smart Car, using a Roland Eco Solvent machine to print and an Easymount 1400SH to laminate. (photo credit: Group101)



The wrap being carefully applied (photo credit: Group101).

handled, and it keeps the graphic off the workshop floor which can sometimes be dirty and dusty." The laminators also feature self-gripping mandrels, the Magic Eye safety feature and a single lift mechanism. This allows the top roller to move up or down using just one controller, not only keeping it parallel and straight, but also enabling sign makers and vehicle wrappers working alone to get the job done.

Laminating the vinyl ensures the durability of a wrap, providing protection against UV damage and scratches whilst enhancing the look of the graphics. When laminating the vinyl, David recommends sign makers always use cold rollers and don't over tension them. "The rollers in the hot Easymount range can be used cold, so it really is a multifunctional system," he adds. Laminating helps provide the perfect finish, and sign makers can achieve the desired look by investing in quality tools. "If you buy a cheap heat gun, don't expect it to still be working in 2 years time," says David. "It is also worth investing in a few different squeegees and not just one. The one that will be used the most has a medium-hard edge. This can be used on all types of laminated film. A softer

squeegee will be needed for things like bumpers and recessed areas, but more importantly, it's a really useful accessory when wrapping with textured films like carbon and brushed metallic, as the soft corners help to stop scratches caused by corners of harder squeegees." Finally, David adds it is worth purchasing a triangle shaped squeegee. "This is perfect for applying the film to difficult areas, like around front lights or deep moulding on bumpers."

The rise of wrapping fleets

Although singular wraps remain popular, the Vivid Laminating team has seen a rise in the demand for fleet vehicles having full wraps. "I think the Sky TV vans started this trend, and now we are seeing electrical contractors, national gas companies and home delivery firms having their entire fleets wrapped as well," says David.

One-off private wraps are also becoming more popular; the cost to change the look of a sports car from standard gloss paint to a full matte black wrap have decreased over the past few years, and many car owners are in a position now to afford to be able to do so.



As affordable machines such as the Easy-mount range helping sign makers to keep overhead costs down, the discounts can be passed onto the client, resulting in an affordable job that provides stunning results.

To start a successful wrap, David points out that it is important to always wash the vehicle with soap and water in house. A car may arrive completely clean and fully valeted, but it may also have been waxed to give it an extra shine. This can make it difficult for the laminate to stick, which can cause problems with the finish. David also recommends giving the car a full 24-hours to dry before applying the wrap or graphic.

www.vivid-online.com



The Easymount Sign Wide Format Laminator.

As a long-standing manufacturer of vehicle livery products, 3M has seen a meteoric rise in the popularity of this form of out-of-home advertising. Vehicles sporting full or partial wraps bring maximum visibility and impact for businesses and brands at a cost considerably lower than other forms of advertising.

According to Richard Davies, Trade Marketing Manager, 3M Commercial Graphics Division, wraps allow for unlimited levels of creativity, image enhancement, vehicle customisation and personalisation, whilst en-

hancing a vehicle's trade-in value when it is sold as a result of the protection provided for expensive original bodywork.

Many of the UK's leading commercial fleet operators turn to 3M for major vehicle wrapping and brand promotion campaigns. "3M technology has helped drive down direct and indirect costs of these campaigns, the long-term success of which is dependent on the quality and performance of the graphic films used and how these are applied," says Richard. Key printable vehicle wrapping films in the 3M portfolio include the flagship IJ380,



An Autoglass van with a wrap created using 3M products.



The BT Openreach fleet was wrapped with liveries developed with 3M products.

IJ180Cv3-10 and the latest Envision Print Wrap Film 480Cv3. The latter film is a non-PVC product with a significant sustainability edge, and customers can reduce issues with incineration and pollution control during post-use disposal. Part of the Envision range of more environmentally-aware graphics films, 480Cv3 won the award for Best Environmental Substrate in the prestigious European Digital Press Awards 2013.

Poor wraps created using inferior products can lead to a number of issues, including shrinkage, cracking or tearing of the film, lifting around rivets and corrugations and unsightly wrinkles and bubbles. 3M attributes its popularity with the commercial vehicle sector in part to eliminating these problems, and providing comprehensive performance warranties. When it comes to commercial vehicle fleets, many large UK companies turn to 3M graphic films, including Autoglass and BT.

.....Continued on page 54

VEHICLE Livery

That's a wrap - how sign makers can achieve superior vehicle graphics

Helping commercial fleets achieve success

Autoglass has been using 3M graphic films, supplied by Aura Graphics (formerly SSDM) on its nationwide vehicle fleet for over 10 years. The 3M Authorised Vehicle Wrapping partner's preferred film was IJ180Cv3-10, one of 3M's most popular films for bespoke printed liveries. Fully compatible with latex printing, the odourless film has no required drying time during the printing process. It is extremely conformable, and has a fast application capability to help reduce vehicle downtime.

3M graphic films have also been used on the BT Openreach fleet of vehicles. Applied by Stewart Signs, these wraps were carefully selected owing to the high profile of the client. "We needed to specify a graphic film that would deliver long-lasting customer satisfaction by conforming over irregular surfaces, difficult contours and indents without the risk of future failure," says Gary Stanley, Marketing Manager at Stewart Signs. "As a long-standing 3M partner and having used 3M products for BT's Openreach fleet livery applications in the past, we again chose a 3M graphic film because of its ultimate durability, reliability and consistency." Stewart



The final graphics are carefully applied.

Signs were aware that the completed vehicle graphics would be open to much scrutiny, and that any livery failure would undermine Openreach's professional approach to the roll-out programme and could prove costly to remedy whilst

the vans were in service. The choice of products, along with the finished result, was met with acclaim, with the vans clearly visible on the UK's roads today.

www.3M.co.uk/graphicsolutions



An expertly-wrapped ADS van.

A supplier of MACtac films, ADS is proud to carry the range of premium full 3D vehicle livery films, the MACtac IMAGin range. Key products in the range include JT5529MBF, JT5629PM29 and JT5599P.

These films, available from Amari Digital Supplies (ADS), are designed to provide a flawless finish along with durability to protect the vehicle wrap. The films have individual as well as shared design features, and are supported by compatible over-laminates for enhanced livery protection and product performance.

The JT5529MBF is a highly conformable, 55-micron white gloss PVC film. It features a bubble-free opaque adhesive that is capable of being liberally repositioned to ensure perfect registration. The film incorporates a PE-coated liner, and can be converted using all of the popular print processes, including Latex. Described as "dry application at its best", it can be used for long-term vehicle graphics applied to flat, curved, embossed and riveted surfaces. The film has a durability of 10 years.

.....Continued on page 56

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VEHICLE Livery

That's a wrap - how sign makers can achieve superior vehicle graphics

The JT5629PM is a 50-micron white gloss cast film, and features the same performance-enhancing features and print process-compatibility as the JT5529MBF. It incorporates a permanent grey adhesive on a PE-coated liner, and has an identical durability of 10 years. To complement the range, MACTac has recently added the 55-micron JT5599P clear film featuring a Kraft coated liner, providing a durability of eight years.

The films in the MACTac IMAGin range are supported by a choice of two ultra-conformable CastLAM-branded over-laminates, available in matte or gloss formats. These 30-micron soft cast PVC films are coated on one side with a clear permanent adhesive, protected by an easy-to-remove liner. Both over-laminates provide outstanding protection from UV degradation and resistance to abrasion, and have a durability of four years. In addition to MACTac's printable films, ADS also offers the MACTac Tuning Films range that enables the addition of special decorative effects to convex vehicle graphics.



Smart Cars wrapped using MACTac Tuning Films.

In common with the printable films, they can be repositioned to ensure perfect registration. They can also be easily and purposely removed without any adhesive residue to accommodate

changes to vehicle customisation and/or personalisation.

For further information, phone ADS on 0115 982 9770.

According to Andy Fergus-Smith, Managing Director of Reade Signs, there has been an increase in enquiries from commercial clients interested in vehicle wraps, prompting the signage company to examine new products as part of an ongoing commitment to providing customers with top quality.

"We are looking into using the new 3M Envision Print Wrap Film 480 Cv3, with 3M Envision Gloss Wrap Over-laminate 8548G," he says. "This is an eco-friendly non-PVC wrapping film which claims to be highly durable and extremely conformable, offering a faster application and easier removal than other wrapping films. This works in the same

way as standard wrapping vinyl, but uses high-performance technology to improve the versatility."

A film built for versatility is of paramount importance, as the vehicle livery market becomes increasingly competitive. In order to stand apart from the many signage companies now offering vehicle wrapping services, being able to offer not just a wide range of services, but doing so with high-quality products that won't crack or bubble is key. Being realistic with what is promised to customers makes a difference, too. "Everybody wants a good deal, but if the price looks too good to be true then it probably is. A full wrap for example takes around 15 hours to apply, so clients should be suspicious if they are quoted any less than this in terms of time."

Client expectations, along with timescales and costs are all factors Andy recommends sign-makers consider before selecting products for the job. Reade Signs use HP Latex Print Technology, which Andy says works "brilliantly" with 3M products in addition to being environmentally friendly. "We would always recommend using industry-leading products from 3M or Avery," he says. "These are often more expensive, but you definitely get what you pay for and the proof is in the finish." When wrapping vehicles, Andy recommends the use of cutting tapes rather than cutting vinyl directly on the vehicle with a blade. "This gives a great edge finish where joins are needed and guarantees no damage to the vehicle," he adds.



Vehicle livery created with products from Reade Signs.

Preparation is “key” to success of a wrap

Andy notes that preparing staff, in addition to the vehicle, makes all the difference to the success of a wrap.

Calling a fully trained workforce “essential”, he adds that correctly priming the vehicle before any application is necessary to prevent cracks and bubbling. The vehicle should be cleaned thoroughly before any vinyl is applied, and the working environment also needs to be spotless. “One of the most important things is for the person wrapping the vehicle to have a passion for what he does and an eye for detail,” he adds. This keen eye for detail helped Reade Signs see success most recently after wrapping a fleet of Sprinter vans for Mercedes Benz. The brief called for a full wrap to advertise Mercedes-Benz Genuine Parts, and keeping to the client’s specification, they provided a full wrap to six vans. In doing so, they changed the colour of the vans from white to black, and incorporated their corporate branding. “A close eye for detail is essential when wrapping vehicles, and especially when the wrap colour contrasts with the bodywork. Our



The completed fleet of six vans is ready to go.

highly skilled team delivered some stunning results, seamlessly wrapping the vans so you would never know their previous colour.”

Mercedes Benz now have a fully branded and recognisable fleet to advertise this division of their company, and this successful project will likely lead to a number of others, as Andy reveals that

recommendations make a substantial difference to standing out in a crowded market. “We are pleased to say that we have many satisfied customers who are happy to recommend us and continue to use our services,” he says.

www.readesigns.com

In order to cater to the ever-rising interest in providing vehicle wrapping services, Roland DG are now offering both 1-day and 2-day comprehensive courses. One of the most important things course attendees can learn is the importance of choosing the right materials and tools for the job.

“It’s so important that people get the right kit; we have seen people that have bought ‘new’ technology or something other than eco-solvent, and it just hasn’t worked out as well for them,” says Rob Goleniowski, Business Manager - Sign & Graphics,

Roland DG. “A lot of people are coming back to the tried-and-tested method of eco-solvent, hence we are still focusing fairly heavily in that area.”

A great deal has been said about the benefits of latex and eco-solvent, perhaps especially when discussing vehicle livery. Things like drying time, the need for out-gassing, flexibility, durability and colour gamut should all be taken into consideration when making a selection. The ECO-SOL MAX Ink has proven to be a popular choice with sign writers owing to them ticking a number of boxes, providing durability, a high

quality finish and a fast drying time. The inks are also available in a number of speciality colours, allowing sign makers to make an impact and provide vibrant graphics that other companies simply can’t. “We do have a number of people that have got a metallic equipped VersaCAMM, and they are doing nice business and standing out in the market by creating eye-catching silvers and gold,” says Rob. “Not everyone is going to be prepared to pay premium, but some of the more corporate customers do have the money to add a little flare to the graphics. Metallic wraps are a key way to stand out; it’s not for everyone, but there are certain clients for who it certainly does seem to work.”

“If it moves, you can wrap it”

Although sign makers have been coming to learn about wrapping cars, Rob notes that some customers are using this technology on anything from motorcycles to Vespas and vans. “If it moves, you can wrap it,” affirms Rob.

In order to achieve this, many are investing in printers with the specific intention of creating wraps, while others are choosing products that are multifaceted enough to be used across all areas of signage. One recently-launched product from Roland DG is the Roland VersaEXPRESS RF-640, a 64” wide CMYK machine equipped for use with the line of ECO-SOL MAX2 inks.

.....Continued on page 58



A mini undergoes a makeover with the addition of a wrap for Three Olives Vodka.

VEHICLE Livery

That's a wrap - how sign makers can achieve superior vehicle graphics

This print and cut wide format machine is ofers impeccable quality, speed, width along with suitability for spot colouring, and is able to print with speciality inks like light black, metallic or white. "It could do everything you want, so you don't necessarily need to go and spend a huge amount of money on specialist machinery to get started in this sector of the industry," says Rob.

Cost is a key consideration when getting started with vehicle wrapping, but taking shortcuts in a bid to keep those costs down can lead to expensive mistakes. Rob notes that he has seen sign makers attempt to wrap vehicles "on the cheap", not only using unsuitable or poor-quality wrapping vinyl, but skipping important steps in the preparation process. "We've seen

people not taking the time to bring vehicles in and properly clean them and allow the vehicles to acclimatise, and as a result they are getting a scenario where materials are coming off and other easily-avoidable costly problems are arising." In order to keep pace with the demand for proper training, the Roland DG Academy has upped the offerings to include a 1-day introductory course, along with a 2-day advanced course that offers plenty of hands-on experience. "It's not that expensive to learn the skills," adds Rob, "so if anyone is interested, they should just come and talk to us."

www.rolanddg.co.uk



Metallic printed van doors are visible in the Roland DG garage.

William Smith is the UK's largest stockist and distributor of 3M graphic materials, providing a wide range of premium-grade vehicle livery films in both self-coloured and digitally printable formats.

An ever-popular vehicle wrapping solution is the flagship 3M IJ380 film. The 10-year digitally printable cast film incorporates 3M Controlltac pressure-activated adhesive, and is conformable to surfaces with deep corrugations or 3D graphics found typically on the vehicles of major commercial fleet operators. "The film has been acknowledged by many leading UK brands to have comprehensively resolved issues often encountered with vehicle livery solutions, such as a tendency to lift in difficult recesses, as well



William Smith offers an Essential Tool Kit Bundle, pictured here.



A Mercedes A-Class featuring a matte yellow wrap from 3M.

as crazing and cracking as a result of the high stress levels imposed during application," says Chris Bradley, Marketing Manager.

For short- to longer-term vehicle livery applications, sign makers can utilise the 3M 10-year IJ180Cv3 and eight-year IJ170Cv3 films that incorporate 3M's renowned Comply Version 3 Adhesive Technology. This enables locked air to escape during application through micro-replicated channels beneath the surface of the film, greatly reducing the risk of bubbling, stretching and cracking, and ensuring perfect adhesion to the substrate and a smooth wrinkle-free finish. These digitally printable films are supplemented by the 3M 1080 range of cast self-coloured vehicle wrapping films, the choice of which includes gloss, matt, carbon fibre and brushed metal effects.

.....Continued on page 60

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VEHICLE Livery

That's a wrap - how sign makers can achieve superior vehicle graphics

Similarly positioned and offering a further price/performance ratio option is the range of printable and self-coloured vehicle wrapping films from Arlon. These include the seven-year printable DPF 6000 RP/XRP series with optional X-Scape adhesive for bubble-free applications, the 2600LX series of Ultimate Premium Plus self-coloured films available in 42 colours (including matt, metallic, pearlescent, carbon fibre and sparkle effects) and the 2300X series available in 14 colours (including carbon fibre, brushed metal and high-gloss candy formats).

Supporting these vehicle livery options is a range of tools and accessories that will assist and improve film application and purposeful removal as required. The range includes surface preparation, surface cleaning and protection fluids, knives, blades and cutters, rollers, heat guns, squeegees, primers and edge-sealers. William Smith also offers its customers in the vehicle graphics sector a special Essential Tool Kit Bundle as well as providing Vehicle Wrapping Training Courses at its facility in Barnard Castle, County Durham.

www.williamsmith.co.uk



Andean Signs created this wrap using products from Arlon.

As a manufacturer of both latex and solvent printers, Mimaki has been developing printers fit for vehicle livery for a number of years. Although the printers can be and are used for vehicle wraps, the multifaceted machines also lend themselves to a range of other jobs.

"One of the unique things about Mimaki is that they offer different machines and different inks for different jobs," says John de la Roche, National Sales Manager - Signs and Graphics at Hybrid. "They have got a huge variety of solutions for people across a range price points."

With more and more sign makers demanding versatility from printers, Mimaki has worked continually to meet this demand across both latex and solvent product ranges. The launch of the Mimaki JV300, a new, super-fast high quality solvent printer, is testament to this ongoing product development. It utilises Mimaki's tried and tested SS21 outdoor durable solvent inks. "It's not always latex that people use for vehicle graphics - solvent has been used for many years and still is for good reason," explains John. The inks provide a vibrant, colourful

finish, while the printer itself is fast and capable of handling heavy workloads. New inks have been developed for use in popular latex machines, such as the Mimaki JV400-LX latex printer, as well. This year has seen the introduction of latex inks in colours such as orange and green. "Through these, we have extended the colour gamut significantly, providing vehicle wrappers with better, more vibrant inks," says John.



The JV400-160LX from Mimaki, available from Hybrid.



The Mimaki JV300-160LX.

Helping F1 teams increase their speed

Mimaki machines have been called upon to help Formula 1 teams improve their speed and performance – at least where their vehicle livery is concerned.

The Caterham F1 team utilises the Mimaki CJV30 printer/cutter, a powerful machine that reduces the time it takes to wrap their cars. "The real benefit to the racing teams who use the printer is the incredibly quick turnaround time from printing to physically being able to apply the wrap to the car," says John.

The real benefit to the racing teams...is the incredibly quick turnaround time.

Machines like the Mimaki CJV30 can create prints that can be cut automatically after printing, and can therefore be applied quickly to the vehicle. In addition to wraps, the printer can also do the banners, posters and backboards found around the pit garages, making it an all-in-one solution.



The Caterham F1 team vehicles are wrapped using the Mimaki CJV30 printer/cutter.

Another client that relies on Mimaki for speed is PopIn Vehicle Graphics in South Wales. The team has opted for a Mimaki latex printer, owing to its ability to create high-quality wraps at fast speed. "For them, it was the speed of turnaround that was so important - they needed a machine that could handle the kind of work that they're doing," says John. "The range of work includes regular commercial jobs such as van

and car liveries, but the team will take a file, print it, laminate it, cut it and apply it in a very short space of time. They needed a machine to meet the mark." For PopIn Vehicles, a Mimaki latex printer was the natural choice.

Hybrid is the exclusive Mimaki distributor for the UK and Ireland.

www.hybridservices.co.uk
www.mimakieurope.com



PopIn Vehicle Graphics created this vehicle wrap using Mimaki products.

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Mercury Phillips Signs

trade cut-outs and moulded

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

no minimum order

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

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

no minimum order

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

3mm ALUMINIUM COMPOSITE (Dibond, Alupanel)

no minimum order

Height	100mm	150mm	200mm	250mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	700mm	750mm	800mm	900mm	1200mm
Colours	1.69	2.34	4.02	5.57	7.00	7.83	9.25	11.26	13.80	15.47	17.00	20.98	24.10	28.10	36.00	50.59
Mirror	2.38	4.86	6.79	9.32	13.77	14.83	17.31	19.70	23.13	25.00	28.12	34.94	36.10	41.50	51.00	82.21
Brushed	1.96	3.28	4.39	6.12	8.83	9.85	11.15	13.16	15.28	16.77	19.08	23.61	26.10	31.50	39.00	56.92

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

no minimum order

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

EXTERIOR MDF

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

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

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

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

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PROJECT News

Amari Digital Supplies (ADS) UK based stockists and distributors of MACtac graphics materials, and London-based large-format print specialist Onward Display collaborated in a high-profile exterior graphics promotion using the 2014 FIFA World Cup competition in Brazil as its central theme. The 'brilliantly conceived subtle' design, created by Onward Display and using MACtac materials supplied by ADS, became an eye-catching feature at the company's three London stores, including the main facility in the West End.

These have featured in a number of 'similarly prestigious' graphics promotions in a variety of industrial and commercial sectors, such as interior design, retail marketing and general advertising on behalf of brands such as Capital Radio, Virgin, Arcadia Group, Hobbs, Liberty, Heals and Levis.

Way Vision media for glazed areas. There was also a full direct-to-media printed (CMYK + White) eight by four feet OSB board mounted to the wall."

www.amaridigitalsupplies.com
www.onwarddisplay.com

THE CLOCKMAKERS OF LONDON

The logo features a central illustration of three figures in historical attire standing around a clock mechanism. The text "THE CLOCKMAKERS OF LONDON" is written in a large, bold, serif font around the top half of the circle. Below the illustration, there is smaller text listing various locations and services.

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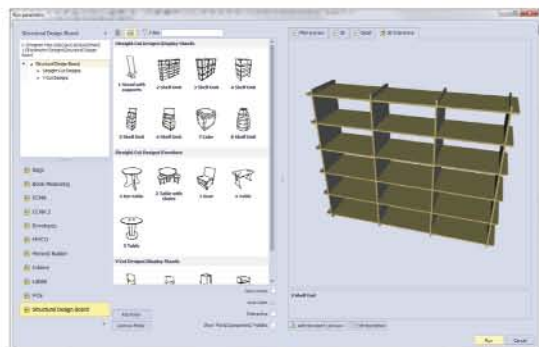
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Fujifilm's euromedia range 'freshens up' with a colourful touch

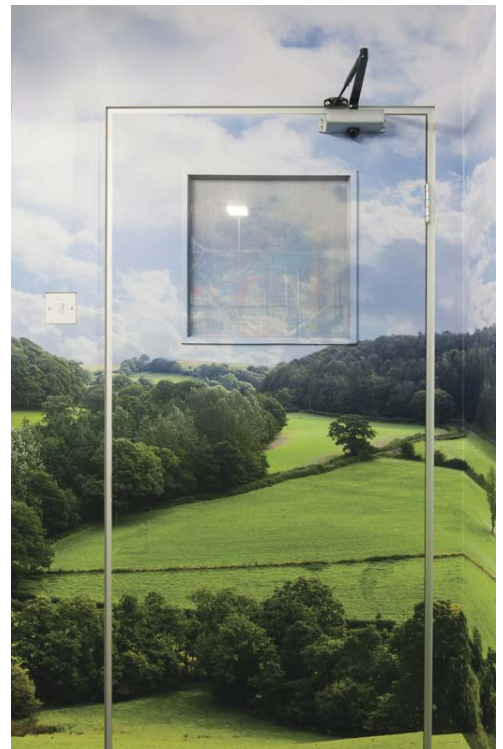
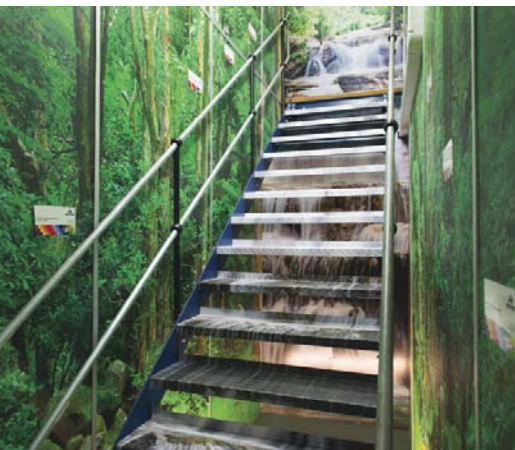
Print and media supplier and Fujifilm reseller, PSW, has revamped its premises located in Studley with colourful images printed on an extensive range of euromedia materials. PSW did the makeover to 'demonstrate the full potential' of Fujifilm's euromedia range and 'promote the creative applications' that can be accomplished with them.

12 rolls of euromedia substrates, equivalent to approximately 700m² of materials,

were used to decorate both the internal and external areas of the building. The high-performance self-adhesive Power Vinyl was applied on the walls in the reception area to create an eye-catching and welcoming environment. It was also used on the stairs in conjunction with FloorGraphics, a textured protective PVC film laminate, to give them an 'unconventional look'. At the top of the stairs, Brick Vinyl, a self-adhesive film particularly suitable for short-term applications on vertical surfaces, was adopted to create a fascinating image featuring waterfalls. Additional architectural elements of the building, such as doors, were covered with a polyester textile featuring a high quality, non-reflective surface like StickyTex.

Tom Skinner, director at PSW, said: "The versatility of the euromedia range is just amazing. There's probably no better way to demonstrate the creative applications that can be achieved than to use it in our office decoration. We are confident that our new environment covered can be a source of inspiration for print service providers and brand owners everywhere."

tom@psw.co.uk



Latest London screen brings Lighthouse excellence to the A12

The 'success' of Lighthouse LED screens as roadside advertising media has meant that the number of installations in and around London continues to increase. The latest is in Dagenham, East London.

Located next to the main A12 trunk road, London's most recent roadside installation features its Impact 10 LED screen measuring 12.16m x 2.88m, controlled by the company's proprietary LIP-HDI M5 technology.

Commissioned by Outdoor Plus, the screen is mounted on a bespoke steel tower, designed, manufactured and installed by SIS Digital. Outdoor Plus has commissioned a number of outdoor advertising screens using Lighthouse panels, including the iconic 'Twin Towers' East and West installations by the A13 and A4 respectively.

Lighthouse panels offer many advantages to Outdoor Plus, which is why the company 'trusts them to deliver information on behalf of its high profile advertising clients'. As well as 'unrivalled image quality, colour rendering and brightness in all weathers, the reliability and speed of installation makes Lighthouse the ideal solution for outdoor advertising'.



The short time required to install Lighthouse screens was key to this project because, as with most roadside screen installations, a road closure was necessary to install the tower. Given that the A12 is one of the city's busiest arterial routes, SIS Digital only had a strict overnight time limit in which to complete the installation and make sure it was fully operational.

"Lighthouse LED screens are a tried and tested product, robust, resilient and they offer the level of functionality that ensures digital advertising campaigns always look visually stunning," says Outdoor Plus sales director Grant Branfoot.

www.lighthouse-tech.com



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(*Image area)

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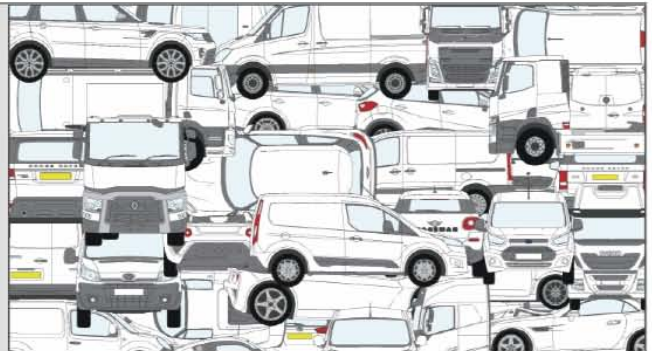
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JETRIX brings the 'power' of large format printing into the fine art world

JETRIX from InkTec Europe has teamed up with New York born artist, Jeffrey Kroll, to bring large format printing into the world of fine art.

Between September 23rd and October 4th, The Jeffrey Kroll 'Strata' Exhibition, sponsored by JETRIX, opened at The Mead Carney art gallery. The event showcased Kroll's unique artwork which uses a 'ground-breaking' technique of fusing mobile phone photography with the 'quality and precision' of the JETRIX printer.

I am already planning my next JETRIX project and I look forward to exploring the full capability of the machine and what it can achieve.

Kroll is the first solo visual artist to use mobile photography in production of fine art. By joining mobile photography with painting, Kroll uses JETRIX, the 'world's most advanced' flatbed digital printers, to produce his fine art collection. (pop out)

His technique is all about 'layers'. Once Kroll creates his artwork an image is taken using a Samsung device, and then it is compressed. The initial image is then printed on a JETRIX printer on primed fine art

canvas, with the primary image maintained and used as a base and template to further develop increasingly more complex layers of interpretive paint.

'The result of this intricate process is an original work of art, which demonstrates the accuracy and fine detail ability of JETRIX printers as well as the potential that wide format printing has in the fine art sector'.

"The wide range of materials that you can print on using the JETRIX UV flatbed digital printer is vast," said, Jeffery Kroll. "They are the finest flatbed, UV printers in the world as they offer the highest quality and precision to even the finest of details. I am already planning my next JETRIX project and I look forward to exploring the full capability of the machine and what it can achieve."

InkTec Europe is now building on the momentum of the 'Strata' exhibition and their relationship with Kroll to increase awareness across the art world on the benefits of wide format printers, and specifically the JETRIX range of flatbed UV digital printers. The exhibition is the start of a series of marketing initiatives aimed at the creative sector including demonstrations at the InkTec Demo Suite in Witney, Oxfordshire,



through to working with resellers to illustrate what the JETRIX range can achieve outside of the traditional perceptions of sign making.

www.inktec.com



Wandlite LED Tube 'transforms' backlit movie theatre displays

Olson Visual of Los Angeles is 'transforming' movie theatre lightwall promotions with the new Wandlite LED light coupled with the T3 modular display system.

The company recently created a massive backlit fabric graphic wall for the general release of the new Transformers 4 film in New York - the first display of its kind in a theatre lobby.

Olson Visual is a graphic and visual provider, and Hollywood's top studios such as Paramount, Warner Bros. and Universal.

Company President Rick Olson says that the Wandlite has opened the door for Olson Visual to create large light boxes that are exceptionally easy to build, with great overall light evenness, very low energy usage and a durability that is amazing.

"When we first began to install light boxes made with the T3 System from Tecna Display, we built large PVC tube lights that required labour, tons of string LED lights that were attached to the tube one at a time, and large transformers to power the 100-plus lights," he said.

"These power units would often shut down after becoming too hot. We were searching for an answer when the Wandlite became available.

"Right away we realized how easy Wandlite is to work with. Many of our custom light boxes are assembled by independent installers across the USA so we needed something easy to understand and easy to handle. A simple sketch was usually all we needed to show customers the required layout and they always assemble it correctly.

"Large backlit freestanding single panel fabric graphics are something new and eye

catching, and we're extremely proud to offer Wandlite as the answer to creating unique and distinctive backlit displays for our entertainment, museum, and retail customers."

The Transformers 4 lightwall in New York

- 30' wide x 15' high
- 24 x 1m lights
- 6 x 8amp power units
- 6 x splitter cables
- 12 x link cables
- 6 x hangers
- Total amperage - not more than 20 amps.

"Our customer, Paramount Pictures, was extremely happy with the final result. This type of display had never been seen before in a theatre lobby.

"The overall evenness of the light made the seamless graphic pop for all of the film goers and they would stop and shoot pictures that they shared with friends and on-line connections.

"The studio was so happy with this image that they replaced it with their next big release, Teenage Mutant Ninja Turtles.

"Another 24' wide x 10' high display was used at the World Premiere of Transformers 4 in New York, and since the film was not going to open at that theatre, our crews disassembled it and moved it to another theatre nearby.

"With the ease of Wandlite and the T3 System, this task was performed in a very short time frame. Just plug in and the lighting is done in a snap."

www.wandlite.com,
www.olsonvisual.com



The Wandlite system is designed to create POP and POS displays. The versatile, long-life LED tube light with 360 degree lighting, is 'perfect' for modular display systems including plinths, light walls, light boxes, and counters.

The Wandlite design is 'functional and cost effective'. Manufactured in Britain to the highest EU standards, the Wandlite LED Tube runs off a standard 12v power supply and draws only 1.5 amps per metre.

It can run independently of the mains electrical supply, powered by a range of options including a solar-powered panel, rechargeable battery, or 12v car or motorbike battery for outdoor or evening retail events and emits a bright-white daylight light.

The tubes are lightweight and virtually unbreakable. Available in 400mm, 800mm, 950mm, 1000mm, 1250mm, 1500mm and 2000mm lengths, the Wandlite LED Tube can be used either as a stand-alone light, or two or more tubes can be chain linked together, for the ultimate in lighting flexibility. The light can also be supplied in custom lengths and colours to match retail branding, as well as in RGB multicolour lights.

"Whichever power source is chosen, the Wandlite system gives instant bright white light at the touch of a button with virtually no heat. The spirally-wound LED tape gives a new visual slant to this type of product and the semi-translucent end fittings means the whole light glows from end to end" says the company.



High-tech livery meets worldwide challenge

HIGH-TECH emergency livery is showing its 'true colours' after passing the ultimate test in far-flung corners of the world.

Wild weather and difficult terrain combine to create punishing conditions for vehicles in the Falkland Islands – a tiny archipelago in the South Atlantic Ocean. While the climate and environment in the West Indies pose an altogether different, yet equally demanding challenge.

Firefighters in both areas have just taken delivery of new AMDAC Carmichael tenders decked out in high-visibility Rennicks Nikkalite® Flexible Crystal Grade sheeting. And they're sure the 'robust and fully compliant' livery will help keep residents safe for years to come.

The microprismatic material has been specifically designed for emergency service liveries with high-contrast colours and enhanced retroreflectivity to make sure vehicles stand out from the crowd both day and night.

David Skinner, Rennicks UK, said: "Emergency vehicles are always subject to tough working conditions and that, together with such diverse weather in places such as the Falkland Islands and the West Indies, means the livery has to withstand particularly heavy punishment.

"But Nikkalite® Crystal Grade is extremely durable and, as it was applied by



one of our Gold Converters, it's guaranteed to provide high visibility for many years."

Nikkalite® Crystal Grade was also used on a Scania machine sent to Trinidad and Tobago, where it has replaced an existing vehicle at the Atlantic LNG gas processing plant.

Gary Wilkinson, Technical Sales Man-

ager for AMDAC Carmichael, said: "We're using Nikkalite® Crystal Grade for conspicuity on many of our emergency vehicles. It provides a tough, hard-wearing, high-spec solution that's great to work with. It's also flexible, cost-effective and fully compliant so it ticks all the boxes as far as we're concerned."

Applelec's I-Sign frames selected Bathstore refurbishment

Applelec's I-Sign Flex display frames were selected by Contour Direct as part of the refurbishment of 10 boutique stores for high-street bathroom retailer, Bathstore.

A total of 1300 frames were initially used in a roll-out during July and August 2014 in seven branches. The frames have been so well received by Bathstore that a further 300 frames have now been ordered for the brand's flagship Baker Street store, along with the Chelsea and Harrogate branches which all feature the 'uplifted' new store look.

Prior to the redesign of the 10 boutique branches, a simple folded acrylic frame had been used to display graphics and these frames are still employed throughout the brand's other 162 stores. Contour Direct were keen to identify a more stylish framing system for the redesigned branches that could accommodate the same printed graphics used in Bathstore's acrylic display frames.

Dick L'estrange of Contour Direct said: "A number of snap frames were considered for Bathstore but were all found to conceal too much of the graphic's edges, which are printed in standardised dimensions across

the 172 branches. Applelec's I-Sign range is virtually frameless which eliminated this issue whilst providing a much cleaner and smarter frame design to most snap frames."

I-Sign frames chosen for the retailer include those in portrait and landscape A4 and A5 dimensions along with the narrow 210mm x 90mm size frame. Each frame opens with a patented spring mechanism that's cleverly concealed within the structure of the frame to ensure Bathstore graphics can be updated easily. With an anti-reflective acrylic cover and tamper-proof lock, the frames are constructed in silver anodised aluminium with a 9mm profile to deliver a uniform display system.

Sam Armstrong, Applelec sales director, said: "We're delighted that our I-Sign frames have been such a success at Bathstore. The frames really compliment the redesign of

the boutique stores and ensure offers and product information is displayed in way which is both neat and stylish."

Bathstore is reported to be delivering strong sales uplifts following the launch of the new store format which features more set rooms to provide customer inspiration whilst highlighting the fitting service offered by the retailer.

www.applelec.co.uk



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ICON provides backdrop to Ryder Cup success

The 2014 Ryder Cup saw success not only for the European Team, but also for all those involved behind the scenes in staging one of the world's largest sporting events.

Branding specialist ICON played a major operational role, delivering The Ryder Cup's look programme which was such an 'important element of the event presentation'.

The Ryder Cup is a huge challenge, from the initial production phase through to the on site build. Given the sheer scale of the event we have to be very flexible and ready to adapt to new demands each day.

ICON was responsible for dressing all the tees, grandstands, camera towers and scoreboards in addition to some signature pieces within the tented village, media compound and both opening and closing ceremonies.

Working with original designs developed by Ryder Cup Europe's creative agency Total Design, ICON's production facility supplied nearly 10,000 individual items, all of which had to be collated, delivered and installed by a crew of 42 men over a month-long build-up. The 18th Green Grandstand



alone carried over 430 square metres of branding – enough to completely wrap five London buses! Added to that were the 21 other grandstands, 14 big screens, over 300 wayfinding signs, 400 crowd barrier jackets, two kilometres of fence dressing, 147 flagpoles and eight interactive pods with built-in RFID technology.

Where possible, elements were recycled from The 2010 Ryder Cup at Celtic Manor, where ICON delivered a similar programme, and re-branded to the event's new livery. ICON also worked with Ryder Cup Europe over the preceding twelve months to develop the scope of works for the look, branding and wayfinding at Gleneagles.

David Gurney, ICON's Head of Golf

Operations said: "The Ryder Cup is a huge challenge, from the initial production phase through to the on site build. Given the sheer scale of the event we have to be very flexible and ready to adapt to new demands each day."

Ryder Cup Operations Director Antonia Beggs stated: "ICON has been a trusted member of the operational team, not just for The Ryder Cup, but also for other major events on the European Tour at home and overseas for nearly 40 years now. It is a tribute to their high standard of workmanship, reliability and flexibility that this relationship has lasted for so long."

www.icon-world.com





Keeping fans on course for big golf date

Organisers of this year's Ryder Cup golf competition used full matrix LED signs supplied by Mobile Traffic Solutions (MTS) to make sure the thousands that came to watch Europe defeat the USA in Scotland didn't find themselves 'bunkered' by congestion.

They have followed a growing trend of using variable message units to provide information as well as controlling and directing traffic at major events.

A total of 17 portable Variable Message Signs (pVMS) were used at strategic locations to keep congestion to a minimum and provide key directions and advanced information that can be changed at short notice. Andrew Leigh, Area Sales Manager for MTS, says they produce a smart solution that's both flexible and cost-effective.

He said: "The main concern at big events like the Ryder Cup is to keep the large volume of traffic that inevitably descends on the same place at the same time flowing freely while minimising the disruption caused to other road users going about their daily business.

"Highly visible LED signs provide strong directional information to road users. The fact they can be changed at the flick of a switch means they can be used to provide advance warning of problems to prevent delays.

"They can also save money because, rather than deploying a dozen marshals to direct the public, event managers can now use one or two variable message signs to do the job."

Each sign is fully compliant for use on highways or urban roads but compact

enough to deploy in many different locations.

They are pre-programmed with up to 200 Highways Agency approved messages and pictograms, but to create bespoke messages with drop-down menus is 'simple'.

MTS signs have played key a role at many major events, including the recent Commonwealth Games in Glasgow and the London Olympics in 2012, along with football matches, concerts and conferences.

He said: "Operators can input up-to-the-minute instructions, so the signs can play a pivotal role in making sure traffic is kept flowing as smoothly as possible just when demand is at its peak.

The units are low maintenance and incredibly easy to operate. And because many use solar technology, they also deliver low running costs and are highly sustainable."

Robert Trevethick, Event Traffic Solutions Manager for the AA, said: "The LED signs provided by MTS are a valuable tool that suit the requirements of this event perfectly.

"They complement signage provided by the AA, directing spectators and those connected with the event to specific venues along routes that have been selected to cause the minimum of congestion and disruption."

www.ukmmts.com



Clear Channel UK launches its first solar-powered advertising bus shelter

Clear Channel UK has launched its first solar-powered advertising bus shelter on Waterloo Bridge, London using a specially

manufactured solar LED lighting kit from Zeta Specialist Lighting.

Four solar panels have been installed onto Transport for London's (TfL) bus stop, converting sunlight into battery power. They allow Clear Channel to light up the courtesy light and advertising panel when it's dark, using renewable energy.

The solar-powered bus shelter is equipped with an energy management system that knows how much power it has generated. This allows it to automatically dim the lights if power is running low or in daylight.

Dave Huckerby, Development Director at Clear Channel UK, said: "We are proud of our commitment to sustainable development; it is truly at the front of our minds whenever we develop new products and technologies. This is an exciting launch for

us and for London and we look forward to developing the product as we introduce the technology in other communities."

Leon Daniels, TfL's Managing Director of Surface Transport, said: "As part of the Year of the Bus we are not only celebrating what London's extensive bus network offers to passengers now, but also what the future may hold. This technology trial demonstrates both innovation and sustainability and I hope it will be the start of something that could spread across our network."

Adrian Dennis Sales and Marketing Director at Zeta Specialist Lighting said: "This solar-powered LED lighting solution for the bus shelter provides increased comfort and safety for passengers at a significantly lower environmental impact. We are excited to be part of bringing new lighting technologies to the capital."



FEATURE Jetcut

Achieving the next level of precision cutting with JetCut Water Jet CNC

By Jemima Codrington

Based in Glasgow, JetCut helps clients from all over the UK achieve expertly-cut profiles on a wide range of substrates using water jet CNC machines.

Run by partners Geoff Lockett and Mike Marshall, JetCut is comprised of a small team of six working out of the premises manning two large water jet CNC machines. When I arrive to visit, both machines are in action, one cutting Monolux, a fire retardant composite material, the other busily creating 4 millimetre stainless steel rings.

'The water is under a pressure of 60,000 psi, and is travelling just under three times the speed of sound'



The welcome desk at JetCut, cut using the facility's own water jet machines.



"Foundations" by DUFI art signage, created by JetCut.

The first machine is manufactured by Calypso, and the other by Technocut, and both are in near-constant use owing to the high demand for this type of cutting. The client base spans everything from sign writing companies to artists and sculptors, oil and gas companies and others in the manufacturing industry in general. The machines are capable of cutting through a wide gamut of materials, and as such have created a vast range of materials. From exterior signs on display around shopping centres to depth markers in swimming pools and even the Scottish Grand National trophy, the variety of products created using these powerful machines are vast and varied.

The appeal of water jet CNC

The company was founded in 2006, initially providing a tile cutting service for the construction sector.

However, when the sector encountered economic difficulties in 2008, the company was sold to Mike Marshall, who utilised his engineering background to change the focus to target the manufacturing and signage sectors. Although the machines still cut tile, over 70 per cent of turnover comes from cutting metal. This can be anything from 1 millimetre stainless steel up to a material of 150 millimetre thickness, although the team rarely cuts anything beyond 60 or 70 millimetres.



A 20p piece demonstrates the sheer depth that can be cut using the water.



The Technocal waterjet CNC machine at the JetCut facilities in Glasgow.



As Managing Director Geoff Locket walks me through the facility, it is clear to see that the machines are in high demand. Products made with everything from composite stone to wood, aluminium, plastic and numerous other materials are on display, and upon close examination, it is easy to see why this type of CNC cutting is proving so popular. The intricacy that can be achieved along with the machine's power enough to cut through heavy materials lends itself well to just about any job, but perhaps especially signage. JetCut has created a number of signs, some more straightforward in nature such as those found around Glasgow's city centre (right), while others such as the one created by DUF! Art ("Foundations", pictured) are incredibly unique.

In order to achieve the desired effect, the process normally starts with the client providing the image required.



Signage visible in Glasgow's city centre has been made by the team at JetCut.

"From there, we convert all drawings into Autodesk 2004," says Geoff. "The software for the two different machines is generic to the manufacturer. Calypso is run using NC Geomate, while the other uses Technocal."

The water is under a pressure of 60,000 psi, and is travelling just under three times the speed of sound when it leaves the jet before hitting the material. This powerful jet-stream cuts anything from straight lines to curves (such as those on the foot, pictured) with ease, leaving

little in the way of a burr on the edges. There is little need for finishing once the substrate is removed from the machines, however, there is much required in terms of maintaining the water jet cutters. "We have two qualified mechanics as part of the team that provide the machines with ongoing maintenance, without who we couldn't do our jobs," says Geoff. Around 10 per cent of JetCut's turnover comes from sign companies, and with the capacity to create indoor or exterior signage from just about any substrate, it is easy to see why these machines are proving popular with the signage industry.

www.jetcutit.com



An up-close shot reveals the power of the concentrated water.



A foot cut through stone composite.

Trade Signs 20th year anniversary

Trade Signs one of the UK's leading trade manufacturers of bespoke signage is celebrating 20 years in the industry.

Managing Director Matthew Driver tell us how Trade Signs was born.

Having been a very passionate young artist in my early teens, in 1987 I spent a week doing work experience at Art Signs in Hertfordshire. From that experience my employer gave me a part-time job so I worked there every Thursday night and Saturday. I worked on traditional pub signs and I was classically trained in carpentry, spray painting, hand painting and gold leafing. But my passion for art from my mum, who is an artist herself and helped teach me from a young age how to draw and paint. During 1989 to 1992 I immigrated to Sydney, Australia where I worked for a sign company in Brookevale, north of Sydney. This is where I decided to work for myself, so I started contacting shops and local business and completed a wide variety of work. When I returned to the UK in 1992 I completed an HND in Graphic Design, as I felt I needed to up my design skills before starting my own company. That's when technology entered the industry's main stream and vinyl cutting started to take place and replace a lot of the skills I had spent years learning!

The company was born in 1994 aimed predominantly to end users. I started to get busy and soon I had the chance to hire my first employee. The vinyl cutting technology changed the market landscape so I saw the potential for trade supply and that's when Trade Signs began. The company grew quickly to four staff and shortly after I in-

vested in my first CNC router. Around 1998 the fabrication department began with further investment in equipment and staff. The millennium marked the beginning of a new era and it was the right time to invest again in another new router which saw the company grow to 14+ staff. In 2004 I purchased my first laser cutter and in 2005 we put more money in sheet metal equipment and welders. The company grew to around 20 people. We managed to get through the credit crunch relatively unaffected, but in 2012 we saw the biggest change, the move to our new 33,000 square foot premises in Tring. This was combined with the purchase of our second laser and yet again more equipment in sheet metal production. I am going into 2015 with a new wet spray and powder coating plant going in Q1 with yet again more equipment/machines in fabrication, with 45+ staff and a successful company.

My vision: A company committed to innovative technology, service excellence, rigorous quality control and a culture of continuous improvement where our total workforce is passionate about exceeding customer expectations

Trade Signs continues to produce branded fabricated signage and make an impression to businesses delivering unique bespoke signs. We offer an exclusive service built over 20 years using traditional skills and the latest innovative technologies. Our continuous investment is shown in the exceptional high quality of our products. Every bespoke sign is fabricated in our factory and all our staff is focussed on assisting you with valuable information.

Haylee Benton, Operations Manager for Trade Signs adds

We have been planning and working extremely hard to streamline our processes and services to ensure the ultimate experience for a client. All of our staff have a fantastic vision and passion for our company, and that shows in what we have achieved to date. We are continuously improving, and always pushing our standards and expectations.

Our clients expect a high standard, and we are determined to continue delivering this. We are quite literally striving for service excellence and increasing the industry expectations when it comes to service and quality. I'm so excited to see our ideas and strategies come to light in 2015, we will continue to set a high bar in signage manufacture with our innovation.

The sign industry is always going to be high pressure and deadline driven; we know how to handle this, which will reward us and our clients long term.



From left to right: Stephen Dean, Ian O'Reilly, Aurora Salvador, Jody Jordan, Anthony Lock, Tony Lewis

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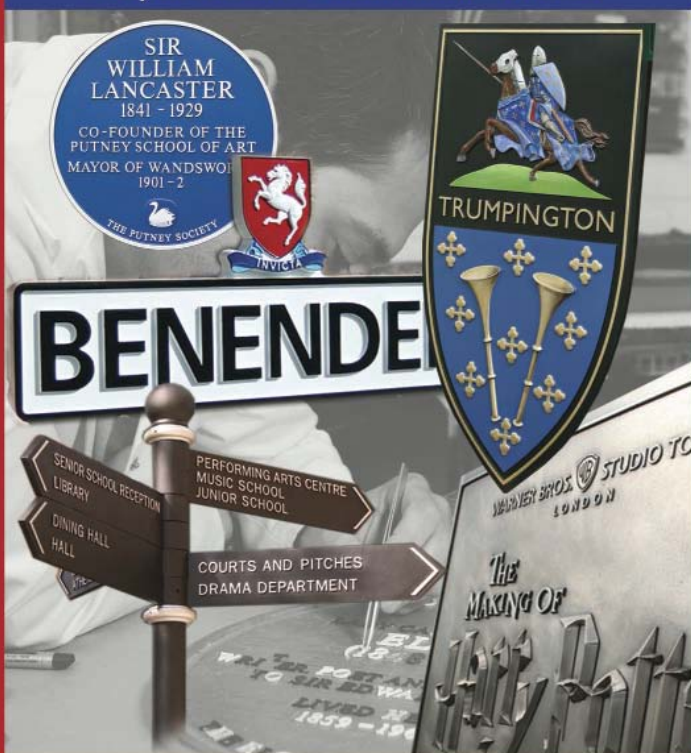
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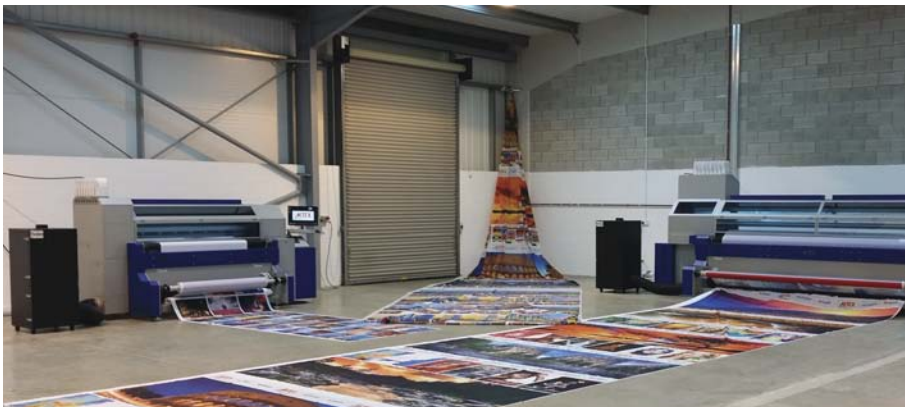
New arrivals at the MTEX printing demo centre

Two new digital textile printers arrived at their 'new home' in the MTEX Technologies Demonstration Centre in the Midlands. They're the first in a suite of dedicated textile solutions being installed in the centre, MTEX's new base for UK and Ireland demonstration and testing for the sign and display market, as well as the home textile and fashion industries.

MTEX only manufactures dedicated digital textile printing and finishing equipment and they 'understand the process from fibre to fabric'.

Stewart Bell from MTEX says: "We are delighted at the arrival of the first two printers in our demonstration centre – the MTEX 1800 and the MTEX 5032Pro. They will be followed by the MTEX TurboSub and MTEX 500C for fashion fabrics later in the year. The MTEX PAD, Steamer and W&D are also being prepared for shipment to the UK so companies with a need for pre-coating fabrics, steaming and post-print washing and drying will be able to put them through their paces. When all the machines are in, we will have the most comprehensive demonstration suite of direct-to-textile digital printers in the UK. It's a very exciting time to be involved with digital textile printing and it is our aim to help sign and display makers and creators, interior designers and fashion houses to harness the power of digital using our equipment and bolster the strong and lasting heritage of textile printing in the UK."

The MTEX 1800 was the first to be installed at the centre and is aimed at medium sized display graphic and home textile companies that want a machine that will print dedicated textiles with 'punchy' colours. It is



1.8m wide and prints high quality vibrant colours at up to 48sqm per hour and has a two litre bulk ink system for continuous printing. It is built to exacting industrial standards as an integrated one-footprint unit with integrated work flow.

We are committed to encouraging business relocation to our district, and are pleased to see that MTEX has chosen to open its first UK branch in Moira.

The MTEX 5032Pro has also been installed ready for demonstration and customer testing. This machine is a 3.2m wide direct-to-textile printer with integrated fixation and runs at 58sqm per hour. This printing solution will enable users to produce a wide

range of fabrics for a huge variety of applications such as soft signage, interior displays, home textiles, flags, retail point of sale, lightboxes and much more.

Chairman of North West Leicestershire District Council officially opens MTEX UK showroom.

Councillors from North West Leicestershire District Council said they were pleased to welcome MTEX Technologies Ltd to the district recently.

The Chairman of the Council Councillor Graham Allman joined other local dignitaries at a special ribbon cutting event on 15 October to officially open the UK branch of MTEX Solutions – the 'market-leading' Portuguese manufacturer of digital textile printers.

MTEX Solutions wanted a stronger presence in the United Kingdom and a few months ago set up a subsidiary, MTEX Technologies Ltd, based in Moira on the Derbyshire/Leicestershire border, to help drive UK sales.

MTEX is also keen to develop a UK training centre, and collaborate with local universities.

The three-day opening event was attended by over 100 customers looking at a wide variety of solutions for the digital textile printing market such as design and colour software by AVA CadCam; printers by MTEX; flatbed textile cutting by UK manufacturer Blackman & White; sewing machine options; Primex lightbox frames by DPI and exhibition framework systems by Tecna UK; as well as a range of medias supplied by DPM and Georg Otto + Friedrich.

Councillor Allman said: "I feel very privileged to be invited to officially open the local operation of MTEX Solutions, and join the company's CEO Eloi Ferreira and MD Stewart Bell in celebrating this occasion. We are committed to encouraging business relocation to our district, and are pleased to see that MTEX has chosen to open its first UK branch in Moira."



From left, Chairman of North West Leicestershire District Council Councillor Allman, MTEX Technologies MD Stewart Bell and CEO of MTEX Eloi Ferreira

www.mtex.eu



Sign & Digital UK gears up for biggest show in 2015

Sign & Digital UK recently announced that stand bookings for 2015 are up by 20 per cent year-on-year, with over 100 exhibitors already confirmed.

The UK trade exhibition for the sign making, display solutions and digital printing industry returns to the NEC, Birmingham on 24 to 26 March 2015.

With just under six months until the show, Sign & Digital UK 2015 has already confirmed a high number of bookings from first-time exhibitors across the board. They include BaltLED, Blackman & White Cutters, Emo Neon, Substance Europe, Texo Trade Services, Think Sub International and Universal Image Systems.

With new technology demonstrations and plenty of business advice on offer, the show is shaping up to be better than ever.

2015 will also see the return of leading brands with bigger stands than in 2014, such as Amaya, Art Systems, Atech, Bannershop UK, Caslon, Complete CNC Solutions, Friedheim International, Hewlett-Packard, Inktec/Jetrix, Maxicam, Paperlinx UK, PrintMax and Perfect Colours.



Other confirmed exhibitors include Agfa Graphics, Colourgen, Grafityp, Graphtec GB, Hybrid Services/Mimaki, i-Sub, Landor UK, Resolute DTG, Signwaves, Soyang Europe, Ultima Displays, Vivid Laminating Technologies. A full exhibitor list can be found on the website

Textile printing for interiors, soft signage and POP and POS displays for retail are just three of the key growing sectors the 2015 exhibition will delve into. The show will also feature more on-stand practical kit and product demonstrations.

Rudi Blackett, event director for Sign & Digital UK, said: "We celebrated a fantastic exhibition in 2014, with high numbers of sign-

making, display and digital printing companies in attendance, as well as many end-user visitors keen to see what's new in this vibrant market. The 2015 show floor plan is already nearly full and current demand for stand space means we will need to increase the size of the show again soon.

"We are delighted with the industry's ongoing commitment and enthusiasm for the leading sign and display trade show. With new technology demonstrations and plenty of business advice on offer, the show is shaping up to be better than ever."

Sign & Digital UK is free to attend.

www.signanddigitaluk.com



Amari Plastics Belfast Open Day

Amari Plastics, who distribute plastic sheets, films, rods, tubes and roll media recently held an open day to announce the official opening of their newest centre – Amari Plastics Northern Ireland.

Paul Williams, Manager of the centre in Belfast, organised the event which started with an official opening and unveiling of a commemorative plaque.

The suppliers present included well-known brands from around the globe such as MACTac, 3A Composites, 3M, Rochling and Madreperla. Strong UK brands were represented by Reddilight, Twinplast, Kernow Coatings and Nova Aluminium as well as one closer to home – Brett Martin from Mallusk. Finally Jain industries, an Indian manufacturer, sent representatives from their newly opened manufacturing plant in Ireland. The open day ran from 11am until 5pm and was attended by 16 different suppliers who had brought a variety of displays, exhibition pop ups and stands and close to 40 customers during the day.

Andy Carroll, MD of Amari Plastics said: "The event was exceptionally well organised and Amari Plastics received tremendous support from its supplier base. However what really stood out was the energy and commitment of the Amari staff and the customers. Many travelled long

distances to attend and were rewarded with suppliers willing to impart knowledge and practical support which the customers took on board and kept coming back for more. The number of customers coming to the event showed that the market in Northern Ireland for plastic products is hungry for knowledge and has a great desire to take on new products and new ideas."

The day was such a success
that Paul has already started
planning for the next full
open day

Highlight of the day were the practical demonstrations performed by MACTac – Amari Plastics supplier of digital media and marking films. Their displays included vehicle wrapping, with tips and training on how to apply optically clear window films, wall graphics and floor graphics. Many of the customers learned new tips on application from MACTac but they also saw new

products such as the Falconboard all white board, manufactured by Hexacomb in Holland. Hexacomb also showed how easy it is to edge the product with a variety of double sided tapes. Nova Aluminium's showed their new Novaflex system and also did practical demonstrations of how easy it is to put together Novatrim frames. Madreperla, cast acrylic manufacturers from near Milan in Italy presented Greencast acrylic sheets – the only 100 per cent recycled and 100 per cent recyclable sheet in the world.

Long term suppliers to Amari Plastics were also well represented with the likes of 3A Composites showing how to rout and fold Dibond Aluminium Composite Sheets; 3M, in conjunction with the Amari owned business Self Adhesive Supplies showed customers how to use VHB tapes to create virtually indestructible bonds and Bostik Adhesives demonstrated how to glue acrylics, Polycarbonates and Aluminium Composite Sheets.

The day was such a success that Paul has already started planning for the next full open day and is also considering having "masterclass" days with MACTac offering training and support on the different applications for the new ranges of self-adhesive products. These would include digitally printable vinyl's for walls, floors and windows, which in particular allow designers to refit interiors of shops, bars, restaurants and office interiors at a low cost and change them on a regular basis without structural changes or damaging the interior.



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Tennants UK expand in the traffic management market

Tennants UK is pleased to announce its arrival into the permanent road sign market following the recent move to make Route Signs a subsidiary of the Tennants Group. This enables supply of all road signage solutions to its customers.



The Nottingham-based sign maker and reflective supplier specialist, has been making and supplying temporary road signage to the traffic management industry since 2002. According to them they have built a reputation for 'reliability and responsiveness' which they now aim to bring to the permanent road sign market.

Tony Beecroft, Finance Director of Tennants UK said: "This was an opportunity which we could not afford to miss. We have a strong and flexible product range and work facility with the latest technology to make both CE Certified permanent road signs and Sector Scheme compliant temporary road signage. This union will give our customers greater flexibility and choice."

In 2013 Tennants became master distributor for Orafol in the UK, who are 'world leaders' in manufacture and supply of reflective materials. Last year they invested in an Agfa Anapurna UV printer which uses Orafol products to produce fully compliant and warranted sign faces.

The partnership with Route Signs 'reaffirms' Tennants UK's determination to play a more significant role in the traffic management market in the future and offer a wider portfolio of products to its loyal customer base.

Operations Manager, Phil Craig, said: "Our business has made significant investment in both equipment and people in the last 18 months and these are exciting times for all our staff who are looking forward realising these new opportunities. New staff are working closely together to ensure Tennants' standards of the highest quality are maintained."

Route Signs has a wealth of experience, from many years working within the highways industry, to manufacture, supply and install permanent signs. Mike Hope, MD, said: "We are so pleased to have received the backing of an industry leader. I have worked in the sign industry for more than 25 years and it continues to be as exciting as the day I started."

www.tennantsuk.com

Epson support Manchester United's 15th 'United for Unicef' anniversary

The Manchester United Foundation's 'United for UNICEF' partnership held a new fundraising drive with the support of Epson Europe.

Manchester United's Old Trafford stadium was the venue for an exclusive 'for-one-day-only' photography exhibition celebrating 15 years of United for UNICEF. Sir Alex Ferguson unveiled his personal

selection of 15 photographs highlighting memorable events during the partnership's 15 years. A selection of these images, signed by Sir Alex after being printed on an Epson Stylus Pro 9900 large-format printer, are being auctioned online to raise money for United for UNICEF's programme supporting vulnerable children in Vietnam. The 508 mm x 768 mm

We are proud to have
been asked to help promote
such a great cause.



images, printed on 300 gsm media, can be viewed and bid for at www.united4unicef.org.

United for UNICEF started in 1999 and is the longest-running partnership of its kind between a sporting organisation and a global children's organisation. It has raised over £3 million and protected over 3.4 million children worldwide from violence, abuse and exploitation. All the money raised by auctioning Sir Alex's chosen images will be invested in Vietnam, where more than 4 million children are estimated to be at risk, living on the streets, working in hazardous conditions, or in conflict with the law.

"We are proud to have been asked to help promote such a great cause," says Mary McNulty, Epson Europe. "We hope that the excellent print quality achievable with the Stylus Pro 9900 will add real value to what is a uniquely exclusive limited edition."

Canon launches new online hub

Canon have launched Digital Dimensions, a subscription-based online hub designed to help print service providers (PSPs) both manage and grow their businesses through access to 'expert advice, profiling and planning tools and mentoring programmes'.

Digital Dimensions is available to both commercial and in-house printers, for a source of 'inspiration, knowledge and resource to help PSPs adapt to market changes, diversify into new application areas, attract new business and, ultimately, improve profitability'.

"PSPs are acutely aware of the need to adapt to the modern communications landscape, but often struggle to find ways to facilitate this," said Mark Lawn, European and UK Marketing Director, Professional Print.

"They are also having to work harder than ever to remain competitive and differentiate the services they offer. Digital Dimensions is a platform that provides easy and instant access to business led information. This ensures that it is convenient for our customers who have extremely busy schedules, and complements the existing business development tools offered by Canon."

The new hub features content from subject matter experts that spans business strategy and planning, selling and marketing digital print, as well as master classes dedicated to getting the most out of print technology and work flow solutions. Digital Dimensions allows users to interact via a blog and ask questions of industry experts through 'ask the expert' seminars.

Digital Dimensions also hosts information on upcoming events, industry-specific news and insight, as well as providing a platform for industry peers to interact and market their services. This allows PSPs to build a professional print community online to 'improve business success based on the sharing of best practice'.

Paul Squires, Print Services Manager, Manchester Metropolitan University, and one of the first print service providers to explore the new platform, said: "Canon Digital Dimensions demonstrates how we can best leverage our core skills across data and graphics and is an ideal source of information to assist us in the process."

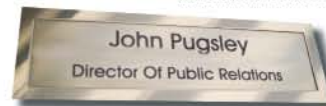
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Perfect Colours launches 'Small but Mighty' campaign

Perfect Colours has launched a new campaign to demonstrate how, with the HP Latex L310, even the smallest sign and display producers can increase business without huge expense. The initiative allows companies to test-drive the L310, and experience first-hand the 'creative and economic potential' of this 'small but mighty' engine.

"Our industry is packed with smaller but highly creative businesses who are producing astounding graphics for an array of clients, including major brands and retailers," says Jon Telling, sales director at Perfect Colours. "At Perfect Colours, we recognise that having the right machine is paramount in delivering that work. Small But Mighty was invented to show that the LX310 can help them do just that.

"The HP Latex L310 is a formidable machine; it has the potential to elevate your business without doing too much damage to the financials. But we don't want our customers to take our word for it: we want them to experience it for themselves."

With a small 'footprint' and front-loading facility, the 1.2m machine caters to businesses with limited floorspace, while also providing low energy consumption,



running off two traditional three-pin plugs and going from power-up to production readiness in only two minutes. Supplied with the easy-to-use SAI FlexiPrint RIP and offering simplified colour management,

the L310 reliably delivers a top print speed of 48sq m/hour, or 1,200dpi output in quality mode.

www.smallbutmighty.co.uk

Specialise in sublimation

Screen printing remains the go-to for ceramic decoration, according to Listawood Trade Supplies who say that due to the 'forward thinking approach to training, have been blazing a trail in sublimation for some time'.

Listawood offer no obligation sessions, which are free of charge from their custom fitted facility. A training session at Listawood is tailored to individual needs and can cover a number of potential themes; from sublimation fundamentals and hands on demonstrations or practice, through to product and marketing guidance and costing advice.

They say they are able to regularly and accurately scour the market to ensure that their handpicked selection of equipment is objectively the all-round best in its class when it comes to balancing performance and cost.

Technical Support Officer Kris Trewick encourages interested parties to book in a visit to their facility and see for themselves why they offer the stock items they do: "Our dye sublimation training is quite unique", he says.

"Thanks to the low start-up and running costs, it is a great way to add value to any printing business, but achieving true to life quality and consistency can be trickier without our training and guidelines.

"The popularity of ceramic decoration is on the increase thanks to the longevity and perceived value such a substrate provides. Listawood continue to take the sublimation market by the scruff of the neck thanks to their patented and exclusive UK-developed innovations for drink ware," says Kris.

marketing@listawood.com





Mimaki joins Caterham F1 Team as technical partner

Mimaki has formed a new technical partnership with the Caterham F1® Team, making Mimaki the team's official technical graphics supplier. The result of this partnership is that all Formula One communication, vehicle graphics and visuals for the Caterham F1 Team will be printed and cut with Mimaki's range of solutions.

'In the fast paced world of Formula One racing, teams need graphics that stand out from the rest of the field and give them a commercial and competitive edge'. Manfredi Ravetto, Team Principal of the Caterham F1 Team, knows all about standing out. His appointment at Caterham is aimed at 'driving the team towards greater success' and Ravetto acknowledges the need for a partner capable of 'translating the team's core values into visuals that reflect these goals'. "Whether it is on the track or projecting our image across various media, our team is focused on results. That is why we required a technical partner that could deliver quality that matches our high engineering standards. Mimaki impressed us with the creative versatility their solutions have to offer and won us over immediately."

Mike Horsten, General Manager Marketing EMEA for Mimaki Europe, said: "Formula One is all about precision, flexibility, quality and success; characteristics we also associate with every print and cut solution Mimaki develops and puts into the market. This close cooperation allows us to demonstrate the sheer breadth of what Mimaki can deliver. Our solutions are as flexible, creative and qualitative as a highly demanding race team management requires them to be. We consider it an honour and a privilege to



supply the team with the latest printing and cutting solutions, the results of which will be highly visible in the pits and paddock areas of race tracks around the world."

The Caterham F1 Graphics Team said: "Our team is under a lot of time pressure, and so are our communication efforts. We need to effectively translate the key values of Caterham F1 Team into a visual representation that is all about speed, outstanding performance, flexibility and quality. To achieve that success, we selected a reliable partner we can count on for quality

and consistency. We're convinced this partnership with Mimaki will deliver the right solutions for the job."

John de la Roche, national sales manager – sign & graphics at Mimaki's UK and Irish distributors, Hybrid Services, said: "We're delighted to have this fantastic opportunity to work with the Caterham F1 Team and to help them to maximize the benefits of the Mimaki equipment in support of their sporting and commercial objectives."

www.hybridservices.co.uk

Innova Solutions launch new photoluminescent products website

Innova Solutions has launched a new website, providing a new online 'home' for the photoluminescent product line they create and manufacture with partner Jessup Manufacturing. The decision to rehome the glow in the dark materials follows the 'huge success' the range has seen both domestically and in Europe. This success is what has also led to one of the products, Jessup Glo-Brite, being nominated for Product of the Year at the BSGA British Sign Awards. As the UK's sole

official partner of Jessup Manufacturing, Innova Solutions are 'proud to be offering the materials', which are recognized in the industry as being the 'trusted choice for emergency egress systems'.

Glenn Dunleavey, Managing Director of Innova Solutions, said: "We believe safety in evacuation situations require the effective application of both technology and knowledge, and that's what we have. With an enthusiastic team who know their stuff, we take a real pride in supplying exceptional photo

luminescent products and give the practical advice to help you buy wisely."

The Innova Solutions and Jessup Manufacturing partnership is a two-way, interactive relationship that works together to 'create and manufacture bespoke and new products specifically to meet client requirements, as well as offering the trusted range they're famous for'.

www.photoluminescent.co.uk
www.innovasolutions.co.uk

Hybrid Services announces new partnership with printMAX

Mimaki's exclusive UK and Irish distributor, Hybrid Services Ltd have formed a new partnership with wide format printer supplier, printMAX as the company is added to its specialist reseller network.

"We're very pleased to welcome printMAX on board," says National Sales Manager – industrial products at Hybrid; Stuart Cole. He said: "The pre and post sales service that they offer to their clients is highly regarded and as a brand we feel that they will only add value with their 20 plus years of experience and knowledge. We're thoroughly looking forward to working with printMAX going forward."

Michael Bolton, printMAX Managing Director said: "We are renowned for exceeding expectation so consistently look for ways to evolve. To be able to offer the very best solutions for our customers we need to adapt to demand. By taking on the Mimaki range we are able to align ourselves with some fantastic products, including the capability to print larger than ever with the more industrial scale machines from Mimaki."

"Over the last twelve months we've seen very strong economic recovery," he says. "This has brought to light a gap in our product offering, which with Mimaki's industrial printing solutions; we should be able to fill."

Demand for Mimaki's industrial products has greatly 'increased' over the past year and recent announcements of cutting edge sign and graphics machines ensure printMAX's portfolio is further 'bolstered'.



L-R: John de la Roche, Michael Bolton, Stuart Cole and Chris Martin.

"Mimaki has a broad selection of products which offer a great introduction to industrial printing," says Bolton. "Including these products in the printMAX portfolio was a key factor in the decision making process."

John de la Roche, National Sales Manager – sign & graphics for Hybrid says: "The addition of printMAX to our network of resellers further strengthens Mimaki's position in the market, ensuring a consistently professional approach to how our products are offered and supported."

Chris Martin, printMAX Sales Manager says: "We've already secured an order for Mimaki's range topping JFX500-2131 flatbed LED UV printer to one of our existing customers and this proves how we too can grow with them. The inclusion of the Mimaki product range in our portfolio provides our customers with a route into new areas of larger format printing."

www.hybridservices.co.uk

www.printmax.co.uk/hardware/mimaki

XYZ International celebrates 5000th machine sale

XYZ International has recently achieved its 5000th machine sale, marking a 'seminal date in the company's continuing global expansion'. With their headquarters in Burlington, Canada, XYZ International has UK facilities in Wolverhampton and Nottingham from which it has built a 'thriving customer base' within the sign manufacturing; wood-working; plastics and metal fabrication; building and construction and HVAC industries.

The 5000th machine sold was an XYZ PANELBuilder 5022 combined router and dedicated software solution designed specifically for the processing of ACM (Aluminium Composite Material) used widely in the sign manufacturing industries. XYZ International is well-known in the UK via its XYZ and Pacer power brands and the supporting

CNC Routershop division that provides a 24-hour online resource for tooling, accessories and consumables. According to the company this accommodates not only the requirements of XYZ International machines but also virtually any other make of machine regardless of type or country of origin.

'Since commencing the manufacture of hand-built routers in the early 90's, XYZ International has responded to challenging market requirements and has evolved rapidly to become one of the world's foremost suppliers of high-performance CNC machines'.

www.xyz.com



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10 reasons to invest in a Seiko...

- ✓ Japanese engineered and built
- ✓ Seiko translates from Japanese to English as 'Precision', this is the reason of the brand name
- ✓ Largest watch manufacturer in the world
- ✓ Seiko Instruments introduced 'Trust and Precision' as this represents the company's perspective
- ✓ Now manufacturing wireless rechargeable batteries for the future, quartz crystals, hard disc components and shutter mechanisms. Even tablet pickers (medication dispensers) for the Japanese healthcare market
- ✓ Even Epson was born from Seiko and HP's first wide format printers started life as Seiko's until HP started manufacturing themselves
- ✓ Seiko manufacture their own heads and ink, meaning the whole system is designed and built by one company, Seiko, SII
- ✓ Stress-free operation and easy maintenance
- ✓ Consistent image quality
- ✓ Low odour ink

CP MANAGER

Developed specifically for the ColorPainter printers, CP_manager, the bundled controller software allows operators to operate printers from a PC, tablet or smartphone.

SNM2

SMART NOZZLE MAPPING

Smart Nozzle Mapping re-maps clogged nozzles so you can continue to print with perfect image quality.

SNM2 can significantly reduce downtime and boost your productivity and life span.

DDP

Dynamic Dot Printing Technology

DDP controls and optimizes dot size and dot density to make consistently rich bold glossy colours with fine details. DDP also facilitates high density printing without any speed loss, ideal for backlighting.

Smart Pass SP4

SP4 controls ink flow and mixing to generate the ideal dot size for each print - resulting in a superior quality image. This makes the printer perfect for both, high-quality indoor and long-life outdoor applications and effectively eliminates banding without any loss in quality.

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Roland DG customer celebrates 30 years

This month, Mansfield-based 'Big Pete' Colman is celebrating 30 successful years in the sign and graphics industry.

Big Pete, founder and managing director of Classic Lines Plus Signs, which recently rebranded to Classic Print, has been a loyal Roland DG customer for over 24 years. He says: "It's been a great 30 years and we've really enjoyed working with all our customers over this time. This industry has changed dramatically over the last three decades, in particular the last 24 years since we purchased our first Roland Plotter in the early 90's. And, in many ways, Roland DG and Classic Print have shared a history of evolution and growth, both fuelled by a dynamic wide format technology that continues to be innovative and offer new applications and products.

"Over the years, we've invested in 16

Roland machines, always keeping pace with the latest offering. Our current portfolio includes a VersaCMM VS-640 wide format printer, a GX-300 cutter, an EGX-350 desktop engraver and a Metaza MPX-90 Impact Engraver. We have always believed in the performance and reliability of Roland products and the company consistently confirms our faith in it by continuing to deliver outstanding technology, backed by great service and support.

"We must have done just about every possible job over the course of the last 30 years, from the weird to the wonderful, sublime to the ridiculous. But I still believe the most interesting job you can do is the one that comes next. That is what keeps you going and striving to achieve. Over three decades, we've printed everything from

wrapping matchbox-sized transit vans to match their full-scale models for a 'buy one get one free' campaign to wrapping beer pumps and everything in between!"

Classic Print offers a full range of printing services to its customers; from outdoor and indoor banners, flags and POS graphics to car wraps, garment personalisation, soft signage, personalised furniture and décor, 3D engraving and promotional products. Pete says: "Roland's wide format machines are versatile and over time have transformed the way we do business and the type of customers we can attract. Many customers simply can't believe what can now be printed on a wide format machine, so we have recently opened a showroom to demonstrate our full range of applications and services to customers."

Visitors to the Roland stand at this year's Sign & Digital UK will have had the opportunity to meet with Big Pete and learn a little more about how Roland's 'robust, reliable technology' has helped Classic Print to grow and succeed.

Jerry Davies, Managing Director, Roland DG says: "On behalf of the whole Roland DG team, I would like to congratulate Big Pete and his team on 30 great years in the industry. It's an outstanding achievement and the company keeps going from strength to strength. Classic Print is the epitome of a Roland customer – an entrepreneur that has worked hard and always invested in great technology to ensure they can keep ahead of the competition and constantly offer customers new and exciting applications."

www.rolanddg.co.uk
www.classicprint.co.uk



Photograph shows Big Pete (on the right) and his 'wing man' Mick.

Sign engraver celebrates 25 years

Brunel Engraving, who supply trophy shops and sign makers, is celebrating 25 years in business.

They handle national and international clients, and according to the company is the largest online engraving operation and one of the most successful specialist engravers in the UK.

Originally specialising in engraving, Brunel has moved into printing and etching to further increase the services they offer to the trade.

The company provides engraving and etching services for smaller trophy shops and sign makers supplying brass, stainless steel, aluminium and plastic nameplates. They recently launched a new industrial website to complement existing web sites focusing on commercial engraving and

trophies and awards.

Managing Director and founder of the business, Martyn Wright, attributes 'hard work, dedication to customer care and investment in cutting edge technology, to the company's growth'.

"Over the past couple of years we have invested significantly on upgrading our technology and expanding our premises", he said.

"New technologically advanced machinery used for producing printed metal labels and badges, and name plates and exterior signs, has enabled us to improve our services.

We've continued to invest in equipment this year by installing the very latest etching equipment which enables us to produce larger signs and to quadruple our output.

After 25 years in business we'd like to say a big thank you to all of our staff, our customers, our suppliers and everyone who has supported us in achieving our success!"



Martyn Wright MD examining a nameplate in the office with Carolyn Smith.



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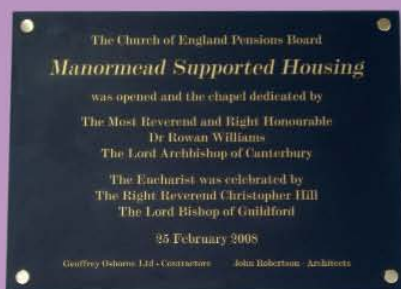


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Roland DG UK opens new head office and creative centre

Roland DG (UK) Ltd officially opened its new head office and Creative Centre in Clevedon in a ceremony officiated by the global President of Roland DG Corporation, Mr Tomioka. Also present at the event were members of the Roland DG UK team, as well as CEOs and representatives from Roland DG offices around the world.

Jerry Davies, Managing Director, Roland DG (UK) Ltd says: "We've had a very successful few years of growth here in the UK, and this state-of-the-art facility gives us everything we need to ensure we can continue to grow and serve all our

customers in a manner they deserve and are accustomed to."

The new Creative Centre is a unique space, which showcases the vast range of applications possible with Roland's machines. And it highlights the markets that customers can sell into including signage, sublimation and textile, retail, personalisation and promotional items, 3D printing, milling and engraving, interior decoration and an 'array of fun, creative and new applications you wouldn't expect'. Roland's Creative Centre is designed to 'inspire, excite and ultimately showcase' profitable business

We've been eagerly awaiting the official launch of our new head office and I'm very proud of the team and the work they've put in to get us to this great day.



Photograph shows Roland DG Creative Centre Manager, Joe Wigzell, conducting a tour of Roland DG UK's new Academy and Creative Centre.

opportunities for sign makers, print and 3D professionals. Visitors should particularly look out for the photo opportunity wall, where they can travel to outer space and an incredible range of items which have had the 'Roland treatment', including a fridge, games machine, mini motorbike and helmet.

The new Roland DG HQ houses the RolandCare team and a high-spec Roland Academy training facility that offers a programme of practical technical courses and business bootcamps throughout the year.

Jerry says: "We've been eagerly awaiting the official launch of our new head office and I'm very proud of the team and the work they've put in to get us to this great day. It's a fitting tribute to all their hard work to not only have our global president here for the opening, but also representatives from Roland offices from across the world. We look forward to welcoming visitors to our new home."

www.rolanddg.co.uk

PaperlinX UK announce Digital Academies opening in Manchester, Glasgow and London

There are many components in a typical wide format digital print workflow that demand different skill sets from the printer to successfully offer wide format printing solutions to their customers, says PaperlinX. 'Correct job creation, RIP setup and workflow, printer utilisation, colour management and media selection based on application are just some of the areas that need to be understood to ensure a good investment'.

To help achieve this, PaperlinX are opening Digital Academies in Manchester,

Glasgow and London where customers can come and learn about all aspects of digital printing.

Endorsed by Hybrid Services Mimaki Distribution UK, Onyx Certified and Certified by Neschen AG on Seal Laminators, these courses are being supported by the UK's leading manufacturers and hosted by their own team of 'industry experts'.

In October, our Academies will be hosting 'Printer Expert' courses on Mimaki and HP Latex (300 series): Onyx Intermediate

and Advanced courses covering Poster-Shop, Production House and Thrive.

These courses will be offered free of charge to existing PaperlinX customers* throughout October with places also being awarded to anyone buying wide format media, ink and printers throughout September.

*Free places are limited to two people per customer

Register for a course now by emailing Digital.academies.uk@paperlinx.com



Zünd opens web shop

Zünd has opened a new web shop to offer customers the option to order consumables 24 hours a day, for 48-hour delivery anywhere in the EU.

The Zünd web shop offers an 'intuitive, well-organised' store front. Numerous search functions and an interactive tool selector help customers choose the 'perfect product every time, quickly and efficiently'. The search results are matched to their latest processing methods and cutting technologies, and 'reflect years of experience in digital cutting'.

Zünd CEO Oliver Zünd said: "Using original Zünd consumables offers measurable benefits to customers, including optimal cutting and finishing results with consistent and reproduceable cutting quality, and reduced waste from miscuts and rejects. The fact that Zünd consumables are designed specifically for use with Zünd



cutting equipment means that the parts are a perfect fit with the machine, extending blade/bit life and guaranteeing highest performance levels from the equipment."

Only raw materials of highest quality are used in the manufacture of Zünd consumables, according to the company.

www.zund.com

Josero appointed as an approved Ricoh Wide Format dealer

Josero, who supply wide format products have been appointed an approved Ricoh specialist.

Josero will be selling and supporting the full range of Ricoh wide format products, with particular emphasis on the L4100 Series Latex Printer, MFP's and CAD printers. The L4100 series printer uses Ricoh printhead technology. It also offers latex advantages for non-degassing, provides pantone matching and white ink capabilities. Power consumption is a lot lower for the Ricoh L4100 series compared to other latex printers in its class.

Ryan McMaster, Business Development Manager, Wide Format Indirect Channel for Ricoh said: "We are extremely rigorous in our appointment of dealers. Our process includes thorough checks on financial, technical, sales and marketing abilities, as well as a demonstration of commitment to the products and the Ricoh brand. Josero met this criteria brilliantly. More importantly, we were tremendously impressed by the team and their

understanding of the technical aspects of the industrial wide format market. Their professional approach to customer service and engagement with customers can only be described as inspiring. We consider our Approved Dealers to be partners and provide them with a wide range of support resources to make the partnership a success. We're looking forward to a long and flourishing partnership with Josero."

A new demonstration room is already under construction at Josero's head office in Cambridge. This will facilitate a number of Ricoh machines including the L4160 Latex printer displaying pantone and white ink capabilities.

Loic Delor, Managing Director of Josero, said: "We're so excited to be working with Ricoh. They're renowned for their technology solutions, and are a huge name in the print industry. They are part of the very small group of printer manufacturers that actually own the printhead technology used in their machine. This for me is a guarantee for quality, reliability and future developments.



Ricoh's commitment to establishing itself as a wide format industrial printer manufacturer is very clear, and we are more than happy to help them achieve this in the UK."

The Ricoh brand will be a major part of Josero's portfolio, which already includes Triangle Inks, Bubble Free Applicators, Kala Laminators, Summa and Graphtec Cutters, Trimalco Trimmers, Ergosoft Rip Software plus Xerox and Soyang printable media.

www.josero.com

Charity invests in technology to compete for lucrative sign contracts

The Rt. Hon. Patrick McLoughlin MP, Secretary of State for Transport, had a guided tour of Royal British Legion Industries' new, high tech road and rail signs printing and graphics area.

The visit to Aylesford marks the completion of the first phase of a modernisation programme and an investment of over £350,000 in new, leading-edge printer technology as well as a fully climate-controlled printing and graphics room.

The visit enabled Mr McLoughlin to see first-hand where new Gateway heritage and tourism signs are made. The 'vibrant and colourful' signs, which are slowly replacing existing brown ones, often depict iconic images associated with their area, such as the Historic Dockyard Chatham. The recent purchase of a new MUTOH Zephyr Digital Printer and Zund Flat Bed Plotter means the charity is one of only four organisations in the country to produce the new style of sign.



This modernisation programme has put us in a better position to provide our public sector and company clients with a competitive social value partner.

During his visit Mr McLoughlin unveiled a plaque marking the factory modernisation and met with some of RBLI's employees and clients, including representatives from Network Rail, Amey, Traffic Management Products (TMP), Rennicks and Kent Highways.

Patrick McLoughlin was impressed with RBLI's modernisation programme and strategy for growth: "If you're going to compete as a social enterprise you have to invest. Also, the way in which you're working with big businesses is good for developing a reputation.

In the future, people will come to you not because you're a social enterprise but because you have built a reputation for providing first-class products and services to the market."

RBLI's Chief Executive, Steve Sherry CMG OBE said: "We're extremely pleased to welcome Patrick McLoughlin to open our newly modernised printing and graphics area. It's a privilege to show him that our investment is already paying dividends, with improved quality, greater efficiencies and faster production.

"This modernisation programme has put us in a better position to provide our public sector and company clients with a competitive social value partner. And in fact, in 12 short months we've seen a 35 per cent increase in orders and recruited an extra member of staff."

The sign factory is just one of RBLI's social enterprises which, as well producing income for the charity also provides employment to ex-Forces personnel and disabled people. Currently, over a third of RBLI's employees were previously members of the Armed Forces.

RBLI is an independent charity based in Aylesford, near Maidstone and was founded in 1919 to provide care, rehabilitation and housing for ex Servicemen and women returning from the Great War.

Venture Banners back up and running after 'devastating' flood

At 9am on Saturday 20 September a cloud burst over Witham, home to Venture Banners, caused a flood in their premises that left "total devastation in its wake," according to Scott Conway. The water had subsided by 11am at which time staff could assess the damage to the equipment.

Scott said: "This is an amazing story of our staff coming together and even bringing in their wives and girlfriends all weekend to

mop and clean up in the face of an amazing amount of water. Every machine had water ingress, hemmers, eyeleters, both Vuteks and the Zund as the water got to 18cm high. Thanks to our superb team, we had Vutek 1 (Bert) up and running on Tuesday 23 September when we worked through the night to catch up so as not to let too many of our trade customers down. Vutek 2 (Ernie) was back up by Thursday lunchtime."

To see a time lapse video of the flood (1 minute = 1 second) visit their website.

Scott said: "We're now back on track! We are back up and fully operational. Thanks to our amazing team we are printing at full capacity."

www.venturebanners.co.uk

APPOINTMENTS

SMGG appoints Bob Stevenson in consumables sales role

Stanford Marsh Group Graphics (SMGG), the commercial graphics division of Stanford Marsh Group, has appointed Bob Stevenson to 'boost the sales' of consumables to the graphics and signage sectors within London

and the South East.

Bob joined the company in June 2014 from Spandex where he was focused on selling wide format media and signage products. He is an experienced graphics sector pro-

fessional having also worked at CWE Solutions and Perfect Colours selling printers, laminators, RIPs and consumables, again to the wide format print sector.

Bob says: "I'm really looking forward to using my considerable experience in the graphics sector to help SMGG grow its business. I am knowledgeable in both hardware and consumables sales – regardless of whether it's UV, solvent or latex technology – and will be able to recommend the right media and inks to SMGG's clients so they can realise the full potential of the solutions that they purchase."

SMGG Director Adrian Painter said: "Bob is a great addition to our team. We aim to double our graphics/signage sector turnover in the next year and increase our share of what remains an exciting growth market. Bob's appointment is key to this strategy."

www.smgg.co.uk



Zeta boosts team with number of new appointments

Zeta Specialist Lighting, who develop and manufacture LED and solar powered lighting solutions has a number of new appointments. The firm has recruited an additional five members of staff across its sales, marketing, customer service and manufacturing departments; bringing the total number of new jobs created this year to eleven.

Mark Owen and Paul Brooks join Zeta's sales team as Account Managers. Both are experienced sales professionals. Mark has a strong heritage in LED and solar lighting solutions and has worked with several leading brands in the industry. Paul also has experience in the internal/external lighting and electrical sector, and brings with him expert knowledge of the wholesale and distribution sectors in particular.

Zeta has also appointed two new apprentices. Eliza Lewis has joined as Marketing Apprentice, to support Marketing Manager Alison Preston. And Daniel James has been recruited as an Engineering Apprentice, working within the newly upgraded in-house manufacturing facility. The fifth new staff member is Customer Service Adviser Matt Ingram, who joins from the Virgin Active chain of health clubs.

Adrian Dennis, Sales and Marketing



(l-r): Paul Brooks, Mark Owen, Eliza Lewis, Matt Ingram and Daniel James

Director said: "2014 is our 25th anniversary year and we are investing £3.5 million in our infrastructure and our people. The five new recruits will be instrumental in facilitating future product development and expansion into new markets that will enable us to meet our targeted five-fold increase in size in three years."

These new appointments form a 'key part of Zeta's growth plans'; the company has doubled in size over the past six

months and expects to double again in the next year. On top of the eleven new starters already in post, Zeta intends to create a further 20 jobs.

Earlier this year the company upgraded its UK Head Office, building a new LED manufacturing facility that is the only one of its kind outside of Asia, according to Zeta.

www.zetaled.co.uk

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www.signupdate.co.uk/smvam



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➔ DIGITAL PRINT MANAGER

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➔ SKILLED SALES PERSON

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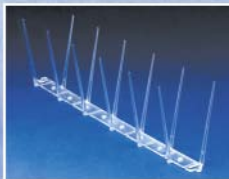
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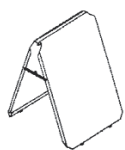
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Insight is a trade only manufacturer, offering a made to measure service, with in-house powder coating. A wide range of options is available for displaying posters and transparencies (panels not included), including back-lit or non-illuminated, wall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

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

Tel: 01392 247577

sales@onthecase.co

www.onthecase.co

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

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Fax: 01934 852 816

sales@signscape.co.uk

www.signscape.co.uk

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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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sales@green-magic.co.uk

www.sign-holders.co.uk

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Suppliers of Micro prismatic reflective tapes (3m, Avery, Reflexite) and glass bead reflective vinyl for use on emergency vehicles (police cars & chapter 8 legislation etc) also HGV markings as per EC 104. We stock Conspicuity tape manufactured by Reflexite and Avery which are some of the most reflective materials available on the market. Chapter 8 chevron kits also available.

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sales@tennantsuk.com
www.tennantsuk.com

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www.tennantsuk.com

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

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www.3s-signs.co.uk
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Fax: 01934 852 816
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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.

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Fax: 0141 774 6653
sales@insightsignsystems.com
www.insightsignsystems.com

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

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

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

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Fax: 01482 380901
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www.browningltd.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.

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Fax: 01934 852816
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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.

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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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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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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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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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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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UK distributor to sign makers and garment printers. Stocking Ritrama, KPMF, Aslan, Oracal, RTape, Transferrite and many other leading brands. You can buy in-store, on the phone or order online at www.mdpsupplies.co.uk. Next day delivery across the UK and Ireland and trade counters in Wirral, Grangemouth and Craigavon (NI). No account needed. Last order time - 6pm for next day delivery.

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sales@applelec.co.uk

www.applelec.co.uk

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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Leeds LS5 3BT

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Fax: 0113 2242110

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www.icesigns.co.uk

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SIGN INDUSTRIES

Gardyne, Forfar, Angus, Scotland, DD8 2SQ

Tel: 01241 828 694

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info@signindustries.com

www.signindustries.com

SIGN INDUSTRIES specialise in metalwork. Our signature materials are bronze, brass and stainless steel, but we have the capabilities and experience to handle a broad spectrum of different materials and products. 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.

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www.signscape.co.uk

Serving the Sign Trade for over 40 years, we are a leading manufacturer of modular sign systems & information displays. We have 4 major systems for creating interior and exterior wayfinding sign solutions including: post and panel, flush panel and curved panel signs; desk, door and wall signs, wall directories, monolith and fingerpost signs. We have also offer a full graphics service if required.

WIDE FORMAT SOLUTIONS PROVIDER

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The AmBer Centre, Oldfield Road, Maidenhead, Berkshire SL6 1TH

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Fax: 01628 588716

sales@colourgen.com

www.colourgen.com

Colourgen is the UK's leading specialist distributor of large format digital colour printing solutions, consumables, support services. The Company is the exclusive UK distributor for the Seiko II ColorPainter mild solvent printers and entire Mutoh range. Colourgen also distributes EPSON's aqueous large format printers and consumables and the Seal and Kala ranges of laminator.

I-SUB DIGITAL

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Kettering, Northants NN16 8UN

Tel: 01536 415511

Fax: 01536 482855

info@i-subdigital.com

www.i-subdigital.com

One of the leading suppliers of wide format printing & finishing equipment, I-Sub Digital are agents for Mimaki, Agfa & Zund. With Solvent, UV & Latex ink technology we can supply equipment to meet any requirement and back up equipment sales with inks, media, service & support, we also supply used equipment. We are always happy to discuss your needs and offer the best solution for your business.

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Fax: 01461 40333

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www.allwoodproducts.co.uk

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(EST. 1899)

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Quality joinery for Notice Boards, Honours Boards and Bespoke Signs. Directional signs, Finger Posts and Waymarkers made in all timbers. Backboards and Plinths can be made to any shape - singles or bulk orders. Memorial bench rails, crosses and wooden signs can all be engraved with designs and lettering. Please call for a prompt quotation or to discuss any project. Please go to our website to see examples of our work.

Top Tip from Sam

Perfect for the creation of internal and external display frames, Applelec's I-Sign Fix and Display profiles are now available in pre-cut lengths. Our new cutting service means profile lengths can be ordered for self-assembly or pre-constructed frames can be purchased.

Give me a call
on 01442 500 050,
I'm here to help.



Signs | Display | Lighting | Components

Images: Contour Direct (Bathstore) and L.E. Graphics (The Bridge Centre)



Stylish display solutions

Applelec's range of display products include illuminated and non-illuminated framing options with a variety of standard and premium fixing components.

Our sleek I-Sign range features off-the-shelf and bespoke framing solutions whilst 25mm deep snap frames are lit with our award-winning flat light panel, LED Light Sheet.



Series 2 LED Light Sheet
shortlisted for Product of the Year

01274 774 477 or 01442 500 050
visit www.applelec.co.uk for our full range



SNAPFIX®

choice of the professional signmaker

SNAPFIX are global distributors of letter fixings, our products have been used by signmakers for almost half a century



Small	100	500	1000
Sockets Only	£5.50	£22.50	£42.50
Measurements			
Socket Width	8mm		
Socket Length	10mm Overall Standoff		
	11.5mm		

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

Large	100	500	1000
Sockets Only	£12.50	£48.75	£85.00
Measurements			
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
Measurements			
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
Measurements			
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
Measurements			
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
Brass	£22.00
Nickel Plated	£25.00
Measurements	
Socket Length	8mm
Socket Width	8mm
Internal Thread	M5
Stud base Dia	8mm
Overall Standoff	11.5mm

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

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

Tel: 0844 800 7866 email: sales@snapfix.com

£6 next day delivery on all orders. Highlands, islands and overseas carriage on request.
All prices are exclusive of VAT



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