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# WELCOME *Page*

## Hello sunshine!

When the sun shines (at last!), people tend to be more optimistic and motivated, even productive. And it was with a sense of these feelings we came back from Sign and Digital UK, having heard about a number of new businesses, new ideas and innovation in all areas of our industry.

Our spring issue includes two features with innovation and technology at their heart; one on digital signage and another that covers digital printing. Two areas that appear to be growing fast; so hopefully we can provide some answers if you are thinking starting or expanding your digital work.

Read about lots of new products in this issue from companies such as; Drytac Europe, APA, Brunel Engraving and Nova Aluminium Systems. In Product choice there are glowing reviews of machines such as an XYZ router; a Mimaki UJF-3042 A3 format flatbed printer; and a Oce Arizona 460GT flatbed printer.

We have 20 job adverts in the classified if you are thinking of moving on; and our business directory is full of essential services and suppliers that can help you to get the job done. Join us too on Facebook and Twitter, where we share and post interesting, relevant news and articles from the sign world.

Till the next time...

Kathryn



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## Drytac announces immediate availability of Polar HiGrab

Drytac Europe, who make self-adhesive materials, has announced the immediate availability of Polar HiGrab™ for medium-term indoor and outdoor graphics applications.

Polar HiGrab is a printable 100µ (4 mil)

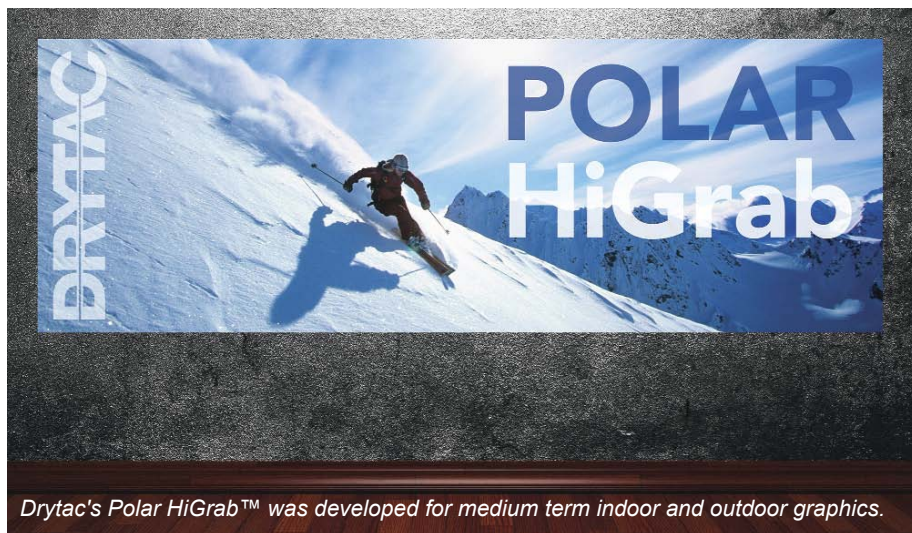
white monomeric PVC film coated on one side with a high-tack pressure sensitive, solvent grey opaque acrylic adhesive which is protected with a Kraft release paper. Its 'exceptional' adhesion properties enable it to

stick to a wide variety of surfaces including indoor and outdoor painted walls, machine equipment and more.

The film is printable by solvent, eco-solvent, Latex and UV inkjet technologies and has an outdoor durability of four years, based on average European exposure conditions on a vertical substrate.

Steve Broad, Sales Director for Drytac Europe, said: "Drytac's Polar HiGrab ticks lots of boxes when you're looking for a printable film that needs be applied to some of the most troublesome surfaces such as painted walls. With its Class 0 Fire Rating, Polar HiGrab is also ideal for applications in public areas that require compliance with strict fire regulations such as airports, hotels and hospitals.

"As well as the benefits of its Class 0 fire rating, the product's longevity can be further enhanced with the fully-compatible Class 0 fire rating Drytac Interlam and Drytac Protac over-laminating films."



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

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

## Soyang Europe goes 'continental' with G-Floor

Soyang Europe will exhibit alongside its Chinese counterpart, Soyang Technologies, to showcase its core product range as well as a focus on its revolutionary printable flooring; G-Floor, at FESPA in May.

Soyang's large product portfolio has given rise to helping wide and grand format printers keep 'Every Surface Covered'. And part of its time at FESPA will be showing visitors its 'substantial' array of printable media, such as its textile products, SoFlat non-curling banner material and SoFlex frontlit PVC banner. Alongside this, Soyang Europe will position its printable flooring materials, including the acclaimed and popular G-Floor, as its focal point for the show.

"The UK market has rapidly embraced G-Floor and the exposure we've had over the last 12 months has raised the awareness of this highly creative and innovative product," says Soyang Europe's managing director, Mark Mashiter.

"FESPA is a very important show for us, giving us the chance to acquaint the European market with clever materials like G-Floor that will add revenue streams to businesses and allow delivery of highly creative projects, such as exhibition and retail floor graphics."

Printable on grand format LED UV machines, G-Floor offers a unique solution that,



G-Floor from Soyang Europe will be shown at FESPA in May in Cologne, Germany.

Mark says, has led to valuable contracts being won by their print-providing customers. "G-Floor is a serious, value adding substrate," he says.

"Not only can printers achieve a high margin, but offering fitting services adds to the revenue potential too. We're seeing high

profile brands adopting printed G-Floor for use in their public spaces because of its versatility, longevity and the fact it can be installed with so little disruption."

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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.

## HP unveils fastest large-format colour and monochrome printer on the market

HP has introduced a new portfolio of HP PageWide XL Printers, offering the 'fastest large-format production printing available in colour and black-and-white'.

HP PageWide XL Printers do the job of two printers in one single device, providing monochrome and colour prints at 'break-through' speeds up to 60 percent faster than the fastest monochrome light-emitting diode (LED) printer.

"Our large-format printing customers are continually exploring ways to improve productivity, streamline workflow and reduce costs," said Stephen Nigro, senior vice president, Imaging and Printing, HP.

"The HP PageWide XL Printers announced today deliver what our customers have been seeking for years and will revolutionize the production printing market, offering affordable, high-quality black-and-white and colour output in a single device at the fastest speeds available."

HP PageWide XL Printers are the first

products introduced under the new HP PageWide sub-brand. Based on proven HP PageWide Technology, which powers HP Inkjet Web Presses, HP business printers and will be scaled for upcoming HP 3D Multi Jet Fusion™ printers, the new portfolio delivers on the announcement made last year.

This was to provide low operation costs driven by life-long print-heads, high ink efficiency and cloud-based support. The HP PageWide XL Printer portfolio includes four models.

"Changing customer demands have caused us to look for opportunities to address the print needs of new markets, including advertising and communication, in addition to servicing our core customer base of architecture, engineering and construction firms," said Chuck Wingard, president and owner, Tree Towns Imaging & Color Graphics.



"The HP PageWide XL 8000 Printer will enable us to streamline our workflow with one printer for a variety of high-quality black-and-white and colour jobs at high speeds and will fill the gap between our existing technology to better service our diverse customer base."

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

## Vectric launches Aspire 8.0

Vectric Ltd. announced a major new release for Aspire, its flagship design and CNC-machining software program. Aspire V8 includes significant enhancements and completely new features for the drawing tools, 3D modeling functions and toolpath creation, according to the company.

New design tools such as the Vector Texture creator make it 'easy' to generate patterns for unique wave based textured wall panels or create realistic, easy to machine 'grain' backgrounds for sign making.

Creation of a 3D layout is even more interactive, they say, with Aspire gaining the ability to edit objects directly in the 3D view. This gives instant feedback on design changes, allowing faster creation of a finished assembly of components. There are also improvements to sculpting and smoothing for 3D shapes; and a shadow shading option to further enhance the visualization of the part.

The program has had an additional 150 3D models added to its Clip Art library bringing the total to over 1400 files. There is a new set of over 100 software tutorial videos using real-world follow-along projects; these provide over 35 hours of training material.

For the CNC side of the program there are additions to many of the toolpath strategies to increase flexibility and finish quality with options such as 'Last Pass Allowance' when profiling; and 'Pass Depth' control when pocketing. The new 'Merge Toolpaths' function allows multiple machining operations to be combined into a single path, to optimise time and allow for individual parts to be removed from the machine as they are cut. The new Setup Sheet option generates a summary of a project's setup and toolpaths as a reference document that helps to reduce the chance of making a mistake when cutting the job.

**Vectric**  
PASSIONATE ABOUT CNC

Brian Moran, Vectric's Managing Director said: "The development team have added genuine productivity enhancing features as well as augmenting existing tools to make them even easier to use. The reception from our users to the new version has been extremely positive and with our free trial version, anyone who is interested can try it for themselves before upgrading or buying a new copy."

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## An overhead lighting solution

Nova Aluminium Systems overhead lighting system Novatube was used to illuminate this ornate looking hanging sign outside a club.

The tilt options on the Novatube system allowed the two units to be positioned at exactly the correct angles for maximum light coverage. With an 80mm profile LED's are also 'perfect' in the Novatube. And when used in the double sided units, only one power supply is required, making the LED option very competitive, says the company. Novatube can house the efficient Starcoat T5 fluorescent tubes, powered by electronic control gear.

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## Perspex Distribution hails interest in its new Aluminium Composite and PVC Foam products at the sign and digital show

This year's Sign and Digital show is being hailed as the busiest ever for Perspex Distribution, with a host of new product launches establishing them as a leading supplier into the wide format print market, according to the company.

'Innovation was at the forefront of rigid substrate launches' with Palfoam anti-static (AS) PVC foam offering unique properties solving the problems of static and ink distortion for printers. Visitors were 'shocked' to see the contrast between the static on standard PVC foam sheets when demonstrated against

Palfoam AS. With no ink distortion and prints that stay cleaner for longer there have already been plenty of orders following the show.

Distributing the only UK produced aluminium composite panels, Perspex were also promoting Alupanel A-Lite Digital, the newest sheet to roll off the local production line. The print capabilities were not only causing a stir on the Perspex stand, the 'superior' alloy skin on the product was also being used to demonstrate the best quality print on the stands of machinery distributors Canon, Printmax, Roland and Colourgen.

The event also marked their debut in the soft signage market with visitors keen to get their hands on samples of Transprint, a new range of over 30 vinyls, overlaminates and banners.

"We had a really busy three days, visitors were really keen to learn more about our range of PVC foam, aluminium composite and Transprint digital vinyls," said Luke Martyn,



Some of the products on the stand included Transprint digital vinyls and Palfoam anti-static foam.

Marketing Manager at Perspex Distribution.

"Our innovative products such as Palfoam anti-static foam and A-lite aluminium composite are helping to solve common problems faced by printers. We look forward to building many new relationships following the show."

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



Sign and Digital was hailed a success for Perspex Distribution.



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## Blackman & White 'look to the future' of British manufacturing

UK-based specialist manufacturer Blackman & White (B&W) showcased its flagship 3.2m wide Versa Tech cutter at Sign & Digital UK 2015, which they say demonstrates the best of British innovation and engineering.

This was the official launch in the UK for the Versa Tech, designed and manufactured by B&W from its base in Essex.

The Versa Tech is the most recent addition to its MasterCut range, and it offers 'versatility and accuracy'. Crease, kiss cut, router, drag knife, oscillating knife and driven rotary knife and laser all available on a single conveyor or flatbed heavy-duty table.

Managing Director Alex White said: "We've been supplying cutters to the marine and boating industry for more than 50 years now, and we moved into sign and display around 10 years ago when a sign company approached us to develop a laser cutter for use on textiles. We've never looked back.

"Over the last few years, Blackman & White has developed from being a company that manufactured bespoke cutters for individual client needs, to developing and manufacturing cutters that are still tailored to the industry, but built in much higher numbers.

"British manufacturing is alive with innovation, and our team has shown talent and dedication in developing the Versa Tech."

B&W is the only UK manufacturer of large format cutters for the sign and display industry. Around 60 per cent of their machines last year were manufactured for the export market, and they have around 800 machines installed worldwide.

"The textile print market is continuing to grow at a faster pace than any other media in the sign and display market, and that's where our laser cutting option really comes into its own," says Alex.



The Versa Tech cutter from Blackman & White is manufactured in the UK.

### About the Versa Tech

The Versa Tech is modular, and customers are able to purchase one tool initially, then add others over time to meet increasingly varied production needs and spread the cost. Dual driven tooling with interchangeable 'drop-in' tools, both oscillating head and driven wheel, allows for easy and quick change of cutting technique.

The Versa Tech is able to cut widths up to 3.2m, and to carry out long production runs on heavy duty materials such as acrylics and DIBOND, thanks to the addition of a 2.5kW water-cooled router. The 100w laser is an option for textile cutting.

The machine runs on a linear rack, keeping costs down as no belt replacement is needed, and ensuring accuracy is maintained over time.

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

## Drytac expands ReTac range of permanently peelable films for wall graphics applications

Drytac Europe has expanded its ReTac range of permanently peelable films for wall graphics applications.

The new additions to the line include ReTac75 Matte and ReTac150. They sit alongside the existing ReTac75 Gloss film which was announced in 2014.



The ReTac range of permanently peelable wall films were developed to not damage surfaces when they are removed.

### ReTac75 Matte

ReTac75 Matte is a 75µ white polymeric PVC film, coated on one side with a pressure-sensitive permanently peelable adhesive. Specifically designed for high vibrant print quality graphics, the film is 'easy to apply and easy to remove or move'. With its newly-awarded Class 0 Fire Rating, ReTac75 Matte is ideal for numerous applications including public areas, such as airports, hotels and hospitals, which require compliance with strict fire regulations.

Suitable for use on most indoor surfaces, painted walls, melamine, glass and low surface energy substrates, ReTac75 Matte is printable by solvent, eco-solvent, HP Latex and UV inkjet techniques.

### ReTac150 Matte

ReTac150 is a 150µ matte white polymeric PVC film, coated on one side with a pressure-sensitive permanently peelable adhesive. It benefits from all the same qualities as ReTac75 including Class 0 Fire Rating, but the

increased thickness of the material makes it 'easy to handle'. It is also great for wall installations as the film hides any imperfections on the surface onto which it is mounted.

Steve Broad, Sales Director for Drytac Europe, said: "The new additions to the ReTac range have been developed in order to complete the range of films so that they can now meet any permanently peelable application requirement. The ReTac75 materials are ideal for conformable surfaces, whilst the ReTac150 films have been developed specifically for rigid print applications.

"The ReTac technology has been developed to give customers the confidence that removal of the graphics will not damage surface areas. Many removable adhesives build in strength over time, but ReTac doesn't. It makes sure that the graphics can be removed and moved numerous times without damaging the surface onto which they're been stuck."

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## ONYX launch HP WallArt interface to simplify custom application

ONYX® software from Onyx Graphics can be directly integrated with the new HP WallArt application to provide seamless and efficient workflow for décor applications, according to the company.

An ONYX/HP WallArt workflow gives users the 'ability to expand their business by offering new added-value décor products to their range of print services'. Features in ONYX Textile Edition software such as Colorways and Step and Repeat 'make it easy' for interior designers and décor product manufacturers to customise all coverings.

The process of designing and producing custom wall graphics is 'efficient' with ONYX Quick Sets and HP WallArt. Users can easily customise wall covering designs from the HP WallArt Solution online portal. The simple one-step process enables print service providers to open their customer's design in a ready-to-print format using the dedicated HP WallArt button in ONYX RIP-Queue.



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

## RI-JET 75 Optima for extreme weather!

Ritrama SpA says stability is one of the key features when applying an adhesive film, especially if high conformability is required in

difficult weather conditions. So they created RI-JET 75 Optima, a new PVC film with high resistance to weather changes. This stable

polymeric film can be used in many areas, such as medium-long term advertising, shop windows decorations, partial vehicles wrapping and even when curved surfaces with slightly concave profiles, thanks to a permanent adhesive available in transparent and pigmented gray.

RI-JET 75 Optima may be considered a 'PVC for all seasons'; it does not suffer from temperature changes, and can be applied in temperatures close to 0° C. For best results, Ritrama recommends laminating this PVC film with RI-JET 75 Clear, a protective polymeric film available in gloss and matte finishes. The combination of these two PVC films reaches a thickness of 150µ, which they say, provides an excellent durability whatever the weather.

This adhesive can be printed using eco-solvent, solvent, Latex and UV ink-jet technologies.

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

### Ri-jet 75 Optima



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## Mutoh introduces new dye sublimation printer

Mutoh Belgium nv has a new addition to its dye sublimation printer line-up, called DrafStation RJ-900XG, a 42" (1080 mm) wide printer

The new RJ-900XG is suited for volume production runs as well as short print runs of sublimated graphics, such as banners, flags, soft signage, interior decoration, sportswear and transfer onto all kinds of objects.

The compact DrafStation RJ-900XG incorporates a piezo drop-on-demand print head offering print resolutions up to 2880 dpi. The print head is capable of firing drops from 3.4 pl up to 49.5 pl. The capability to fire larger drops is essential for speedy dye sublimation applications compatible with lower print resolutions.

Delivering typical production speeds from 5 to 18.5 m<sup>2</sup>/h, the new 42" wide RJ-900XG will print on typical > 95 g/m<sup>2</sup> dye sublimation transfer papers and can handle 2" and 3" core rolls. The printer comes with a stand and a non-motorised roll-off system. Mutoh also offers an optional motorised winder system for media rolls up to 30 kg which will roll-up finished prints.



*The Mutoh DrafStation RJ-900XG dye sublimation printer.*

The RJ-900XG uses Mutoh's genuine DS2-series dye sublimation inks which are 100 per cent VOC free and do not require any risk labelling. The DrafStation RJ-900XG printer is also compatible with

Mutoh's regular water-based dye and pigmented inks for indoor and short term outdoor graphics.

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

## Brunel add Corian® to plaque collection

Brunel Engraving, a specialist engraving businesses in the UK, has introduced a collection of Corian® plaques to its existing product portfolio.



*Commemorative plaque made with Corian® stone.*

Made from a mixture of acrylic resin and natural minerals, the collection of quartz, slate, granite and marble effect Corian® plaques come in a variety of natural stone finishes. Products are available in a range of different sizes and are supplied complete with screw fixings and domed caps. The Corian® collection joins Brunel's existing range of brass, stainless steel, aluminium and acrylic plaques, labels, nameplates, signs and fascias.

"Corian® is a fabulous seamless, non-porous and stain resistant stone type of material which retains its finish and doesn't dull with age", said Martyn Wright, managing director and founder of Brunel Engraving. "It's fade proof, hard wearing and virtually maintenance free.

"It's also a great material for engraving with a consistent quality and high density which allows us to reproduce a high level of detail. And we are able to fill engraved areas with inks to achieve a variety of colour combinations. Corian® is acrylic based which

means it doesn't fade or discolour. This makes it ideal for use as commemorative and memorial plaques and house signs which need to wear well over a period of time and are often exposed to the elements. Rain is said to clean Corian® rather than weather it!

"We are delighted with the response we have had to the launch. There is no doubt that Corian® is going to be a very popular product and an important addition to our product range."

Established for over 26 years, Brunel Engraving is a leading supplier of signs and plaques and is one of the largest engraving operations in the UK today. The company, which handles national and international clients, provides bespoke engraving services to a wide spectrum of industrial and commercial customers, from simple engraving requirements to complex print and etched plaques.

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



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# PRODUCT News

## New glass decoration films from ASLAN

The self-adhesive glass decoration films of the new Illustra range from ASLAN give glass surfaces a fresh and modern appearance, according to the company. The transparent films are printed in three white designs; Linen, Dot and Snow.

If applied in private or public buildings, the Illustra films from decorative sight protections and modern solutions for dividing rooms without reducing the light transparency. They are 'ideal' for applications in offices, stores, seminar rooms, medical cen-

tres, banks, hotels, restaurants, and airports.

Thanks to the ASLAN-Dryapply technology the Illustra films can be applied easily. Fine air release channels in the adhesive allow air bubbles to be wiped out with ease, making the application 'fast and simple'.

Compared to polyester films the Illustra films are much easier to apply and ensure a significant time savings. The design is scratch-resistant and resistant against solvents, because it is printed on the rear side of the film, says a spokesperson.



The Illustra 'snow' glass decorative film.



ASLAN's glass decorative film in 'dot' effect.

The self-adhesive films are printable with solvent, eco solvent, latex and UV-curable inks as well as in screen printing. With an outdoor durability of minimum seven years they are ideally suitable for long-term applications.

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

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# New CANDY SERIES

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Blue



PRO  
WRAP

Photo kindly provided by

**New extremely refined WrapFilm;** intense, deep and bright super-metallic finish, with impressive visual effects when exposed to the sun. Candy Colours are perfect for full or partial decorations of flat, corrugated and shaped surfaces.

- Extreme brightness even when stressed and stretched
- High covering power, brilliant and bright colours even on dark surfaces
- Easy application thanks to the "FTX System" adhesive featuring micro-channels



Hall 6 - Stand Q86

## New self adhesive vinyl from Innotech

Innotech Digital and Display Ltd have a new addition to their extensive print media range; a monomeric self adhesive vinyl called FR100.

The FR100 is a 100 micron monomeric calendered vinyl with 140g/m<sup>2</sup> liner, suitable for intermediate applications on flat or gently curved surfaces. Available in white gloss, white matte and clear gloss finishes with permanent clear adhesive.

This is an exciting new addition to their established VMAX range which includes a comprehensive range of monomeric, polymeric and floor vinyl options, according to the company.



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

## New additions to Brett Martin's specialist plastic substrates

Brett Martin, who make specialist plastic sheets for the global print and display markets, will present its large portfolio of semi-finished plastic flat-sheet substrates at FESPA 2015. On display will be the latest editions to its product ranges, which 'challenge visitors to consider how these new and innovative substrates offer unique qualities and benefits for a diverse range of creative sign and display applications'.

Brett Martin will introduce Marpet-a FS aPET, a new range of high optical grade polyester sheets. Available in thicknesses of 2mm, 3mm and 4mm, it offers excellent strength to weight ratio; workability; chemical resistance; and fire performance. While Marpet-a FS is more suitable for flat and cold bending applications, ideally for point of purchase display stands, poster glazing and illuminated signage, it may also be thermoformed and hot line bent within a controlled temperature range to avoid crystallisation.

The company will also showcase other key products in its transparent sheet range, each possessing individual characteristics and features designed to deliver 'maximum versatility, creativity and impact to every sign and display requirement'.

- Marpet-g FS PETg is an ideal product for sign, display and store fixture applications, as its ability to handle a wide range of processing conditions allows for easy fabrication, printing, heating and thermoforming. It is available in thicknesses between 2mm and 10mm.

- Marlon FS Polycarbonate, a highly durable thermoplastic, provides 200 times more impact resistance than glass, at a fraction of the weight. Characterised by high optical

clarity, light transmission and chemical resistance, Marlon FS is ideal for illuminated signs, displays and poster covers requiring high resistance to wear and tear. It is available in a choice of thicknesses from 2mm - 15mm.

- The Marcryl FS range of high gloss acrylic sheets is available in thickness of 2mm - 10mm. Combining glass-like clarity with high scratch and weather resistance, Marcryl FS has proven to be the preferred choice for high end applications – especially where a clear polished edge finish is required.

Also on display through various applications and samples on its stand, will be Brett Martin's flagship Foamalux PVC range. This will include new additions of a 24mm thickness option for Foamalux White, and 19mm thicknesses of the environmentally friendly Foamalux Xtra.

- Foamalux White is a brighter white, direct to print PVC substrate which offers excellent UV stability for digital printing.

- Foamalux Colours, which is available in a vibrant palette of 15 colours that include Neon Pink, Neon Green, Raspberry and Black Sparkle.

- Foamalux Ultra features a high gloss finish in a choice of six colours plus white, which enables striking features for signs and displays.



*Brett Martin will show their large range of transparent sheets at Fespa in May.*

- Foamalux Xtra comprises up to 80 per cent recycled content in its black core, which is either sandwiched between two bright white PVC surfaces or available as black with one white surface.

Duncan Smith, Sales Director at Brett Martin, said: "While Brett Martin already offers one of the most extensive ranges of sign and display media in Europe, we are constantly looking to introduce new substrates that will push the boundaries of choice for signmakers, printers and fabricators. The ongoing development of our transparent flat sheet ranges is testament of our continued commitment to deliver the widest choice of cutting-edge products that enables them to forge ahead in their creation and delivery of inspirational, quality output."



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## Avery Dennison® adds CMYK ink functionality to TrafficJet™ 1638 printer for enhanced flexibility

Avery Dennison has added CMYK ink printing capabilities to its TrafficJet 1638 Printer, to 'deliver an even greater range of flexibility and functionality to the reflective digital sign printing system for traffic and workzone applications'. The TrafficJet 1638 is capable of printing CMYK inks and TrafficJet spot inks at the same time. This enhancement will allow the addition of custom graphics or logos to traffic signs; and the ability to create commercial signs on both reflective and vinyl graphics media.

"Continuous improvement is key to staying ahead of the curve. The addition of CMYK functionality to the TrafficJet 1638 printer provides significant value to what is already the reflective industry's most cost-effective traffic sign printing system," said John Peck, global technical product manager at Avery Dennison.

"We are excited about the ongoing evolution in our industry already underway with digital printing, and we're proud to remain at the forefront with additions like this that continue to enhance the technology."

This enhancement will allow the addition of custom graphics or logos to traffic signs; and the ability to create commercial signs on both reflective and vinyl graphics media.



*Delivering greater flexibility; Avery Dennison have joined CMYK ink printing capabilities with the TrafficJet 1638 printer.*

The newly-added Mutoh Eco Ultra CMYK inks with overlay will provide a life expectancy similar to that already available in the graphics industry. The TrafficJet spot inks continue to carry the same warranty period of the underlying reflective sheeting when combined with Avery Dennison clear overlay film. They are designed to meet a variety of industry standards for reflectivity and durability. To facilitate this improvement, Avery Dennison has teamed with SAI, developer of the Mutoh Edition FlexiPrint DX, to provide a driver update to newer software versions.

TrafficJet is a complete inkjet printing system for traffic safety and reflective sign producers as well as government agencies that produce or purchase signage. Avery Dennison is the only eco-solvent inkjet system provider offering a complete 10- and 12-year-warranted inkjet printing solution, complete with equipment, ink and reflective sheeting for both permanent and workzone signage.

[reflectives.averydennison.com](http://reflectives.averydennison.com)

## APA Candy Colour

The latest product launched in the WrapFilm line by the Milan-based company is Candy Colour, a vinyl cast film with an 'intense, deep and bright metallic finish'.

The metallic effect of the Candy Colours draw inspiration from the latest trends of the automotive industry and the experience and technology of APA's chrome finishes, says the company. The film creates 'unbelievable effects' under the sun, reflecting the light in a 'surprising' way.

The Candy Colour line is already available in five gloss and five matt colours. But APA is studying other variants, with the same effect in different hues, to complete the range.

The Candy Colour line, especially designed to decorate flat, corrugated and shaped surfaces, offers thickness and texture. This they say gives the adhesive film an excellent covering power; the hue of colour remains unchanged even on dark surfaces and in high 'mechanical resistance' conditions. The film remains bright even when it has been stretched and stressed.

Film application is 'easier' due to the 'Air Free FTX System' technology, which favours air ejection through micro-channels, avoiding the creation of bubbles or imper-



*There are five colours in the Candy Colour range, in either matt or gloss effect.*

fections. The Candy range is also print compatible with Solvent, Eco-solvent, UV and Latex inks.

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



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## New from Blackburns Metals & Plastics

Sealwise WCB, the new printable sheet substrate from Blackburns, has taken the print market by storm following 'positive' customer reception at its launch at SDUK, says the company.

Sealwise WCB is a recyclable, lightweight PVC sheet that offers many benefits to the printer and sign customer. For the printer, it has an ultra-smooth surface which gives 'greater print resolution and sharpness with outstanding ink adhesion and scratch resistance'. The material is also anti-static which allows cleaner prints and ink application. Compatible with all inks, Sealwise WCB comes with a 10 year UV warranty and so is the 'ideal' choice for external signage. It is water and moisture proof and will not delaminate.

Blackburns reports that Sealwise WCB is endorsed by ink and printer manufacturers for its performance.

Sign & Digital 2015 also marked the launch of another sheet material from Blackburns; Ultra, a high-quality digital grade foam PVC. Ultra is a bright white, close tolerance sheet with an easy release film designed specifically for the digital market.

Alan Vigar, National Product Manager – Plastics with Blackburns said: "Sign & Digital 2015 was an outstanding success for us and I am delighted with the positive reception the two new substrates received. The addition of Sealwise and Ultra follow consultation with a wide range of customers who were asked what they would like us to add to our portfolio. We believe that the latest additions complement our established materials making us a 'one stop shop' for many customers."

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



*A busy show as visitors find out about the two new substrates from Blackburns.*

## Non-slip floor films from APA

APA have launched their new Floor Graphics line, the new self-adhesive non-slip walkover films for the lamination of advertising prints and decorative images for the floor.

APA Floor Graphics range includes three different films, but all have the same purpose says the company.

The first type is called Protector1, which is a high embossed, matte effect, 250-micron thick film. It has an 'extremely' rough surface which makes it highly resistant with

non slip properties, suitable for walkover applications.

Protector2 is an embossed matte, and Protector3 is a semi-matte. Both feature a distinctively high fire resistance, being B-S2-D0-certified according to the European classification governing fire prevention.

Protector2 is a medium embossed, 200-micron thick film, suitable for walkover applications. Protector3 is a thinner film with a 100-micron thickness, with lower and



*All three films in the range have non slip properties.*



*The floor graphic films can be used for a variety of applications.*

transparent embossing that 'highlights the colours of the print and retains good non-slip and resistance properties'.

APA says these special protective films can also be used in interior decoration, to protect decorations applied in recreation and domestic areas and can 'create impressive graphics'.

With the innovative and exclusive PROTECTOR film in the APA Floor Graphics range there are no limits to creativity and customisation, says the company.

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



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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)

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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

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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

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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

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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

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# DIGITAL PRINTING Feature

## Advantages of digital printing in 2015

**A reduction in print run times, lower environmental impact, better capacity for proofing – digital printing offers sign writers these benefits and more. Jemima Codrington spoke with industry experts to examine these and other advantages in detail.**

**Canon is a market-leader in the digital printing space, committed to helping sign makers break new ground with the products and services they can offer.**

Dominic Fahy, Display Graphics Systems and Imaging Supplies, Canon UK, believes that digital printing has opened the doors for many different signage jobs. Not only is it helping sign makers achieve more where technology and output is concerned, but it's also moving the industry forward in terms of creativity and design.



*Dominic Fahy, Display Graphics Systems and Imaging Supplies, Canon UK.*

"Our observation is that the sign makers who are really successful are the ones who are very innovative, and really get to know their customers very well," he says. "They're almost more than a digital printer or a sign

maker – they're becoming more like a designer, pushing the boundaries of what materials they are printing onto. There are an unlimited number of substrates these days, from wood to glass to tile and all different kinds of things. We're seeing sign makers taking some risks, and coming up with things that haven't been done before as a result."

In order to make sure there are people in the organisation available to help, Canon has created the role of "Applications Specialist". These professionals take part in demonstrations of machines at exhibitions such as Sign & Digital UK, in order to show visitors the machine's versatility, and to train users how to operate it. For any sign maker wanting to try new applications, these professionals are available to provide advice and offer support services.

One such machine launched at the event last month in Birmingham was the Océ ColorWave 700, which features a combination of inkjet and toner-based technology, called Océ CrystalPoint technology. CMYK ink forms into a wax CMYK "pearl" about the size of a marble, known as an Océ TonerPearl. The technology melts the wax and fires it onto a surface, creating exceptional colour reproduction.

"Because it's a wax base, the density of the ink is quite high as it is injected, and so it can travel at very high speeds – in fact, it can print at up to 200 sq/m per hour," says Dominic. This high speed printing dries instantly, offering sign makers a fast, new technology in this area.



*The Océ ColorWave 700 from Canon.*

### Print to cut solutions

"One of the biggest trends in digital printing is flat bed printing and finishing using cutting systems," says Dominic, adding that the Canon Arizona product range is particularly popular with signage companies for this reason.

Many signage companies will have rolled systems that will print on to vinyl and different types of media, which can then be mounted onto different types of substrates. For those looking to save time and improve turnaround without compromising quality, print to cut machines are a way of improving efficiency. "Some of the more traditional wide-format applications take a lot of labour, and the materials they use are more expensive as well," says Dominic, "so a digital printer can make things just that much more efficient."

Since the technology first emerged ten years ago, the quality of prints created digitally has improved substantially. Now, even entry-level systems can provide high, photographic-level quality. According to Dominic, although the quality may already be high, there are other ways in which digital printing machines can be bettered, such as in areas of productivity and workflow. "I think looking forward, the focus will be on not just technology, but how we can be cleverer about the ways in which we use the machines," he says. "There will be adjustments to the systems that will make them more efficient, and more versatile so that you can get more from the same system."

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



*The Canon Océ Arizona 318 GL Large Format UV Flatbed Printer.*



Distributed in the UK and Ireland by Hybrid Services Ltd, Mimaki has consistently produced leading edge printers and cutters for a wide range of purposes, suitable for entry-level up to high-end graphic professionals and everyone in between.

According to Hybrid's National Sales Manager for Sign & Graphics, John de la Roche, digital printers have nothing short of revolutionised what sign makers are able to do.

"Digital printing has become a phenomenal force, and as technologies develop, it becomes more versatile, more reliable, more feature-rich and (usually) more affordable," he says. "This means that professional printing solutions are available to an ever increasing number of graphic producers, and appeal to larger companies bringing production in-house." Mimaki has recently launched a whole new raft of solvent wide format printers and printer-cutters, coupling outstanding speeds with stunning print quality, demonstrating its long-term commitment to solvent digital printing.

At Sign & Digital UK 2015, Hybrid introduced ten new Mimaki solvent printers along with a new small-format flatbed cutting table to the UK market. These new machines set new standards in price performance,

meaning sign makers and graphic producers benefit from increased production and better quality of output.

### Screen print versus digital

Sign makers may wish to use screen printing to achieve higher levels of vibrancy, or to print on soft substrates such as t-shirts and pop-up banners.

During screen printing, ink is applied at a thicker density, which means brighter colours can be achieved even on dark surfaces. With the advent of digital print, screen printing has become somewhat less in demand, yet it is still a viable option for sign makers depending on the job. "Of course whilst without doubt digital printers enable short runs and a wide choice of final output in terms of media type, there will always be a "cut off point" where screen printing could be a better choice," says John. "However, there is a continuous shift as digital printers become faster and more economical to run."

Digital printers offer sign makers the ability to deliver bespoke products, customised messages and variable output, all in a way that is cost effective and quick. Today's digital printers can ensure these products are manufactured to a high standard of quality, too. In a competitive market, having these and other advantages can



*John de la Roche, Hybrid's National Sales Manager for Sign & Graphics at Mimaki.*

make all the difference for sign makers looking to offer the best of both screen and digital to clients. "Mimaki has proven time and again that its products are innovative, creative and of the highest quality and consistently offers the right packages to see a great return on investment," adds John.

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

.....Continued on page 30



*The Mimaki JV150-160 digital printer.*

# DIGITAL PRINTING Feature

## Advantages of digital printing in 2015

According to Loic Delor, Managing Director of Josero, digital printing has been one of the most important changes to the signage market in the past ten years.

Although the technology is no longer particularly new, it is almost present in all sign makers premises. The advent of latex

has also done lots to change the state of the market, adding to the overall environmental pros of digital printing. "Companies are more cogniscent about their waste, and so they are continually looking for environmentally-friendly options," says Loic.

One such option is the Eco Bulk system, compatible with Mimaki and Roland digital printers. While the system itself is not new, the fact that it is now the only bulk system available from Triangle is. The system uses replacement cartridges and eco-friendly materials to supply ink to the machine, which reduces waste without compromising print quality. "Instead of having plastic bottles and cartridges, you have a car board frame. When the customer runs out of ink, they can simply order a replacement. Even the packaging goes in recycling, so it's much more environmentally responsible."

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All the new solvents are eco-solvent, not pure solvent like they used to be

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MSS eco-solvent inkjet ink.



Eco bulk ink cartridges, available from Josero.



Eco bulk refill ink cartridges are an environmentally friendly choice.

## Solvent versus "green" digital initiatives

Latex technology offers many benefits to digital printers, and has increased in popularity over the past five to six years.

This environmentally-friendly ink means sign makers do not have to de-gas before making a sign, so it can be printed, laminated and mounted straight away. This time-saving benefit is ideal for vehicle wrappers and traditional sign makers alike. With that said, traditional solvent technologies have also done lots to reduce the environmental impact of print production. "All the new solvents are eco-solvent, not pure solvent like they used to be," says Loic, adding that the green benefits are as beneficial for the end-user as they are for sign manufacturer. "Many large corporate companies have initiatives in place to reduce their carbon footprints, and therefore want products that can be made with low VOCs. Sign makers have to find the technology to support their customers, and on this front, latex has been one of the answers."

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



**Rob Goleniowski, Business Manager, Sign and Graphics at Roland DG, says that the environmental merits of digital printing are helping certain sectors thrive, namely soft signage.**

"The soft signage market is growing exponentially at the moment, in part due to many end users and brands' striving to become more 'eco-friendly'," he says. "Soft signage printing aids this transition as soft signage and banners are easily recycled and reused, and they are lighter, meaning they are cheaper to ship. It also enables sign makers to use water-based dye sublimation inks without any compromise on quality – all attractive characteristics for the eco-conscious customer."

Looking more broadly at digital printing overall, Rob notes that it's "on-demand nature" in comparison to other traditional printing technologies means wastage is dramatically lowered, as sign makers only print exactly what is required, rather than ordering to a minimum quantity formula just to ensure the per unit price is cost effective. "The latter is something that is very much a false economy, and can often result in considerable waste," says Rob.

Roland DG has been a true pioneer and market leader in the field of eco solvent and UV wide format printing for many years. The VersaCAMM series remains the world's best-selling print and cut technology, and Roland DG have now expanded this into the textile printing industry with the introduction of the Texart RT-640 dye sublimation printer CS-64 calendar. Rob believes this solution will significantly lower the barriers to textile and soft signage dye sublimation printing, with a price point of just £26k for the bundle, and was previewed at Sign & Digital UK 2015.



*The Texart RT-640 dye sublimation printer.*

"Wide format also broadens the choice available to the end-user, as they can choose traditional printing materials or an increasing range of environmentally-friendly substrates specifically developed for the wide format industry," adds Rob. "This attractive combination of affordability – of both the output and the machine itself –

high speed on-demand production capabilities and increasingly environmentally-friendly products all means that wide format businesses have a flexible foundation from which to quickly adapt or diversify their commercial model to keep up with market trends and demands."

## Help is at hand for digital printers

To enable customers to build even greater versatility and diversity into their businesses, Roland DG have launched the Partner Solutions programme this year.

The aim of this programme is to actively support partners that have specialist knowledge of particular market sectors, with a view to developing new production solutions based on existing Roland print engines. The first two of these Partner Solutions premiered at Sign & Digital UK last month to considerable interest from the market; the Partner Solutions Lightbar RF-640, VS-640i, solvent-UV ink machines, and the Sabur Diva direct to textile printer.

All Partner Solutions products still benefit from a full warranty, delivered by Roland-

Care on behalf of the Partner Solutions Warranty provider, which means customers benefit from Roland's renowned technology and service packages in combination with a level of specialist market knowledge from the chosen partners. This level of service is "second to none" according to Rob, and is part of an on-going commitment to providing sign makers with excellent support in the digital printing process. "We are proud to have forged a formidable reputation in the market for versatility, reliability, speed, quality and performance over the years in the signage and commercial digital printing sectors," he says.

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



*The VersaCAMM VS-640i printer.*



*The Sabur Diva direct to textile printer.*

# PRODUCT Choice

## The Window Film Company picks Oce Arizona 460 GT UV printer to 'broaden product portfolio and drive growth'.

Following several years of continued growth, The Window Film Company has moved to a new two-storey facility in Buckinghamshire and installed an Oce Arizona 460GT flat-bed printer.

The Window Film Company specialise in the design, production and installation of a wide range of decorated, privacy, safety and solar control products for residential and commercial applications. Printed graphics are becoming an increasingly important part of the business which has led to their expansion, says the company.

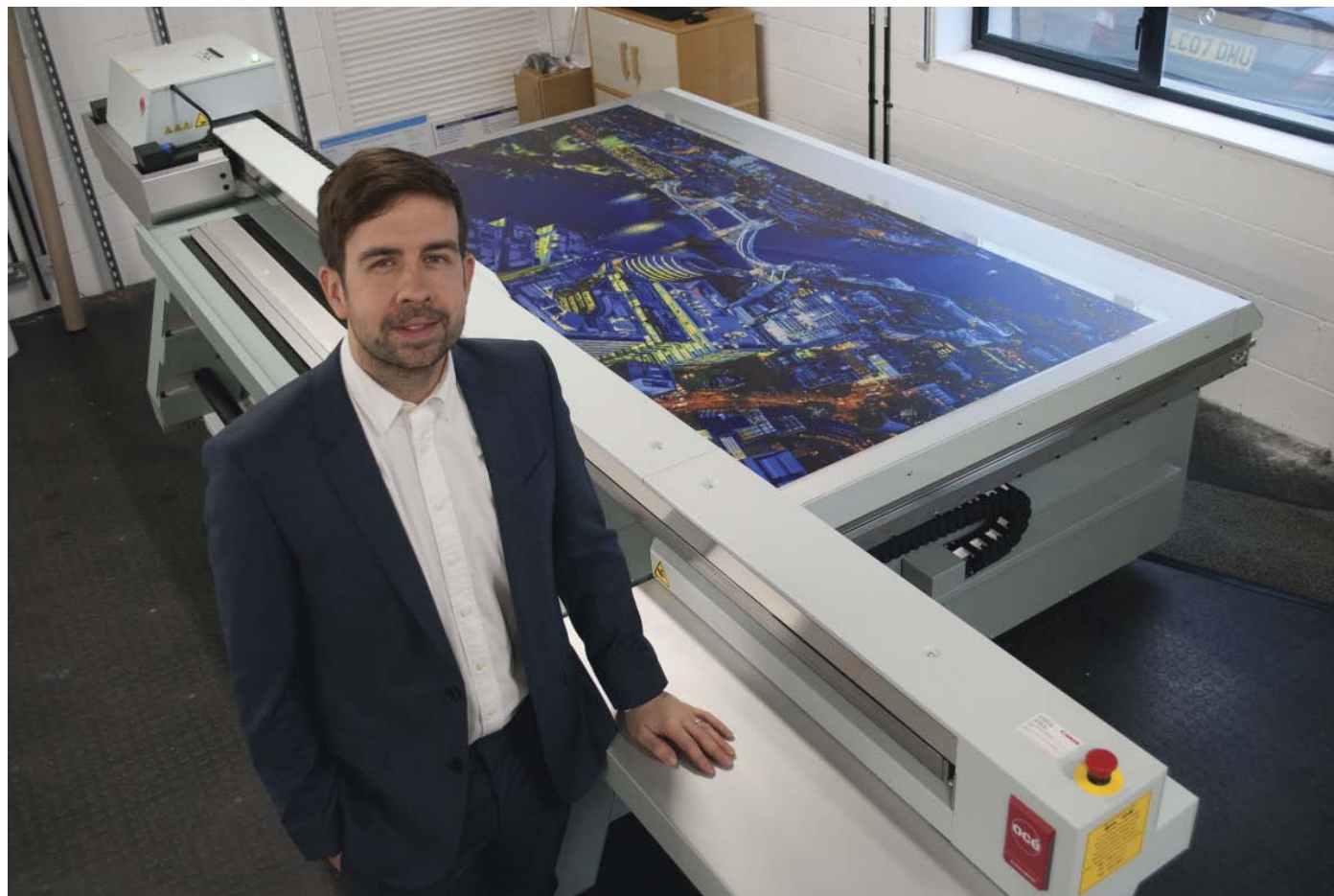
Their new facility includes an enlarged print and graphics department, and a large production space to enable the company to invest in new print equipment. In full production, the Oce UV printer is capable of printing high-quality, fast-drying graphics at over 30

square metres an hour in full colour. And they say it can handle advanced multi-pass print techniques used to create one-way graphics. The printer will not only increase capacity, but will also provide the option of printing onto rigid media such as metals, perspex and wood.

Director Micky Calcott said: "The new printer is an exciting development for us and our customers. We pride ourselves on keeping pace with our clients requirements and this new hardware will allow us to print directly onto a huge variety of films and surfaces, widening the range of solutions we are able to offer. The printer is state of the art and means we can print in near-photographic quality at any size onto almost any surface. High quality results can be achieved quickly, and in tandem with our nationwide installation service we're able to deliver all

manner of printed projects to a high standard – even with tight turn round times.

"We are of course continuing to print onto our popular range of films: optically clear, frosted film and digital wallpaper all provide magnificent opportunities for incorporating printed graphics onto walls and windows. But the ability to print onto rigid media means that we can provide full colour print onto whatever surface our clients require. We're proud of our continued growth which we've achieved by investing in premises, people and equipment. The new head office has been fully refurbished to meet our exact requirements. We continue to add to our staff and the arrival of the new printer shows our commitment to growth; but most importantly reinforces our commitment to delivering exactly what our customers want and need."



*Micky Calcott, MD of The Window Film Company, with their new Oce-Arizona.*



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# PRODUCT Choice

## Fujifilm's thermoforming solution 'sets new standards in the plastic industry and opens up new avenues for MiMtec'

UK based plastic former MiMtec has placed an order for Fujifilm's Acuity Advance Select wide format printer with Uviolet KV inks to 'exploit the benefits offered by digital inkjet technology'. The high quality print and short-run capabilities were the distinctive features that prompted MiMtec to invest in the Fujifilm's unique thermoforming solution, according to the company.

Mark Waring, managing director at MiMtec, said: "We have extensive experience in vacuum and pressure forming

and always stay abreast of technology advances. Fuji's innovative digital print solution provides a cost-effective process to create branded items and will give us the chance to create bespoke, branded objects in shorter runs with much lower set-up costs than are typical of screen printing."

MiMtec specialises in printing and moulding plastic sheets to create POP and displays, 3D backdrops and 3D vending machine branded cladding up to 1.2 x 2.3 metres.

Fujifilm is the only print equipment manufacturer offering an advanced digital inkjet solution to print onto plastic substrates that can be formed into 3D shapes.



Fujifilm's Andy Kent with MiMtec at Sign and Digital UK.

Mark said: "Fujifilm is the only print equipment manufacturer offering an advanced digital inkjet solution to print onto plastic substrates that can be formed into 3D shapes. We were particularly impressed by the performance and stretching capabilities demonstrated by Fujifilm's Uviolet KV inks. They don't crack during the thermoforming process and maintain high quality and vivid colours without any compromise to the print speed."

He said: "We are looking forward to integrating Fujifilm's Acuity Advance Select printer and Uviolet KV inks into our production environment. We are confident that the system will extend our range of services with branded promotional solutions and open up new business opportunities in the world of plastic forming."

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

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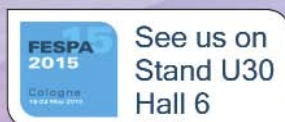


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# PRODUCT Choice

## New Mimaki UJF points to great future for G J Plastics

A recent investment direct-to-substrate Mimaki digital print hardware by G J Plastics highlights the company's 'commitment to equipping its design and fabrication team with the very latest and highest specification kit'.

The company's 14-strong team, headed by owner and founder Graham Croston, produce a range of acrylic display products, signage and promotional items in house, from initial concept through to manufacture. This they say enables them to deliver high quality products with rapid response times and attention to detail that make products unique to each customer.

Graham spotted the potential of the plastics industry and set up G J Plastics almost 22 years ago after working as a mechanical engineer. Starting out by cutting and forming plastic sheet using a routing machine that he built himself from spare parts, Graham has steadily developed the expertise, capability and resource to 'position the business as one of the UK's most widely respected plastic engineering facilities'.

The company takes investment in equipment very seriously and Graham says he is keen to make sure that the skills of his highly qualified design and fabrication teams are supported by the best available tools. Their latest acquisition is a Mimaki UJF-3042 A3 format flatbed UV printer, supplied by Hybrid Services via its authorised reseller PaperlinX. It joins their existing solvent and latex roll fed printers and large format flatbed printer, together with a pair of laser cutters, two CNC routers and a cutting plotter as well as heat bending machines and vacuum formers.

Graham said: "We're always looking for new ways of developing our offering to customers and expanding our range of products and services. We needed a compact flatbed printer with the capability to print at very high resolution on a range of different substrates and objects. Having done a fair bit of research and discussing our needs with Darren Walker at PaperlinX, the Mimaki stood out as a real contender. A demo at Hybrid's

showroom in Crewe rendered the purchase a no-brainer and the deal was done."

GJ Plastics specialises in bespoke commissions, one-off prototypes and short runs. Graham said: "The quality of our output and the attention to detail is what sets G J apart, and the new Mimaki provides us with a quality of print onto all manner of media and physical items that is simply breath-taking.

"A recent job involving a highly detailed photographic print of a supercar onto an acrylic block actually delivered a sharper, more vibrant image when printed direct to the acrylic on the UJF-3042 than the output from a high quality photographic printer. The added attraction of the Mimaki being able to print both primer, as well as varnish coats makes the capabilities of this machine quite remarkable."

PaperlinX's Darren Walker said: "It's always a pleasure working with Graham and his team at G J. They are very open-minded and always receptive to new ideas which enhance their standing in a rather specialised sector of the industry.

The company takes investment in equipment very seriously. And Graham says he is keen to make sure that the skills of his highly qualified design and fabrication teams are supported by the best available tools.

The idea of investing in the optional 'Kebab' accessory for the UJF-3042 was put forward, enabling direct printing to cylindrical objects. The team at GJ were fascinated and are already printing direct to glass vases and acrylic tubes for promotional purposes. I think Graham is on a mission to identify as many new and innovative uses for this machine as he possibly can!"



Graham Croston with his Mimaki UJF-3042 A3 format flatbed UV printer.





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# PRODUCT Choice

## CIC chooses GMG colour management and proofing solutions for streamlined production and colour consistency

CIC (Clever Ideas Corporation) has invested in GMG ColorServer, GMG ColorProof and GMG ProofControl software to 'streamline its production process and ensure total colour consistency from creative to proof to print'.

CIC provides creative solutions for brand development, imagery and marketing worldwide for some of the biggest homeware companies such as Swan, Morphy Richards, Tower, and Victoria Plumb. The company offers clients a design centre, photo studio, video set and dedicated CGI and motions graphics teams from a central hub. Based in Stoke-on-Trent and with print studio facilities in China, it employs 45 staff and also has studios in Croatia, Belfast and Cardiff.

Managing colour across different print technologies, ink types and substrates presents many challenges but implementing GMG solutions has enabled CIC to remove output inconsistencies and improve efficiency.

Working from CGI models created in either their UK or Chinese studios, CIC can design and produce marketing material, packaging, instructions manuals, brochures and videos. Colour consistency for each client brand is a high priority, they say, especially with the homewares market and the trend for coordinated accessories. Whether it is kettles, toasters, baths or basins, the colour on the product packaging and any accompanying literature must all match.

Before investing in GMG solutions, achieving colour consistency and quality was a challenge and CIC could never be absolutely confident of the colour results. Rob Pearson, MD, CIC, said: "We take colour matching very seriously and the ability to standardise and achieve colour consistency, regardless of media and print process, is something that we strive for."

It was while attending Packaging Innovations in London that Rob first met with GMG. Although he knew of their good reputation within the industry, he was unsure if they would be able to offer his company the solution he needed.

After a period of running tests and demonstrations it was clear to CIC that GMG was the answer. "We could see from the outset that it would work for us," says Rob.

"It was a no-brainer to make the changes."

CIC has invested in GMG ColorProof software to drive its 44-inch Epson Stylus Pro 9900 SpectroProofer for the production of high-accuracy digital proofs. Used alongside GMG ColorServer it offers the company the 'perfect solution' for a standardised and simplified proofing and colour management model that delivers consistent colour print results time and again. With GMG ColorServer, data from different sources will behave identically on the press; the result is a marked reduction in make ready times and paper waste. While GMG ProofControl guarantees reliable and complete quality control of digital color proofs based on a defined standard, such as FOGRA 39L.

Previously CIC had issues with RGB to CMYK conversion accuracy but since installing GMG solutions the company has

found it can work purely in RGB confident that the output to CMYK will be consistent to the original. Rob says: "The colour conversions set the whole process apart; the output to CMYK is seamless and simple to use." CIC now finds it is running a quicker, more streamlined and efficient production process. Rob says: "We and our clients can now be completely confident that with GMG the colour will be correct from the start. In fact, GMG has enabled our expansion - because the whole process is more efficient and faster we are finding that we are taking on more work than ever before."

CIC already runs a digital asset management system that allows clients access to proofs online but in the future the company is looking to install remote proofers within customers and suppliers premises in the UK and overseas to make the design to proof to print process even faster and more efficient.

Toby Burnett, MD, GMG UK, says: "Managing colour across different print technologies, ink types and substrates presents many challenges but implementing GMG solutions has enabled CIC to remove output inconsistencies and improve efficiency. The results are significant colour management benefits, productivity gains and time and cost savings throughout the production workflow."



CIC MD Robert-Pearson and China Studio Manager Ella Wei review proofs-against the printed.



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# PRODUCT Choice

## Studio Screenprint chooses Truepress jet W3200UV HS

Devon-based Studio Screenprint Ltd has added to its wide-format digital machines with a high-speed SCREEN Truepress Jet W3200UV HS flat-bed printer.

Studio already has two existing digital flat-bed machines at its Newton Abbot plant, a Fuji Acuity and an Inca Spyder. With a maximum throughput of 150sqm/hr, the new printer, which features CMYK plus light cyan and light magenta and two opaque white ink channels, significantly increases production capacity for Studio's extensive portfolio.

Studio provides clients with a full design-to-print-to-despatch service of what director Simon Beasley describes as 'POS to exhibition graphics and much more.' The company produces screen and digital print, the latter on a wide variety of materials such as glass, wood, metal, all types of plastic, and corrugated and solid board.

Although the Truepress Jet is their first printer from SCREEN, the fact that it features the same Inca-developed technology as the Spyder was a major reason

for the investment. Simon says: "We looked at machines from other manufacturers but our feeling is that many of them are pushing their technology to the limit to deliver the speed, reliability and consistent quality we demand. On the other hand, we believe the Inca technology in the Truepress Jet W3200UV HS is already there at the high end, proven and working at other companies."

He says that the final decision was made after both an impressive demonstration and a real-world production test at an existing user; "The printer did everything we asked of it, and has done since we installed it."

The Truepress Jet W3200UV HS features linear drives that provide smooth, controlled and accurate motion of the print carriage. While retractable lay pins provide fast substrate positioning to ensure accurate, repeatable registration, especially on double-sided printing. The multi-layer function enables 'perfect' inline registration of up to eight independent image layers for sophisticated front/back overprinting of quality backlit and variable day/night graphics.

As a result, the printer delivers fast throughput of high-quality, short-run, sign and display work, such as exhibition graphics and retail signage, posters, product decoration, architectural signage and backlit displays, according to the company.



*The SCREEN Truepress Jet W3200UV printer helps the company deliver high quality sign and display work.*

## Newtech London proves to be 'white magic' for Surefire Print

Simon Garrett of Surefire Print visited the Newtech London Show at Sandown Park Racecourse in 2014, as he was interested in finding a new revenue stream based around image transfer paper.

He met with TheMagicTouch at the event and after 10 minutes was sold on the OKI machine. After the show, he invested in the OKI C711WT white toner printer, which has now added more products to his business;

"We started printing matt mugs," says Simon. "Somehow it sparked off far more ideas and we realised we could print and bond onto almost anything using the transfer paper supplied by The Magic Touch and the OKI printer."

"Everybody does T-shirts but we've been more ambitious. We've particularly worked hard on perfecting our work on leather. We've found a way to get the print to sink into the leather and this has meant printing, not just on iPhone and iPad cases and bags, but also on leather jackets."

"Most people assume that you can only print on flat items," says Simon.

"But if you know what you are doing, you can print on virtually anything. In my opinion, the OKI printer gives you that freedom – and it's enabling us to differentiate ourselves as a business. I've been in the industry for 30 years and in my opinion there isn't another machine on the market that would do what we wanted to in this way."





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# PRODUCT Choice

## XYZ routers saves time at Signs2Signs

Signs2Signs has saved on production time of up to 70 per cent after they installed two XYZ 6000 Series CNC routers, according to founder and director Peter Potts. The routers, one of which is a used 6010 model that has now been upgraded with the latest XYZ A2MC machine control system, have replaced two machines bought previously from another supplier. The used 6010 twin-head router was bought before they installed the new 6000 Series model because of its ability to simultaneously process two sheets of aluminium composite material. ACM is used extensively to manufacture exterior fascia signs, amongst others.

Founded in 2004, Signs2Signs employs a staff of eight working out of a 4000 square feet facility in Manchester. Signs2Signs specialises in the fabrication of three-dimensional built-up and flat-cut acrylic sign letters, in heights ranging from 100 up to 3,000mm. These are used for a wide range of signage applications and available through the company's trade cutting service.

They also make a full range of bespoke internal and external signage in illuminated and non-illuminated formats (such as menu and light boxes) featuring LED or fluorescent lighting.

Peter Potts said: "We chose XYZ International as a preferred supplier because of

its reputation in the sign industry for outstanding service, engineering excellence and technical support as well as the positive feedback we received from other XYZ machine owners. The routers have been a pleasure to run and have enabled savings on production time of up to 70 per cent to be achieved whilst giving a superior quality of finish to the signage products we supply to the trade, including sign trays and face and returns for our built-up letter fabrication facility."

The XYZ 6000 Series of routers offers the same 'configurability' as that of all their CNC machines. The oversized processing table can handle a wide range of sign making substrates, such as aluminium and aluminium composite materials, stainless steel, non-ferrous metals, acrylic and various plastics, wood, plywood and MDF, according to the company. The routers provide a processing width of 2,159mm, a processing length starting at 3,048mm and expandable in increments of 610mm and a maximum speed of 25m/min.

The 6000 Series is available with both standard and optional performance-enhancing features, along with the A2MC facility that claims the highest machine control capability currently available on CNC routers. These include the XYZ Auto Zone Management facility that ensures the material being

The 6000 Series is available with both standard and optional performance-enhancing features, along with the A2MC facility that claims the highest machine control capability currently available on CNC routers.

processed is held securely throughout the routing/cutting process to deliver 'optimum accuracy and a superior cut finish'. Other enhancements include an expanded Automatic Tool Change (ATC) facility, AVS (XYZ Vision System) integrated with the A2MC and the latest high-precision helical rack and pinion drive system. Due to its multiple teeth configuration, this latest drive system spreads the work load more evenly, leading to a significant reduction in machine wear and ultimately a longer than normal machine life.

[www.xyz.com](http://www.xyz.com)  
[www.Signs2Signs.com](http://www.Signs2Signs.com)



Signs2Signs recently installed two XYZ 6000 Series CNC routers.



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## Finch Signs celebrate success with BTCC

Family-run business Finch Sign has the British Touring Car Championship “all wrapped up” with five of the 30 vehicles on the grid this season. **Jemima Codrington** spoke with Director Darren “Wez” Wesby to find out more.

When Finch Signs were presented with the opportunity to get involved with the British Touring Car Championships at the end of the 2013 season, Wez and the team were happy to oblige.

Wez’s son Jake played football with manager of WIX Filters, and it was revealed that they needed a vehicle livery company to wrap one of the spare touring cars.

“We travelled to Brands Hatch to wrap the then WIX Audi Rob Austin racing car in Exocet branding, just for the last race of the season,” says Wez. “Everyone involved was delighted with the quality of the work and the speed at which we approached the project, and we were then requested to wrap the WIX team car for Ciceley Motorsport with WIX Racing branding on the new Mercedes for the 2014 season. Rob Austin Racing along with their new title sponsors Exocet and Alcosense, also asked us to rebrand their cars.”



*A car for Welch Motorsport wrapped by Finch Signs.*

The vehicles take roughly a day and a half to wrap, and were unveiled at the official BTCC Media Day at Donington Park in March. Finch Signs have now wrapped five of the 30 cars on the grid, making their services in demand throughout the circuit.

“We certainly enjoy strong relationships with all the teams we currently work with, including some corporate hospitality, which can be used as a thank you for our regular clients and suppliers,” adds Wez.

### Perfecting high-quality wraps for high-speed vehicles

Given the high speed of the vehicles and the high propensity for crashes and collisions, Wez and the team had to pick substrates that would be tough enough for the job, without incurring high costs or difficulties with application.

The graphics are printed using a Roland 540i, and printed onto a couple of different vinyls; the WIX car is wrapped in Cast Media from Grafityp in Black and Yellow with Rob Austin’s cars wrapped in Rapid Air Oralite Cast from Sign and Digital, and the two others are a mix of the same materials. Wez chose these substrates by taking into consideration a number of factors,



*A wrap for Exocet in progress.*



*A finished wrapped touring car on the track.*



including cost-efficiency. "Because these cars smash up regularly, we have to keep doing repairs, which means we need an affordable vinyl", says Wez. "There's no point in putting super high-grade vinyl on, so we needed something that would be the easier choice."

In terms of the physical wrap itself, Wez reveals the only issue the team encountered was getting the vinyl to stick onto the bumpers of the vehicle. "With some of the original moulds on the fibreglass bumpers, the vinyl would come away." In order to circumvent this, the team mopped and polished the bumpers to get a shine on them, and tried again to adhere the vinyl to the now spotless surface. "The vinyl sticks a treat, and is sitting onto the moulds perfectly."

#### A fresh start for Finch Signs

Vehicle livery has played a key part in breathing life into the business, which was founded by Wez, his partner Sue and his son Jake four years ago.

Wez began his apprenticeship working for his father in law, Stan Finch, 25 years ago. Moving on to gain further experience with a larger business and specialising in vehicle livery, Wez, his partner Sue and son Jake decided to branch out on their own and set up a new limited company in the name of



Driver Andy Wilmot with his wrapped car.

Finch Signs in recognition of Wez's start in the business. Stan (now retired) is still on hand and a valuable part of the team. Now with eight members of staff in total, the company is going from strength to strength.

Along with successfully retaining Rob Austin Racing and Ciceley Motorsport in 2015, Finch Signs have also taken on the Welch Motorsport Team Proton Cars, including those of Dan Welch and Andy Wilmot, to rebrand their touring cars. Wez and the team will be working on wrapping the vehicles throughout the season, repairing damage caused by collisions, and covering spares. A team of five go to every race day, and enjoy the experience along with the opportunity to

tackle high-impact vehicle wraps.

"We pride ourselves on being a family run business, based on traditional signwriting, customer service and values, and use these to blend with modern day design of the cars," says Wez. "We are experiencing much success with our Facebook and twitter pages, and our video found on our website for the 2014 WIX Car was even used for the unveiling of the car to the media. We hope we can continue to build on this valuable form of media and advertising in our future work."

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



The finished Exocet car in action.

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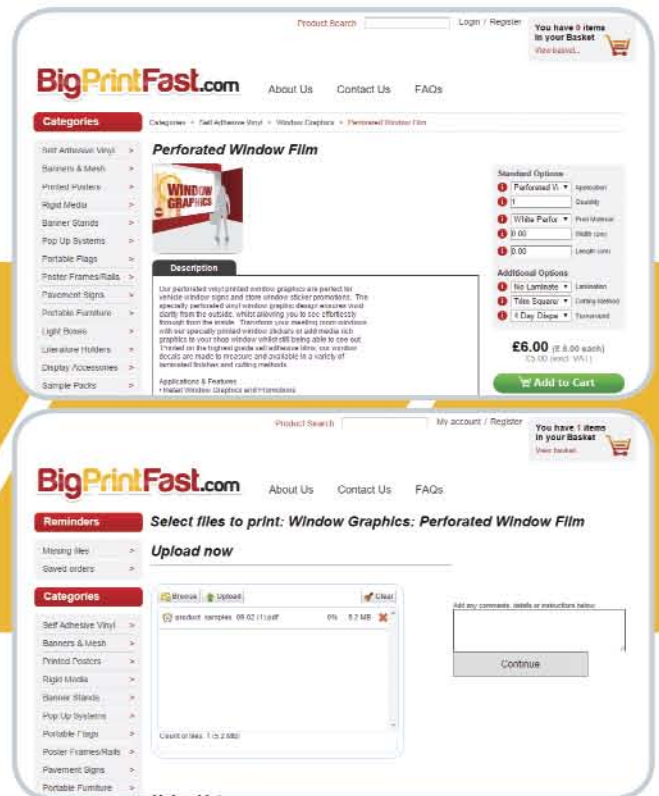
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## Coala Supertack provides 'under the sea' surroundings for luxury waterfront apartments

Coala Supertack, supplied by Antalis UK, has transformed a dull, unwelcoming reception of a complex of luxury apartments into a striking, tropical state-ment piece 'guaranteed' to make a lasting impact on visitors. The apartments offer five star seafront luxury, but the reception, with its plain, white-washed wall did nothing to convey the premium holiday experience awaiting guests, says the company.

Keen for the booking office to reflect the high end interiors of the apartments, the owners turned to bespoke creative design and print service company adverset media solutions, for help. John Easby, Managing Director at adverset said: "We were approached by the sales team at Escape2 with the objective of making the booking office of the apartments more attractive to cus-

tomers. Being directly on the seafront gave us the inspiration and vision to create a vibrant, tropical underwater theme, revamping a breeze blocked, tiresome wall to exude the five star atmosphere of the apartments."

Adverset then faced the challenge of finding a substrate that would properly stick to the outline of the breeze blocks and were introduced to Coala Supertack, by their local Antalis Account Manager, Melanie Burns.

Coala Supertack is a 96 micron, satin white polymeric high-grade calendered 'high-tack' vinyl. An industrial grade wall film designed for rough and textured surfaces, it is ideal for use on concrete, stucco and brick, as well as low energy or hard-to-stick surfaces such as ABS plastics. It can be printed using solvent, latex or UV inks.



*Brightening up a dull reception area with Coala Supertack.*

Coala Supertack is a 96 micron, satin white polymeric high-grade calendered 'high-tack' vinyl.

An industrial grade wall film designed for rough and textured surfaces, it is ideal for use on concrete, stucco and brick, as well as low energy or hard-to-stick surfaces such as ABS plastics.

It can be printed using solvent, latex or UV inks.



*Thanks to the quality of the vinyl and the heat methods used, the product stuck to all the curves of the breeze block wall.*

"We'd previously tested out Supertack on a wall in our offices, but this was our first 'live' installation," says John.

"We did originally consider a cheaper alternative, however Supertack had a longer lifespan (five years) and during initial tests it was clear that it was a much more durable substrate and less prone to shrinkage. Antalis provided us with a trial sample, and we quickly came to the conclusion that the quality of the substrate was too good to pass up. The increased cost was easily overshadowed by the reduction in application time and ease of use."

The eye-catching, vivid imagery was printed onto the Coala Supertack using a HP Latex 360 large format printer, with no need for additional varnishing or finishing techniques, saving further costs and time.

"Many substrates would struggle to cope with being applied to a breeze block wall, however, using heat methods, Supertack effortlessly moulded into all of the curvatures, giving a fabulous end result and making it a fantastic choice for this particular type of application. It sank deeper into the brickwork channels without splitting, unlike cheaper substrates we had considered using," says John.

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



# Win Win: Messagemaker Display Scores

Visitors to Chesterfield FC's ground are benefitting from a new electronic scoreboard supplied and installed by digital LED specialists Messagemaker Displays, thanks to a unique lease partnership.

The Proact Stadium is a state of the art venue with a seating capacity of over 10,000. The stadium is also a premier business and leisure venue for North Derbyshire, as well as being home to Chesterfield FC. It hosts a range of conferences and events throughout the year.

Chesterfield FC wanted to upgrade their scoreboard, taking advantage of the latest technology, both to reflect the iconic status of the stadium and add video to enhance the match-going experience for supporters. They were very attracted by Messagemaker's long term lease purchase option, which has allowed the introduction of an eye-catching and engaging display with minimal up-front cost.

Standing tall at 30 square metres, the new screen forms a focal feature for the 'Spireites' (Chesterfield FC) match-goers, allowing them to keep track of the score and time during matches. The new technology offers added versatility, enabling se-

lected video material to be shown during the pre-match build up as well as engaging audiences during half-time by showing match highlights.

Chesterfield FC's sales and marketing manager, Kevin Fitzgerald, said: "The new screen lends the stadium added prestige, reinforcing our status as a professional club able to offer the latest facilities to create the best visitor experience."

Provided on a long term lease basis, the deal has allowed Chesterfield to introduce the new technology with minimal up-front investment. Unique to Messagemaker, this purchase option is offered on a shared risk and reward basis. Messagemaker supply the equipment at a low up-front cost and additional revenue generated through advertising provides the balance. The revenue accruing from advertising is split between the club, Messagemaker and estate landlords.

Messagemaker's Tony Ford, who has extensive experience with large screens and a background in commercial brokerage, can offer advice to sports clubs and other venues to choose the best solution and set up the lease agreement, as well as help finding advertising sponsors.

Managing Director Harry Filer is enthusiastic about the new approach Messagemaker is now able to offer: "Installing a large electronic LED screen provides a bright and engaging display that appeals to visitors used to the convenience of digital technology. Funding new developments can sometimes be challenging especially. Offering a quick return with minimal outlay, our new lease option, which is the first of its kind, will make it easier for clubs plus other venues and prem-



*The deal with Messagemaker means Chesterfield FC benefit from the latest technology with minimal investment.*

Chesterfield FC wanted to upgrade their scoreboard, taking advantage of the latest technology, both to reflect the iconic status of the stadium and add video to enhance the match-going experience for supporters.



*The new 30 metre high screen enhances the visitor experience at the stadium.*

ises to upgrade their facilities so they can compete on a level playing field."

Kevin Fitzgerald said: "We are really pleased to be linking up with Harry and Tony at Messagemaker. Throughout the whole process of looking for a digital screen partner, they ticked every box and were a real joy to work with."

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

## Wrapping for awareness

Signs Express (Hull) has recently provided a full vehicle wrap for Humberside Fire and Rescue Service, who are working with the Hull Clinical Commissioning Group to promote awareness for prostate cancer.

The Hull sign makers fully designed and completely wrapped the fire engine to turn it blue, with the striking livery supporting Prostate Cancer UK's Men United campaign. Parked in Hull city centre's Queen Victoria Square, the eye catching truck caught the attention of many passers-by, encouraging men to get checked for the disease.

Daryl Oprey, Director of Operations, said: "We are all about looking after our communities and looking after the most vulnerable so this initiative to raise awareness of prostate cancer among our staff and the wider community is the perfect fit. The engine is really eye-catching and we hope it will encourage men to have a conversation with their GP."



*Fire engine wrapped by Signs Express Hull.*

We are all about looking after our communities and looking after the most vulnerable so this initiative to raise awareness of prostate cancer among our staff and the wider community is the perfect fit

The fully operational fire engine and will still attend fires and emergencies, but it will also be used to cover events to raise awareness. Seeing the vehicle driving around the local area is sure to turn heads, says the group.

Signs Express (Hull) was delighted to be involved. Franchisee Rob Gibson said: "We jumped at the chance to help with this

project which is a fantastic awareness campaign, and one which we fully support, it's great to see the engine driving around the local area!"

The Hull sign makers have their own on site vehicle application bay, perfect for jobs large and small (large in this case) as well as a full production unit which allows them to offer a full range of signs and graphics solutions.

In 2011, Prostate cancer was the most common cancer in men in the UK, accounting for 25 per cent of all new cases of cancer in males. This statistic alone goes to show how important it is to raise awareness and for men to make sure they are checked out and know the symptoms.

Signs Express (Hull) provides signage to the city of Hull, as well the nearby towns of Beverley, Hessle, Cottingham, Hedon, Hornsea and Withernsea and have established an excellent reputation locally for excellent customer service and quality signage.



*The engine at the Signs Express Hull vehicle bay.*



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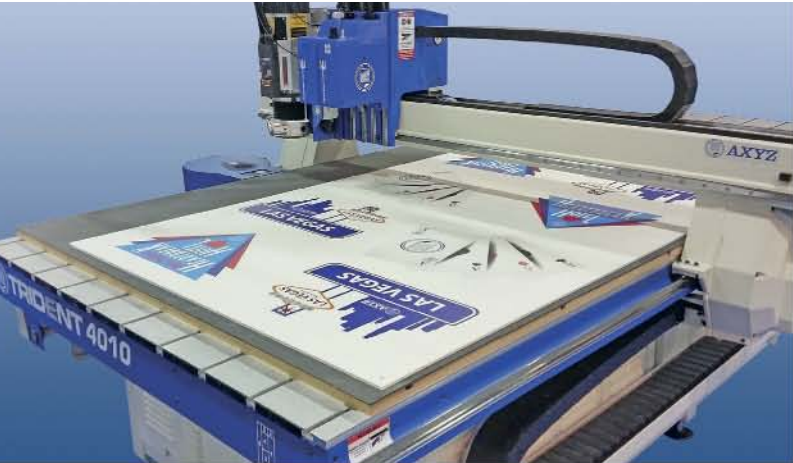
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## A dream job for one franchisee

Manchester City FC supporter Mark Meadowcroft of Signs Express (Northampton) welcomed the commission of a lifetime, when he was asked to transform a Nissan Le Mans show car into his football team's colours.

Mark received a phone call from Nissan one Tuesday asking him to turn the race car into a fitting centrepiece for the City v West Bromwich Albion game that weekend.

In three days Mark and his highly skilled team of vehicle wrappers gave the car a completely new look, giving the red racer a sky blue body and completing the make-over with Manchester City branding. The whole job was only unveiled when the car was collected and delivered to the club's Etihad Stadium in Manchester in time for Saturday's game.

Mark said: "I've been a Manchester City fan literally since I could walk and talk, so to get a commission like this was a total dream come true; bringing my company's expertise together with my own passion for the football club. When we first got the call all I knew was that I would be doing the job for a Premier League club. Imagine my amazement when I found out it was my team! A huge thanks to the team for their total commitment to the job. The icing on the cake was that we won 3-0. I couldn't have written the script any better myself."

The vinyl wrapping job took Signs Express (Northampton) over 30 hours to complete, with the vinyl perfectly matched to Manchester City's iconic sky blue colour shirts. Nissan and Manchester City are global commercial partners, and their motor-sport marketing team works at Silverstone.



## Virtual assistant brings sweetness to new Belgian markets

Shoppers in Belgium will be introduced to Mondelēz International's latest products by a group of five Tensator Virtual Assistants, at Carrefour, Cora and Makro stores.



*Virtual assistants add a 'new dimension to sales and customers engagement'.*

The virtual assistants will be installed in supermarkets and independent stores across the country to promote the food manufacturer's new product lines.

The consumer-facing Ultra models, with a compact 50cm by 50cm footprint, will stay in each location for two weeks before continuing on their tour of retailers. This allows customers to find out more about Mondelēz International products.

The Tensator virtual assistant is a next generation digital signage solution that uses cutting edge technology to project the image of a real person that can deliver a variety of messages. With the ability to capture shoppers' attention more effectively than signage, it can bring messages to life and create interest in new product lines.

The first of Mondelēz International Virtual Assistants was delivered in May 2013 and drove significant sales increases for Mondelēz International retail partners, following positive responses from consumers.

Frank Hoeckx, in-store activation expert at Mondelēz International, said: "The Virtual Assistant Ultra has proved to be a great asset to our marketing as it takes up a relatively small area of valuable shop floor space. Thanks to its dimensions and weight, and the fact that the device

is on wheels, it can easily be transported in a small van by one merchandiser. This made it budget friendly and easy to roll out for us.

"In the Belgian market, Mondelēz International has a strong tradition of seeking out innovative ways of communicating with customers. The Virtual Assistant has real stopping power in-store and we see it as way of creating an event that delivers real sales results."

Tensator Group CEO, Ben Gale, said: "We are excited to see Tensator Virtual Assistants in more FMCG settings. The public is very familiar with them in airports, but bringing these applications into the European retail sector adds a new dimension to sales possibilities and customer engagement.

"Technology continues to play a vital role in retail spaces and beyond. Consumers have become de-sensitised to traditional marketing methods, so it is important to us to make sure that brands can interact as much as possible with their customers in-store. We look forward to seeing further results from the models that Mondelēz International has taken on."

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



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## DI-NOC Films from 3M add vitality to re-branded healthcare company

Having successfully used 3M DI-NOC Architectural Finishes from 3M in previous building refurbishment programmes, Sign 2000 insisted on their inclusion in a re-branding project. This was carried out on behalf of healthcare and life insurance provider PruHealth following its re-branding as Vitality.

The innovative films were used to refurbish the company's reception area at its primary location in Bournemouth, which includes new interior wall signage and a complete reworking of the furniture.

New Business Director at Sign 2000, Steve Spackman said: "Working closely with William Smith, 3M's largest UK stockist and distributor of signage and graphics materials, we have used DI-NOC architectural finishes in a number of high-profile refurbishment projects. These have included the refurbishment of 6,500 main and local Post Office outlets; and work carried out on behalf of the Hilton Hotels Group. The particular appeal of DI-NOC films is their ability, at a relatively low cost, to refurbish building surfaces without the high cost of replacement, so enabling significant savings to be passed on to customers."

DI-NOC architectural finishes comprise over 700 distinctive self-adhesive vinyl films that replicate the appearance and feel of traditional materials. They were developed by 3M as a cost-effective design solution for interior and exterior new building and/or refurbishment projects. Usually these include various woods, metals, marble, leather, car-

bon fibre, stone and stucco.

Steve said: "As a recognised applicator of DI-NOC films, we have used them for a number of projects involving different interior and exterior surfaces in public buildings, such as walls, doors, reception desks and associated furniture. We have found the films to be a cost-effective, durable and ar-

chitecturally-sensitive solution for refurbishing tired looking, worn or outdated building fixtures and fittings without having to incur the heavy cost of replacement."

According to the company DI-NOC films offer a number of key benefits, not least the ease with which the films can be applied to, and as required purposely removed from, all kinds of surfaces. This ability is due to the integrated 3M Controltac Adhesive that enables 'fast and accurate' positioning of the films with 3M Comply Adhesive. This allows the release of trapped air once pressure has been applied at the final stage of the application process. This they say makes sure the finish is smooth, bubble-free and stable.

Once applied, the films are very easy to maintain in a 'pristine' condition without the need for harsh chemical cleaning agents. They are highly durable, being resistant to the ingress of water, dirt, impact wear and abrasion. DI-NOC films have also been tested to make sure they fully comply with IMO flammability requirements and are CE-marked to enhance their appeal for interior and exterior commercial new build and refurbishment applications.

Supplied in 12, 25 or 50-metre rolls, DI-NOC films offer 12-year durability on indoor and five-year durability on outdoor applications.

3M, DI-NOC, Controltac and Comply are trademarks of 3M Company

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*The reception area after the rebrand.*



*Before the update.*



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# PROJECT News

## W&Co for Tiger Stores

When Tiger, the international Danish retailer, wanted to update their advertising by replacing non-illuminated poster displays for ultra slim LED displays, W&Co's Razor LED light boxes were specified as the all round best product to be used within new stores.

W&Co's single sided wall mounted and double-sided cable hanging Razor LED light boxes have been supplied to shop fitters of Tiger, for use within stores all throughout the UK including London, Scotland, Norwich and most recently Peterborough.



*The slim design enables it to hang a good distance from the window, without taking up too much space.*

illuminated with a specially developed LED light panel, the Razor light box offers 'superior brightness and even illumination'.



*The ultra slim display replaced non-illuminated poster displays in the store windows.*

Ceiling suspended window displays are the ideal solution for stores, like Tiger, that have a fully glazed shop front design. The ultra slim design of this light box means it can sit a comfortable distance from the window without taking up too much space.

By swapping their non-illuminated posters for W&Co's sleek Razor LED Light boxes to display their graphics, Tiger has been able to make use of valuable window space while producing effective eye-catching advertising during all hours of the day.

illuminated with a specially developed LED light panel, the Razor light box offers 'superior brightness and even illumination', while the anti-glare front sheet prevents natural light from glaring off of the graphics and filters the sun's UV rays, which is one of the main contributing factors to fading prints.

W&Co is set to continue supplying slimline LED light box displays to Tiger stores as they continue to expand and develop new stores throughout the UK.

## Blackburn company get cameo in new Warburton's advert

Signage by Blackburn company Sign Options takes centre stage in the opening scenes of Warburton's latest TV advert featuring Sylvester Stallone.

The start of the 'hilarious' advert shows Stallone calling up Warburton's Headquar-

ters, where totem and building signage designed and installed by Sign Options is clearly visible in several scenes.

The advert, which is largely set in Bolton, is creating a buzz across the North West and beyond as it rapidly goes viral, and the Sign Options offices are in on the hype.

David Lang, managing director of Sign Options, said: "We were all really excited to see some of our work featured in the advert. We've done some pretty high profile work over the years, often spotting large retail parks or shopping centres we've worked on in the background of TV shows and adverts. But to see our signs so prominently shown, and on the same screen as Sylvester Stallone no less, got everyone in the office excited."

Warburtons did a nationwide

rebrand in 2013, which involved Sign Options visiting and individually designing new branded signage solutions for every bakery and distribution centre from Enfield to Glasgow.

Examples of the totem signs and building signage provide the backdrop for the opening sequence of the advert, and again as Stallone arrives to begin his delivery.

2015 is already a year of celebration for the Blackburn company, who celebrate their 10th year in business this year. And featuring in an advert with Sylvester Stallone is one 10th anniversary celebration no-one at the company will forget in a hurry.

James Aaron, Project Manager at Sign Options, said: "I think we'll have to have bread and butter pudding at the 10th anniversary party - I wonder if we could entice Sylvester Stallone to join us?"





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# DIGITAL SIGNAGE Feature

## Lighting up new opportunities for sign makers

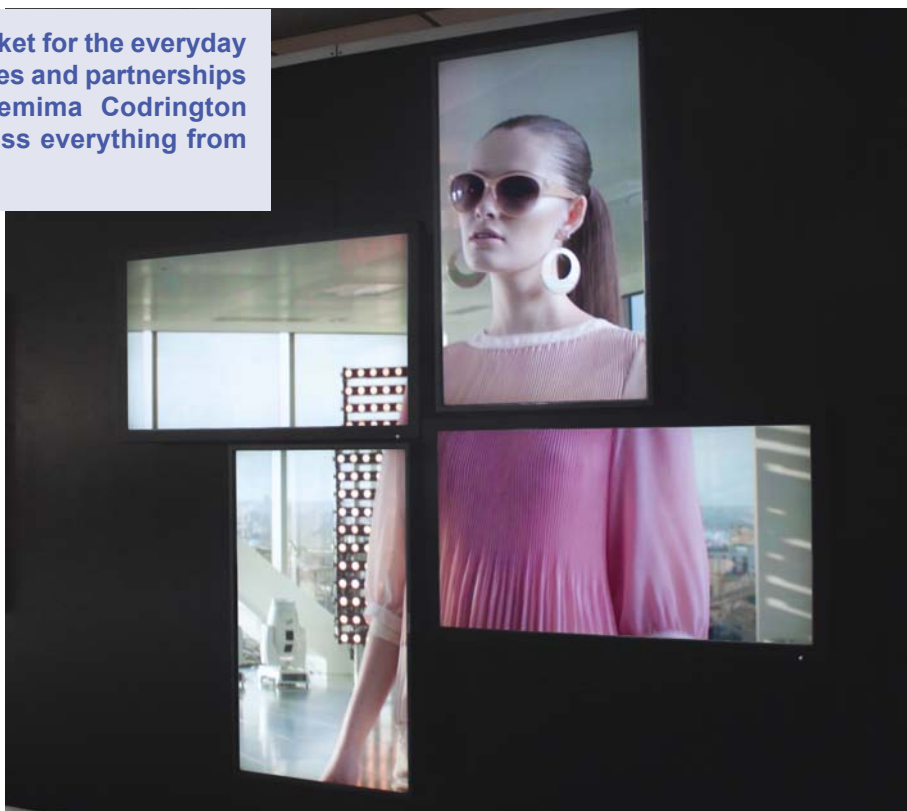
Is digital signage a viable growth market for the everyday sign maker? With new support services and partnerships available, it certainly could be. **Jemima Codrington** speaks with market leaders to discuss everything from costs to the latest product offerings.

**ONELAN** is a worldwide provider of digital signage solutions for a range of markets, including retail, education, corporate, and hospitality. Based in the UK, **ONELAN** have been in the digital signage industry for 14 years.

**ONELAN** manufacture high quality digital signage players and a range of software tools to help users design, schedule and distribute engaging digital signage content. End users include some of the biggest brands including the 3 mobile network, BP, NHS, BBC and Tesco. Simon Carp, Product Manager, **ONELAN**, reveals that retailers are showing particular interest in this type of technology.

"Digital signage is being adopted in a range of different markets, although some are quicker to adopt than others," he says. "There is increasing interest in retail where brands are investing in digital signage to build brand recognition and increase sales. This could include anything from small interactive touch screens, which give a more intimate 1:1 user experience, through to huge feature video walls that deliver a real 'wow' factor."

**ONELAN** are seeing a significant increase in demand for videos walls, and the recently released NTB-4K player is ideally suited to this requirement. When paired with a simple video wall controller, a single **ONELAN** 4K player can drive a video wall of up to 16 displays, making it ideal for retail installations where impact is a must.



*A feature video wall using the ONELAN 4K player.*

Simon reveals there is also an increasing interest in 'smart buildings', into which digital signs can be seamlessly integrated. To cater to this space, **ONELAN** have released the Reserva Meeting Room Signage range, which is ideal for corporate clients and universities. Reserva room signs link dynamically to calendaring software such as Microsoft Exchange and clearly show the status of a room, e.g. occupied or available,

and also show the future appointments scheduled in that room. In the latest release, end-users can also use these interactive digital displays to book a meeting or extend a meeting that is running late. "A powerful tool in Reserva is the ability to manage 'no-shows'", says Simon. "This is the scenario where someone books a meeting room in advance but never turns up, a surprisingly common occurrence. The impact of this is meeting rooms going unused as they appear to be occupied. This loss of workspace utilisation has a real financial impact on businesses. Reserva manages no-shows by requiring meeting attendees to press a confirm button at the start of the meeting. If the attendees don't turn up, the meeting is automatically deleted and the space made available to other users."

The Reserva room signage range is a new for 2015, and is expected to be a big hit. Solutions based on small interactive displays – such as Reserva – have become much more accessible as the cost of these devices has been driven down by the consumer market. "This all-in-one technology is also being deployed in more traditional signage applications. **ONELAN**'s Integrated Player Displays are easy to install in tight spaces and the interactive functionality enables more personal and engaging customer experiences," adds Simon.



*A video screen seen in Fulham Football Club.*



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## The long-terms benefits of investing in digital

Digital signage continues to have an impact on the wider signage industry and is seen by many as a powerful tool in the communicator's toolbox.

All industries are looking to digital signage to help increase engagement with their audience, and this communication may be to customers in a retail setting, employees in a large corporate office, or students and parents in a local school. The use of dynamic multimedia content in digital signage is a proven way of catching a passer-by's attention and clearly conveying a message. According to Simon, even the simplest of animation and movement makes digital signage far more engaging than regular printed media. "It is simply more engaging than static media, and in a world where technology is everywhere, it is too easy for your message to become part of the wallpaper and become invisible to your audience. Digital signage ensures that your message is the one that stands out."

Simon adds that there are a number of additional benefits that come hand in hand with digital signage, including:

- Content can be created and published from any web device to a network of almost any number of displays. ONELAN already have networks that drive content to over 1,000 screens. Logistically there are huge benefits, as content can be updated at the click of a button and can also be regionalised with ease.

- Although an initial investment in the tools and hardware is required, the long term cost reduction due to little or no printing costs, along with greatly reduced installation and logistics costs, are significant.

- Developments in HTML and the tools ONELAN have developed allow sign makers to easily bring real-time information into digital signage. This ensures content remains up to date and relevant to the audience. Examples of this might include live RSS feeds, local weather forecasts, company share price or data stored within business systems such as pricing databases or Excel spreadsheets.

When it comes to investing in the necessary technology, Simon recommends first considering how you might want to grow your digital signage network long term. As is the case with entering any growth market, initial cost is a factor as well. "There are lots of people in the digital signage market with great

claims of low cost solutions," says Simon. "At ONELAN, our advice is to take care and make sure there are no hidden costs. ONELAN hardware is shipped with a two-year warranty as standard, although they typically last much longer. The cost of software updates and telephone/email support is also included in the cost of the signage player. When you are comparing potential vendors it's also worth reviewing their history, as new digital signage providers are appear all the time, and some disappear just as quickly. You should make sure that you have a partnership with a vendor who will be there for the long haul!"

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



Reserve room signage from ONELAN.

# DIGITAL SIGNAGE Feature

## Lighting up new opportunities for sign makers

**According to Janice Fairfield, Marketing Director, Fairfield Lighting, there is huge potential for sign makers to gain revenue by offering digital signage to end-users.**

"There are huge benefits for the sign maker to sell digital signage," says Janice. "The main opportunity is that screens are media hungry, and there is a lot of opportunity to supply new content on a regular basis, creating a continuous revenue flow. In addition if the sign maker sells a network solution there is a small monthly income for the use of the software packages in addition to the initial revenue of the sale."

As retailers and commercial organisations are becoming more comfortable and happier using digital media, digital signage is becoming more and more important. Screens can be used across many different sectors, but work especially well when there is a lot of information to be displayed that is changing on a regular basis. Estate agents, reception areas, hotels and conference centres, and other industries have embraced the technology as a result, along with fast food outlets and restaurants, as menus need to be changed on a frequent basis. "The key to

any digital signage is to clearly define what the client is going to be using it for, and once this has been established, you will find it can be used really anywhere that information needs to be seen," says Janice.

One of the key benefits of digital signage is that fact that information can be changed quickly. It also enables multiple users to drag and drop new information in a few seconds to different branches, and access can be given at different levels. This makes it ideal for large retail operations or companies with multiple branches. For example, a local manager can upload the "deal of the day" easily from a template, while the marketing department at head office can run the main campaign. However, it's important to remind clients that when it comes to content shared via digital signage, less is often more. "Information needs to be short and sharp - often no more than 30 seconds - and clients often forget this and can spend a lot of money on expensive content," says Janice.

## How to maximise digital signage offerings

In order to give end-users the best possible finished product, Janice recommends working with a supplier that knows the market well, especially when initially moving into this sector.

"The sign maker needs to work with a supplier who is able to guide them through the initial sale," she says. "There are a few simple questions that need to be asked to the end user to make sure the correct style of screen and software is supplied to meet the



*A 46 inch Slimline Digital Advertising Display, ceiling mounted.*

The aftersales service is extremely important and many sign makers totally forget about this

client's requirements. By working closely with a supplier who will guide the sign maker with the initial specification of the screen, brackets and software packages the project will run smoothly."

Fairfield Displays have launched several new screens this year, with a particular focus on brightness levels. This has been in answer to a growing demand from clients to use screens in shop windows and restaurants, as these screens will only work well if they are extremely bright. The new Sun-bright screens are available from 32" up to 55", and are incredibly bright, being 1500 cdn<sup>2</sup> compared to the standard commercial screen at around 450-500 cdn<sup>2</sup>. "The brighter the screen, the more attention it will attract, particularly during the middle of the summer," adds Janice, noting that many screens cannot be seen at all during the day.

Fairfield Displays offer a special service to the sign trade, able to walk sign makers through every step of the order to ensure the project runs smoothly. "The aftersales service is extremely important and many sign makers totally forget about this," says Janice. "Fairfield will support your customer after the sale with the initial set up to ensure the customer is happy with using the software and then will also answer general questions your client may ask on an ongoing basis."

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



*Slimline Digital Menu Boards, as seen in Auntie Annes.*



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# DIGITAL SIGNAGE Feature

## Lighting up new opportunities for sign makers

NES Solutions have considerable experience manufacturing and installing digital signage product lines, and this year, they will be launching new external digital screens.

These can be supplied within totems or as freestanding structures, and will be rolled out later this year. Seasoned veterans in the electronic signage market, NES Solutions has installed over 120 digital screens into the Tate Modern, have clad wide format digital screens for LOCOG in cities throughout the UK and clad the scoreboards at Lord Cricket Ground. "We are also currently manufacturing a 40 sq. m digital screen clad in steel for the Royal Court Theatre in Liverpool," says Michael Irwin, Sales Manager.

The installations in the Tate Modern were developed using monitors provided by Bloomberg, and involved the sophisticated integration of responsive technologies like movement, touch and sound to deliver added value beyond just a glass pre-sealed digital screen. "The screen housings add a bespoke architectural edge to the installation," adds Michael. He and the team have been dedicated to advancing digital signage, and now offer two broad digital signage product lines. The first are small scale high resolution digital screens mounted into customised housings, and the second is large format advertising screens within architectural cladding. "The bigger screens I personally find a lot more exciting. The massive scale makes things technically a lot more challenging," adds Michael.



Digital screens installed by NES Solutions at Tate Modern.

The digital screens mounted within a digitally printed enclosure are a combination of sub-frame, digitally printed Dibond, and high-resolution digital screen with toughened glass face. The wide format digital advertising screens, something Michael calls a "turnkey solution", has been developed with the team's experience with electronic, site installation, 3D CAD design, and architectural cladding. "In addition to this, our in-house powder coating line delivers tight quality and delivery remits. We also offer maintenance contracts with all of our products. This ensures the technical support of our UK team is on hand," says Michael.

## Digital signage versus conventional signage

Michael notes that more traditional sign writing companies are becoming keen to explore this market, as the economy makes a strong emergence from the recession.

One key benefit for sign makers is the lifetime of the screens, which is generally far less than traditional signage. "It is likely that product lifecycles will be under five years, which provides sign makers with more repeat business," explains Michael. As far as benefits for the end-user go, digital signage is a more interactive media, meaning more relevant content can be displayed, allowing for far greater audience engagement. However, traditional signage can still be preferred and easier to read, such as when static names and logos need to be displayed.

"The ambition of the digital signage market is to make every single sign digital. This is quite daunting, though some years off," says Michael. With this ambition does bring a number of issues that sign makers should take into consideration, especially where profit margins are concerned.



An outdoor digital screen installed by NES Solutions at Lords Cricket Grounds

"The commoditised nature of a basic digital screen display and media player makes it extremely difficult to defend sustainable profit margins, and with the larger retail roll out, there is the danger for the international manufacturers to cut the distribution chain out entirely." Software development, the cost of training staff, technical back up with spares, and associated electronics and expertise are also things to take into consideration, along with cost to the buyer, requirements to update the media, service costs from the supplier, and costs and damage from down time.

[www.nes-solutions.co.uk](http://www.nes-solutions.co.uk)



A double-sided P10 screen on display in Westfield Stratford City shopping centre.





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**Keith Scrimshire is the Managing Director of Scrimsign, a family-run business specialising primarily in LED displays. They have been in business since 1986, and have therefore witnessed first-hand the evolution of the electronic signage market.**

Where before signs would primarily communicate simple text, now they are being used to convey multimedia and interactive information in real-time.

According to Keith, even sign makers that may not want to invest fully in digital signage products can still offer the service to end-users, by partnering with electronic screen providers. "Digital signage can be quite a technical market, and potentially quite daunting for some of the traditional sign makers to get involved in," he says. "By partnering with screen providers, sign makers can create the exterior cases and surrounds, which allows for simple plug-in and mount installation."

Scrimsign is extensively involved in the LCD digital signage market, and has seen a

heightened demand for this type of signage from clients in the retail sector. Before Santander acquired Alliance & Leicester, they were one of Scrimsign's biggest clients. The team rolled out LCD signs that were installed both indoors, and outdoors above ATMs as part of their marketing campaign. They have also provided electronic signs to clients in the health, transport, retail, corporate, and more recently, health and safety sectors.

Scrimsign supplies time and temperature displays to traditional sign makers, which can then be integrated into their products. According to Keith, this has been one of the most successful partnerships over the years. These displays will dim intuitively to ensure they are always clear and readable in any weather and lighting conditions. They can be used outdoors, and rely on LED technology to clearly convey information in a variety of colours. Displays can be mounted to either a wall or pole, and offer clients yet another way to improve brand recognition.



Outdoor digital screens as seen on the Alliance & Leicester ATM machines.



A digital time display seen above J.H. Donald.

### Calculating the cost of digital signage

When looking at the financial investment required for sign makers to offer digital signage, there are many cost considerations, aside from the obvious issue of the initial capital outlay.

"Any digital system is going to be more expensive than the equivalent traditional signage," says Keith. There are also costs for the end-user to be considered, which sign makers should bear in mind when advising customers. "There's the basic running costs, electricity, and maintenance, and then there's the on-going content requirement," Keith explains. "There's pressure there to keep content current and up to date, and you're not just creating basic text necessarily – we're now dealing with moving content and interactive content. With that said, once the client has made the investment and has the sign, they can use it for many different purposes."

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

## Antalis strengthens its environmental commitment by supporting Cap COP 21 climate change initiative

Antalis will join like-minded organisations committed to the environmental cause in supporting Cap COP 21, a series of events to help protect the environment. The initiative, organised in the run up to the United Nations Framework convention on Climate Change conference (COP 21), includes meetings, informative events and discussion forums which will be held in the run-up to the main conference, in Paris, France in December 2015.

Oliver Guichardon, CSR Director at Sequana, parent company of Antalis said: "Climate change is a global issue, for which we must find solutions at the local level. The paper industry is often singled out, even though it has in fact made huge efforts to protect the environment. This is one of the messages that we will communicate at Cap COP 21."

As a partner of the Cap COP 21 event, Antalis will sit alongside companies similarly committed to the environmental cause, and before a wide panel of stakeholders aiming to show the way in the fight against climate change.

"This is an opportunity for Antalis to present the many measures it takes to protect the environment," says Matthew Botfield, Environment Manager at Antalis UK.

"We will be able to highlight best practices and to make sure that the voice of the paper industry is heard as it is often wrongly accused of being the main culprit of deforestation."

[www.cap-cop21.com](http://www.cap-cop21.com)  
[www.antalis.co.uk](http://www.antalis.co.uk)



*Matthew Botfield Environment Manager at Antalis UK.*

## ASLAN celebrates its 65th anniversary



In the summer of 1950 Alfred Schwarz introduced the innovative ASLAN Mipofolie – a highly flexible and writeable protection film for geographical maps. This laid the foundation for 65 years of ASLAN, 'experts in self-adhesive films'.

In the last 65 years the private and family owned company ASLAN, Schwarz GmbH & Co. KG has grown steadily and sells its products worldwide.

As a specialist in self-adhesive films, ASLAN develops, produces and promotes high quality branded prod-

ucts with the quality assurance of being 'made in Germany'. As well as supplying a large product range into numerous industries, ASLAN offers tailor-made solutions for individual applications.

To celebrate their anniversary, and in conjunction with the FESPA Cologne 2015, ASLAN, is opening its doors. In the week from 18 to 22 May factory tours will be held daily at the premises in Overath. A shuttle service will be operating from the Cologne Trade Fair to ASLAN.

## Stylo wins SDEA best stand award at Retail Design Expo

SDEA members voted enthusiastically for the best SDEA stand during this week's Retail Design Expo in London.

In a very close competition between a number of excellent stands the exhibitor to emerge with most votes was graphic solutions specialist Stylo.

A specially commissioned crystal glass award was presented on the Stylo stand by SDEA President, Chris Shoebottom.

More than 20 SDEA member companies were exhibiting at the first Retail Design Expo held at London's Olympia from 10 to 11 March.

[www.shopdisplay.org](http://www.shopdisplay.org)



*The Stylo team receive their award from SDEA president for best stand at the design expo.*



# Epson on board the FESPA Print Inspiration Rally bus

Epson has contributed to the FESPA Print Inspiration Rally to showcase some of the creative interior décor applications that can be produced using its range of SureColor series printers.

The Print Inspiration Rally is aimed at interior designers, architects and creative professionals, as well as PSPs. It takes the form of an American school bus decorated internally and externally with wide format print examples. Visitors will see a variety of applications on display including printing on paper, glass, wood and metal, textile, soft furnishings, ceramics and many more, demonstrating some of the 'exciting effects' achievable with print.

Epson produced two wallpapers for the bus interior, printed on Digimura 2.1 TAC-TILE digital wallcovering paper, using the 64-inch Epson SureColor SC-S70600 wide format printer. The combination of Epson's UltraChrome GSX Ink and proven Micro Piezo TFP printhead delivers 'clarity, fine detailing and smooth blends' at resolutions up to 1440 x 1440dpi. Available in eight and 10-colour versions, the SureColor SC-S70600 enables users to print vivid colours, solid

whites and special metallic effects on a range of substrates such as wall covering and photographic paper, canvas, vinyl and clear film.

With the increasing demand for more creative and personalised products the Print Inspiration Rally aims to inspire with a range of dye sublimation samples on display. Such as metal plates, coasters, tiles and iPad covers that have been printed on Epson's 64-inch SureColor SC-F7100 digital dye sublimation transfer printer. The versatile SureColor SC-F7100 can be used to produce superb quality images with vibrant colours on a variety of hard surfaces. This they say opens up new creative opportunities for designers who wish to produce their own products in small quantities and on-demand.

Duncan Ferguson, Director of Professional Graphics, Epson Europe, said: "Epson is delighted to be taking part in the Print Inspiration Rally in the run up to FESPA. It provides the perfect opportunity to show the diversity of digital print and offers a preview of some of the creative products visitors can expect to see at the show."



*The interior of the bus decorated with two of Epson's wall coverings, for the Print Inspiration Rally, part of FESPA 2015.*

FESPA's Print Inspiration Rally will tour various European interior and creative events before culminating in Cologne, Germany for FESPA 2015, 18-22 May 2015.

[www.rally.fespa.com](http://www.rally.fespa.com)

# Sign Plus Ltd based at Dalgety Bay emerged as winners at Fife Business Awards Dinner

Competing in the Best Performing Business for under 50 employees sector, the company was up against tough competition. But they were able to demonstrate a clearly defined strategy for developing and growing the business in terms of turnover, employment, innovative marketing and communications.

Evidence of staff personal development and total involvement of the workforce in the growth of the business; along with measurable systems in place to monitor performance, financial controls, marketing and sales growth; were also important factors in the decision of the judging panel.

Commenting on the success a company spokesman emphasised that this was a fantastic accolade for all at Sign Plus, a great team effort, and comes on the back of a period of unprecedented growth for the company having secured a number of significant contracts over the last six months.



*The award winning Sign Plus team.*

[gordon@signplus.co.uk](mailto:gordon@signplus.co.uk)

## FESPA Fabric opens 2015 'Design a tee' competition

The FESPA Fabric 2015 'Design a tee' printed competition is open for entries. The competition, in its fifth year invites anyone to submit a design for a printed t-shirt, inspired by the intergalactic theme of this year's FESPA Global Expo (18-22 May 2015, Cologne, Germany). It includes FESPA Fabric, the event dedicated to garment printing and decoration.

To enter, email your design to [tshirt@fespa.com](mailto:tshirt@fespa.com). The FESPA team and Gavin Drake, Director of GarmentPrinting.co.uk, will select five outstanding designs to be displayed live at FESPA Fabric 2015. All visitors to FESPA Fabric will have the chance to vote for their favourites, and the one with the most votes during the show will be the competition winner.

The first place winner will receive 25 t-shirts digitally printed with their winning design by GarmentPrinting.co.uk, plus €100 worth of Amazon vouchers. The second and third place entries will receive ten and five t-shirts respectively with their own design.

FESPA Divisional Director Roz McGuinness said: "The FESPA Fabric Design a Tee competition is a light-hearted

way of illustrating the creative potential of printed apparel, and bringing out the design flair of our global community. T-shirts are a fast fashion staple; they've always been a way of expressing our personality and tastes with slogans or images. But new printing technologies mean they're now the ultimate item of personalised clothing, with the scope to quickly and inexpensively

create a unique garment using a favourite photo or individual design. We're hoping that this year's space explorer theme will inspire some out-of-this-world designs!"

The 2014 winner was Mark Thompson of Printdesigns, with second and third places going to Noe Garcia and Federica Micalizzi.

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



*The shortlisted designs from last year's competition.*

## Sagotech makes French connection

With the recession in 2008, the owners of Sagotech, the British manufacturer of vertical panel saws knew that they could not rely on their home market in the UK. So they set about an ambitious development programme to create an 'attractively priced and very competitive comprehensive range' of vertical panel saws for the smaller business. These developments now incorporate both the Zapkut brand for those with lighter cutting duties, with particular appeal to signmakers. And the Koolkut brand for those with heavier demands such as larger signmakers, and those

in the woodworking industry.

This investment is starting to pay off, with the recruitment of Braumat of France being the latest distributor overseas to see the market potential in their own country. This family owned and operated business, based near Nantes in Western France, was started by the father and is now into the second generation. They offer a comprehensive range of machines for signmakers, but realised the need to be able to offer their customers machines for cutting substrate. This will enable them to offer a one-stop shop, as they already supply not just a wide range of machinery but also a range of consumables. Co-Managing Director, Raphael Brault, explained the particular benefit that the Sagotech machines offer is their ability to cut quickly, easily cleanly and accurately some of the harder sign-making materials such as aluminium composites, acrylics, and polycarbonates.



What Raphael particularly liked is the flexibility and comprehensiveness of Sagotech's four ranges. He recognised that the Zapkut ZK unit, which is uniquely portable

and lightweight, will appeal to small businesses. When not in service, the machine folds up compactly and can be stored by hanging it on the wall. Like all of the other machines in the Sagotech range, this enables the operator to cut both along the length of the sheet and also across its width.

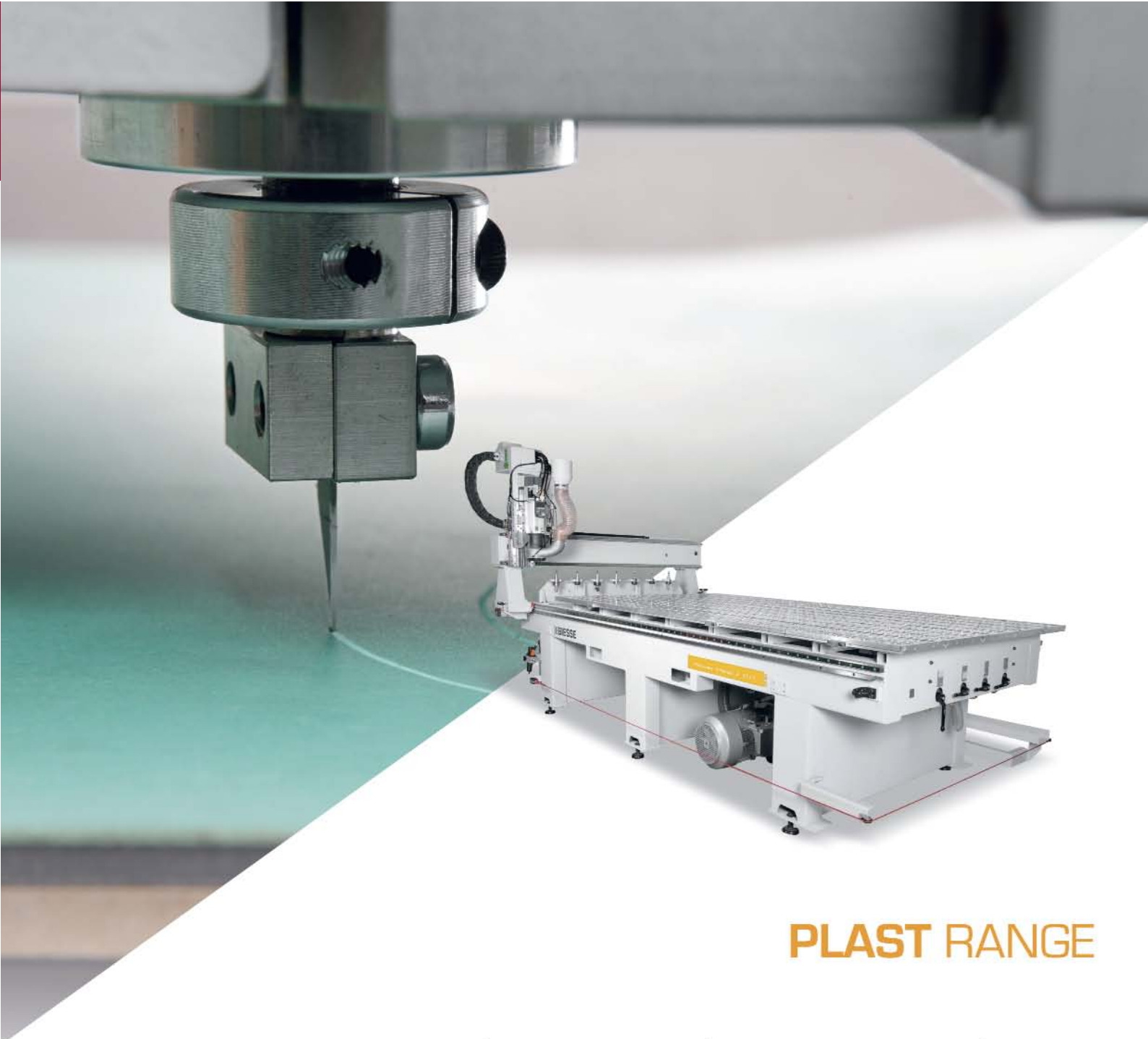
At the same time, it provides the useful benefit of being able to control the depth of cut; of particular value when using a backing board to protect thin acrylic from shattering. But it also bevel cuts when joining large pieces to make an over sized sign.

The Zapkut ZM range and both the Koolkut ranges come available with an optional router head for v-grooving of aluminium composite, useful for those seeking to manufacture 'light boxes', for example. This represents a much faster method than the rail system where every cut has to be accurately aligned.

All of the ranges are available in a choice of sizes, well placed to meet all of the main sizes of material used by signmakers and woodworkers throughout Europe and beyond. Braumat and Sagotech look forward to seeing new customers making their way to Raphael's facilities near Nantes.

[www.sagotech.co.uk](http://www.sagotech.co.uk)  
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## Océ PlotWave 500 receives top honour at iF Design Awards 2015



Canon's Océ PlotWave 500 wide format printing system has been awarded an iF Gold Product Design Award at the iF Design Awards 2015. The Océ PlotWave 500 was one of seven Canon products to receive a prestigious award at the event.

The recently launched Océ ColorWave 500 and 700, and Océ ColorWave 900 wide format printers also won iF Product Design Awards, alongside several other Canon devices. This is the 21st consecutive year that Canon has received iF Design Awards for its products.

"The Océ PlotWave and ColorWave printers represent the perfect balance of visual and functional design," said Duncan Smith, Wide Format Printing Group Director, Canon UK. "They feature unique internal elements to deliver high quality and reliable print output at high speeds. Ergonomic features make the printers easy to use, while high quality

aesthetics make them fit naturally into any working environment. Finally, the touchscreen-based user interface is a particularly unique design element, providing an intuitive and reliable print workflow.

"The iF Design Awards are well respected worldwide for setting the standard in modern technology design, and it is an honour to receive awards for our Océ ColorWave and PlotWave range, including an iF Gold Product Design Award for the Océ PlotWave 500."

The iF Design Awards were established in 1953 and recognise outstanding design achievements across several different disciplines. Canon first won an iF Product Design Award in 1989, and has regularly been recognised by the awards for a wide range of products.

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

## ICON boosted by acquisition of SPS Event Tech

ICON is pleased to announce the acquisition of SPS Event Tech Ltd ("SPS"), which further 'strengthens and complements its ability to bring brands to life'. A world leading provider of branded environments and live events, ICON is part of CSM and the wider Chime group of companies.

SPS provides considerable capability in delivering branded solutions for retail environments, events and exhibitions, from creative development and visualization through to 3D construction. Having worked closely together for several years, the acquisition provides significant opportunities for sales growth and strengthens ICON's overall proposition.

"We're delighted to welcome SPS into the wider ICON business," says Alastair Bewick, ICON's CEO.

"We have worked with SPS for several years and their capability in 3D design, production and delivery enhances ICON's core offering of bringing brands to life, across all of our markets. We share the same ethos in our approach to delivering outstanding branded experiences for our clients".

Paul Tanswell, Director of SPS Event Tech said: "We're excited to be joining ICON. The structure and support they provide will give us a great springboard to grow the business, both nationally and internationally. We look forward to integrating our technical and visual services into the ICON offering, en-

abling the expanded business to support clients with an even wider range of end-to-end solutions."

[www.icon-world.com](http://www.icon-world.com)

[www.sps-et.com](http://www.sps-et.com)







## New William Smith website



William Smith has launched a new website with greater focus on the vast range of materials, tools and accessories all available to order online. This they say is to reflect the significant change of emphasis in the nature of its business. It has much more visual content with new photography, a clean layout and easy to scan features and product information, according to the company.

"We were keen to incorporate new features that boost the customer experience, so we have ensured the site is really simple and even easier to find what you're looking for," says Marketing Manager, Chris Bradley.

Customers can now search for a product in multiple ways, using the mega menu, search box and filters to shortlist

relevant products to help find what they are looking for.

The new online click and order feature is 'highly responsive' across mobile, tablet and computer platforms, so that customers can place orders wherever they are, from any device 24 hours a day.

"In keeping with our 'trade only' ethos, and to maintain our high level of service, to order from the website you will require an online account with us," says Chris.

"Previous web order history and simple re-ordering of products is available, and you will be able to track every order from payment to delivery."

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

## CMYUK appointed as exclusive UK distributor for former PaperlinX/Robert Horne dtec range of materials

CMYUK, a UK-based specialist in superwide digital print, has announced that it has signed an exclusive deal with ATP Adhesive Systems AG to distribute its range of self-adhesive media for the digital print graphic market throughout the UK. Formerly part of PaperlinX's dtec media line, the range will now be marketed and sold by CMYUK under the original material manufacturer's name.

The ATP Adhesive Systems range from CMYUK comprises of the identical products to those formerly marketed under

the dtec brand.

Jon Price, Group Director at CMYUK said: "We're delighted to have secured the UK rights to the ATP brand, as we know the products are of the highest quality and have been sold in the UK for many years under the dtec brand. Following PaperlinX UK's insolvency announcement, there were many businesses unable to access the media. But we've worked with ATP to ensure continuity for end-users and guarantee the uninterrupted supply of these leading products."

ATP's Managing Director, Daniel Heini, said: "We are delighted to be entering the next phase in our company's development cementing a new partnership with CMYUK."

Jon said: "Under a separate agreement, CMYUK will be supplying the exact same polyester display films that previously appeared under the dtec brand. Customers can continue to print, finish and display with the roll-up, pop-up, back-lit films and synthetic papers they trust by contacting us."

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

## FTC UK sees signs of industry growth through new start-ups at Sign & Digital UK

Northants-based FTC UK, which designs and manufactures the Trimalco range of cutters specifically for the large format sign and display market, saw promising signs for continued industry growth at Sign & Digital UK this year.

Founder Alex McLean, who has 27 years in the industry, said he was delighted to see the number of new start-up companies attending the show.

"I never cease to be amazed at the number of newcomers into the market, and this show has proved that the industry is still vibrant and growing – it's a really exciting time for us and our clients," he said.

"FTC UK's cutters, coaters and coatings are all affordably priced so they're ideal for young businesses just setting out, and our customers usually get a very fast return on their investment."

"We're now very much looking forward to taking our cutters to FESPA Cologne in May, where we hope to see similar levels of interest, and we'll also be supporting some of our international stable of distributors at Viscom Paris and Germany, and C!Print Madrid later in the year."

---

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

## Zünd UK 'cuts to the quick' with order for cutting machine at sign show

Zünd UK received an order for a digital cutting system on the first morning of Sign and Digital UK, held last month.

Vehicle wrapping and display specialist Raccoon made enquiries about upgrading to the Zünd G3 3XL1600CVE16 digital cutting table prior to the show. Managing Director Richard Clark saw it in action at Zünd UK's St Albans demonstration suite. Members of the Raccoon team then attended the first morning of the show before placing an official order.

The Zünd G3 3XL1600CVE16, measuring 3200mm wide x 1600mm long, will be installed at Raccoon's premises in Kent with PackZ software and all the tools required. Due to the modular construction of Zünd cutting equipment, tools can be changed easily and the machine's capabilities extended to cater for new applications.

The company won the Sign and Digital UK Awards Vehicle Project of the Year title in 2011 for its X-ray-effect wrapped Mini. Raccoon will use the Zünd G3 to deliver a lots of applications to its clients beside vehicle graphics.

"Upgrading to a newer Zünd cutter will not only give us more capacity, it will give us more flexibility in what we produce," says Richard Clark, Managing Director of Raccoon.



*Raccoon will upgrade to the Zünd G3 digital cutting table.*

"We needed a machine that's productive and easy to use and, particularly, makes it easy to switch between materials, for instance from rigid to softer substrates.

"We're looking especially at offering more three-dimensional displays for use as POS and exhibition graphics so chose the Zünd G3 for its V-cut tooling for use with substrates like Dibond. We'll be doing some very clever construction."

Raccoon had used a Zünd cutter for ten years before decided to upgrade to

a newer model. Richard said. "We know that if, in five years' time, there are any problems Zünd will still be around to support us."

"It was brilliant to start Sign and Digital UK with an order from such an inventive and creative company as Raccoon," says Peter Giddings, Sales Director, Zünd Plotting Systems (UK) Ltd.

"The Zünd G3 is ideal for Raccoon's needs now and will grow with them as they offer new applications to their customers."

## Best ever quarter for Octink as London property sector booms

Marketing suite and display specialist Octink is celebrating its strongest ever first quarter, with a 33 per cent increase in revenues compared with the same period in 2014.

This marks the West London-based company's busiest start to the year since it was established in 1962. "Usually the year takes a little while to get going," says Octink Client Services Director, Simon Martin.

"This year however, the phone started ringing on our first day back after the Christmas break and it hasn't stopped since."

Current projects include a long-term signage and graphics project on the Greenwich Peninsula; marketing suite and signage projects in Nine Elms; and an ongoing project at Chobham Manor in the Queen Elizabeth Olympic Park. The company is also involved in work for major regeneration projects in Earls Court and Elephant and Castle.

Mike Freely, Managing Director of Octink believes that the company's recent success is as much a result of its focus on building long-term customer relationships as it is on the resurgence in the property market: "We provide branding, signage and property marketing suites to some of the country's largest residential property developers. So naturally the buoyant market is creating a lot of demand for our services."

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







## Antalis appointed exclusive distributor for Polyart - the environmentally friendly range of synthetic paper

Antalis has been appointed the exclusive distributor for Polyart, a range of environmentally friendly synthetic paper sheets manufactured by sister company ArjoBex. Polyart synthetic paper offers films designed to withstand the most demanding applications and is easily printable by offset, flexo, thermal transfer and digital technologies, says the company.

Polyart comprises a creative and durable polyethylene plastic film which makes it both water and tear resistant. While its 'unique print-receptive clay coating gives

it a premium matt coated paper-like feel'. Polyart has 'excellent' print properties that ensures rich, vivid images without requiring any special preparation such as over lamination; as well as rapid drying characteristics.

With the quality and feel of paper, and its high levels of tear and water resistance, the range of Polyart products can be used for: retail industrial applications; production of manuals, menus, guide books, waterproof maps and outdoor field and construction diagrams and signage; as well as labels, tags, tickets and passes.

Danny Kahan, Product Manager at Antalis said: "This really is a flexible product that opens up so many opportunities for printers looking for an easy solution for a range of demanding applications. Combining the advantages of paper with the durability of plastic, Polyart looks, feels, prints and converts like a premium matt-coated paper, with the added benefit of a long shelf life and durability that stands up to water, weather, grease and chemicals."

The Polyart range comprises a standard offset Matt White offering that is printable using oxidising inks (conventional paper inks can be used over 140/175 gsm with print guide recommendations), as well as 'writeable' using both pencil or ballpoint pen. And, with no grain direction, artwork can be orientated in any direction to maximise sheet area and reduce waste. The HP Indigo Tints range offers full HP Indigo certification and all the print and performance properties of the standard product while producing a silk finish in subtle pale blue and gold.

**Polyart.**  
— the synthetic paper —



**Polyart.**  
— the synthetic paper —



Polyart, which is fully recyclable with other plastic wastes, is produced at sites that are fully accredited to ISO14001 standard for Environmental Management Systems (EMS) that conform to international standards for sustainable development. Direct food contact is covered by ISEGA Certification.

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

## InkTec move to a new location

Increasing sales of JETRIX printers, which have seen a 15 per cent rise in turnover over the last 12 months; and more sales of InkTec's inks and media ranges, has created InkTec's need to move to a larger location.

The right site has been carefully considered to make sure of business continuity, while ensuring the new location provides the capacity for the future development plans of the company. The new site remains in Witney, Oxfordshire as the company have recognised the commercial benefits and overall accessibility of the area, as well as a

strong desire to maintain local connections.

But the new premises contains everything under one roof, including efficient warehousing facilities to ensure effective and rapid order fulfilment, alongside office and engineer support. The site also features a contemporary demonstration suite which has been custom built to fully showcase the JETRIX printers, including the KX6. This is a standard flatbed with roll to roll option, with high productivity up to 50sqm/hr. And the KX7 which is ideal for large panels and offers 'maximum productivity'.

The Managing Director of InkTec Europe, Joey Kim, said: "After nearly 10 years in the UK, the time had come for InkTec to make this bold next step. Much of the strategic planning behind the move has centred on making sure that we identified a location that would offer us future proofing for further expansion for the next 10 years and beyond. Fortunately for us, we were able to find a perfect site that suited our specific needs, while remaining in Witney."

[www.inktec-europe.com](http://www.inktec-europe.com)

## Race to Newtech!

Roland DG will showcase its 'ground-breaking' Lightbar print and go technology from Partner Solutions on 6 and 7 May at Haydock Park Racecourse, Liverpool,

The Partner Solutions Lightbar RF-640 gives customers the flexibility to use a wide

range of print medias while producing vibrant, durable and instantly UV-cured graphics, according to the company. The Lightbar solvent-UV ink has the added benefit of 'covering more metres per litre than alternatives like latex ink making it highly competitive while not dulling glossy medias'.



Roland DG's Lightbar RF-640, which can be seen at Newtech's next event in May.

Also on display will be; the magic VersaUV LEF-20 desktop flatbed printer for instant promotional prowess; the SOLJET PRO 4 XR-640 printer and cutter; and for all entrepreneurs in the t-shirt printing or signage industry the VersaSTUDIO BN-20.

Rob Goleniowski, Sales Support Manager, Roland DG (UK) Ltd said: "Newtech Haydock Park Racecourse will be the ideal chance to come and see the machines close up. The format of Newtech means that we are able to spend quality time with visitors, and to take advantage of this we offer bookable one to one 'mini-bootcamps' and demonstrations of the most exciting technology on display. We're really looking forward to talking with existing and future customers, so do get in touch to book a slot."

Other exhibitors include: Antalis, The Magic Touch, Ralawise, Wicked Printing Stuff, DecoNetwork, Goccopro, Stocks and Ultima Displays.

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

## Wrap your way around the wide format galaxy

FESPA's World Wrap Masters is taking place from 18-22 May 2015 and is said to be the leading global competition for wrapping enthusiasts and experts.

The professional wrap event, sponsored by 3M and Mutoh, will see up to 36 individuals from across the world compete to win the prestigious title of World Wrap Master.

Items being wrapped include Opel 'Adam' cars, famous for their curvatures and small size; two metre tall space rockets; and luxury Scandinavian designed vacuum jugs from Eva Solo to demonstrate the complexity of wrapping 'above and beyond' a typical vehicle application.

The qualifying round will see up to 36 competitors take to the Wrap Hub. The qualifiers from this competition will join regional champion wrappers from Africa, Brasil, Russia, and France in the global final of the World Wrap Masters. The top 12 wrappers will then compete in the final, taking place on the last two days. The World Wrap Masters champion for 2015 will be announced at 3pm on Friday 22 May, with the top three finalists winning trophies and cash prizes of €2,500, €1,250 and €750 respectively. All competitors will receive 'goody bags', containing wrap accessories that can be used to practise their finely honed skills.

Visitors to the Wrap Hub will also be able to attempt wrapping car doors 'against the

clock'. They will also have the opportunity to speak with the Wrap Master judges to gain insight and guidance into the world of wrapping.

Duncan MacOwan, Head of New Media and Events, FESPA, said: "The Wrap Hub and World Wrap Masters will undoubtedly see some strong competition among wrap experts looking to be crowned cham-

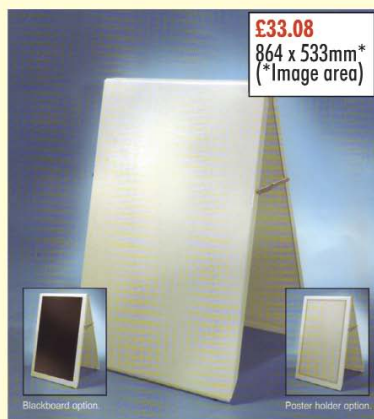
pion, as well as lots of sharing of skills, tips and tricks between competitors. I'm also looking forward to seeing visitors try their hand at wrapping, so they can see the complexity and finesse involved."

[www.wrap-masters.com](http://www.wrap-masters.com)

[www.fespa2015.com](http://www.fespa2015.com)







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## Roland DG Partners with RGBuk

Roland DG has appointed a new dealer to its network. Based in Wokingham and with a nationwide reach, RGBuk who specialise in the photographic, fine art, production and CAD/GIS sectors.

Mat Drake, Business Manager, Commercial Print, Roland DG says: "We believe that appointing RGBuk, a company with such a well-respected and established reputation in the photographic and fine art sectors, will greatly accelerate our presence and reputation in these key markets."

The appointment will see RGBuk initially taking responsibility for the selling and installation of Roland's VersaCAMM VS-i wide format series. Both companies suggest this could quickly expand to incorporate other machines from Roland's portfolio over the course of 2015, once the market sees just how flexible these print and cut machines are.

The VersaCAMM VS-i series is available in three models; 64" (1.62m), 54" (1.37m) and 30" (0.76m). They have a choice of five different ink configurations, the VS-i series uses Roland's award-winning, high-opacity ECO-SOL MAX 2 inks.

Users can also add metallic and white inks to add an eye-catching edge and added-value to any photograph or print. The series' light black ink also improves grey scale gradations, natural skin tones and

delivers the sharpest photographic images.

The VersaCAMM VS-i wide format print and cut machines can be used for large format photographic prints, banners, posters, stickers, vehicle wraps, window graphics, exhibition displays, floor graphics, point-of-sale displays, packaging prototypes and even heat transfers for garment decoration.

Ben Randall, Managing Director at RGBuk said: "We're very pleased to have

been appointed by Roland DG. The company shares a similar ethos to us, putting the customer at the centre of everything they do and offering a comprehensive range of training and support services needed to ensure the customer succeeds. This is exactly what we do here with our Training, Education and Knowledge (TEK) centre and our on-site demonstration studio."



RGBuk will initially sell Roland's VS-i wide format series, which come in three different sizes.

## Celebrating longevity at Signs Express

Following the landmark 25th anniversary of the Signs Express brand in 2014, a number of the franchisees are celebrating their own milestones; 20 years with the network this year. And the first two franchisees Signs Express Ipswich and Grimsby are celebrating 23 years this year.

The franchisees celebrating 20 years are: Nick and Marion Baxter-Sibley in Exeter; Russell Hollamby operating in Newcastle; Martin Prodger operating the Reading area; Stuart Harrison in Milton Keynes; Gary Wolchover and Nuala Kennedy in Telford; Steve Jarvis in Derby and Alvin; and David Morris in Warrington.

Managing director Craig Brown, who has been with the group since the start, said: "It really is testament to the strength of our business model that so many of our franchisees have built their profitable businesses and continue to be a part of our network. Their commitment to our brand ethos has helped us grow in to the multi-million pound turnover business we are today.

Without fantastic people, we wouldn't be where we are today and I am delighted for all of these centres, I look forward to celebrating many more birthdays with them in the years to come. I want to thank them for their loyalty and offer a very well deserved congratulations to them all!"

In 1992, the fledgling signs and graphics franchise recruited Ken Bevis and Nick

Dawes as the first franchisees for the business, both of whom are still in the network today.

Craig said: "There is no doubt that our early years success has helped generate our strong brand presence and recruitment of new franchisees over the years. We've also built a large support team based at the Nor-

wich head office to help franchisees in all areas of the business including sales and marketing, technical support, operations and accounts to ensure that there is always someone on hand to help our network succeed."

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



*Franchisees celebrating 25 years of Signs Express in 2014.*

## The signs are good for Hawes

Hawes Signs, the producer and installer of corporate images, has secured a £2m invoice finance facility from Secure Trust Bank Commercial Finance.

The Northampton-based company specialises in the production of corporate signs and images. The business has a strong client base across a range of sectors, reporting revenues of £22m in 2014, and employs 163 staff.

Hawes provides a confidential design and engineering consultancy service from concept to reality, being involved in the design, manufacturing and installation of its products. As well as this, the firm's specialist after sales sign maintenance team operates a 24-hour repair service.

The facility will enable the business to manage its cash flow as it looks to achieve

its ambitious growth plans. Following its takeover by HLD Group earlier in the year, Hawes is looking to extend its client base as the HLD Group targets a £500m turnover in the next five years.

Demis Ohandjanian, CEO of the HLD Group, the parent company of Hawes, said: "For an SME, accessing finance is often a significant barrier to maximising growth, and this finance facility enables businesses like ours to adopt more expansive strategies and look towards the future with optimism.

"Secure Trust Bank understood our requirements and ambitions, and were able to offer an effective and timely solution. From introduction, the deal was completed within five days, meaning that we were able to continue the day-to-day operations alongside.

"With the combined backing of HLD and Secure Trust Bank, Hawes is in an excellent position to achieve the next stage in its development."

David Parsons, regional director for the South and Midlands at Secure Trust Bank Commercial Finance, said: "Hawes is an innovative company with a proven business model and strong turnover, and we are pleased to be able to support the firm as it executes its growth strategy.

"The business has a unique offering in the marketplace, enabling it to provide a truly complete service to its clients. The continual support from the firm's specialist maintenance teams makes the business stand out from the crowd, and with the support of an invoice facility, we expect the business to go from strength to strength this year."





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## Sign and Digital UK 2015

Sign & Digital UK confirms its status, once again, as the UK's leading exhibition for the sign making, display solutions and digital printing industries, says the show organisers. They reported there were more than 6,800 unique visitors; a 12 per cent increase on 2014's visitor figures of 6,115.

The three-day event took place at the NEC, Birmingham from 24 to 26 March 2015 and featured exclusive UK, European and world product launches; kit demonstrations; new show features; and more than 35 daily seminars and workshops.

With extensive sales and leads made across the three days, exhibitors were eager to secure their stand space for the 2016 event, with more than one third of next year's floor space already booked up.

Rudi Blackett, portfolio director, said: "This year's Sign & Digital UK has been excellent, with a huge range of product launches, a wealth of sales across every day of the show and high volumes of good quality visitors.

"I'd like to take this opportunity to say a huge thank you to all our exhibitors, visitors and supporters who have made this year's show such a success! We look forward to seeing you all again in 2016, on the later dates of 26 to 28 April."

### A selling show

Organisers reported that sales were strong across the three days of the show, with Jetrix making an impressive sale within the first hour on day one. Perfect Colours confirmed sales of more than 20 HP Latex 300 printers. Radecal reported much activity for the entire



show with over 20 CNC and laser machines sold over the three days. Resolute DTG also confirmed over £100,000 and PrintMAX had sold more than 20 printers before the end of the show.

**Shaun Thompson, general manager, GPT (Graphic Printing Technologies) said:**

"GPT's eighth consecutive year at Sign & Digital UK has been one of the most successful in terms of business done at the

show. With lots of new machines on show for the first time in the UK from Mimaki and HP, conversations focused on the benefits to be enjoyed by these exciting new printers.

"The contacts made at Sign & Digital UK will be a real boost to our business and we look forward to seeing many of them again soon."

**Vicky Jarman, marketing manager, print-MAX, said:**

"Sign & Digital UK has always been a fantastic opportunity to meet customers both old and new, but also a great time to sell. This year has been no exception, with a fantastic array of customers and opportunities, plus a daily dose of sales enquiries. We look forward to the show every year and will certainly be back again in 2016."

**Adrian Painter, director, SMGG, said:**

"We have experienced unprecedented enquiry levels on stand regarding the new HP PageWide Technology. The show has been great for us. These are very exciting times for our company as we implement our HP PageWide service certification."

**Tim Egerton, sales manager, Soyang Europe**

"Sign & Digital UK 2015 gave us the unique opportunity to launch two new products into the large format market, as well as promote our principal range of existing media. Our placement of AlumiGraphics outside the halls drove a steady stream of visitors to our stand and we've enjoyed a really busy and engaging show."







**Stuart Cole, national sales manager for industrial products, Hybrid Services/Mimaki said:**

"This year our resellers have confirmed significant sales across the Mimaki range. We've found a lot of the visitors to our stand have been very well informed and already committed to investing. By visiting the show and seeing the products in the flesh, they've found it much easier to make the final investment."

**Jason Burroughs, managing director, Perfect Colours, said:**

"We've had a really good show, loads of people on the stand, loads of strong enquiries, lots and lots of orders of HP Latex, lots of interest in the EFI and the Jetrix printers – it's been a fantastic show. We'll definitely be back next year!"

## Exhibitor product launches

Sign & Digital UK also confirmed its reputation as the 'exclusive launching pad' for the latest technologies and equipment.

Hewlett-Packard gave visitors a sneak preview of HP PageWide Technology, while Roland DG offered an exclusive preview of its transfer finishing solution – the Texart CS-64 calendar press.

Hybrid Services/Mimaki showcased the UK's first public appearance of the new Mimaki CFL-605RT Compact Flatbed Cutting Plotter. Other Mimaki launches included the CJV150 Series, CJV300 Series, and the UJF-6042 flatbed LED UV printer.

Other first time UK demonstrations included Colourgen's new Mutoh ValueJet 426UF desktop flatbed LED UV printer; and wide-format specialist CMYUK's demonstration of the EFI H1625.



InkTec/Jetrix hosted the European debut of their brand new 3.2m UV roll printer, the Jetrix RX3200, alongside their newest bulk filling system.

MTEX Technologies created a UK first, showing the newly launched MTEX Vision. Signmaster Systems launched Seiko's next generation H Series ColorPainter, with a special demonstration from Frank Janschke, Head of Sales at Seiko.

Atech launched an impressive seven new products, previously unseen before in the UK, such as the Bobis BLA Applicator Table, Eliatron Kombo SDC digital cutter, TLS LED lighting systems, Matic Cronos Eco, Pongs Digital Textiles, Alupanel Edge Fin-

ishing for Dufaylite and Re-board and the Hollanders Textile Printer.

Vivid Laminating Technologies launched its new product line, the Easymount Flow, a finishing table designed specifically to complement its market-leading Easymount Wide Format Laminating Systems.

Blackman & White showcased its new Versa Tech cutter for the first time at a UK exhibition. Canon unveiled its two latest high-performance wide format colour printers - the Océ ColorWave 700 and the Océ ColorWave 500.

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





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# APPOINTMENTS

## Signage business sees 'baton' passed from father to son

Huddersfield based Signage business, The Horizon Group, had a restructure recently that saw Keith Ball, 'hand over the reigns' as managing director to long serving employee, and son, Ross. Ross takes over as managing director with immediate effect whilst Keith will be CEO with a view to steadily approach retirement over the next couple of years.

The Horizon Group is an award winning provider of bespoke and off the shelf engineering and metal fabrication solutions for the likes of the signage, transport, construction and education sectors. Having gained experience in a large cor-

porate organisation as well as running his own signage manufacture and supplies business Ross joined what was then Horizon Signs in 2007 as Operations Director.

Keith Ball said: "Ross has always shown a keen interest in Horizon but wanted to gain additional experience working in other industries. As well as this, his time running Fusion Display helped him to gain some valuable insights in what it takes to run a company. When the right role came about at Horizon, Ross was really able to get to grips with making improvements and his grasp of how business works is clear to see."



Ross Ball and Keith Ball.

## Papergraphics welcomes the PaperlinX Digital Solutions team on board

Papergraphics, who supply large-format print media for digital graphics and CAD markets, has today announced the appointment of the PaperlinX UK Digital Solutions team following news of its recent administration.

The move includes a group of respected and knowledgeable technical specialists as well as an experienced hardware and software sales team. Collectively this will enable Papergraphics to extend its reach in the wide format printing arena and meet growing customer demands for a complete solution provider.

Nathan Atkins, Managing Director, Papergraphics said: "Following the unfortunate developments at PaperlinX, we approached the team to discuss whether a collaboration would be possible. We're delighted to welcome the team on board. We see great value in the technical ability and passion for the industry that this group of talented individuals displays.

"We're also looking forward to expanding our skills set at Papergraphics. For over 30 years, we've operated across UK and Ireland without any real involvement in the

hardware or software side of the business. Today, we can change that. We look forward to expanding our offering and delivering our high-level of service and care to both new and existing customers."

Following negotiations with the PaperlinX team and news of its expansion into the hardware market, Papergraphics can announce it has been appointed by InkTec as the new UK partner for the Jetrix brand of large format printers.

[www.paper-graphics.com](http://www.paper-graphics.com)

## Roland DG UK & Ireland Sales Director, Brett Newman, promoted to Managing Director



Brett Newman, the new Managing Director of Roland DG in the UK and Ireland.

Roland DG has appointed Brett Newman to the role of Managing Director of Roland DG, UK and Ireland. Mr Newman, who officially started the role on 1 April, replaces Jerry Davies, who after 14 years as UK Managing Director, has been promoted to Managing Director of Roland DG EMEA.

Brett Newman said: "I have long been passionate about the print industry and Roland's role in it as a pioneer and innovator. So I am immensely proud to now be leading the UK business and look forward to building on the tremendous success we've achieved under Jerry's leadership. Being appointed to the position of Managing Director is the pinnacle for many in their careers; it is certainly something I have long aspired to. And it genuinely feels incredible to have achieved it."

Mr Newman has been with Roland for 14 years, starting out as an engineer and

has over this time, held every major senior management position at Roland DG, including the roles of Product, Sales, Technical and Marketing Director. In his new role, he will be responsible for the company's UK and Irish sales, service and marketing operation; retaining his position on the UK Board of Directors; and working closely with Jerry Davies in his new role.

Jerry Davies said: "I've always aimed to build a supportive, inclusive environment at Roland DG where your career path can match your ambitions. There is no better evidence of the success of this than Brett – someone who came in as an ambitious engineer, worked his way up to every senior management role in the company and has now become Managing Director."

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



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**signbusinessinspain@gmail.com**

or call 00 34 639 133 135

## Niche printing business for sale

After 30+ years of making decals for bicycles the current owner is wishing to retire and see the business develop further in the hands of an enthusiastic artisan. With a worldwide customer base this well-respected business is easily run from a home-office and is relocatable as all sales are mail order. Whilst highly profitable the new owner will need to have an absolute passion for top quality artwork and print and ideally have an interest in cycling.

- |  |   |
|--|---|
| Sale to include:-  | Worldwide mail-order sales to:-   |
| <ul style="list-style-type: none"> <li>□ MIMAKI CJV30 printer and consumables</li> <li>□ All current stocks of decals</li> <li>□ Massive vector artwork collection from 30 years of detailed work</li> <li>□ Specialist equipment and storage</li> <li>□ Huge archive of original decals, back to 1920's</li> <li>□ Customer base - trade and retail</li> <li>□ Website and ebay presence</li> <li>□ Goodwill and established brand</li> </ul> | <ul style="list-style-type: none"> <li>□ Repeat trade customers.</li> <li>□ Repeat and one-off retail customers.</li> <li>□ New product launch and photoshoot work</li> <li>□ One-off and bespoke work.</li> <li>□ Design, development and proof work</li> <li>□ Branding for artisan small volume frame builders.</li> <li>□ Branding for importers of cycle frames and wheels.</li> </ul> |

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### This CNC Router can cut sheets up to 4ft x 4ft and is easily extendable to make it cut 8ft x 4ft or larger sheets.

It was purchased from Marchant Dice just over 12 months ago for a project, which unfortunately due to personal circumstances I never continued with.

I also purchased as extras the custom built bench from Marchant Dice, plus upgraded the spindle to a very quite water-cooled one, as this item is located in a retail store environment.

Due to the size and weight of this item, collection is required, but if you contact Marchant Dice, they would be willing to collect the unit from us and deliver it to you, install it and provide on-site training. Please contact Kevin for a quote.

This machine has hardly been used, so please take a look at the Marchant Dice site and see how much this would cost from them, without the extras and then grab yourself a bargain.

The computer runs the CNC with Mach 3 and also has installed Vectric Aspire, Adobe Illustrator and Photoshop

Any questions, please email me on [sales@pennylanesigns.co.uk](mailto:sales@pennylanesigns.co.uk) or phone 0151 733 1133

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## JOB VACANCIES

### All Rounder / Sign Maker / Digital Printer - Manchester

We are recruiting an all-rounder capable of all aspects of sign manufacture, including vinyl application, vehicle graphics application, fabrication & assembly of various materials.

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

### pep Retail Signage & Display

#### 3D Sign and Display Maker

We need an all-rounder, with experience of acrylic fabrication, basic joinery, vinyl application and operating workshop tools/machinery.

All though not essential, experience of CNC routing, spray painting, basic LED/electrical assembly, Corel Draw and Illustrator software would be advantageous.

Applicants must have a clean driving license and be fairly local to St Albans. Salary commensurate with experience. Have a look at the work we do at [www.pepretail.co.uk](http://www.pepretail.co.uk)

If you are interested in this position please send a CV and covering email to: [helo@precisionengraving.co.uk](mailto:helo@precisionengraving.co.uk)

#### Project Manager (contract) Hertfordshire

Required for a short term 4-6 month project and could lead to a permanent role. You will be heading up a re-brand for a large hotel chain.

You will be the main point of contact for the customer and will be liaising with our planning, drawing, production and installations departments to meet the deadline.

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

### All Round Sign Maker & Digital Printer- Stockport

We are looking to recruit an all round sign maker capable of all aspects of sign manufacture, including vinyl application, fabrication & assembly of various sign materials

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

### Sign Maker Design and production

Safety Solutions Midlands Limited are a family run Sign and Safety wear company established in 2005 based in Wellingborough, Northamptonshire. We are looking a Sign Maker with experience of design (Corel Draw or Illustrator), vinyl application, material handling/cutting, wide format printing and CNC routing.

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

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### Display Signs Group

#### Senior Sales Representative

##### Uxbridge

We are looking for a results driven, individual, with proven sales success within the sign and digital print industry to join our team and generate new business within the corporate and public sectors as well as servicing new internal enquiries. Ability to plan and implement a successful 'new business' campaign. Good knowledge of materials, sign making/printing equipment, sign manufacturing & installation techniques. Able to accurately survey and schedule client requirements and relay information to designers & production staff

##### Typical target clients:

- Construction companies
- Facilities management companies
- UK blue chip (offices and plants)
- Healthcare & Education (private and public)
- Local government
- Charities, Event organisers

##### Product areas:

- Interior and exterior signage schemes
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- digital wall coverings, graphics, manifestations

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You will be responsible for stock control, maintenance of a clean workshop environment and the welfare of your production team.

You will report directly to the Managing Director.

### Your skills will include:

- Experience of running / managing a CNC controlled router
- Knowledge of wide format printing
- Experience in using Signlab, Corel or Illustrator is necessary
- Use of Clarity Software would be an advantage but not essential
- Quality Control experience
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**anthem Signs Sign Fitter / Vinyl Fitter** Anthem Signs Ltd - 0X17

Anthem Signs, based just outside of Banbury, Oxfordshire, are looking for an experienced Sign and Vinyl Fitter to join their team on a full time basis. Working Monday - Friday 8:30am - 5:30pm, with the occasional evening and weekend to ensure all jobs are completed to the expected high standard.

Duties will involve: wrapping vehicles/sign making/application of vinyl to various shop signage/fitting exterior & interior shop signage and various print related responsibilities.

**What is expected from you:**

- To be able to accurately take measurements on site for correct sized Signage.
- Ability to ensure projects are fitted and finished to the highest standard.
- A professional attitude and strong customer service skills as you will be client facing.
- Reliable & flexible with working hours to ensure projects are completed on time.
- Must be able to demonstrate practical application of vehicle wrapping.

Applicants must hold a full UK Drivers License. Salary to be discussed based on experience & qualifications.

**All applicants please send your C.V to: [info@anthemsigns.co.uk](mailto:info@anthemsigns.co.uk)**

## Sales Representative Leeds

We are looking for a sales representative with a good knowledge of the signage industry and a proven track record to expand our client base.

Please email your details to  
[hello@thesignhouse.com](mailto:hello@thesignhouse.com)

## Sign Fitter - Leeds

We are looking for a sign fitter, experienced in all aspects of sign installation and maintenance including LED's, large format printing and vinyl application.

Must have a full clean driving licence and up to date licences, to include: CSCS, PASMA and IPAF.

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## Trainee Sign Fitter

Busy sign company based in Bromley Kent.

We are looking for a trainee sign fitter to join our growing team. Must have some previous experience and able to work as part of a team.

Drivers licence essential.

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## Experienced Freelance Wrappers South East Area

Please call 07860 388574 or email [chris@fxuk.net](mailto:chris@fxuk.net)

City & County Graphics are a long established Sign and Graphics company in Oxfordshire

### Account Handler

We are looking for an amazing Account Handler as an extension to our very busy Production Team at City & County Graphics. We manufacture and install Signage to the highest standards to some of the UK's largest house builders. This job is a key part within our business, and requires a very organised and motivated person to join our team.

#### Responsibilities

- Liaising directly with clients to obtain the information required for their signage needs.
- Estimating costs using Clarity (full training will be given)
- Liaising with the Production Coordinator to ensure that all jobs are scheduled to the dates requested by the client whilst giving clear customer feedback on progress
- Significant responsibility within a growing company.

### Vehicle Graphics Installer

We are currently looking for an experienced, highly skilled and proficient Vehicle Graphics installer.

The successful applicant must be able to demonstrate practical application of vehicle wrapping.

The ability to design vehicle graphics would be advantageous, but not essential.

Freelance positions would also be considered.



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## Senior Operative

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Location: Marlow - Bucks

Travel Required: Yes

Position Type: Permanent 40 hours

**Job Purpose:** To print or finish all work to a high quality standard, to deadline and, to help when asked, with any other tasks within skill set.

#### Skills/Qualifications:

A good knowledge of all graphic finishing techniques and self adhesive vinyl application are a must, ability to work quickly and accurately under pressure, a good eye for detail, able to reorganize personal workloads to accommodate changes in deadlines, a working knowledge of all company equipment, ability to motivate others, and a professional attitude to work

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

## Fabricator / Fitter York

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

## Sales Executive Hammersmith

**FASTSIGNS Hammersmith** is an award winning Signage Company based in West London. We are looking for an ambitious and pro-active Sales Executive to join our team on a Full time basis.

The successful candidate will be responsible for developing new and existing client portfolio's across all market sectors including Construction, Retail, Leisure and Public Sector.

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- A signage industry background of selling into the public and private sector.
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- Ability to track and manage projects/opportunities with key decision makers.

The candidate must have a full driving license.

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**Graphics Production Coordinator**

**Job Description:** Graphics/ Production coordinator

**Location:** Fastsigns Watford near London

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

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



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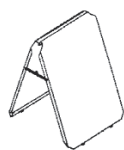


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HP41AH

**Tel: 01442 386 618**

**Mob: 07739 364 613**

info@fabsign.co.uk

www.fabsign.co.uk

Fabsign are a company who specialise in built up letters and logos and metal fabrications. We are experts in this field so we can offer our customers a non compromising service to manufacture to their requirements and expectations at the lowest prices available. We also supply flat cut letters and logos in any material. So give us a call and let us see what we can do for you.

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**Tel: 0113 2242124**

**Fax: 0113 2242110**

sales@icesigns.co.uk

www.icesigns.co.uk

Manufacturers of Built Up - Flat Cut - Rim and Return Letters and Logos in Stainless Steel, Aluminium, Copper and Brass. We also fit neon tube or LED modules within the Letters for face or halo illumination.

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www.logo-tech.co.uk

In our fully equipped metal department we produce high quality built up letters/logos in aluminium, stainless, brass and copper. Supplied to the trade nationwide, at a very competitive price. We also manufacture boxes, post signs, gantry signs, frames and panels, which can be finished to your specifications. We have our own in-house neon department and can supply you with the complete sign service, ready for you to install.

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**Fax: 01525 875 746**

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www.sott.co.uk

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**Tel: 0117 955 3385**

**Fax: 0117 955 7518**

info@ward-signs.co.uk

www.ward-signs.co.uk

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**Fax: 01525 875746**

enquiries@sott.co.uk

www.sott.co.uk

Cast blue plaques with detail in relief. Usually cast in solid rigid polyurethane and painted blue background with white, silver or gold letters. Send us artwork or copy of the text for a quote.

## WARD SIGNS

Maze House, Maze Street, Barton Hill, Bristol BS5 9TE

**Tel: 0117 955 3385**

**Fax: 0117 955 7518**

info@ward-signs.co.uk

www.ward-signs.co.uk

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

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We are the only company in Europe stocking clear acrylic Domes & Dishes in 20 sizes. We have over 140 other special sizes available and can make ovals, squares and oblong domes. By covering any shape with vinyl or screen printing you can have your own special sign.

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Manufacturers of edge lit signs incorporating a variety of extruded profile options along with bespoke engraved acrylic panels. With award winning and cost effective LED modules and a choice of mounting or hanging shop fitting kits, Applelec supplies an unrivalled range of edge lit trade components. Please ask for an information pack or contact our friendly and experienced sales staff for assistance.

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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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**Tel: 01903 750333**  
**Fax: 01903 750444**  
sales@simplexltltd.com  
www.simplexltltd.com  
Simplex are a trade only supplier of sign systems and metal fabrications. We offer a range of Pole & Plank products for post and wall mounted signs, fingerposts and mini monoliths. For versatile curved interior directories our System 4 is unbeatable whilst as an approved convertor for the Accord 15 "slat" type system and a recognised supplier of MSS we really hope we can help with all your needs.

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

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project.plastics@btinternet.com  
www.projectplastics.co.uk  
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Moulded letters are our speciality with stock of 20 fonts 8 letter heights in coloured Perspex and 1000's of flat cut letters as well. Your own font or logo is made by our own toolmakers. With over 60 years of experience to call on.

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**Fax: 0117 955 7518**  
info@ward-signs.co.uk  
www.ward-signs.co.uk

Having patented the original method of making cast resin letters, Wards of Bristol can manufacture and supply resin lettering to the highest standard. Our stock patterns for resin letters are a cost effective method of achieving the same styles as traditional bronze and aluminium (which we also cast in house) but we can also make custom designed patterns for letters and logos for all your needs.

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



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[www.3d-signs.co.uk](http://www.3d-signs.co.uk)

Ultra Slimline illuminated letters and shapes suitable for interior and exterior applications. Extremely bright with various colour options. Very strong and robust, easy to fit and will outlast other comparable alternatives.

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**Tel: 0113 25 24 706**

**Fax: 0113 25 24 797**

[info@thesigngroup.co.uk](mailto:info@thesigngroup.co.uk)

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

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**Fax: 01934 852 816**

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

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

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

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

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**Fax: 01245 232801**

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Perspex Distribution offer Perspex cast acrylic, extruded acrylic, aluminium composite, PVC foam and other thermoplastic sheets for the sign industry from their 4 distribution centres in Blackburn, Chelmsford, Tamworth and Weybridge. With a comprehensive stock-holding in many colours and finishes and a cut to size service at all branches, Perspex Distribution can deliver your requirements fast..

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**Fax: 0844 846 9574**

[plastics.tkmuk@thyssenkrupp.com](mailto:plastics.tkmuk@thyssenkrupp.com)

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

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

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

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**Fax: 01727 898828**

[studio@fonteynesigns.co.uk](mailto:studio@fonteynesigns.co.uk)

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

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**Tel: 01638 565656**

**Fax: 01638 662770**

[info@arken-pop.com](mailto:info@arken-pop.com)

[www.arken-pop.com](http://www.arken-pop.com)

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

## BROWNING'S LTD

5 Williamson Street, Hull, HU9 1ER

**Tel: 01482 380900**

**Fax: 01482 380901**

[sales@browningsltd.co.uk](mailto:sales@browningsltd.co.uk)

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

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

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**Fax: 01489 895899**

[sales@green-magic.co.uk](mailto:sales@green-magic.co.uk)

[www.sign-holders.co.uk](http://www.sign-holders.co.uk)

Poster Cases and Poster Holders for all commercial and retail applications. Our extensive ex stock range includes snap frames, lockable poster cases, outdoor notice boards. Call our sales team or order online - apply for your Trade Login for reseller pricing.

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**Tel: 0141 774 5990**

**Fax: 0141 774 6653**

[sales@insightsignsystems.com](mailto:sales@insightsignsystems.com)

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

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

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Langford, Bristol BS40 5DJ

**Tel: 01934 852 888**

**Fax: 01934 852 816**

[sales@signscape.co.uk](mailto:sales@signscape.co.uk)

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

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

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**0161 4314411**

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

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**Tel: 01482 380900**

**Fax: 01482 380901**

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

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Swanmore, Southampton SO32 2SA

**Tel: 01489 896999**

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

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

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