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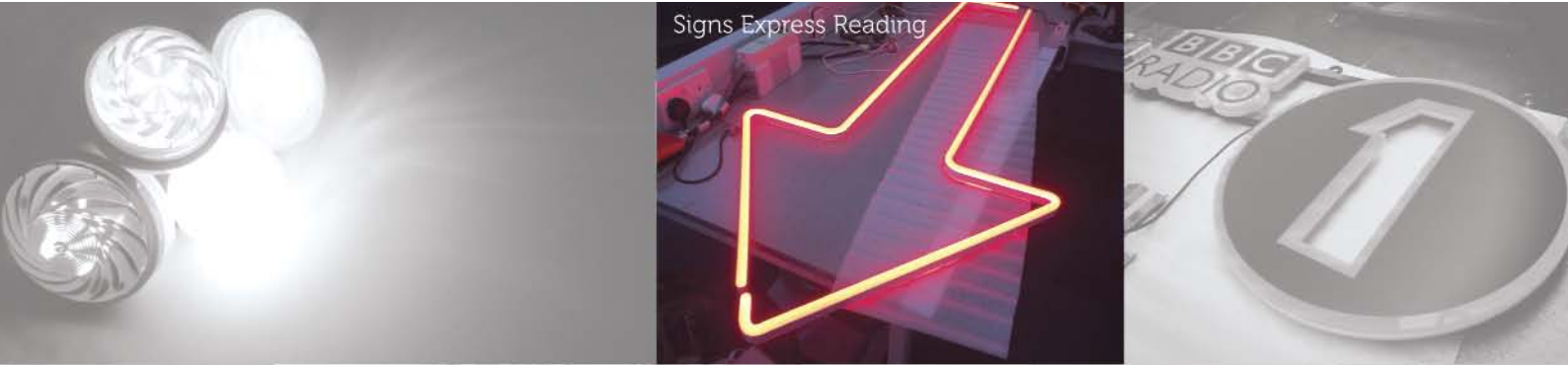
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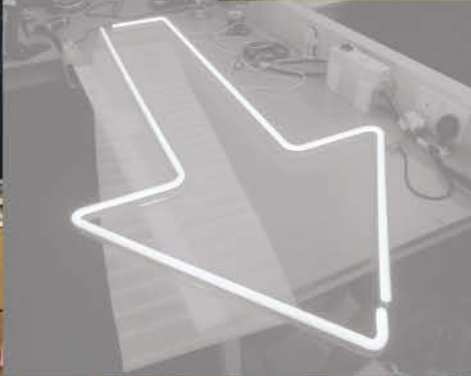
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GRAPHIC TECHNOLOGY

WELCOME *Page*

Shiny!

Not only is the sun finally shining, but this issue is all about the light! The reflective signage feature looks at some innovative products used mainly in traffic signs and on vehicles, which are improving quality and performance. With stringent road safety standards, it's also worth being aware of the materials that make the grade and who you can get reliable advice from to make the best choice.

Whilst writing the feature on lighting I became the proud owner of an old illuminated fair-ground arrow, something I've coveted for a while (<http://oakleyilluminations.co.uk>) From the glory days of neon; and the rising popularity of nostalgia to solar powered lighting and LED light sheets, we've covered it all in this article. Most of the businesses we've spoken to have won awards for their projects or lighting products, so don't miss it!

Not to be put in the shade however, we've got a great feature all about wide format printing, and how to approach what is a big issue for a lot of you. For music fans, read about how one rock photographer got around displaying his enormous photos of some real legends. And wrap fans can marvel at Funkeefish with their Audi TT, who won the 2015 wrap wars competition. Hope you enjoy it and remember to get in touch on social media; we'd love to hear from you.

Till the next time...

Kathryn



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Antalis adds Priplak® to its Polypropylene range

Antalis has extended its offering of plastic substrates with the addition of Priplak®, a range of "strong yet flexible polypropylene sheets for a wide range of applications".

100 per cent recyclable Priplak®, which is PVC free, is a 35 per cent lighter alternative plastic substrate. This, the company says, provides printers and their customers with a versatile and eco-friendly solution to allow fine image detail to create high impact communication in campaigns.

From Point-of-Sale and display applications such as illuminated displays and backlit posters to labelling and stationery products, Priplak® is corona treated on both sides, enabling it to be printed in UV offset, UV screen and UV digital.

"Printers and designers are always seeking new ways to achieve a fresh, modern appearance for their projects," says Mike Collins, Product Manager at Antalis.

"The Priplak range meets these criteria by helping printers bring the customer's design to life."

Mike said: "It also helps designers to reduce their carbon footprint, which is often a deal-breaker when specifying a product. Polypropylene is also durable and can be applied with ease, so whatever the duration, the Priplak® promotional display will continue to look its best."

www.antalis.co.uk



Promotional coasters made from Priplak, new from Antalis.

Antalis stock the following products from the Priplak® range:

- Priplak Basic: An economic range of white and translucent grades.
- Priplak Classic: The original emboss. Available in white which produces high quality print and image protection.
- Priplak Colours: A wide range of colours for all presentation and display needs
- Priplak Opaline: The original emboss in translucent clear and tints.
- Priplak Izilyss Opaque: Improved opacity and wider range of sizes makes this ideal for point of sale.
- Priplak Backlit: Designed for illuminated signs and backlit posters

Drytac Spot On film for short-term indoor graphics applications

Drytac Europe has announced the immediate UK availability of its Spot On film, which was launched at Sign & Digital UK 2015 on Antalis's stand.

Suitable for short-term indoor graphics applications, Spot On is 100µ (4 mil) high quality, ink receptive printable vinyl, developed specifically for the creation of "vibrant graphics

requiring quick and easy application and removal". No special tools are required when applying the vinyl, not even a squeegee, according to the company.

Spot On used for short-term applications such as POP and retail signage, trade show and exhibition graphics as well as office interiors. It has a 'dot pattern' printed

pressure sensitive polyacrylate adhesive which allows the printable film to be easily applied, bubble free, on a wide variety of smooth interior surfaces such as walls, windows, glass and more.

Once installed, the film can be repositioned and, if stored correctly, reused. When removed, the film leaves virtually no residue on the mounting substrate. Available in clear matte, white matte and white gloss versions, Spot On is printable by solvent, eco-solvent, HP Latex and UV inkjet techniques.

Steve Broad, Sales Director for Drytac Europe, said: "Spot On has been developed in direct response to our customers' demands for a high quality printable vinyl that is easy to apply and remove. The layout of the adhesive virtually eliminates air bubbles and wrinkles in finished graphics and ensures that almost anyone can apply the finished graphics."

"The new vinyl further expands our comprehensive range of solutions making Drytac a great range for customers and distributors across the globe."



Spot On film has been made to be easily applied, without bubbles, on a range of smooth surfaces.

www.antalis.co.uk
www.drytac.co.uk

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New dye sublimation transfer paper from Epson

Epson has launched a dye sublimation transfer paper that's "perfect for low-to-medium producers of rigid materials". Applying decorative inks to aluminium photographic plates, iPhone cases, ceramic tiles, mugs, and wood has never been easier or more cost-effective, says the company.

DS Transfer Multipurpose Paper is available in long rolls and is designed specifically for decorative ink transfer to hard substrates, but also works with polyester-based textiles.

A medium weight paper at 105gsm, the easy to handle DS Transfer Multipurpose Paper avoids ripples during ink transfer, and always remaining stable. It's special breathable design allows the ink vapour to disperse during the sublimation process.

It helps users achieve "consistently sharp results with a wide colour gamut, including photographic quality output, while the DS Transfer Multipurpose Paper's high ink transfer rate means less wastage".

Key features

- 105gsm paper
- Wide colour gamut
- Quick-drying
- Breathable design
- Compatible with Epson UltraChrome DS inks
- Designed to achieve the best results with Epson SC-F6000, Epson SC-F7000 and Epson SC-F7100 digital dye sublimation printers
- Compatible with third-party RIP systems



Epson's new dye sublimation transfer paper can help users achieve great results with less wastage.

New transparent LED window displays

The transparent digital signage specialist Crystal Display Systems (CDS) has launched its next generation of window displays, which "create an amazing impact on shop fronts and windows".

The transparent LED technology allows stores to create that high impact video displays whilst allowing people to see into the

shop. This change means the shop has the best of both worlds, says CDS, with high impact marketing and brand raising messages whilst still opening it up to passers-by.

CDS think this could change the face of the shop front as an "enticing vehicle for both customers and store owners as previously this was not possible".

This digital showcase product is a flexible solution, since they can show content (images, videos, messages) in the format and resolution that customer needs to capture that wider audience, while enabling people to see the products inside the shop, according to the company.

These transparent LED screens offer "great flexibility and versatility", since the screen is a modular structure and can be designed to the size and shape of the window. This maximizes space for the shop.

The optimal distance of viewing of transparent LED screens

The visual impact is amazing as for the first time shops and brands can show these images and messages without blocking the view to their shop

is important, says CDS. So they are manufactured with a resolution as to be viewed from the street; and even in sunlight they perform "very well" due to high brightness LEDs (up to 6000 cd/M2.)

A CDS spokesperson said: "The visual impact is amazing as for the first time shops and brands can show these amazing images and messages without blocking the view to their shop. Christmas promotions could be invigorated and bring shops to life at a very special time of the year!"

www.crystal-display.com



The transparent LED screen from Crystal Display Solutions.



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Ritrama's new Cyberkrome Silver

Ritrama's new film Cyberkrome SILVER, which is part of the RI-WRAP Range, is an adhesive with "great appeal and is easy to use", says the company. This they say is due to the micro-channel AirFlow technology allowing fast applications, without air bubbles or wrinkles, even on slightly curved or convex surfaces. It also has an "excellent manageability with no need to perforate the film, an operation that might compromise its particular finish".

Thanks to its mirror effect, Cyberkrome SILVER can be used in two different ways; as a classical film covering the surface to be decorated. Or as a printable film to create original graphics and signs using a chrome background, for a "strong visual impact" while also provide a high resistance to shocks and scratches. With this innovation, Ritrama completes the Cyberkrome range of coloured CAST films with chrome effects, available in red, yellow / gold, green and



The AirFlow technology means "faster application without air bubbles or wrinkles".



Cyberkrome Silver film gives this car a mirrored effect.

blue; able to stand heat, deformation or stretching during application. This material is supplied in rolls 152 cm wide, a characteristic that makes it one of the few chrome films available in this width.

Cyberkrome SILVER, thanks to its particular finish, gives a "strong visual impact and is suitable to be used also for DECO Design allowing a total or partial indoor living renewal, supplying a final "mirror" effect that will not go unnoticed".

www.ritrama.com

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

no minimum order

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

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

no minimum order

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

3mm ALUMINIUM COMPOSITE (Dibond, Alupanel)

no minimum order

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

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

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

EXTERIOR MDF

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	1200mm
6mm	0.36	0.82	1.18	1.60	2.40	2.55	2.95	3.70	4.27	5.09	6.60	9.30	10.70	12.10	14.20	43.16
12mm	0.88	1.52	1.88	2.76	3.85	4.52	5.30	6.12	7.29	9.12	10.00	11.60	13.70	16.80	18.82	57.23
18mm	1.55	2.40	2.91	4.00	4.95	6.05	7.50	8.40	10.60	12.10	14.50	16.60	20.21	21.80	28.50	85.36

Options Add 15% for locators and layout Add 30% for Cladded fascia drawing

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

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

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Kornit Digital's NeoPigment™ Pure ink

Kornit Digital has announced a new series of digital inks that is designed for use with all of its direct-to-garment systems. The new NeoPigment™ Pure formulation is designed as an "organic evolution" of their existing NeoPigment process. They provide benefits such as increased vivacity, an improved hand feel and a more opaque and smooth reproduction of white, says the company.

Kornit Digital's NeoPigment Pure ink comprises of CMYK plus red, green and white and is formulated to supersede their existing ink families by providing color standards that are closer to ideal LAB values. Improved overall smoothness resulting in an increased gamut of more than 15 per cent, is accompanied by a deeper black (K), while the white ink has greater brightness and opacity with greater coverage.

With a refined hand feel, Pure ink offers reduced post-print odour, and is suitable for use on virtually all fabric types with the added benefits of 100 per cent sustainability and biodegradability. The ink is fully compliant with OekoTex 100 and is GOTS pre-approved.

The ink has also been designed to increase the performance of the Kornit Digital direct-to-garment systems' print-heads with faster start-up and better reliability. The new ink also offers "better wash-fastness, a longer shelf life and the likelihood of waste is vastly reduced". Once commercially available, the new inks will be able to be used with all of Kornit's direct-to-garment printing systems in the field, without any hardware changes.

"Kornit Digital's policy is never to stand still but to continue with developments across all of its technologies in order to bring customers and new users the best pigmented ink technologies to combine with their Kornit direct-to-garment printers," says Guy Zimmerman, Kornit's Executive Vice President of Marketing and Business Development. "Our new NeoPigment Pure inks respond to customer demand for refined characteristics that we're able to offer with our NeoPigment process, and we now have the widest colour gamut in the industry, a velvety touch and the ultimate in white ink performance."



NeoPigment Pure ink comprises of CMYK plus red, green and white.

J-Teck3 launches J-Lux ink

J-Teck3 has a new series of dye-sublimation inks called J-Lux that were recently launched at FESPA 2015.

J-Lux is a water based digital ink for polyester fabrics and substrates featuring "superior light fastness" for applications such as fashion and home decoration fabrics, sportswear, and flags and banners.

The name Lux is a tribute to the International Year of Light, which will be celebrated during 2015 and perfectly fits with the main characteristics of the ink.

J-Lux series was launched in the CMYK colours and will be manufactured in two versions dedicated to different printing technologies:

J-Lux for J-Next Subly: Epson print heads DX5, DX6, DX7

J-Lux per J-Cube KF: Kyocera print heads

www.j-teck3.com



J-Lux is a water based digital ink, which will be manufactured in two versions for different printers.

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It starts with the finish!

Complete CNC Solution attended this year's Sign and Digital exhibition where they debuted their Protek Unico TT production router and print-finishing cutter.

Visitors to the Complete CNC Solutions stand got to see a demonstration piece created that showed the "extraordinarily high quality" the Protek Unico TT produces straight off the bed, without manual intervention or finishing.

performed flawlessly and
impressed all who saw it
with its speed, quality and
with its clean operation

The sample piece was produced using Perspex Glass-Look 6T21 from Perspex Distribution. It comprised engraved lettering, profile cutting, bevelling and finishing cuts all produced in a single, hands-off workflow on the Unico TT.

The finished samples were variously compared to, and confused with, laser-cut and flame polished output. They were of course neither, the Unico TT is a router, but clearly not like any other, says the company.

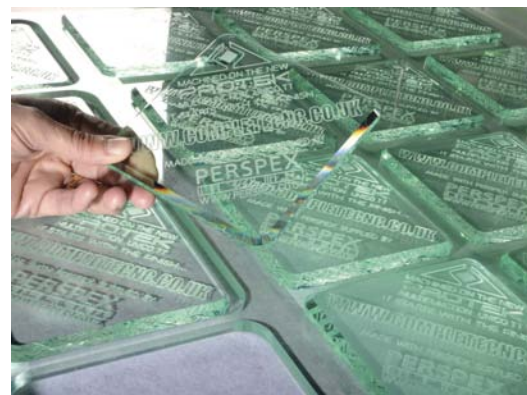
The demand for the sample ran Complete CNC Solutions' supply means they almost ran out, but it's available still for examination and will be sent, free of charge, to anyone who enquires using their email address.

The Unico TT was also demonstrated performing its advanced print finishing capability and output samples, cut to tight register tolerances using a combination of knife cutting and router-slotting. Parts were automatically registered using the system's Visiotek registration system and, again, the quality of edge finishing attracted nothing but praise for the system, they said.

Throughout the exhibition, the Unico TT "performed flawlessly and impressed all who saw it with its speed, quality and with its clean operation". The system helps bridge the gap between lightweight dieless

finishing systems and traditional computerised routers which lack the accuracy and versatility to do what the Unico TT does effortlessly.

info@completecnc.co.uk



A sample created with the Protek Unico TT print-finishing cutter.

Spandex UK adds ORAFOL to its portfolio

Spandex has added ORAFOL, based in Germany and dates back to 1808, to its leading portfolio of brands.

ORAFOL's graphic products division offers a full range of cast and calendared self-adhesive vinyls for signage, car wrapping, graphic design and digital printing applications, sold in over 100 countries.

The products available from Spandex for next day delivery include:

ORACAL® - Signmaking and speciality films

ORAJET® - Digital printing films

ORAGUARD® - Lamination and protection films

ORALITE® - Reflective films for the graphics market

ORATAPE® - Application tapes

ORABOND® - Industrial tapes for the graphics market

ORAMASK® - Paint masking films

"Spandex is pleased to be selling ORAFOL materials. They are known in the market for their consistent high quality and excellent reputation. We pride ourselves in working with quality products that offer peace of mind to our customers," says Leon Watson, General Manager, Spandex UK.

Evelyn Zocher, Sales and Marketing Director of ORAFOL's graphic products division said: "Spandex's high standards including next day delivery; superb pre-sales support offered by knowledgeable staff; customer training; and a general service ethic go hand-in-hand with ORAFOL's. The two companies complement each other forming a strong partnership that is ready to serve signmakers and digital printers."

Leon said: "The addition of ORAFOL to our leading portfolio of brands demonstrates how Spandex is continuing to evolve in order to meet the demands and application needs of customers. Signmakers and graphic producers come to Spandex because they know they can rely on us for their daily business needs."

www.spandex.co.uk



Coloured rolls of reflective film are part of the ORAFOL range being sold by Spandex.

New line of car wrapping films: ORACAL® 970 Premium Shift Effect Cast

ORAFOL recently introduced a new line of premium car wrapping films; ORACAL® 970 Premium Shift Effect Cast, which were shown for the first time at Fespa.

The new materials are "shade shifter" films, which, they say, take car wrapping to a whole new level. With their colour changing effect depending on which angle you view

the material from, it is possible to create unique looks. The films can be used both for full car wraps and as tuning films to enhance special parts of the car such as hoods, trunks, roofs, door handles, dashboards or rims. This creates an "exotic, eye-catching and vivid finish and one which paint simply cannot replicate".

"ORAFOL has for many years been leading the way when it comes to premium graphic films for the car wrapping market, and we aim to listen to the market and come up with solutions to match the market needs," says Evelyn Zocher, Sales and Marketing Director for ORAFOL's Graphic Products Division.

"We believe the trend for unique speciality films is on the rise, and we are really excited now to have included the first films of this type into our range."

The films are available with both a glossy and matt surface as well as with or without RapidAir®.

New diffuser films from ORAFOL

A new range of premium diffuser films has recently been introduced, launched as ORACAL® 8830/8860 Diffuser Premium Cast.

The typical use of the new diffuser films is application inside light box displays, where they will ensure "even distribution of the light". As well as prevent unwanted external visibility of the internal light sources. They provide an "easy" means of getting a perfect finished look to any internally lit display, and are designed for use with both LED and general light sources.

The materials come in two different light transmission grades:

ORACAL® 8860 Diffuser Premium Cast offer 60% light transmission

ORACAL® 8830 Diffuser Premium Cast offer 30% light transmission

www.orafol.com



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Vivid debuts pneumatic wide format laminator

Laminating system manufacturer Vivid Laminating Technologies has a new wide format laminator called The Easymount Air.

This "revolutionary" product in the wide format lamination has a patented system developed in-house by Vivid's design team.

Vivid's technical manager Gavin Ward said: "The new Easymount Air range is a breakthrough product in wide format lamination. The air pressure that controls the roller allows you to mount and laminate with incredible accuracy. Our patented technology allows the roller to 'float' and lock in place. No other pneumatic wide format lamination system can achieve this.

"Other pneumatic wide format laminators lack any precision. Their rollers are either up or down, there's nothing that controls how much actual pressure is being applied. Exact pressure is essential, as foam boards and Corex can be crushed and glass sheets cracked."

Vivid's award-winning Easymount Wide Format Laminators are exported to over 50 countries throughout the world and are used by sign makers, vehicle graphics firms and wide format printers.



Roland releases print and RIP software for Mac OS X

Roland DG's Rolandprintstudio, an "exciting and powerful" new RIP and print management software for Mac OS X has recently been released in Europe.

This feature-packed solution promises to deliver so much more than just a RIP and is available for use with Roland printers, printer/cutters and standalone cutters, according to the company. Rolandprintstudio enables Mac OS X users throughout the wide-format digital print market to quickly and easily manage the print production process.

At the heart of this software is the Adobe PDF Print Engine, which renders artwork using native Adobe functionality. This they say enables users to work quickly and accurately throughout the entire RIP - Print - Cut process. This "increases overall production speeds and eliminates problems" often associated with layers and transparencies. Plus, with 64bit processing capabilities, it is

able to maximise the available operating system resources and deliver fast RIP speeds. Mark Elvidge, Print Product Manager, Roland DG UK, said: "As market leader in the wide-format digital print market, there has been an increasing demand for a RIP software that makes it possible to control a Roland printer with a Mac. This demand has come from graphics houses and print businesses who are loyal users and advocates of the Mac OS X interface. And also from customers from high-production environments who rely on the stability of the Mac OS X architecture. We wanted to ensure we met this business need with software that maximises the printer capabilities and complements our highly-popular PC based RIP, VersaWorks."

Rolandprintstudio has many design features to help reduce reliance on expensive design software. Speciality colours, such as white, gloss or metallic, can be created from CMYK data, and Rolandprintstudio enables you to adjust artwork for perfect pixel to pixel registration. Included in the new RIP software are all industry standard colour libraries including all RAL, HKS and pantone colour swatches.

www.rolanddg.com.



Compatibility*

Roland DG Machines: Legacy support:

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VersaCamm SP-300i (print & cut)
VersaCamm SP-540i (print & cut)
VersaCamm VS-300i (print & cut)
VersaCamm VS-540i (print & cut)
VersaCamm VS-640i (print & cut)
Soljet Pro 4 XR-640 (print & cut)

Print and Cut:

VersaCamm VS-300
VersaCamm VS-420
VersaCamm VS-540
VersaCamm VS-640

Print:

Soljet Pro 4 XF-640
VersaExpress RF-640
Textart RT-640
Print:
VersaArt RE-640

UV:

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VersaUV LEF-20
VersaUV LEJ-640

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Spandex launches ImagePerfect™ magnetic materials

Spandex has launched a new collection of ImagePerfect™ printable substrates for use in magnetic applications. This, they say, enables the cost-effective production of highly versatile printed graphics for a wide range of retail point of sale, signage and display applications, as well as smaller promotional items.

The new ImagePerfect™ range comprises three products:

IP 2922 Magnetic Film Premium
IP 2923 Magnetic Film Premium Heavy
IP 2924 Ferro Film

Spandex says that central to the appeal of this new ImagePerfect collection is the versatility of magnetic substrates to produce reusable and sustainable sign and display solutions. These "significantly reduce life cycle cost compared with conventional signage products". Finished magnetic graphics can be transported to the client site in cardboard tubes, then rolled out and applied by in-store personnel. This removes the "complexity, delays and cost of professional installation, and allows for rapid changes to displays and promotional messaging".

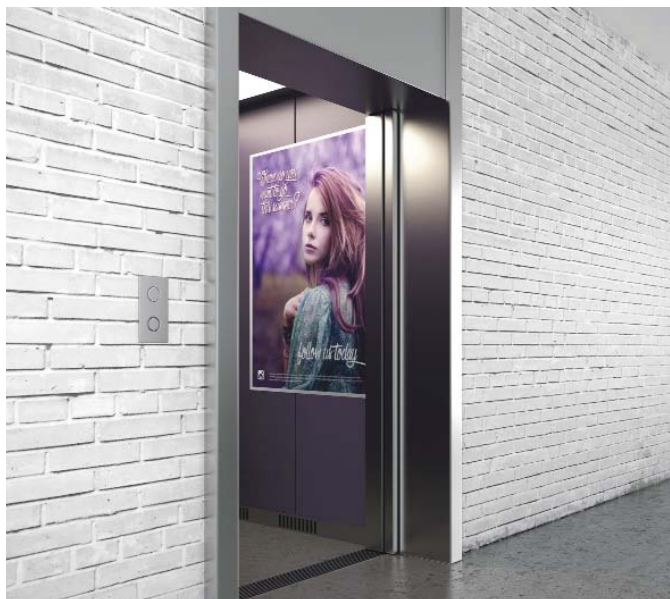
The entire collection of ImagePerfect magnetic products can be score cut or contour cut, either manually or with a CAD/CAM plotter. This enables users to create custom

shapes, and makes the materials suitable for cut-to-size applications such as fridge magnets and shelf-edge markings and displays.

"Signmakers and graphics producers are always looking for products that will give them new creative capabilities while also delivering cost-efficient solutions for their clients," says Steve Jacques, ImagePerfect Category Manager at Spandex.

"The launch of our new magnetics collection allows Spandex customers to respond to the evolving demands of their clients for flexible, premium quality signage and visual merchandising that can be easily updated in the shortest possible time frame."

www.spandex.com.



The new ImagePerfect magnetic materials range comes in three products for many applications.

IP 2922 Magnetic Film Premium (300 micron) and IP 2923 Magnetic Film Premium Heavy (500 micron) give customers a choice of material thickness for standard or heavier duty requirements. Both products have a white matte surface enabling photo-quality printing, and are optimised for use on large-format digital inkjet printers with a range of solvent, eco-solvent and UV-cured inks.

Both films can be applied to almost any steel-based surface, enabling graphics producers to create easy-to-apply graphics and visual merchandising materials.

IP 2924 Ferro Film is a white ferrous print media coated with micro-iron particles to create a strong magnetic attraction. A thin, smooth, flexible and printable option, IP 2924 is particularly suited for use in point of sale and point of purchase signage systems.

M517 completes the new collection as a match-component, high quality, self-adhesive magnetic sheet for use with IP 2924 Ferro Film. With a brown top layer and UV-hardened under-coating, the flexible sheets can be overlaid to almost any material to create a strong and effective magnetic surface.

Onyx Graphics offers instructional videos through ONYX TV

Onyx Graphics has launched ONYX TV, an online video resource featuring Onyx Graphics experts sharing their knowledge and tips on the full ONYX software product line. Viewers can now watch instructional videos featuring in-depth information on ONYX Thrive™ workflow software; ONYX ProductionHouse™, ONYX PosterShop and ONYX RIPCenter™ RIP software.

"We want to help our customers get the most out of their software," said Bryan Manwaring, Director of Product Management at Onyx Graphics.

"By offering a visual explanation of technical features and tutorials, designers

and print operators alike can benefit from exploring our innovative technologies through ONYX TV."

Onyx Graphics professionals also share their expertise and tips for getting the best results using ONYX software. Multiple categories, including Software Expertise and Product Information will appeal to a wide audience from advanced software users to professionals using ONYX software for the first time, says the company

Exploring ONYX TV

ONYX TV features a learn-at-your-own-pace approach with topics ranging from initiating

quick sets to simple colour management, plus a four-part series on speciality ink. Whether users are installing ONYX software for the first time or attempting an advanced design using metallic ink, they can access ONYX TV for step-by-step guidance and quick tutorials. New videos highlighting all aspects of ONYX technologies are frequently added, so users can discover a topic that interests them by subscribing to ONYX TV.

ONYX TV is available free of charge at:
www.youtube.com/user/OnyxGraphics/videos.

APA "amaze" with their new APAWrapFilm

Record numbers turned out to the APA stand at FESPA 2015, according to the company. It was an "outstanding success" for the Italian adhesive film producer, which presented the new APAWrapFilm series for the first time. From the "splendid" colours of the new Candy Color line, with intense and ultra-shiny metallic finish. To the latest Chrome variations and the APA Truck film ranges, unique and original cast film for quick and easy customisation of trailer and lorry covers.

FESPA was also a chance to exhibit the entire APA range of adhesive film, with special Air Free System technology, which facilitates the escape of air during application. And the Wall and Solar&Safety lines, are described as cutting-edge solutions for the interior design sector, which allow decoration of the most diverse range of objects and surfaces.

The star of the show, says the company, was a spectacular Ferrari 458 Italia, wrapped by "giants" of the car wrapping world, MetroWrapz and Prowrap, with the new Chrome effects. Directly from Miami and Holland, the two wrapping legends brought together in Milan by APA did an excellent job of decorating the car at a unique, one-off event. It was immortalised on



The star of the show, a Ferrari 458 Italia wrapped in the Chrome effects film from APA.

video and projected onto the big screen at the APA stand in a global preview for the Cologne public.

The work of the APA wrappers at FESPA attracted the curious gaze of a large number of visitors, who were able to touch

the latest products first-hand and see live demonstrations of how to "tastefully reinterpret the design of a car or any other object in just a short time and with surprising results".

www.apaspa.com

Framing solutions from DPI UK

DPI UK Ltd offers a range of aluminum frames and light boxes for tension fabric graphics. Made in Derbyshire, UK the range spans from single sided frames, to double-sided, super-size light boxes, with edge fitting LED modules. All formats are made-to-order in flat-packed format for easy transportation. They provide "easily-changeable display solutions" for graphics in a variety of locations; from office or retail outlet, to airport lounge.



The Director of DPI, Paul Tomlinson.

All DPI products are designed for the display of fabric produced via dye sublimation, latex or UV print devices. Frame-only options include wall-mounted, freestanding and ceiling suspended products.

They are offered in a variety of formats, from a basic 19mm deep wall mounted frame to a free standing, double sided 80mm deep profile; and in a standard aluminum finish or specific powder-coated colour.

Light box solutions include single-sided and double-sided designs, with an LED chain fitted to removable stabilizers or with edge-fitting LED modules. All models feature low voltage LED's and create a balanced light, without "hot spots". DPI also offers solid wood frames, in three designs and black, silver or white finishes.

"There are several advantages to the DPI system. All of our products can be flat packed, so are not only practical and easy to transport, they can give huge savings on shipping costs. The low voltage light feature offers perfectly balanced illumination too, so there are no ugly hot spots against the final graphic. There's also the flexibility of swapping the fabric graphics, without replacing the full unit and without the need of specialist tools or services; you simply pull the old graphic out and replace with the new," says Director, Paul Tomlinson.

All DPI products are tailor made, to suit individual size and colour specifications. Both frames and light boxes are easy to install and dismantle, and graphics can be sited and replaced within minutes, according to the company. DPI also offers a range of complementary accessories, such as PVC and silicon graphic edgings; acoustic absorption materials; adjustable mounting fixings; and cabling systems.

www.dpi-uk.com

XYZ launches integrated digital print finishing solution

XYZ International, who supply routing, engraving and cutting systems, has launched a hybrid digital finishing solution. It said to be the "most innovative and versatile combined CNC routing and knife-cutting solution currently available". Called the XYZ Trident, it provides a three-pronged processing capability; router spindle plus oscillating and tangential knife units, within a single "powerful production workhorse".

Trident has been developed to resolve issues frequently encountered by digital print finishers. In particular those that relate to the need to process an ever-increasing range of different flexible and rigid substrates that require a wider, longer and deeper processing capability. As well as having to buy at least two different types of machine to carry out all

of the routing and cutting requirements of digital print finishing.

The routing spindle/oscillating/tangential knife-cutting combination works "efficiently and harmoniously" to handle materials that might prove challenging for traditional routers. They increase throughput by as much as 50 per cent by comparison with other XYZ machines, according to the company. Due to the triple-head configuration of Trident, it is possible to process virtually any flexible and/or rigid substrate. Including materials as diverse as aluminium and other non-ferrous metals; aluminium composites (ACM); acrylic and plastics; foamed and corrugated board; vinyl; cardboard and paper.

Standard processing areas of the machine range from 1524 x 1219 to 2159 x 3048mm, with virtually any length of material accommodated. The narrower carriage construction contributes to a 12 per cent smaller footprint by comparison with other XYZ ma-



The triple head configuration makes it possible to process virtually any flexible or rigid substrate.



The XYZ Trident 4010 integrated digital print finishing solution.

chines. The Trident also incorporates interchangeable blade attachments that can be as long as 120mm for more efficient processing of harder, heavier and thicker materials.

Other key design benefits of Trident include a rigid steel frame construction to better accommodate more vigorous machine operation; an exclusive live vacuum deck that provides a maximum material hold-down capability; and an integrated latest helical rack and pinion system for enhanced routing/cutting precision. These benefits are supplemented by servo-drive motors for high-speed performance and up to 10hp routing spindles to deliver an increased power capability for the more demanding projects.

For digital print finishers, XYZ Trident represents a "best in class" production solution that offers "greater flexibility, versatility and a more powerful performance capability by comparison with any other digital print finishing alternative solution on the market".

www.axyz.com

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New range of car wrapping films from Avery Dennison

Another four new colours have been added to the Supreme Wrapping Film range, including two new 'spark' films and a "unique" hidden gold.

The four new colours brings the total of Supreme Wrapping Films to 86 options; 81 colours and five chrome accent films. Supreme Wrapping Film gives applicators even more "talking points" for customers who want to wrap their cars, says the company. "With this expansive range, car enthusiasts can create almost any desired look from high-end conservative through to 'edgy' designer," says a spokesperson.

The new colours

SWF Metallic Meteorite

A black film with built-in 'sparks' that bring a car surface to life.

SWF Metallic Milky Way

Includes 'sparks' in a beautifully understated grey film.

SWF Gloss Metallic Hidden Gold

A film that looks black from a distance but which, closer up, reveals gold elements as it catches the light.

SWF Gloss Metallic Blaze

A metallic orange that broadens the choice of metallic wraps still further.

All the new colours are available with Avery Dennison Easy Apply™ RS Technology, so it is possible to reposition and slide the film, for fewer air bubbles and the shortest possible installation time, says the company.

Eric Ide, Avery Dennison global segment director wrapping, said: "Every automobile is a potential canvas. We developed Avery Dennison Supreme Wrapping Film to enable owners to give their car a dazzling metallic finish, while fleet owners can obtain a consistent presentation for all their vehicles.

"Applicators benefit from Avery Dennison's Supreme Wrapping Film's superb conformability, slideability and removability for faster and more dependable results.

"Supreme Wrapping Film can be applied with little more than simple hand tools and pressure."

www.graphics.averydennison.com



Gloss Metallic Hidden Gold.



Gloss Metallic Blaze.



Metallic Milky Way.



Metallic Meteorite.

New Flock Wallpaper from Surface Print Company

Love it or hate it, it's back, says The Surface Print Company, responsible for bringing back the 60s favourite wallpaper. Their unique range also includes digital and holographic foils, which are all made exclusively in Britain.

The Surface Print Company provide high-quality, bespoke wall coverings. Abigail

Watson, Sales Director and daughter of Chairman and founder John Watson, said: "Our clients often present challenging designs and requirements. By working closely with them and continually working on new technical innovations and print processes we can really push the boundaries in what we produce."

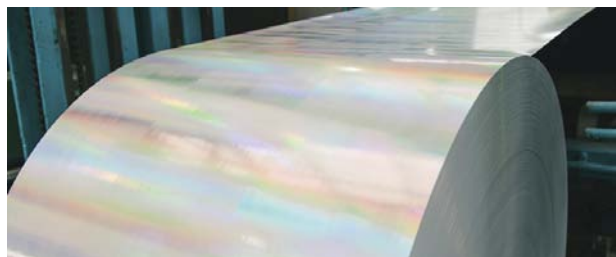
Many wallpaper types are printed on Surface and Sur-Flex machines, creating a "beautiful" hand-painted effect. Holographic wallpaper is printed on a foil substrate. New innovations introduced in recent months, include flock and beads on to foil to create even more "stunning" 3D

effects. And Flock paper, requested by some clients, is produced on a state-of-the-art, custom built machine which is the only one of its kind in the world.

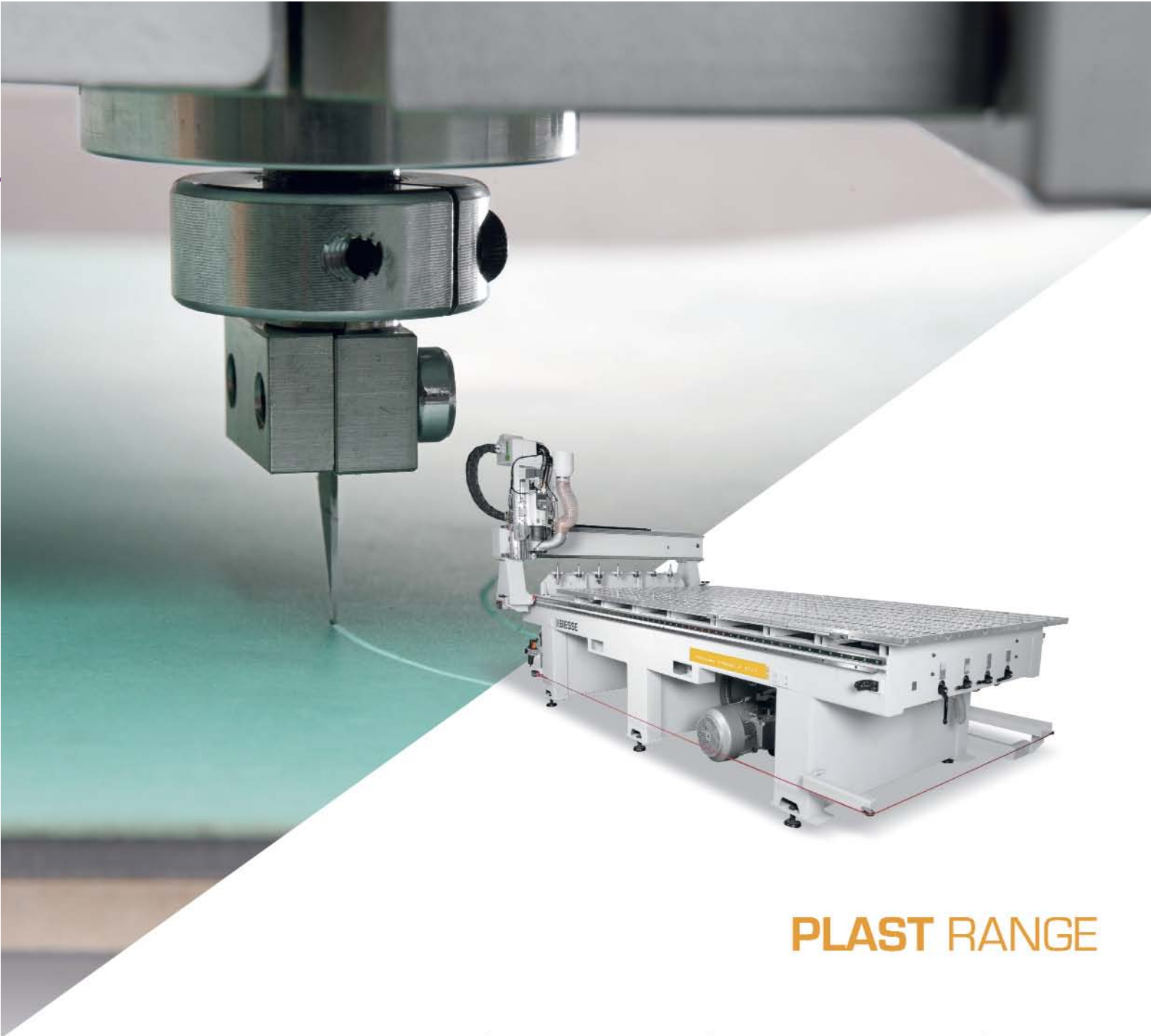
The speed of digital printing has made things much easier in the order process as everything is pre-production approved. The further investment of the HP LX360 machine as a 'sample' machine has proved so successful that an upgrade is already in the plans for later this year.

Abigail explains, "Although the HP printer will not replace the technology that produces Flock for example, it has opened up a new client-base for us that we previously couldn't reach with the traditional technologies."

www.artsystems.co.uk



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REFLECTIVE Feature

A look at reflective signage

Reflective signage is often used in applications where getting a clear message across quickly is vital – and therefore so too is getting each installation just right. Jemima Codrington spoke with leading experts to determine how sign makers can achieve optimal clarity with each sign, and to learn about what's new in the market.

For over 85 years, leading trade supplier William Smith has been manufacturing reflective signage products that are used primarily for road traffic signs and safety markings for commercial and public service vehicles.

These products are based on reflective signage technology developed by 3M, a company with which William Smith has forged a successful business partnership. Reflective signage is of course most often used for traffic signage, and although the primary purpose of reflective materials has remained static, 3M are continually examining new ways in which they can improve upon the quality and performance. "3M are constantly innovating to ensure our products and solutions meet customer needs, and new technological developments are a critical part of this," says Katherina Lewis, Segment Marketing Manager - Traffic Management, at 3M Traffic Safety and Security Division.

Some of these products include the development of protective overlay films that can be applied to the signs to reduce the

effects of vandalism such as graffiti, or stickers. The Series 1150 Protective Overlay Film (POF) can be applied to the sign face at the time of manufacture, and should the sign be defaced, the overlay will act as a buffer to prevent damage to the actual sign itself. This can be incredibly useful in signs that are affording a lot of direct sunlight, as continued exposure can bond the graffiti to the sign irreparably, calling for a complete removal.

According to Katherina, there are many benefits to 3M reflective signage solutions, including the amount of light returned to the driver from products such as signs, road studs, road marking tape or vehicle conspicuity solutions. "This better enables drivers to have the greatest

amount of time to make any changes to their driving, i.e. take an exit, keep within the lane/road, or spot a vehicle faster in the dark," she adds. However, some of the high performance products are better suited to some roads than others. "A drawback is that our products perform so well that in very rural areas, they may be too bright for the environment."



A high visibility reflective tape application.



William Smith products meet all relevant CEN performance standards.

Helping drivers stay safe on the roads

BS EN 12899; 2007 became mandatory two years ago this July, and William Smith has successfully achieved accreditation covering the manufacture of vertical fixed road traffic signs as well as attainment of the latest CE Mark.

Due to its full compliance with these standards, William Smith is able to provide other sign manufacturers yet to achieve this accreditation with the facility to provide their customers with signs that are fully compliant. "Our products meet all relevant CEN performance standards and are backed by what are recognised as among the most comprehensive currently available," reveals Chris Bradley, Marketing Manager, William Smith. "The requirement means that any road traffic sign erected on a public highway must be manufactured in accordance with this CE Mark standard or it can be legally and forcibly removed."

For the manufacture of permanent road traffic signs, William Smith specifies 3M reflective and non-reflective materials, all of which have the same CE accreditations. These include 3M Scotchcal 7725 and 100 series of non-reflective films that are compatible with 3M Diamond Grade DG3, 3M High Intensity Prismatic (HIP) and 3M Engineer Grade Reflective Sheeting products as part of 3M's renowned MCS (Matched Component System) warranty.

A major contribution to road safety is of course visibility, and reflective marking tapes from 3M can assist with this. These products can not only be of interest to customers in heavy goods transportation, but can even be utilised by sign makers themselves when using large vehicles to transport products to site of installation.

3M Diamond Grade Vehicle Marking Tapes 983, 997 and 997 are reflective tapes that enable the owners of heavy goods vehicles to meet the requirements of ECE 104, a mandatory European vehicle safety standard that was introduced in



3M Diamond Grade Vehicle Marking Tapes can be used on HGVs.

July 2011. The standard has established guidelines for the use of retro-reflective safety markings in order to make HGVs over 7.5 tonnes and trailers over 3.5 tonnes more visible to other road users, thereby reducing accidents and invariably saving lives.

All 3M Diamond Grade retro-reflective marking tapes are fully ECE 104-compliant.

William Smith applies them to both rigid and curtain-sided vehicles that are subject to the requirements of this standard. The markings clearly outline the rear and sides of a vehicle, making them visible to other road users at night for up to 1000 metres.

www.williamsmith.co.uk
www.3m.co.uk/traffic

Tennants UK has been using reflective material in sign manufacture since 1967, affording the Nottingham-based company a unique perspective on the development of the reflective market.



"Fundamentally, the understanding of the customer's markets is crucial to developing relationships and providing excellent customer service," affirms Phil Craig, Operations Manager. "Our mantra is 'Reliable, Responsive, Reflective' and we firmly believe these values are shared by our customer base."

Tennants supply reflective signage in to a range of markets, the primary market being Temporary Road Signage. In 2014, they expanded into the manufacture of Per-

manent Road Signs using new technology developed by Orafol Europe, who have produced a compatible system using the Agfa Anapurna 2050 UV digital printing machine to produce 100% compliant legal sign faces. This enables them to meet the highly demanding specifications the UK market requires.

Tennants is the UK master distributor of ORAFOL® reflective products, a partnership that dates back to 2007. "They have invested heavily in developing and manufacturing glass bead to prismatic reflective sheeting to meet government standards throughout the world," says Craig. "The German-based manufacturer encapsulates everything you associate with German manufacturing – reliability, quality and efficiency." Tennants cites this relationship with their supplier, along with their own continued commitment to build strong customer relationships, as having been essential to building success in the reflective signage market. Craig reveals that they are continuing to move forward engaging new customers and new end-users by building on the successes of the Olympics, Tour de France and other major road schemes in the UK through to work on projects such as The Channel Tunnel.



**Welcome to
YORKSHIRE
Gods own County**

Road signage from Tennants UK.

.....Continued on page 28

REFLECTIVE Feature

Using technology to tackle theft

According to Craig, traffic signage theft is becoming an increasing problem.

In order to provide a higher quality sign and offer services that can help prevent theft, Tennants are actively investing in new technology in order to improve efficiency and capacity when it comes to the manufacture of reflective signs.

In addition to the Agfa Anapurna UV printer, they now have three Zund Cutting System machines. "These are used to through-cut reflective, kiss-cut vinyl, and to routing base substrate accurately to the legal requirement, thus saving time in finishing by automating the start of the process," he says. "It also allows us to offer our customers the option to engrave their signs with the company logo.



A Zund cutting machine in action.

Throughout all of these investments, the customer has been at the forefront of our thoughts

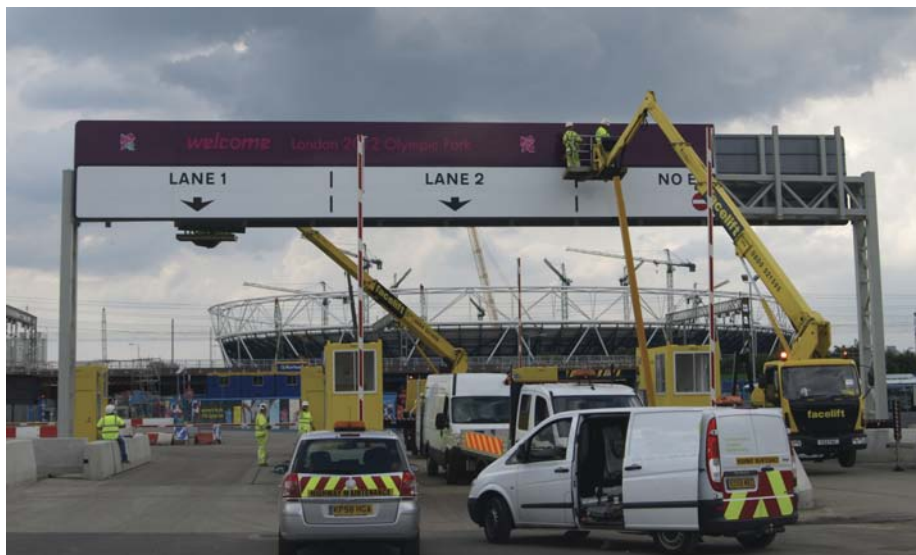


ORAFOL's printer for the digital production of traffic control signs

Theft of road signage is a big problem in the Traffic Management industry and having permanent identification on your signage gives our customers a high degree of confidence against competitors using their signs."

Investment in three new roller beds has made the manufacturing facilities more flexible, and allowed Tennants to provide customers with a reliable and responsive service. This year, they will be investing in a new business system that allows them to be even more responsive to the customer's requirements and better track performance. "Throughout all of these investments, the customer has been at the forefront of our thoughts," adds Craig.

When it comes to investing in machinery, Craig reveals that he commonly encounters businesses choosing products for the wrong reasons. Ill-equipped to do the job at hand, these machines can therefore produce sub-par signage, something that can be potentially hazardous where things like traffic signage are concerned. "Making decisions based on initial cost and a good sales pitch rather than the quality and reliability aspect of the purchase is probably the most common mistake in our industry," he says. "We have always been selective in our supplier partnerships, working on the principle that reliability and responsiveness are the keys to success. We may pay more at the outset but, in the long-term, that additional initial investment provides cost-effective manufacture, efficiency savings and ultimately a better customer experience."



Reflective signage being installed for the 2012 Olympics.

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REFLECTIVE Feature

For Steve Wright, General Manager, Nuneaton Signs, the supply chain involved with manufacturing reflective safety and traffic signage has as much to do with the staff as it does the end user.

At Nuneaton Signs, 70 per cent of the staff are disabled, leading Steve to re-value the production methods in order to best grow the business, improve capacity, and leverage the skills of his workforce. "We changed our supply chain totally from Nippon Carbide material, which is manufactured in China, to ORAFOL, which is manufactured in Germany," he says. "We also spent a considerable amount of money on a digital printer to enable us to print permanent road signs."

According to Steve, the sign market has driven the price of road traffic signage down over the past five years, and so investments



Multi panel ADS Motorway Sign, manufactured using RA2 reflective material with cut vinyl overlay



Wide format matt finished printed banners show the diversity of print offerings from Nuneaton Signs.

such as an in-house printer serve to make the manufacturing process more cost-effective. The faster it can be produced, the better for end-users, and for business. "You also have to look at your environmental footprint," says Steve, adding that sustainability is at the forefront of conversation for both companies and consumers today.

The manufacture process previously involved products being manufactured in and shipped from China to Ireland, shipped to Northwest England, and then sent down to Nuneaton Signs. Now, products are shipped directly from Germany to Nottingham, roughly 45 minutes from their premises, cutting the distance by about three quarters.

German technology, and 'forward thinking' businesses

The ORALITE® UV Traffic Sign Printer has been developed specifically for printing on the ORALITE® reflective sheeting, and

the system also includes a special ink series, ORALITE® 5019 plus appropriate ORALITE® laminates.



An up-close look at the new technology in reflective printing.

According to Steve, choosing an Oralite UV traffic sign printer from ORAFOL was a simple choice. "Modern sign manufacture, especially in the traffic market, requires companies to be forward thinking and innovative. This print platform will allow Nuneaton Signs to digitally print sign faces conforming to EN12899.1:2007 quickly and economically. The use of digital print will dramatically reduce our waste compared with the traditional cut vinyl method of sign manufacture. Nuneaton Signs can comfortably predict a recycling figure of 98% resulting from the introduction of this new technology."

While Steve and the team do delve into other areas of signage, currently the workload is around a "60/40" split between traffic signage and other commercial projects. Historically the way road traffic signage has been made is with cut vinyl, followed by what Steve describes as "lots of weeding and lots of waste." This is eliminated with the digital printer, enabling the team to tackle even big projects such as large motorway signage.

www.nuneatonsigns.co.uk

German-based manufacturer ORAFOL takes pride in crafting reflective materials that can be used primarily in traffic safety signage. The global teams are managed with framework that includes both ISO 9001 and ISO 14001.

This commitment to quality and the reduction of environmental impact can be seen in the many products found in their product range, such as in the line of ORAFOL reflective films.

We are seeing a trend in the market towards an increased need to be able to produce small quantities of customised unique signs with a quick turn-around time



ORALITE® films have a wide range of applications.



ORALITE® 6910 Brilliant Grade Prismatic reflective films.

All materials are sold under the ORALITE® brand, and the vast majority of these are manufactured in Germany. According to Tina Andersen, Global Marketing Manager, ORAFOL, there are products available for both standard and niche applications. "Today the ORAFOL range includes materials of all reflective grades, from the lowest grades of glass bead reflective films to the highest grade prismatic films available in the market place today," she says. "Some products in the ORAFOL film range for example contain photoelectric materials, where the retro-reflective properties are used in order to make optical systems in elevators work. There are many such niche markets for these materials, but when we talk signage, most applications are obviously of an industrial nature."

According to Tina, ORAFOL's R&D department is constantly working on new products to meet current market demands

as well as foreseeable future market trends. A lot of the developments are driven by new safety regulations coming up in different parts of the world. Another driving factor is looking at the needs of manufacturers themselves, and what they need to best service the end-user.

"We are seeing a trend in the market towards an increased need to be able to produce small quantities of customised unique signs with a quick turn-around time," says Tina, adding that this has led to the inclusion in the range of a special comprehensive UV printing system for sign makers. It includes a UV Traffic Sign Printer as well as ORALITE inks, and it has been specifically developed for optimal printing quality on the ORALITE materials. "The system is approved for printing also CE certified signage," says Tina.

www.orafol.com

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PRODUCT Choice

Cutting Edge

Edge Signs started about nine years ago when Les Edge moved to Banbury from Central London; whilst modernising his business of traditional signmaking which he had run for over 20 years. Although he still does much traditional work, including personalising suitcases for Louis Vuitton, his son Tim has joined the business. This enables him to carry out his other great passion, working with the Contemporary Arts Society teaching artists around the world.

Tim recognises the importance of moving the business forward, especially with clients who "want their signs tomorrow" and much of the work involves everyday signage using lots of substrate panels. So he decided they needed an in house cutting facility. Like most signmakers, his space was limited, so he opted for one of Sagetech's Zapkut brand ZM machines with its compact moving column design. This results in them being able to cut both horizontally along the

length of the sheet, or vertically across the sheet's width without the sheet needing to move.

Paul Lerner, one of the key members of the team, and the main user of the machine, comes from a woodworking background. He has had many years' experience of using similar machinery in the woodworking industry, where the requirements generally are more demanding than those required by most signmakers. But he is in "no doubt" about the performance of the machine: "We are really pleased we got it. It's a fantastic machine and we use it for cutting everything from Foamex, Perspex, Dibond and MDF. It does everything we require, and we would be lost without it. The cut on Dibond is particularly good, and the machine as a whole is nice and sturdy."

So for a signmaker only working with smaller sheets, Sagetech's models are "particularly compact and beneficial in saving space".

The Zapkut ZM range of machines is just one of the now four ranges of machines offered by British manufacturer Sagetech, who specialise in vertical panel saws for the smaller business. The Zapkut brand is for lighter duties, and in addition to the ZM range they also offer a unique ZK portable unit in two sizes. Which when not in use can be folded up compactly and stored conveniently, for example hanging on the wall. The Koolkut brand is for those needing a heavier duty machine, where the KF and KK Koolkut units offer capacities up to 3.1 x 2.1M, which are capable of handling the big 3 x 2M sheets.

Sagetech provides a comprehensive range of sizes and models, enabling their customers to select the most compact, space-saving solution appropriate to their business, unlike the "one size fits all" approach of some manufacturers. So for a signmaker only working with smaller sheets, Sagetech's models are "particularly compact and beneficial in saving space".

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Sagetech's ZM machine, being used by Edge Signs, can cut materials such as Foamex, Perspex, Dibond and MDF.

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PRODUCT Choice

Graphtec cutter speeds up production at Big Mouth Clothing

Big Mouth Clothing say they have dramatically and effortlessly increased production capabilities after they installed a Graphtec FC8600-130 plotter/cutter supplied by Graphtec GB reseller Signmaster Systems. Director David Parr said: "The speed and accuracy of the FC8600-130 machine has not only significantly increased our productivity, but also enabled us to expand the range of clothing we can now decorate."

Established in 2011, Big Mouth Clothing manufactures and markets a wide range of customised garments, primarily to the corporate and work wear sectors worldwide. David says: "From the very beginning we have used Graphtec cutting technology, investing initially in a first, and then very quickly a second, Graphtec plotter/cutter."

"It was in the middle of last year that we first dealt with Signmaster Systems when we purchased a Seiko W-54 printer. It came with a recommendation from this company that the FC8600-130 plotter/cutter, working alongside the Seiko printer, would provide us with the perfect integrated printing and cut-

The FC8600-130
is part of a family
of Graphtec FC8000
plotter/cutters that claims
"fastest in class" status.

ting solution. Since then, the combination has performed flawlessly with a much higher rate of output due to the printer's ability to work continuously without having to stop to cut the media; and to the speed and accuracy of the Graphtec plotter/cutter; that we now use to cut all of the Seiko printer's output."

The FC8600-130 is part of a family of Graphtec FC8000 plotter/cutters that claims "fastest in class" status. The machine has a maximum speed of 1,485mm/sec, a

maximum cut area of 1,662mm x 50m and an enhanced cutting force of 600gf. In common with all Graphtec cutters, the FC8600 Series features the latest ARMS 5.0 (Advanced Registration Mark Sensing) system, a four-point rather than traditional three-point media registration. The system also incorporates the latest ISM (Intelligent Scan Mode) facility that "further enhances" tracking and cutting accuracy in longer-length print and cut applications. It also provides EPS support through the complementary Graphtec Studio software that is compatible with other popular design software programs.

David said: "We had no problem with Signmaster Systems' recommendation to use the Graphtec FC8600-130 plotter/cutter with the Seiko W-54 printer. Using our preferred Tattoo vinyl media, we can now decorate a broader range of garments."

www.graphtecgb.co.uk
www.bigmouthclothing.com



A winning combination: the Seiko printer working alongside Big Mouth Clothing's new Graphtec FC8600-130 plotter/cutter.



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PRODUCT Choice

Growth of soft signage leads to investment in MTEX 1800

The growth of soft signage and its potential profitability has inspired Digital Imaging Services to step into direct-to-textile printing with an investment in an MTEX 1800 printer. Digital Imaging Services (DIS) specialises in high end, project-based work mostly in the retail, automotive and events sectors.

The company recently won Silver at the International MAC TAC creative awards for its high profile quality work.

"We were one of the first companies in the Midlands to specialise in grand format digital printing and installations when we started up in 1996, and since then we've built up a reputation for offering quality, reliability and creativity," said Managing Director Mark Bradley.

"We have an international, high profile client base, and often deliver graphics for prestigious events in leading cities such as London, New York, LA and Paris.

"In fact, the first project we delivered with the MTEX 1800 was an event for D&AD in the capital. We'd had the printer for less than a week before installation, but we knew we could rely on the MTEX to deliver the goods in time."

Part of the graphics works for D&AD was for a number of branded drapes, satin flags and hanging fabric banners. With the machine installed, the DIS production team could control the quality and colour output to make sure all graphics matched across the range of substrates being used for the project,



Hanging fabric banners in production on the MTEX 1800 direct-to-textile printer.

About the MTEX1800

This direct-to-fabric 1.8m sublimation printing solution with integrated fixation is the ideal and affordable solution for sign makers and graphic display professionals. The 1800 is the younger brother to the flagship 3.2m wide MTEX 5032Pro printer, the market leading 3.2m wide textile printer in the industry today. It is suitable for home textiles, backlit applications, flags and banners, sun blinds, window fashion and automotive. Print resolution from the Epson heads is up to 1440dpi, with speeds up to 48sqm per hour.



Hanging fabric banners printed by Digital Imaging Services using the MTEX 1800 direct-to-textile printer.

Mark says that the company already has UV, solvent and Aqueous printing facilities but wanted to make a move into direct-to-textile sublimation printing. They looked at a number of options, and decided on the MTEX 1800 as they considered it to be a 'proper' production machine that offers both speed and quality.

"We pride ourselves on offering bespoke complete solutions, and that means being able to offer reliable, consistent printing across a range of applications and media, including high end graphic solutions such as retail lightboxes.

"The quality of print from the MTEX, the depth of the blacks as well as the consistency and vibrancy of colour, made it a winner for us.

"But quality is no good without productivity in the commercial world – you can't have a machine that will print just four perfect flags a day when you have an order for 100s.


"The MTEX delivers on every level, including speed, reliability and colour matching, offering us a competitive edge."

"At the moment we're working with a Scottish whisky company on gallery graphics that they'll probably use for the next five to 10 years, which is great for their needs. But for the retail and events markets for example, having graphics you can change as often as once a month or seasonally is a continued attraction.

"Soft signage printed direct-to-textile offers excellent quality graphics, easier transport and reduced potential for damage, and simple replacement using today's frame systems – perfect for regular promotions, events and other bespoke graphics, at an affordable price.

"Gone are the days when the money you spent meant your graphics had to last forever. The print capabilities of the MTEX now match the key qualities needed to succeed in the promotional world; speed, quality and a step ahead of the competition."

www.mtex.eu

A full-page background image showing two muscular arms, one on the left and one on the right, holding hands. Each hand is wrapped with a piece of white tape. The background is dark with some purple smoke or dust effects.

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PRODUCT Choice

ThinkIMAGE is taking its business to the next level "With Roland"

In the spotlight for the first instalment of Roland DG's latest high profile brand campaign, "With Roland" is Tony Lane, Creative Director of ThinkIMAGE from Bristol. Roland DG customer Tony explains the diverse benefits of Roland's integrated print and cut technology and highlights the impressive portfolio of output he has produced in just three months on his SOLJET PRO 4 XR-640 print & cut device.

Tony said: "With Roland and our XR-640 we really have been able to move our business onto the next level. From the moment we switched it on, the XR-640 has delivered the consistency and quality that I, and my clients, demand. We cover the full marketing spectrum from a print perspective; from banners and vehicle graphics to floor and wall graphics, POS displays, and stickers and wallpapers. The XR-640 has a level of versatility which enables me to take the business anywhere I want it to go, knowing I have the right technology at the heart of the

business. When you add the ongoing support Roland offers and the reliability of these machines, you have everything you need to grow and thrive."

Sarah Lyons, UK Marketing Manager, Roland DG said: "I'm very excited to be officially launching the new 'With Roland' brand marketing campaign. Our flagship campaigns in recent years have focused not on Roland technology itself, but on all the incredible things our customers are doing with their devices. Because this is what really matters – to users and their customers. Our machines have never been just about the technology, as great as it is; but rather about helping to extend the imagination and the possibilities of those who use them. This campaign and ThinkIMAGE's story demonstrates just that."

Sarah said: "Roland machines are for the innovative, the creative, for those who are passionate believers in the power of print. And to all those who want to push the boundaries and grow their business and



Tony Lane, from ThinkIMAGE, tells his Roland story.

profitability in the process. ThinkIMAGE is a great example of a business that is combining its love of print with great technology and creative inspiration to produce innovative applications that excite and exceed the expectations of their customers."

www.rolanddg.co.uk

'Big Pete' Colman full of praise for Vivid's new vinyl

Since they started in 1984 Classic Print say they have seen many innovations and developments, especially in the materials that are available to the wide format printer.

The most recent development came when Vivid's product manager Lewis Evans approached Pete to try their new Boss range of printable medias. And with Pete already using Boss laminates, he said he was happy to do so.

Pete first dealt with Vivid in 2007, buying the award-winning Easymount laminator.

"It's run constantly to this day with never a single issue," said Pete.

Pete has found the results of the vinyl impressive and moved over to using the Boss range, benefiting from their great prices. "The printing and mounting qualities are excellent," he said, "It lies flat and print quality is perfect."

The range is available in various widths and finishes; gloss, clear and matt. With permanent and removable adhesive, Vivid's newest product is their Boss 'Smooth Re-

move' which has air release technology making the vinyl "extremely easy" to work with when applying.

Pete said: "This new vinyl is really versatile. The profiles that Vivid offer for the vinyl are an industry standard for this type of media and the laminate that matches the vinyl is excellent. We print straight on to the vinyl with the Roland or HP and then laminate using the Easymount. The Easymount is a superior system in my opinion. It's a heavy duty piece of kit and runs true and square every time. You have full control on whatever you are laminating and mounting."

Vivid's Lewis Evans said "We were given the guided tour by Big Pete and they have a fantastic set-up. Their custom-built showroom has a great range of products to view and it really gives their customers a hands-on experience of all the different prints they provide. We were really impressed with their engraved products, the finish is superb."

Classic Print has also recently bought a 5m wide Trimfast Board Cutter from Vivid. "We have a 3.6m wide cutter, but we are doing so many larger prints we knew we needed a 5m cutter. The Trimfast will be a huge help to us, as anything over 3.6m is currently being cut by hand. And when we are completing large orders for trade and retail customers, accuracy and speed are important."

www.vivid-online.com

www.classicprint.co.uk



Lewis Evans from Vivid with "Big Pete" Colman, Classic Print textile printer.

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PRODUCT Choice

SMP Group boosts industrial printing capabilities with an Onset R50i

One of the UK's largest producer of Point of Sale (POS) materials, SMP Group, has placed an order for the new Onset R50i, the latest addition to the Inca Onset high-end wide format printer range.

Mark Turner, director of digital print at SMP Group, said: "UV technology is at the heart of our digital print production. We embraced industrial flatbed printing 12 years ago and became the first company in the world to print with a fine picolitre drop size at industrial speed. We work with some of the largest retailers and brands in Europe and they demand the highest quality and accurate print results.



Sealing the deal! SMP buying their new Onset R50i at FESPA 2015.

The Onset R50i wide-format flatbed UV printer features fine-drop 14 picolitre Fujifilm Dimatix Spectra printheads and eight channels (double CMYK configuration) to deliver "superb" quality and 600m²/hr productivity. The flatbed device prints an apparent resolution of 1000dpi onto substrates up to 50mm thick.

The investment in the Inca Onset R50i is the result of an expansion project and part of our ongoing commitment to increase productivity; enhance quality; and ultimately deliver the greatest value to customers."

He said: "We are always on the lookout for the most advanced printing devices that can improve our performance and the Inca Onset R50i will be a great addition to our digital production fleet. We are impressed by the perfect balance between speed and quality offered by the machine, and the 14 picolitre drop size delivers detailed, high resolution images. The 3.2 x 1.6m bed will also allow us to lay and print three sheets at the same time, increasing our productivity.

"We are really excited about the investment in an Onset R50i as it will further enhance our market position and mark the beginning of a long partnership with Fujifilm and Inca Digital, as we expand our presence even further in the industrial print sector."

The Onset R50i wide-format flatbed UV printer features fine-drop 14 picolitre Fujifilm Dimatix Spectra printheads and eight channels (double CMYK configuration) to deliver superb quality and 600m²/hr productivity. The flatbed device prints an apparent resolution of 1000dpi onto substrates up to 50mm thick.

www.incadigital.com

Sign manufacturer invests in "cutting edge" machinery

Astley has made a significant investment in state of the art machinery which they say will improve efficiency and productivity. They have added a water jet cutter to their factory floor in Gateshead as part of its commitment

to national growth in 2015. Two machine operators have been recruited as part of the investment.

The high powered machine provides Astley with greater flexibility as it uses water mixed with various abrasive solutions to cut intricate shapes out of a range of materials up to 12 inches thick, such as metal, glass, stone and ceramic. The cold cutting process is "incredibly accurate" and gives a smooth edge reducing the finishing time of the product.

David Forrester, Sales Director and co-owner of Astley, said: "The water jet cutter is industry leading machinery, which will certainly improve our efficiency and productivity and therefore make us more competitive as a business.

"The water jet cutter will complement our existing machines and help us to continue our ambitious growth plans in the year we celebrate 25 years under the current director structure. It's a very exciting time for Astley."

The company's portfolio of clients includes many of the UK's leading brands, such as the Hilton Hotel Group, Frankie and Benny's, Sainsbury's, Waitrose, the Co-operative Group and Esso.

Astley has seen its annual turnover increase year on year and in 2012 underwent a major re-brand, which saw it become known as Astley, which incorporates Astley Signs, Astley Imaging and Astley Maintenance.



Astley Sales Director, David Forrester and Production Manager, Jon Wilks with the new water jet cutter.

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PRODUCT Choice

VGL strives for "continuous innovation and superior quality" with Onset R40i investment from Fujifilm

Specialist wide-format print service provider VGL has invested in an Inca Onset R40i to expand its print production department. Driven by continuous research into leading edge technologies to support its business growth, VGL was impressed by the "superb" quality offered by the UV inkjet flatbed printer supplied by Fujifilm.

We value the quality and robustness these printers offer and are confident the Onset R40i will be no different

Michael Ayerst, managing director at VGL, said: "We have always been at the forefront of investing in the latest print technology to keep us ahead of our competitors. The purchase of the Onset R40i is part of our commitment to guarantee to our clients that we are equipped with the most advanced machines. We were impressed with the excellent quality delivered by the printer, with the 14 picolitre drop size delivering detailed, high resolution images at high production speeds."

VGL's service offering includes retail graphics; POP and displays; and outdoor applications.



VGL's Micheal and Simon Ayerst with their Inca Onset R40i.

Michael said: "We have a long-standing relationship with Fujifilm and Inca due to our previous investments in Inca Eagle and Onset S20 flatbed devices. We value the quality and robustness these printers offer and are confident the Onset R40i will be no different."

The Onset R40i prints 400m²/hour, has a maximum output resolution of 1200dpi, and the ability to handle media up to 50mm thick.

www.incadigital.com

Kaymar leads the way with new Mimaki CJV150 install

Kaymar Print has become one of the first print businesses in the country to install the innovative new Mimaki CJV150-107 integrated printer/cutter, to "diversify its already vast offering to customers".

Originally established in 1946, Kaymar remains a privately owned printing serv-

ice under the management of Mark Brindle, who has retained key personnel with many years of printing expertise. The provide both litho and screen print services. But they are keen to "stay ahead of the game" using state-of-the-art technology to complement these more traditional skills.

Mark said: "With almost seven decades of experience in the print industry we've developed considerable levels of expertise in a wide range of different print processes. But we're always looking for new and exciting ways to diversify and to offer our customers more interesting and creative solutions to their requirements."

This ethos had seen Kaymar enter into digital print with a couple of Konica sheet fed machines running both mono and colour. But with an eye on the speed of development in the sector they were keen to add to its print arsenal when the new Mimaki was first launched. Mark says: "The team at Granthams in Preston

were particularly helpful in explaining the individual benefits of various different machines; but the CJV150-107 just stood out as the perfect tool for our needs. The ease with which it can produce banners and large format posters of the very highest quality is simply amazing. Its speed and accuracy makes this a brilliantly effective piece of kit which is both productive and highly profitable. Its versatility is quite awesome and its print and cut capability also enables us to produce PVC labelling and self adhesive stickers for our customers with real ease."

Kaymar has developed an "eclectic" mix of different customers over the years from sole-traders right through to large corporate businesses and public sector organisations. The company's development into high quality digital print has also opened up new revenue streams, by being able to produce items as diverse as large format signage and reflective road safety signage.

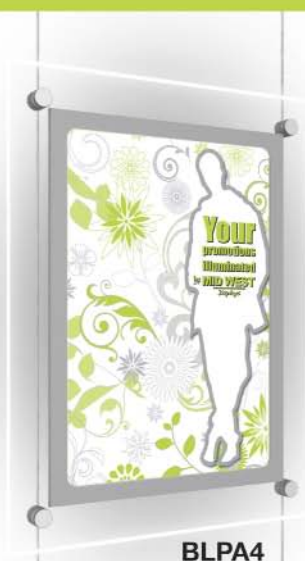
www.kaymarprint.com

www.granthamsgt.co.uk



Kaymar want to stay "ahead of the game" with their new Mimaki CJV150-107 integrated printer/cutter.

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Kala Laminators sign deal with FASTSIGNS for Mistral 1650

Following an extensive evaluation of the Kala Mistral, FASTSIGNS International, Inc have selected it as their laminator of choice. All new stores FASTSIGNS® locations will have a Kala Mistral 1650 with LED lights and antistatic wire in their starting franchise package. These will be supplied and installed by Kala's UK distributor, Colourgen.

Melanie Enser, Colourgen's product marketing manager, said: "The Kala Mistral 1650 is the most popular model in the Kala range in the UK and fits the application requirements of FASTSIGNS franchises perfectly. This also creates a significant opportunity to increase brand awareness of a brand which is becoming more and more

popular here. And also build a relationship with one of the world's largest visual communication organisations."

Laurent Bouchard, general manager of Kala, said: "FASTSIGNS evaluation process, concluded that the new generation of Mistral laminators offered unbeaten performance at the price point. Designed and produced in France, this laminator will fit perfectly in FASTSIGNS centres with its technology and design. FASTSIGNS International was also particularly impressed with its ease of use, as well as features such as reduced failure rates and wastage."

The Kala Mistral is a 65" wide laminator that has a take up reel for roll-to-roll lamination and has an auto-calibrate roller pressure feature for "consistent" finishing results. Other features include LED lights to illuminate the working area, heat assist, foot pedal and anti-static wire.

Laurent said: "This deal is a huge endorsement of our company and products. Throughout the evaluation there were comments about the laminator's quality, reliability and ease of use. In the context of delivering this within a starter package for a new franchise, Kala was seen by FASTSIGNS International as the clear winner. Coupled with its great value, we are seeing the decision to install a Kala laminator become a more and more popular one with many wide format print providers."



A Kala Mistral laminator installed at one of the FASTSIGNS franchises.

www.colourgen.com

PRODUCT Choice

Investment in suite of Mimaki printers as customer base grows at Print On

Print On have made a "substantial" investment in wide and grand format Mimaki printers, such as an 8' x 4' JFX200 LED UV flatbed and a pair of JV300 solvent machines. This is after the company "enjoyed a period of expansion and buoyant business as it cultivates an impressive client list of major high street names".

Print On's structure is a "family affair" and is run by managing director Alex Oldfield, assisted by mother Patricia and father Keith. Growing substantially from its very early days as a copy shop, they offer a range of commercial print services such as promotional brochures and marketing materials.

The team at Print On has continually observed market developments and equally importantly, customer requests as a source of inspiration as to where to evolve the business. Marketing Director Keith Oldfield said:

"We've built up strong relationships with our customers over the years but were conscious that there were additional print and production related services we could offer." Already aware of the massive advances in wide format technology, the company began looking for suitable equipment that would enable them to expand their production into large format prints, bespoke PoS



The Mimaki JV300.

items and exhibition graphics.

"We've had great support from Granthams; our equipment supplier over the years," says Keith.

"With their help and guidance we invested in a Mimaki JFX200 flatbed and a brace of Mimaki JV300 production solvent printers. The new kit has really enabled us to stretch our legs and start producing a much wider range of products for our customers."

The JFX200 is an amazing piece of kit and delivers stunning print quality



Print On's Matt Peters with the Mimaki JFX200-2513.

A focus on delivering what their customers need and commitment to always go the extra mile, has resulted in the business nurturing clients that includes a number of major UK high street names, local businesses and even European customers. The demands of managing such prominent contracts have meant the team worked a split shift pattern to deliver the volume of work the company is experiencing. Keith said: "We work smart. The whole team focuses on doing the utmost for all our customers and the new machines really complement that ethos with their sheer speed and productivity."

Print On's large-format specialist, Matt Peters, said: "The JFX200 is an amazing piece of kit and delivers stunning print quality. By expanding both our capacity and capability, we're delivering ever more creative products for our customers. Both the JFX and our two JV300s have really raised the bar and we're now producing high volumes of large-format point of sale graphics and long-runs on a much wider variety of different media and substrates."

Alex Oldfield said: "Print On has always believed in investing in its key resources of equipment and staff. An investment of this magnitude confirms our position and underlines our capabilities to customers new and old. We're already responding to some very interesting new enquiries as a result of recommendations from existing customers."

www.printonuk.com

www.granthamsgr.co.uk

Sagotech gets Creative

When Dave Denton from Creative Spirit design and print service, he looked to bring his cutting service in house, instead of using another sub contractor. So he approached Sagotech and bought one of their Zapkut ZM16 machines, capable of cutting 10' x 5' sheets. Dave is "impressed" with the accuracy of the machine now that it is installed and fully aligned, saying that it is cutting square

to +/- 1/2 mm. He is also looking forward to getting under way to using the floating head router option which he also bought from Sagotech. In the past he has been buying in a lot of trays manufactured out of aluminium composite. He chose the Sagotech option as this gives "precise depth of cut and straight cut alignment, with rapid dimensional setting, whether along or across a sheet".

The Creative Spirit machine is one of the Zapkut ZM range of machines, which start as low as £2,495 for an 8' x 4' (2500 x 1250 mm) capacity unit. This is just one of the now four ranges of machines offered by British manufacturer Sagotech, who specialise in vertical panel saws for the smaller business. The Zapkut brand is for lighter duties, and in addition to the ZM range they also offer a unique ZK portable unit in two sizes. When not in use can be folded up compactly and stored conveniently, for example hanging on the wall. The Koolkut brand is for those needing a heavier duty machine, where the KF and KK Koolkut units offer capacities up to 3.1 x 2.1M, so these are capable of handling the big 3 x 2M sheets.

Darren comes from a carpentry and joinery background where accuracy and performance tend to be more demanding than with signmakers. He said: "It does its job, and the other lads get on okay with it, and it's easy enough to use. Unlike many of the main vertical panel saw manufacturers, who offer only much bigger machines, none of these would have fitted under their low height storage racks, thus the ZM16 has been an excellent solution."

www.sagotech.co.uk



The Zapkut ZM16 vertical panel saw from Sagotech.

Roland RS640 a "hit" with Boldens Signage Solutions

Boldens Signage Solutions recently invested in a Roland RS640 to "enable them to offer a faster turnaround of service to customers and deliver more projects in-house".

They provide the whole array of signage solutions, such as main shop front signage; directional signage; vehicle livery; office signage; and panel and post signage.

Boldens collaborated with used equipment specialists, Josero, on the selection of their purchase. They advised them of the unique features of the Roland RS640 and the types and makes of material this particular machine prints onto.

The Boldens' team was "incredibly impressed" with the pristine condition the refurbished printer was in, as well as the quality of prints it produced. It made their purchasing decision a very easy one, according to the company.

Josero's technical team installed the printer; provided comprehensive details on set up and maintenance; and delivered training on using the software.

The printer has become an integral part of Boldens service offering. Matt Peacock, Customer Response Manager at Boldens said: "Our customers are always looking for better prices and quicker turnaround, and the

RS640 helps us achieve this. We no longer have to spend a significant amount of time matching colours and running test prints. The RS640 also allows us to print to a better standard on more medias than before, so projects that we would historically out-source can now be delivered in-house. This saves us a considerable amount of time and money which we can pass onto our customers."

The Roland RS640 is a "workhorse" that offers the reliability of established technology. The 1440 dpi resolution allows the print output to be excellent quality for a vari-

ety of work. It's a good value machine, and with the 64" print width it can tackle the majority of signage jobs.

Matt said: "We are genuinely delighted with our purchase. It's made the whole printing process much more effective and it's great to know the image I put in, is the image I'm also going to get out. We're also extremely pleased with the service the Josero team has provided. Their knowledge, expertise and ongoing support are fantastic."

www.boldenssigns.com



A happy Boldens team with their Roland RS640 "workhorse".

Special Feature

Buying tips and advice for choosing a wide format printer

With so many wide format options on the market, it can be difficult for both new and experienced sign makers to decipher the best options. Jemima Codrington sought out Canon's Dominic Fahy to provide some sage buying advice.

For many sign makers, investing in a wide format printer is one of the biggest purchasing decisions they'll make.

Whether it is an entry level product, an upgrade or an addition to an expanding group of machines, the purchase of any flatbed printer requires a great deal of thought and research. "A printer is obviously quite a big investment for a sign maker," says Dominic Fahy, Display Graphics Systems and Imaging Supplies, Canon UK. "Especially if it is a first machine, they likely have not a lot of operating experience or capital to play with." With such a variety of machines now available, Dominic offers some insight into ways sign makers can choose the most appropriate machine, whilst getting the best value and quality possible.

The buying basics

Firstly, Dominic advises considering the size of the business, and your client target market.

"Sign makers almost always need their output to be outside, so obviously stability to UV light is very important," he adds. "Capacity is another factor; for example, do you have clients that order very large orders on an infrequent basis? If so, you'd need a machine with the ability to produce a large capacity in short period of time. Alternatively, you could have clients that place a more steady volume of orders over a longer period." Things like anticipated client bases and needs will affect the throughput and speed required from a machine, too.



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

Ease of operation, especially for a first-time purchase, is important. According to Dominic, an increasing number of sign makers are also requesting machines that are versatile and flexible, enabling them to take care of all print jobs using just the one machine. "Most of our flat-beds have roll media options on them," says Dominic, adding that one of their most popular machines is the Océ ColorWave 700. Not only is it incredibly eco-friendly – great for sign manufacturers or end-users for whom sustainability is a prime concern – but it is also incredibly versatile, enabling users to print onto anything from 440g media such as canvas through to polypropylene film.



The Océ ColorWave 700 from Canon.

Especially when you're buying new, you don't often think – what if it goes wrong? What if it doesn't do what they said it would? What happens if there is a major technical problem?

Then, there are different investment levels available to consider. "For example, a sign maker could be buying a water-based inkjet technology that isn't UV stable to create interior retail signage, or it might be that they're buying another technology that has higher speed," says Dominic. "They could even jump straight to buying a flatbed printer for the first time; you can potentially find a good quality entry-level flatbed printer these days in the £60,000-£70,000 range."

When choosing a flatbed machine, one of the biggest criteria Canon advises customers to look at is quality. "Quality is the first impression you give to your customer, and when you're trying to win new business, you need to be able to show them you can provide something better than your competitor."

With that said, it can be the case that if a sign maker has a large business, they may have a number of systems running, some of which can handle a large output at a lower level of quality and therefore lower cost to run. For customers who are less worried about top quality and just want a low price then, being able to offer this can be mutually advantageous.

Cost considerations

According to Dominic, many first-time buyers make the mistake of looking simply at the purchase price at point of sale.

"When we (Canon) look at price, we think about the total cost of ownership throughout the life of the machine," he says. "We tend to find that the machines that cost more at the point of purchase typically cost less to run, in terms of things like the cost of ink per square metre. They're usually more reliable, and the life of the product is often longer."

When new sign making companies are starting out, capital is often of the essence, and therefore opting for something with a lower price point is the only option. Dominic notes that it is possible to obtain a low-cost, high-quality machine, with the compromise often being the output speed. For sign makers with a modest workload (not uncommon for new businesses), having a slower machine may be worth the lower investment, as capital is more important than labour costs.



For example, some of Canon's most popular flatbed systems are in the £100,000 range, but there are also products in the range of £65,000. These produce the same quality of output, but at a slower speed. "Manufacturers are very much looking for ways to make flatbed ownership more affordable for sign makers," adds Dominic.

New versus refurbished

One option for sign makers in want of an entry-level machine is to examine the refurbished market.

This choice is ideal for those that need the flatbed technology but can't afford it new. According to Dominic, refurbished machines do become available, and can cost up to 40% less than a new machine – this being the obvious benefit. In terms of things to be aware of, the machine is into its second life, so instead of lasting seven years, it might only last three or four. "Normally buying refurbished means you are buying the previous generation of technology," adds Dominic.

Océ Arizona 480 GT UV flatbed printer.

Finally, there is the issue of support and service to think about. According to Dominic, it is one component of the buying purchase that is critical, and yet often overlooked. "Especially when you're buying new, you don't often think - what if it goes wrong? What if it doesn't do what they said it would? What happens if there is a major technical problem? But you need to understand if there is support available, and where that support is coming from," he says. "The last thing you want is a machine to print happily for two or

three months and then has a technical problem - and these machines do have technical problems – and when you make a phone call for service there is nothing available to you."

Canon offers guaranteed service support for five years from the date of purchase for new machines, and Dominic advises checking the details of the technical support, warranty and service conditions with each manufacturer before making a decision.

www.canon.co.uk



The Océ Arizona 6170 XTS.

Wide format Feature

Wide format woes

– how to get the most from your machine

Family-run print company Group101 have a number of wide format machines working throughout their Essex premises.

Founder and Director of Group101 James Sahota has had a great deal of experience with successful print jobs – but not without a few pain points along the way. Here, he talks about some of the most common issues the team has encountered throughout their years in business, along with how to avoid them cropping up in the future.

Woe: Managing colour reproduction expectations

Fix: Educating clients on how to submit art files

One of the biggest things for us this year has been educating clients about colour reproduction, and about how files are reproduced through wide format.

Red has been a problematic colour in the past, and so has yellow, and this can often be because people are preparing files on an RGB (red, green and blue) monitor. They're expecting the colour to print as they see it there, but of course, we'll be printing on a CMYK printer. We've spent a great deal of time educating our clients, whether it's a creative agency or one-man band submitting the file. I would say that nine times out of 10 there's an issue with an artwork file coming into us, so we are working with clients to show them how to reference against a CMYK colour.



A Canon imagePROGRAF large format printer.



Regular maintenance can prolong the life of UV bulbs.

For a massive print run, we'll still send an old-school wet proof to a client so they understand how it will look, and we're finding that some of the larger agencies especially are starting to understand.

Woe: Bulbs expiring/breaking **Fix: Regular maintenance**

Our UV machines will be used for jobs that clients want next day, as the ink is curing straight away and there's no outgassing time. We find this to be great for clients in the exhibition sector because they normally want things last-minute, or within a couple of hours.

However, we need to provide these machines with regular maintenance, or these last-minute jobs can be jeopardized. We once had a machine on which the UV bulbs decided to expire on us in the middle of a rush job at 2am in the morning, and no one in-house can fix that problem. Although some machines have really good pros, when they go down, they go down in a big way.

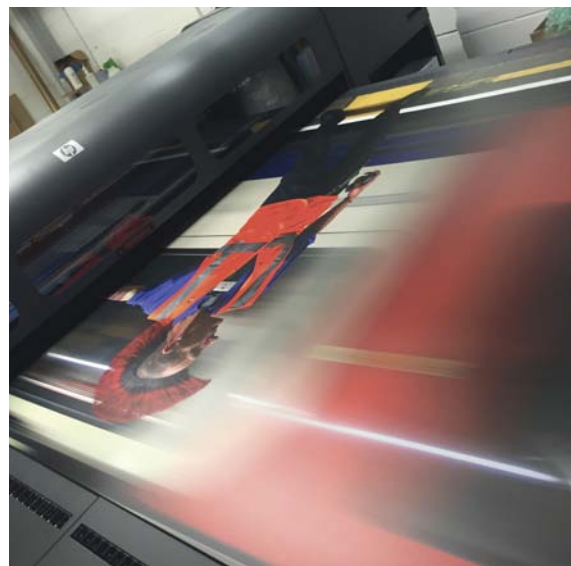
We have machines that are still going after four or five years; manufacturers often say you should be looking at changing them after three, but I think it's all down to maintenance. At Group 101 we clean regularly, monitor when things are coming up to be cleaned and replaced, and we never use any third-party inks.

Woe: Short printer shelf life

Fix: TLC

We recommend regular cleaning, using recommended inks, and not skipping any steps when it comes to taking care of your machine.

We have found in the past that a lot of people don't want to read the manual and go through all the steps, but I've personally found that it works in our favour, because it



One of Group 101's HP machines in action.

really does prolong the life of your machine. It reduces things like repair times, for one; some of the HP Designjets we've got, we're so familiar with these machines now, we can order the right part in and have the machine fixed and up and running ourselves.

Keeping track of what is needed in terms of maintenance is important. The HP UV flat bed we've got has an hourly timer countdown, so we know when certain things need changing. It will give a warning, say for example, when we're approaching four hours until we need to service the machine. Other machines don't tell you how long a particular part will last or when the next maintenance is due, which can be slightly trickier, so you really have to be on top of it. The results are worth it though - we've had Roland machines here that have been going for seven or eight years and have never needed a head replacement, which is sort of unheard of. Machines do have a life cycle, but you can prolong that life cycle by going the extra mile.

Woe: Software issues

Fix: Upgrade to a newer software/machine

I think in the earlier days of software releases, we would have issues of files not going through to the RIP, or going through slowly.

Back in the day, we spent many hours pulling our hair out, but RIP software for these machines today is so solid, they don't really struggle with any files. It seems like the design guys who have made things like (Adobe) Illustrator and Photoshop have really taken into consideration the print manufacturing side of things now too, which helps.



Modern RIP software makes light work of large print runs.

Woe: Issues with speciality inks

Fix: Use them regularly

We definitely encountered a teething period when we first started using speciality metallic and white inks.

Now, we have it down to a tee. The thing with whites and metallics is, although you may have heard it said you can let them sit for a while, you really can't. You've got to shake them and just print something every so often so that they don't give you any issues when it comes to using them in a job. Otherwise the ink can go milky and metallic particles can just sit at the bottom of the ink cartridge. You just need to be a bit more considerate and pay close attention to what the manufacturers are saying, because if you don't, yes these inks will give you issues.



Use specialty inks often to avoid issues.



Staying on top of maintenance is the easiest way to prevent issues.

Any final advice?

My advice for anyone looking to get into wide format is, firstly, don't go for the first machine that a manufacturer shows you. You need to do your own homework and find out how the machine is going to be used in your environment. Take your own files into demo days, go and see a manufacturer and print your files yourself, get around the country and see the different suppliers and see how one machine compares to another.

My other piece of advice would be to stay on top of the maintenance. You find the problems start occurring when you neglect these machines. It may seem like a waste of time at the time to do a fifteen-task list, but what you'll find is it'll save you a lot of money in the long run and prolong the life of your machine.

Funkeefish winning design "taking wraps to another level"

Funkeefish has been named as winner of Arlon's first 2015 #Wrap Wars competition, with a "sensational" wrap to a modified Audi TT.

The car was wrapped in Arlon's Ultimate Premium Plus Series 2600LX in Blue Aluminum, with detailing and accents in Sunkiss Aluminum (one of the newest colours in the range) with Matt Black and Matt White graphics all supplied by William Smith. The choice of colours together with creative design by Funkeefish's Managing Director Mark Chamberlain gave the resulting wrap a real "wow" factor.

"The strength of our company is that we are very good at design," says Mark Chamberlain.

"This final wrap for the Audi was chosen by our staff from 10 original designs and colour-ways. We were all delighted with the finish and especially the way the light reflects off the colours."

With its core business founded on vehicle and fleet graphics, Funkeefish also carries out colour change and graphic wraps for both privately owned and commercial vehicles of all sizes, from cars to HGVs, and regularly uses Arlon products.

"We use a large quantity of Ultimate Premium Plus Series 2600LX and almost always recommend it for colour changes," says Mark.



The Audi wrapped in Arlon's Ultimate Premium Plus series supplied by William Smith.

We use a large quantity
of Ultimate Premium Plus
Series 2600LX and almost
always recommend it
for colour changes.

"It handles and applies really well, it has great capabilities and just moulds to the vehicle. It's an excellent product and gives us a lot of confidence when fitting it. And, of course, the colour selection is fantastic."

"We work with William Smith as our supplier as they always hold a huge range of material in stock and also give fantastic support," he said.

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





Digital design collaboration between New York's FIT and Kornit Digital

For the second year in succession, Kornit Digital and the NY Fashion Institute of Technology (FIT) are collaborating in a unique project that involves design and digital print to fabrics.

This project is focused on encouraging students at the State University of New York to create their own original designs that relate to the concept of sustainable, local, short-run production. With each design printed on the Kornit Allegro roll-to-roll textile system using their NeoPigment ink, the three overall winners of the challenge will have their fabrics replicated as fashion items.

The uniqueness of this project is that it enables designers to "materialise their designs on any fabric on an immediate basis with no minimum yardage requirements, and at the highest industrial print quality and standards".

By having their designs printed on the single step Kornit Allegro industrial print solution that removes the requirement for pre- and post-treatment, students gain a strong insight into "environmentally friendly production methods that don't compromise on design concepts and use of colour". The students are also able to appreciate the differences between digital and analogue production processes and how their work in the future can influence greener productivity with lower levels of energy consumption and waste creation.

"Our collaboration with FIT demonstrates an important example of how Kornit Digital can nurture the growth and develop-



First place winner Hyuna Kim with her work.

ing expertise of tomorrow's designers with the help of state-of-the-art technologies that are changing the way creativity is brought to life across all fabric types. The Kornit Allegro is the perfect system for this scenario with its truly sustainable production methods enabling designers and manufacturers to generate their concepts from start to finish in the shortest cycle time," says Merav Zimmerman, Kornit's product marketing manager for the Allegro.

"We are proud to continue this collaboration with FIT and we certainly plan to continue with it in future years as greater awareness increases both the need for

versatility in high quality digital print and greener working practices. The creative potential of talented students will continue to be encouraged, with the Kornit Allegro's ability to enable easy, local and fast production of designs that bring ideas to reality without compromise."

The three finalists in this year's FIT design challenge are Hyuna Kim, Konchok Bercholz and Elena Kanagy-Loux.

"This challenge provides Kornit Digital with the perfect opportunity to combine the talents of tomorrow's designers with the production capabilities and versatility of the Kornit Allegro. The liaison with the Fashion Institute of Technology demonstrates how our ground-breaking single-step digital printing system aligns with creative processes where sustainability plays an increasingly important role," says Paul Borucki. "We see a growing demand worldwide for greater education into the potential for using more eco-friendly printing methods and this collaboration endorses the importance of environmental awareness within fabric designs in the future."

The Kornit Allegro incorporates the company's NeoPigment inks and prints onto multiple fabric types with 100 per cent sustainable results. Its integrated fixation process removes the need for pre-treatment, steaming or washing, making it a truly environmentally friendly solution that meets the most rigorous environmental regulations, including OekoTex 100 standard and GOTS approval.

www.kornit.com.



Paul Borucki with second place winner Konchok Bercholz, first place winner Hyuna Kim, third place winner Elena Kanagy, and Erin Doty.

A tower of Perspex® colour from QD Plastics

QD Plastics have recently completed a dramatic, eye-catching tower of Perspex® acrylic colours at Kilsyth Health Centre, Lanarkshire, in a project designed by Civic Architects.

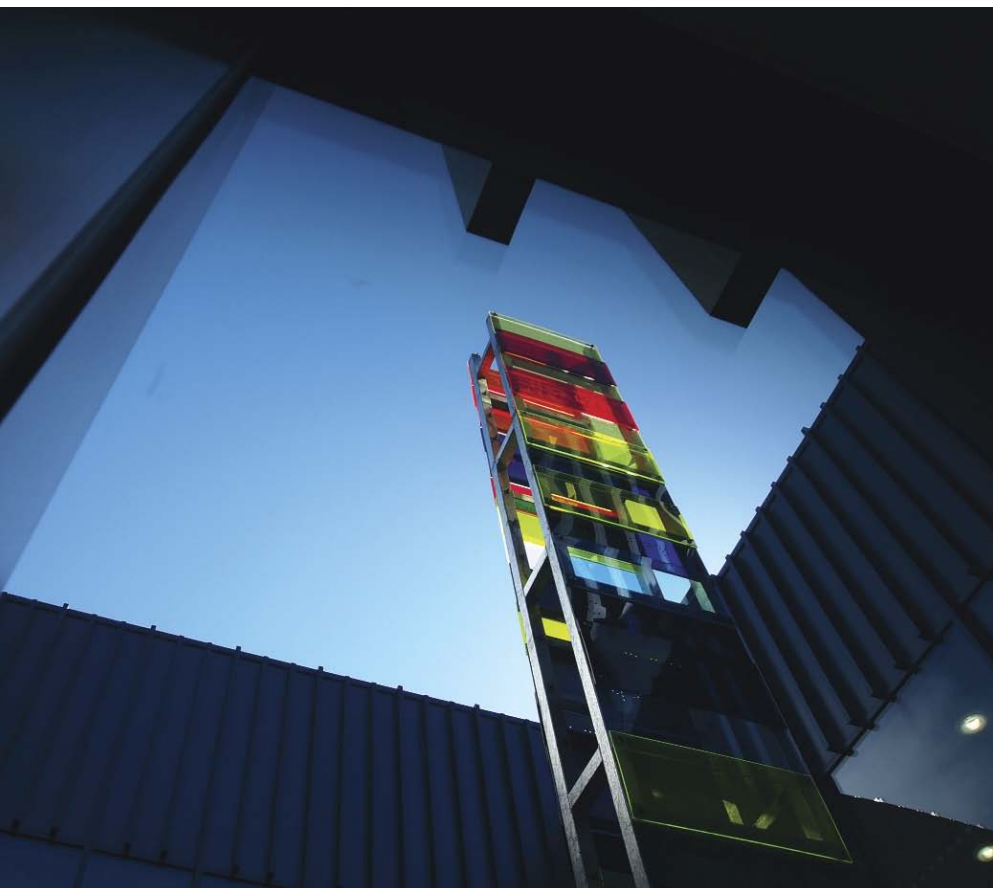
A mixture of Perspex® solid, translucent and transparent colours, supplied by Perspex Distribution, were chosen by Civic Architects. They said: "The colours mimic the coded, specific patterns of our DNA profiles as individuals within a community." The overlapping Perspex® panels cast coloured shadows across the walls, courtyard and corridors of the building.

CAD drawings designed by Civic Architects provided QD Plastics with a variety of messages to be CNC cut into the materials linking the sculpture to local places and thoughts. The text on the sculptures was gathered in meetings with local groups in Kilsyth relating to their own relationships with their local area and the people within. The hope being that the messages would provide a "positive distraction"

to patients, visitors and staff at the new health centre with the vertical structure encouraging viewers to "look into the sky for reflection".

Glasgow based Approved Perspex Fabricators QD Plastics have specialised in plastic fabrication since 1965. Renowned for their bespoke designs, the company offer a

Renowned for their bespoke designs, the company offer a full range of fabrication services and are one of the few UK companies to hold EN 13067 plastic welding accreditation.



full range of fabrication services and are one of the few UK companies to hold EN 13067 plastic welding accreditation.

Civic Architects have a strong background in collaborative, community led design projects and won the Architect of the Year award in the Environmental Excellence Award in 2012.

www.qdplastics.co.uk
www.civic.org.uk

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Lotus F1 Team creates 'Mad Max' Inspired F1 Car using Roland Technology

Lotus F1 Team, in co-operation with Warner Bros. Pictures, has created a new F1 racing machine suitable for a post-apocalyptic future. The new car; the Lotus F1 Team Mad Max Hybrid; was created to coincide with the May launch of the 2015 action adventure Mad Max: Fury Road, from Warner Bros. Pictures and Village Roadshow Pictures.

The rat-look Lotus Hybrid was fitted with a new skin printed on a Roland SOLJET PRO4 XR-640 using a 3M™ Wrap Film 1080-M230 Matte Grey Aluminum, an unlaminated metallic film from 3M. The printed film was then applied to the vehicle, transforming the super car to something at home in the Australian wasteland".

Joe McNamara, Lotus F1 Team Graphics said: "With a project like this, with such tight deadlines, and zero margin for error, our Roland printer was invaluable. We rely on the speed and reliability of the SOLJET PRO4 XR-640 to make sure these products are realised in the time limits we have. The print was run overnight, unattended, automatically rolled onto the take-up unit and applied to the car the next day; before being loaded and driven to Barcelona for the reveal. The winning combination of the speed of the Roland SOLJET PRO4 and the user friendly application characteristics of the 3M 1080 matt metallic wrap film made this job not only possible, but far more straightforward."

Fitted with special accessories and heavy modifications designed for a "world gone mad", the Lotus F1 Team Mad Max Hy-



brid was unveiled at the Barcelona International Motor Show at the Montjuïc Exhibition Centre on 8 May. Along with two custom, drivable vehicles designed and created for the film itself; Nux's car and the iconic Mad Max Interceptor.

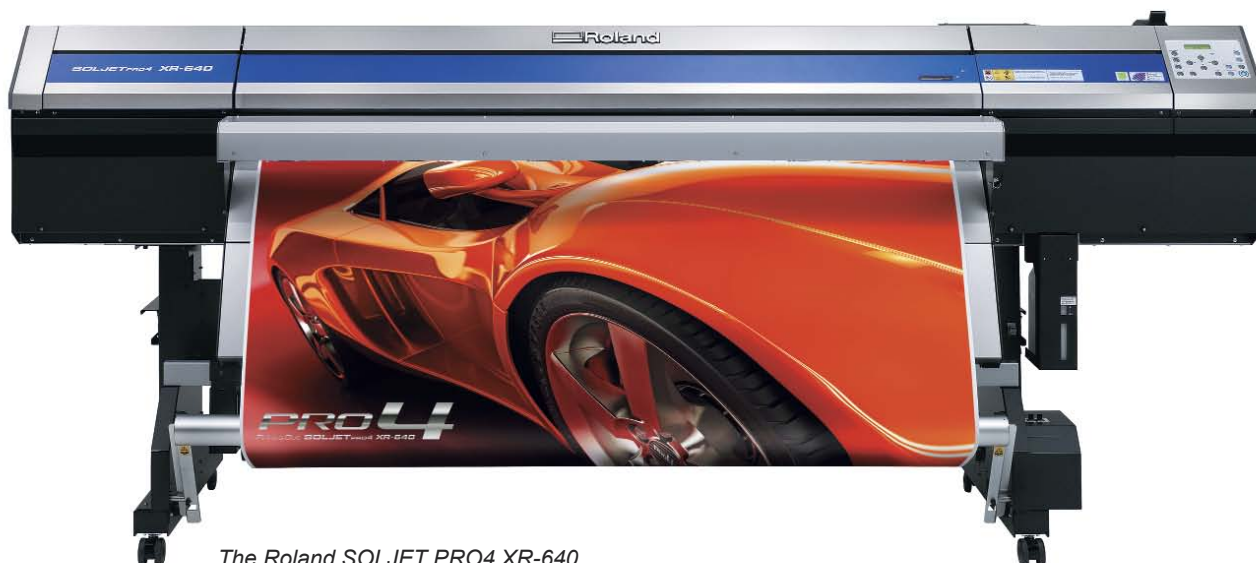
Accompanying the vehicles was Lotus F1 Team's Romain Grosjean and Pastor Maldonado. Both of whom drove Mad Max: Fury Road-branded cars in the Spanish Grand Prix, held at the Circuit de Barcelona-Catalunya in May, where Romain Grosjean secured a respectable 8th place.

Brett Newman, Managing Director, Roland DG said: "Once again Roland has proven that we have the speed and stamina to keep up with any industry, and to produce

versatile products worthy of a Hollywood blockbuster. We are very proud of the role Roland DG's technology has played in producing one of the most unique vehicle wraps on the planet. We are sure that the combination of our SOLJET PRO4 XR-640 and 3M's Graphite Matt Metallic film will prove a winning formula for the Lotus F1 Mad Max Hybrid team and Warner Bros."

More than a decade in the making, Mad Max: Fury Road is "filmmaking mastermind George Miller's keenly anticipated return to the post-apocalyptic world he created more than 30 years ago with the seminal Mad Max trilogy".

www.rolanddg.co.uk



The Roland SOLJET PRO4 XR-640.



Gallery window graphics under the microscope

In one of their "most challenging projects to date", Signs Express (Sheffield) was honoured to work with renowned artist Florence Blanchard, perfectly recreating her latest 'Particles' piece across the window frontage of the Millennium Gallery in Sheffield.

Taken from a painted art piece, the design needed to be completely vectored by the sign making team in to its own individual sections as it was imperative a "variety of textures and effects were used across the window, creating a dynamic and engaging finish". The design also needed to be scaled across the high profile entrance.

A variety of vinyl's were used from translucent, solid coloured, fluorescents and double sided gold vinyl; with each section offering an insight into the depth of colour and texture, helping to recreate the overall effect of the piece.

Signs Express centre owner Steve Morris said: "By spending the extra time in vectorising the entire piece, we were able to split each individual section to use the wide variety of vinyl's and help the artist perfectly recreate their design on a large scale. Using a mixture of solid colours and translucent vinyl, along with other specialist products, provides a wonderful reflection from the inside of the building as well as a striking design from the outside.

The project was particularly complicated because we couldn't put any colour section on at one time because they were far too large. We had to create numerous registration marks to build up a background



A variety of textures and effects were used across the windows to create something that's dynamic and engaging.

framework into which we could then insert and build up the colours – always moving in the same direction away from the origin. We're really proud to have been involved."

The sign making team in Sheffield have worked with the Millennium Galleries for a number of years and so were aware of the importance of the installation at such a high profile location. They also understood the

About the artist:

Florence Blanchard is a French painter, muralist and screenprinter based in the UK. Blanchard began writing graffiti in the early 1990's under the name Ema, and spent ten years based in New York where she graduated with a PhD from New York University in 2008. Her work is directly inspired by her training as a scientist and depicts abstracts molecular landscapes questioning our perception of our structural environment.



The window art work is Florence Blanchard's "Particles" piece.

opportunities available from such a wide open window space. Planning was crucially important and so the team created a detailed number plan to ensure that the meticulous design was locked in to place.

Artist Florence Blanchard said, "It is the first time I have worked with vinyl and I am really happy with it. A big thank you to everyone involved at Millennium gallery and Signs Express (Sheffield) for making it happen."

www.florenceblanchard.com

Perfect finish for GT Championship race car using wrap films from Spandex

A Ginetta G55 GT racing car competing in the G4 class of the 2015 British GT Championship has been wrapped with self-adhesive materials supplied by Spandex.

The car is engineered and managed by the team at Bolton University's specialist Automotive Performance Engineering (Motor-sport) department, as a key hands-on element of the degree course. The undergraduate course is delivered in partnership with RLR Msport, an independent racing team who race in various international events.

Spandex supplied the GT team at Bolton University's Centre for Automotive Performance Engineering with six metres each of 3M 1080 Metallic Blue; 3M 1080 Gloss White; and Avery Supreme Wrapping Film in Matte Black.

The wrap was applied by Northampton-based motorsport graphics specialist and regular Spandex customer, 3SixtyWraps, who provide expert wrapping services to many high-profile racing teams.

The Bolton University Ginetta G55's first outing was at Rockingham circuit in Northamptonshire, UK, on 3 May 2015, where it achieved 11th place, hampered by a puncture during the race. The car is also set to race at Silverstone, Brands Hatch, Snetterton and Donington Park in the UK. The university team also runs an LMP3 car in the European Le Mans Series.



The films were chosen for their ability to look good under demanding conditions, and be updated quickly.



A close up of the Ginetta G55 wrapped in films from 3M and Avery.

Leon Watson, Spandex General Manager said: "We were proud to be able to support the students at Bolton University by supplying the vehicle wrap materials to prepare the Ginetta G55 for the GT Championship. Motor racing is the ultimate test for a vehicle wrap, demanding premium quality materials that can be applied with absolute precision and updated quickly; for example with additional sponsors or following race wear and tear on the car. It's a thrill to see the car, and its wrap, being put through its paces on the track."

Nick Reynolds, RLR Msport team principal, said: "The films supplied by Spandex are very conformable, even around the intricate curves of a race car, and under insanely tight time constraints. The finish is superb and a lot tougher than we expected. Even with wheel-to-wheel action in the British GT series and a small fire in our LMP3 car, the film is still perfect!"

A video of a Ginetta G55 being wrapped can be watched online: www.youtube.com/watch?v=PHpjF8E8uME

www.spandex.com

3M DI-NOC films play a key role in stadium refurbishment project

3M DI-NOC Architectural Finishes films from 3M were installed by Ireland-based MSi Signs to refurbish the bar counter of the new Guinness Dugout Bar at Thomond Park Stadium in Limerick. This is the home ground of Munster Rugby, one of the most successful rugby clubs in the world, says the company.

MSi Signs is one of Ireland's largest signage, printing and events companies. They chose the DI-NOC films as a cost-effective solution to transforming what would have been an ordinary-looking bar counter into an "extraordinary and aesthetically pleasing" design concept.

Thomond Park has a unique history and atmosphere and is renowned for its award-winning design and architectural sensitivity, including state-of-the-art hospitality and conference facilities. The refurbishment of the Guinness Dugout Bar needed to be in keeping with the iconic status of the venue, and the requirements of the stadium's design partner Diageo who were involved in the design and redevelopment of the bar area.

To complement the dark rich black and cream colours of the Guinness brand and logo, MSi Signs chose DI-NOC PS-504 Black and LE-702 Cream Leather. The films were applied to the bar counter top and front by two trained applicators over three days, with no sanding down required. The ability of the films to conform to both flat and curved surfaces enabled a "fast and problem-free" application to be achieved. There was only minimal material wastage and it created a "fresh and sophisticated" new design to an existing asset. The intricate Guinness logo was applied separately to the centre of each bar panel by the applicators.



Thomond Park Guinness Dugout Bar before the refit.

The cover material for the Guinness Dugout Bar had to feature a high-quality look and feel whilst fulfilling a practical purpose

3M DI-NOC films incorporate Comply Adhesive Technology, developed by 3M for "easier installation and a professional-looking finish". The films also provide a powerful bond to virtually any substrate, such as various woods, metal, marble, leather, carbon fibre, stone and stucco says the company. DI-NOC films are available in more than 700

individual patterns and finishes to replicate the appearance and feel of natural materials; from the warmth of wood grain to the sleek feel of metal or the cool of stone.

Designed for both indoor and outdoor applications, the films are also stain-resistant and conform to relevant fire safety standards, with a Class A flammability and a Class B flammability rating on some designs. The films have a 12-year internal and five-year external performance warranty. They can offer back-lit and printable capabilities as required as well as an ability to be cut digitally. DI-NOC films have multiple applications in interior and exterior building design concepts and can be easily removed and replaced should future design changes and/or upgrades need to be addressed.

Managing Director of MSi Signs, Nick Quirk said: "The cover material for the Guinness Dugout Bar had to feature a high-quality look and feel whilst fulfilling a practical purpose. It needed to be durable to accommodate the bar usage factor, available in the distinctive Guinness black and cream colours and help meet a fast turnaround for the client. DI-NOC films provided the perfect solution and is one that is being widely embraced by architects and designers."

MSi Signs has a long-standing relationship with 3M and was Ireland's first 3M Authorised Signage Manufacturer. The company uses 3M as its brand preference and has embarked on a training programme to enhance the skills of its trained applicators and product awareness of its sales team.



Using 3M DI-NOC film transformed the bar with a "fresh and sophisticated" design.

www.3M.co.uk/innovativefinishes
www.msi-signs.com

Structure-flex produce "largest ever" art exhibition

Structure-flex, who supply a range of products made from flexible, heavy-duty, PVC coated textiles, has brought to life an art exhibition of some of the world's most famous musicians, to create what is believed to be the largest outside art exhibition ever.

The exhibition, entitled *Size Matters*, is a display of 13 images captured by rock photographer Nick Elliott. These have been reproduced as "massive" pieces of art each measuring 8 meters high by 5 meters wide, and framed with a metal structure to create individual free-standing exhibits.

The musicians featured in the exhibition include a range of well-known artists that Nick Elliott has shot over his career such as: Beverley Knight, Motörhead's Lemmy, Simple Minds' Jim Kerr, Europe's Joey Tempest and Skunk Anansie's Skin, amongst others.

Paul Reeve, Managing Director at Structure-flex, said: "We are very active in the commercial transport sector manufacturing digitally printed trailer side curtains, vehicle covers, and tarpaulins so are very accustomed to dealing with large format print. But Nick's project is one of the most unusual requests we've had.

"The Graphic Division has recently invested a further £450,000 in the latest technology so producing the images at the required dimensions wasn't an issue. But to create free-standing pieces of fine art that would retain the details of Nick's wonderful work on a fabric that would enable them to be displayed outside and open to the elements, was a challenge.

"We produced a number of prototypes at various sizes and tested different fabrics before recommending the final specification. Designing a suitable structure that depicted the look and feel of pieces of art, yet secured

them into position to fulfil any health and safety requirements, was also a big consideration. We are all thrilled with the results!"

Rock photographer Nick Elliott has worked in the music industry for over 20 years and his images have frequently been featured on album artwork as well as being published extensively across the media. Nick's work is also in demand as fine art and has exhibited in galleries across the UK and Europe, and is currently in discussion to show his images in the USA.

To produce the pieces at such a size, whilst retaining the integrity of the images, was a challenge as enormous as the final exhibits themselves

Nick explained: "I wanted to create an exhibition that was truly breathtaking. I've been showing my work for many years as limited edition fine art for collectors around the world. But I wanted to produce something on an enormous scale that would re-create the experience I had when I shot the image for the viewer. I believe that something on this scale has never been done before.

"The exhibition is about immersing the observer into the live performance so it had to be as big as possible to provide a truly memorable experience. I wanted to create a



'living' exhibition that was interactive and chose images especially that would be appreciated at a distance but also immeasurably powerful and engulfing close up.

"To produce the pieces at such a size, whilst retaining the integrity of the images, was a challenge as enormous as the final exhibits themselves. I'm very grateful to have had the very best large format printers, Structure-flex, to provide advice on the material and construction of the pieces and to produce the final work in such a high quality that does my images justice."

There are plans to tour the exhibition across the UK but it made its inaugural appearance to an audience of 65,000 people at the Pageant of Power classic vehicle, boat and helicopter festival set in early June.

www.sizematters.photography
www.nickelliott.eu
www.sfx-digital-print.co.uk



Rock photographer Nick Elliott in front of his *Size Matters* exhibition.



Lighting for signs? Do it by the book.

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LED packages

Over time, LED packages have developed as demand for lower power consumption and higher efficiency has increased. The main categories are:

Colour systems

The brain works in much the same way as a computer or TV monitor, mixing Red, Green and Blue light to create virtually any colour in the spectrum. This RGB process is known as **Additive Colour Mixing**. It works by effectively adding light to a dark background (Figure 5).

Figure 5: Additive Colour Mixing (RGB)

Another process more applicable to printing is **Subtractive Colour Mixing**. This works by adding Yellow, Magenta and Cyan inks to a white background. This process produces a 'true' black. The 'K' stands for black.

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3000Kv
4000Kv
5000Kv
6000Kv
7000Kv
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10000Kv

Argon Mercury

Output Voltage
1000Kv
2000Kv
3000Kv
4000Kv
5000Kv
6000Kv
7000Kv
8000Kv
9000Kv
10000Kv

History of LEDs

... Laboratories... antirescence. He... through a crystal of... it colours could... from Bob Gard... Texas Instruments... diodes emitted...

... and the effect a prism has... on grating and CCD to record spectra... ate the x and y, CCT, Colour Rendering... eters related to the light source. The... etra and a brief explanation of each... of the sky on a gray day. Very little at... blue right through to red.

... on a gray day... um of a sodium street lamp. Not a lot to... ow peak. You can see if you illuminate... other than yellow.

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Lighting Feature

Illuminating!

Kathryn Johnson hears from some of the brightest stars (sorry!) in the industry about their approach to lighting, their preferences and some of their projects that are getting them noticed for all the right reasons. What seems clear though, is there no "right" answer to a lighting solution. Instead there is a style of lighting best suited to a project, and chosen for various reasons to ultimately meet the clients brief. What's exciting is the stunning effects that are achieved, and the expertise and care that goes into choosing the right kind of product for a project. As well as the choice available, and the technology that is helping reduce the running costs and the cost to the environment. Brand, image and logistics will determine the style of sign; how it's installed; and what it conveys. Lighting goes a long way to enhance this and provide the all important finishing touch to a striking, eye catching sign.

Applelec have created a patent protected LED Light Sheet, which they describe as having a slim profile and is easy to install. The LED Light Sheet has an etched grid, which transports light from embedded LEDs across the surface of the sheet to deliver "bright, even illumination".

It's versatile as can be used for a range of signs such as fascia signs; projecting signs; hanging signs; feature walls; and fabricated totems. The light sheet is made by the team in the UK, in their new anti-static assembly room in Bradford.

There are a variety of benefits using the light sheet for sign projects says Applelec, such as it reduces the sign profile, and material and labour costs. This is because traditionally lit signs, with fluorescent tubes or LED modules need a back tray to hold the components in place. So for when there is not much space or the client wants a slim profile, the Light Sheets look like a great option.



The lighting was chosen to enhance the striking effect of the sign set against the natural wood cladding.

All Round Sounds chose this technology for their project creating signage for a sawmill in Fort William, Scotland.

Jamie Ball, project manager at All Round Signs, said: "Our client was keen to establish a strong corporate impression at their growing site in Fort William and we designed signage to be displayed on a large timber building facade. We chose Applelec's LED lighting systems for the project as we wanted to add impact by using illumination but also create low maintenance signage due to the busy site location. As one of the largest projects we've been involved in, working with Applelec provided the support we needed to bring the project together, and ensured we were confident we could deliver."

The BSW logo was adapted slightly by All Round Signs to make sure it would be visually successful when illuminated against the natural wood cladding of the installation site. Making use of the timber background, the identity signage was created in several individual parts using fabrication styles appropriate to each element of the sign. A built-up rim and return style was chosen for the 'BSW'

lettering whilst the tree logo and K2 sawmill site logo feature built-up flat faced construction styles. A fabricated sign tray with radius corners and a stencil cut face was used for the 'Timber Group' lettering.

Illumination to the stencil cut faces of the tree logo and fabricated sign tray was achieved using their LED Light Sheet, which was chosen for its ability to provide bright, even light. Green halo illumination came from Applelec's stocked SloanLED V-Series modules, which were selected for their five year warranty periods. Throughout the construction reverse fitted back trays were painted white to enhance the halo illumination with all LEDs fully wired-up and bench tested by Applelec.

Sam Armstrong, Applelec sales director, said: "We are extremely pleased this project has been such a success for All Round Signs. They have shown creativity in adapting their client's logo to make sure it would be suitable for its intended location and worked towards future-proofing the installation by choosing LEDs with three and five year warranty periods. Their focus on the longevity of their customer's purchase sets them apart and shows they are a company with the very best interests of their customers at heart."

www.applelec.co.uk



The LED Light Sheet is 8mm thick.

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LEDs for Signs

Award winning signmaker, **Castleton Signs**, who have been operating for more than 75 years, started out as a traditional signwriting company and have evolved into a full signage consultancy. They manage projects from their inception through to installation, including: surveys, strategy, audits, product design and specification, manufacturing and print. They won the prize for Illuminated Sign of the Year at the BSGA British Sign awards in 2014.

Their clients include major brands in the property, retail, leisure and services sectors both private and public. Much of their work is commissioned through sign specifiers, such as designers and architects, shop-fitters, main contractors and commercial interior specialists.

Some of their clients are: Google, Innocent, British Gas, Royal Albert Hall, National Maritime Museum, Western Union and Giraffe Restaurants.

Rob Winterborn, Managing Director, feels strongly about what they can deliver: "When it comes to illuminating our signs we never compromise on the quality of the lighting system. Previous experience has taught us that although there are cheaper options on the market its nearly always a false economy."

For illuminating letters they use Orbis LED's from Oshino which are what they used for their award winning Scottish Gas job. For this project they used over 500 Oshino F-LED 335 modules inside the letters to give a crisp bright, cool white illumination that the client was looking for.

These were powered from 4no. 200W transformers dividing the sign into approximately four equal sections; and allowed for any voltage drop from the long runs up to the roof where the solar power supply was sited. They collaborated with Scottish Gas regarding transferring the power from their solar panels (fitted to the roof of the building) to make sure there was enough constant power to the sign.

.....Continued on page 62



Lighting Feature

Illuminating!

To enable the sign to illuminate "white" at night and "blue" in the day they applied 3M Colourvision vinyl to the face of the letters. The film was printed to match Scottish Gas corporate blue and matt laminated. The flame was to remain the same colour whether night or day so had a matt laminated print on translucent white to match the corporate flame guidelines.

Rob said: "The importance of the quality of the LED; the transformer; the support in choosing the right LED for the right application; the quality and diffusion of the light emitted; the add-ons like colour changing ability; and even apps that let the end user set the brightness and colour changing options on their iPhone, are paramount when choosing the right LED and LED supplier.

"It is widely known that under the Minamata Convention the use of mercury will possibly be banned entirely by the year 2020, which could put an end to neon. With the resurgence in the 'retro' look of neon, alternative LED versions have to be found and they are becoming better and better as suppliers are looking to fill this market.

"Even when illuminating light boxes we would always guide our clients to use LED's. Even they may still be a little more expensive than fluorescent lamps, the running cost and maintenance costs are much cheaper over time. We also used light sheets regularly when the depth of the sign needs to be kept



The award winning, solar powered Scottish Gas project.

to a minimum. The diffusion is excellent and it benefits from all the other qualities of LEDs. We feel LEDs are now the illumination method of choice."

There are challenges when it comes to sign lighting, comments Rob, mainly around managing customer expectations and getting an understanding of brightness and colours, for example warm white versus cool white. That along with getting the correct diffusion without any spotting

so the illumination is constant rather than patchy.

Rob said: "With the massive range and high quality of LED's available today, and with better experience we have attained by using them for some time, mean the rules are easier to follow to get the required results. The days of trial and error are now gone."

www.castletonsigns.co.uk

Vink Lighting sell a range of sign illumination products. Their impartial service means they can help sign makers choose the best type of LED product or accessory for a huge range of applications. Jamie Whitehead, Technical Sales Representative from Vink, said: "Alongside providing the best materials, we also pride ourselves on assisting our customers with up to the minute technical information and creative advice, as well as inclusive ideas and knowledgeable technical support from our team of dedicated experts.

Our free in house design and quotation service is provided by a team of specialist technicians, providing full layout drawings for your particular application."

Their LEDs are made by Agilight; GE Lighting and OSRAM, supplied because Vink say that because they last longer, it reduces labour and maintenance costs. They maintain their many advantages over using fluorescents such as that LEDs perform better in cold temperatures, but the initial costs are higher. Vink sees a future where LEDs will get brighter and more energy efficient, and if graphene (a form of carbon)

makes its way into the manufacture of signage modules, this will further improve the lifetime of LEDs.

One project that demonstrates Vink's expertise at supplying the right lighting for a project, took place from one of their dedicated LED distribution centres in Europe. Every Vink centre has been set up to provide full technical and logistical support on all aspects of LED installation into signage products. So when the team in Budapest were approached with a particularly complex project, they were "well placed to rise to the challenge".

Alukol KFT, a Hungarian signmaker and aluminium fabrication company manufactured and installed a large animated 'Rubiks Cube' to celebrate the 40th anniversary of its invention by Erno Rubik, a Hungarian sculptor.

The Rubiks cube is a 3D puzzle made up of 54 different squares in six different colours. The faces of the cube can be rotated in three dimensions, and the object is to have all nine squares on each face of the cube the same colour. Since its invention in 1974, more than 350 million cubes have been sold worldwide.



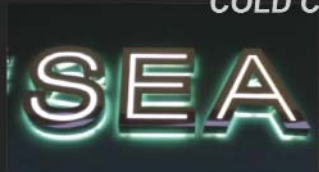
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This particular cube was planned to be installed as part of a new recreational area in the centre of Szazhalombatta, a town near Budapest. The cube was manufactured with 3mm Opal acrylic face panels and measured 2100mm x 2100mm x 2100mm overall. Each face was sub-divided into nine squares

650mm x 650mm; and each square was covered in one of six different colours of translucent vinyl (white, yellow, orange, green, red and blue). Each colour was illuminated separately by a different colour of LED module. It is also required to flash on and off in a seemingly random pattern.

The technical department at Vink firstly needed to decide which LED system, in which colour, would provide the optimum level of illumination through the translucent vinyl. The saturated colours, red, blue and green, were best illuminated by their respective LED colours. But the white, yellow and orange each required different colour warmth of white LED, to make sure that these hues were as vibrant as the saturated colours.

Vink opted for the GE Tetra MiniMAX range of LEDs. This particular product was chosen due to its "inherent reliability, performance and longevity". The wide range of colour options, including four different shades of white, made it the clear choice for this particular application, says Vink. Each separate square was illuminated with 20 LED modules, making a total of 1080 modules for the complete installation.

The next step was to provide and configure control gear to create a random flashing effect.

They calculated that the required random pattern across each face could be achieved by installing a nine channel flashing controller programmed with 20 different flashing sequences. This was specially developed for the project. Each channel was powered by a GE PS12-60D dimmable converter and each converter was then linked to six separate coloured squares strategically spaced throughout the cube. The resulting effect gave the impression that all 54 coloured squares on the six visible faces of the cube appeared to flash on and off without any repeatable sequence.

www.vinklighting.com



The large, flashing Rubiks Cube in Hungary.

Lighting Feature

Illuminating

Another advocate of LEDs is Adrian Dennis, Managing Director of **Zeta Specialist Lighting**.

He said: "There is no doubt that LEDs are leading the way, providing sign makers flexible and reliable solutions for illuminating signs. The benefits have been well documented, LEDs produce uniform lighting, are longer lasting. Zeta's Embedded LED Panels for example, last for 40,000 hours (average rated life), which is almost three times longer than a traditional fluorescent and energy-efficient. When used on-grid, Zeta's LED signage solutions consume up to 80 per cent less power than traditional lighting systems.

"Plus, as the cost has come down considerably, the business case is much easier to make, with end clients benefit from a much shorter payback period than previously. And as they are essentially maintenance-free, lifetime costs are significantly lower than conventional solutions.

"From our perspective, the biggest advantage of our LED solutions for signage are that they can be used with our solar powered lighting systems. In many cases, the cost and time associated with laying the cabling required for traditional lighting is often prohibitive. However, we combine solar panels, clever control technology and batteries with LEDs, to produce world beating solar powered signage solutions.

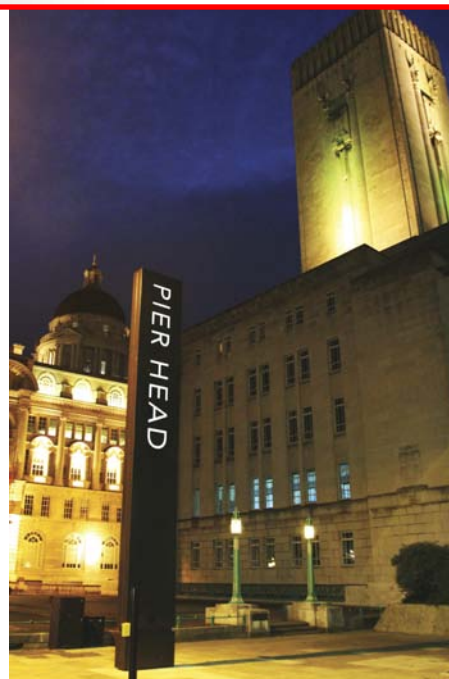
"The ability to provide an off grid solution that delivers superior lighting performance, really opens up the opportunity for sign makers to offer clients the ultimate energy saving and cost-efficient way to illuminate monoliths, totems or billboards; as with solar power the ongoing running costs are zero."

Zeta first developed a solar signage solution back in 2004, something that came about after Transport for London (TfL) approached them for a solution to illuminate its bus stops and timetables. They developed the patented PS800 Energy Management System that is today an integral part of their LED solar powered solutions. It regulates the amount of power consumed by the LEDs at night and maximises the power going to the batteries during the day, for year round operation.

Their in-house developed portfolio includes the Zeta Solar Signage Kit for outdoor totems and monoliths, which was voted Sign Product of the Year at the 2014 British Sign Awards. Each bespoke kit incorporates discreet and flexible solar panels; LED embedded panels; light guide panels; Zeta's patented EMS; long life batteries and, if required, PIR movement sensors can also be incorporated.

IS Group used the Solar Signage Kit when extending the wayfinding system at The Pier Head on the Liverpool Waterfront from the neighbouring Albert Dock. Three, nine metre high totem signs and 10 double-sided and one four-sided directional monoliths were illuminated using LED solar powered lighting. The smaller monoliths incorporated PIR sensors so that they only light up when visitors approach. The bill to lay the cabling required for traditional lighting at this location would have run into a six figure sum, meaning that an on-grid solution was prohibitive cost wise.

Another client, Tara Signs, approached them to explore options to illuminate new monoliths they were installing at two of The Hargreaves Group's commercial property developments in the South East.



The Pier Head Liverpool nine metre high totem.

Dave Rossetter, Sales Support Manager at Tara Signs said: "The existing V sign at Hamilton Business Park had two elevations, that were outdated and unlit. We were keen to explore options to illuminate a new monolith as this would significantly improve the kerb appeal as visitors entered the site; however there was no mains-fed power supply."

He said: "The decision to include signage at the front of the Solent Trade Park was made after construction of the new car park had been completed. Hargreaves had a preference for the sign to be lit, but channelling into the freshly-laid tarmac to install cabling to power the sign was not an option."

.....Continued on page 66



The Pier Head Liverpool foursided directional monoliths.



Champions League

...Ecolux II LED going well in Europe!



- CHOICE OF LEDs
warm white or cool white
(picture 6000k cool white)
- FULL OPTICAL CONTROL
Specialist 90° magnifying lens
- ONLY 50MM DIAMETER
Smallest LED trough light with
internal IP67 drivers
- 75% ENERGY SAVING
- FULLY CE CERTIFIED
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- VERY COMPETITIVE PRICING
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Lighting Feature

Illuminating

Using the Solar Signage Kit, Tara Signs installed a new, modern 6.6 metre high monolith at the entrance to Hamilton Business Park with the names of the businesses located within illuminated. And at Solent Trade Park the newly installed solar powered monolith included the name of the park on the header unit and logo on the lower panel.

Clear Channel UK was the first company to use the newly launched ECOLUX SOLAR, the industry's first LED trough lighting system that's entirely powered by solar, to illuminate two advertising billboards in Birmingham.

Developed with Portland Lighting, the ECOLUX SOLAR incorporates discreet and flexible PV solar panels which harness the sun's energy throughout the day; long life maintenance-free batteries; and Zeta's innovative Energy Management System (EMS); which releases the stored energy and uses it to power the high intensity LED trough light and illuminate the sign or billboard.



A spokesperson for Clear Channel UK said: "We are extremely proud of the introduction of our first solar-powered billboard in Birmingham. This represents the latest in our commitment to combining the latest Out of Home technologies with our responsibility to

the environment. It allows us to create innovative products that promote sustainable development and offer dynamic advertising opportunities."

www.zetaled.co.uk

Goodwin and Goodwin have made a name for themselves with their bold, beautiful typography that has a nostalgic, retro style. When they first started making bulb letters around two years ago, they were "hugely popular" and no-one else offered them. This style is still as popular as ever and chosen by clients who want something unique. There's a good chance you've seen their work as their signs have appeared in the Strictly Come Dancing TV show, in high street shops, and on many a music stage. They make signs for well known brands such as Coca-Cola, GQ magazine, Ted Baker, MTV and Spotify and were winners of the

Small Signmaker of the Year award at the BSGA British Sign Awards 2014.

They've been featured in many design magazines and sites, on advertising agency walls, and their art graces the interiors of the "hottest and hippest" hotels and restaurants; private clients include pop stars, celebrities and even members of the royal family!

One of the directors, Viviane Goodwin, said: "For our clients our work is different to the usual corporate signage that's on offer and they like that everything we make is hand crafted. Our slogan is 'Signs with Soul' reflecting that everything we make is hand crafted.

"All our signs are numbered and a label is fitted with the person that made it, much like Aston Martin do with their cars. A whole record is then kept that tells the history of the sign, who made it and what parts were used. "All the letters are bent by hand in our London workshop. We have a custom built spray shop so we can apply any finish; rust and distressed are very popular finishes. We do as much in-house as possible so that we can control the quality; we work with a local neon company that comes and fits the neon glass into our channel letters. This is a respected craft and takes years of training to be any good at it."



Most of their bulbs are LEDs that they developed themselves to have the warmest colour possible and be the closest match to an incandescent bulb, which are slowly being phased out.

"Our focus has always been on good typography and design and I think its what helps set us apart," says Viviane.

"There are a lot of design conversations and visuals back and fourth that happen with a client before a sign goes into production. We spend a lot of time on Pinterest researching old signage. Sign makers in the past put much more effort in to typography back then so its really good to get inspiration from. With lighting signage a lot of inspiration for us comes from the US, particularly around New York in the 50's/60's. We put a lot of our own ideas in to production first as a source of inspiration on our 'Wall of Fame', on our website."

www.goodwinandgoodwin.com



The Goodwin and Goodwin team.

When talking about retro signs that make a huge impact, nothing beats neon, made famous by American sign makers who used it prolifically to light up locations in their vast country. It's still revered today and has made it's way back to the modern landscape as lots of people enjoy its appeal and cite the advantages of using it. But one company that has combined the striking look of neon, with modern materials and technology, is **The Sign Group** with their NeonPlus range, which combines LEDs with the look of neon.

Graeme Hoole, Production Manager, said: "Our NeonPlus letters/logos give you all the advantages of traditional neon without any of the drawbacks. Because of this, NeonPlus can be used in places that traditional glass neon can't, such as low level displays, uncovered, and at touching height. It doesn't get hot and there's no shock of any kind. All low voltage. It's a dream for creative types that were hindered by the limitations of neon."

.....Continued on page 68



The popularity of neon drove The Sign Group to create their NeonPlus range.

Lighting Feature

Illuminating



They launched it at the start of 2014 and found that the demand has grown rapidly. Because of the impending limitations to be put on mercury based glass neon in 2020, businesses have been looking for alternatives. Through their contractors, the Sign Group have been asked to provide neon signage for all types of common high street retailers as well as, TV and movie sets, music festivals, exhibitions and art installations.

Some of the advantages of NeonPlus

include; low voltage (12v and 24v); very bright; tough and hard wearing; seven static colours and RGB options; and can be DMX controlled and dimmed.

Graeme considers neon's popularity: "Traditional neon was always popular up until five to 10 years ago. It nosedived for general signage then, and a lot of skilled neon fabricators had to go and find other jobs. Then a few years ago when the 'retro' trend came back in, neon became really

popular again. But with only very few manufacturers it seemed to drive the price up, which meant the only neon signs you really saw were the high end expensive jobs. Since then, more fabricators have reappeared, but again because of the impending limitations, it's stunted the rejuvenation which has meant people have looked at alternatives, and landed on our door."

www.thesigngroup.co.uk

Logotech, one of the few companies in the UK that offers neon products, say that neon lighting has been a source of fascination for decades. The craft of neon glass bending has not changed since it began over a century ago, and still remains a rare skill to this day. They make high quality neon and cold cathode tubes for various lighting and display actions, and say they use only the finest materials from the UK and Europe.

They have two Masonlite bombarding machines operating in their neon shop, which has the benefit of being able to produce neon and cold cathode tubes quickly.

Explaining the appeal of neon, Mark Brown, one of the company directors, said: "Neon is bright, eye catching and in a lot of cases a work of art. Neon been around for so long that it has been enjoyed by generation after generation."



Man V Food restaurant gets the neon treatment for full impact.

One family that shares its love of neon through their museum Gods Own Junkyard, is the Bracey family who's Chris Bracey was known as the Neon Man. He has a cult following around the world, and as well as the family sign business creating new neon art, the family have been collecting neon art for decades, much of which can be viewed at their site in east London. Chris passed away a few years

ago and his son Marcus took over to run the 20 strong team that design, make and restore signs. For lovers of neon and vintage fairground lighting, it's unmissable.

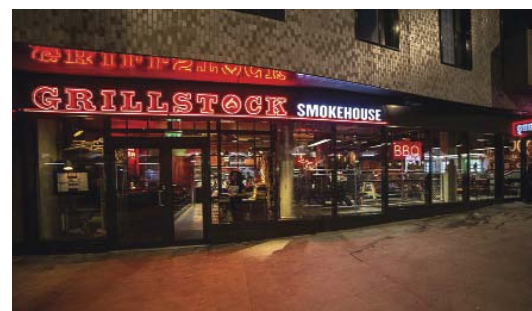
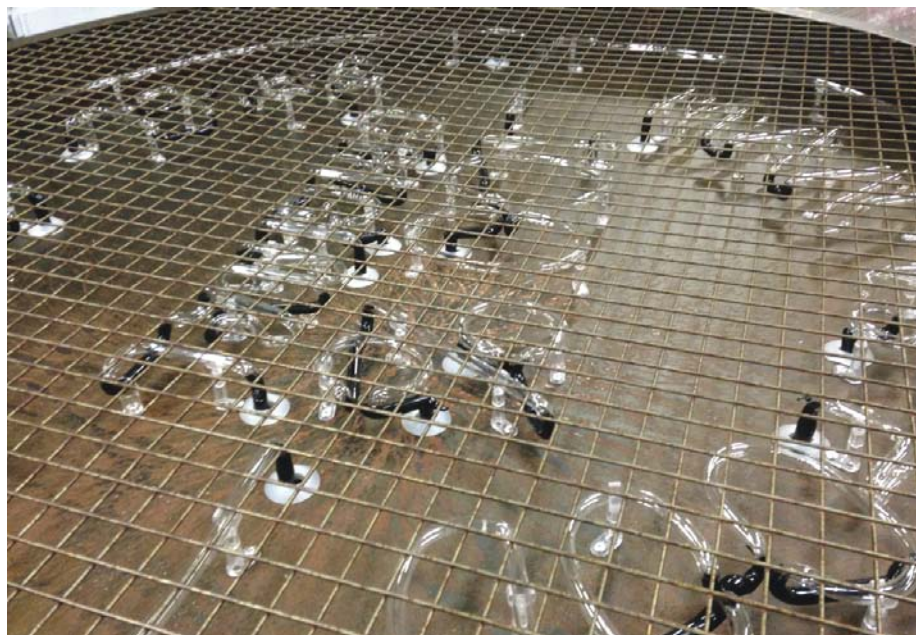
From their website: "Chris has made, installed and collected signs that have appeared behind some of the greatest stars. Tom Cruise in *Eyes Wide Shut*, Johnny Depp in *Charlie and the Chocolate Factory*,

Jack Nicholson in *Batman* are just a few that have appeared alongside the collection. Chris has collected these neon and bulb icons and salvages old neons and architectural advertising from the streets before they disappear forever. Repaired and resurrected, coupled with quirky art and powered up to shine like jewels of light. Icons in their own right, Gods own junk yard where neon never dies."

Logotech have been producing neon for 13 years and their glass bender, Ian Henderson, who is also a company director has been shaping it for 30 years. They acknowledge there are advantages and disadvantages with neon yet there's a huge demand for it. Mark said: "I would say some of the advantages of neon are the even light distribution,

as opposed to potential spotting from LEDs; the colour choices that are available; and the way it can be manufactured to pretty much whatever shape and size you want.

"Disadvantages would be that it needs to be manufactured by a fully skilled tradesman, where as pretty much anyone can fit led; it's made of glass so it increases the



Neon perfectly suits the style of Grillstock restaurant.

risks of breakages and damage; and it is also generally powered using a high voltage supply. Although there is low voltage options now, which seem very popular for certain applications."

Some of their recent work includes producing neon signs for two restaurants, both of which wanted various ideas and designs manufactured from neon and rusted, weathered mild steel. Mark said: "There's no doubt, LEDs definitely have a place in sign manufacturing when it comes to illumination, but as a visual impact, neon just can't be beat."

www.logo-tech.co.uk

We interviewed **BSGA Director David Catanach** about their work with the European Sign Federation to campaign against new health and safety regulations that could spell the end of neon signs as we know it.

Sign Update: What is the legislation that, if gone through, would have limited the amount of mercury used in neon?

David Catanach: These regulations come under RoHS and are a European wide regulation. The thinking behind the legislation is quite sound and kind of un-debateable when applied to mass produced products where the quantities of mercury being used is a very high and potentially dangerous quantity.

But the regulation covered every type of tube manufacture regardless of whether the tube were mass produced or hand crafted, which is what a neon sign is.

SU: Why did the BSGA campaign so hard to keep it as is - what would it have meant for signmakers if the law had changed?

DC: The regulations had already come into effect in 2013. If the BSGA and its colleagues in the European Sign Federation (ESF) had not continued to lobby on behalf of the industry, it would have possibly have been the death knell for neon signs that were not red in colour. For signmakers, they may not have felt that this would have affected their immediate business needs. But their

clients would be extremely unhappy to find that they could no longer expect to be able to specify neon signs in a range of colours and that the industry had allowed this to happen.

SU: How did you feel when you and your colleagues won?

DC: Gaining the exemption and getting legislators to see how their carte blanche approach could decimate the European market for coloured neon signs was hard work; especially getting through to the right department and individuals. There was a sense of achievement and justification of our efforts when we achieved our goals. Our work has allowed for the continuance of non mass produced hand crafted linear discharge tubes or HLDT (neon signs to you and me) But under the Minamata Convention, by the year 2020, the use of mercury will be banned entirely with no exceptions. Our efforts have given the neon sign industry time to come up with a viable alternative that will satisfy the Minamata requirements.

SU: What is the importance/relevance of neon in our industry and the environment?

DC: Designers and customers still specify neon as a product for their signs even though LED products have gained a footing in the sign industry and have most probably out sold neon for some time. That doesn't mean that neon is a dying product as it can

still in certain circumstances out perform LED. For the environment, the amount of mercury used overall for HLDT is tiny compared to the mass produced products which is what the RoHS regulations were designed to cater for.

DC: Without representation for this sort of legislation and regulation, the sign industry could wake up one day and find that they can no longer go about their business or sell products in a way that they used to. Supporting the BSGA by becoming members make sure that at least the industry has a strong mechanism to defend itself and its requirements to design, manufacture and trade. The more resilient we are, the more we can do. Plus there are other benefits in being members of your trade association.

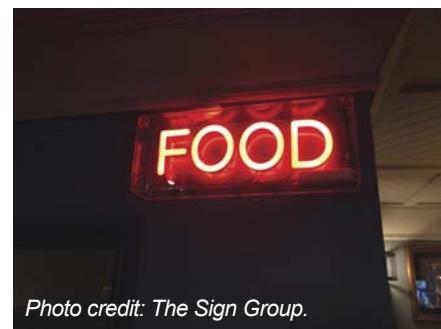


Photo credit: The Sign Group.

New, free Instructional video series from Drytac

Drytac has a new educational resource available for those wanting to know how to stick the printed side of a digital graphic to acrylic. A process known as face mounting, second surface mounting, acrylic mounting, or Plexiglas® mounting. In its newly introduced Facemount® video series, Drytac walks viewers through the process with step-by-step instructions from start to finish.

Divided into four videos, the series covers the following topics:

- Materials required for face mounting
- Preparing acrylic for face mounting
- Applying Facemount to images
- Adhering Facemount Images to acrylic

The benefits of Facemount, Drytac's optically clear, pressure sensitive mounting adhesive used in the face mounting process, are also highlighted so that viewers take note of how effective the material is when mounting to any clear substrate.

Drytac product manager Nate Goodman said: "If you want to better understand how to face mount a digital print or photograph, this video series can show you how



to effectively do it. It also offers several new tricks of the trade that seasoned mounting professionals may not have considered."

www.drytac.co.uk

10 years on and still Nova

Nova Aluminium Systems celebrate their 10th anniversary, having started with four employees, which has grown to 50 today.

Paul Vickery, Director, said: "My founding partner Paul Harvey and I were formerly

employees with a Bristol-based aluminium supply company and are both Bristol born and bred. To establish our company here was a natural decision and has worked well for us."



Paul Vickery (left) with founding partner Paul Harvey.

The brand name "Nova" means "new" in Latin, which seemed very apt when we launched our new adventure, says Paul.

Paul says product knowledge is essential when finding the ideal solution to meet customers' needs, so all their staff have been thoroughly trained in every aspect of the systems we supply. He said: "We are proud of our team; we have chosen well and they have rewarded us with hard work and loyalty. In the summer we will be holding a family fun day at a local rugby ground for all our employees and their families which will consist of fun and games for all. It should prove a very entertaining day!"

"The last 10 years have seen changes to the industry and we have matched those changes with new systems which have proved successful. But classic products that have been part of our portfolio since the beginning such as Novacase, Novatrim and Novaflex, are all very much still in demand, albeit mostly backlit by LEDs these days. Over the next 10 years digital signage will gain ever more momentum. We embrace the new and will always ensure that whatever signage developments come around the corner in the future, Nova will have the perfect aluminium system to house them," says Paul.

Germany claims victory at the Epson World Cup 2015 – on penalties!

12 teams of Epson resellers across the globe came together for a legendary weekend of football, Manchester United Legends and festivities at Manchester United's Old Trafford stadium.

Epson resellers from around the world were brought together to take part in the Epson World Cup football tournament, and to celebrate their sales success with Epson's Workforce Pro RIPS (Replaceable Ink Pack System) business inkjet printer range. The UK and Ireland team consisted of RIPS channel partners including ASL, Bytek, In-Doc, Ingram Micro UK Ltd, Misco UK Ltd,

Printware and Scan DB. The event, which took place at Manchester United's Old Trafford home, fell on the same weekend that Epson and Manchester United announced an extension of their existing global partnership.

Chosen from 15 countries across Europe, Asia and South America, the players arrived at the Hilton Hotel in Manchester in May. Epson's guests were treated to a busy weekend, starting with a special dinner at Old Trafford, hosted by BBC 5 Live presenter Georgie Ainslie and renowned Manchester United stadium announcer Alan Keegan,

who were joined on stage by Manchester United manager Louis van Gaal and assistant manager Ryan Giggs. Manchester United Legend and 1968 European Cup winner Denis Law was also in attendance.

After receiving their kits and taking time to plan their match tactics on Saturday morning, the teams were taken to Manchester United's Aon Training Complex where they competed in four groups for places in the quarter finals. Throughout the weekend, the teams were assisted by Manchester United Legends Quinton Fortune, Dwight Yorke, Ronny Johnsen, Jesper Blomqvist, Bryan Robson, Denis Irwin and Louis Saha who joined them on the pitch.

Sunday was the opportunity for all the teams to step out onto the hallowed turf of the Old Trafford 'Theatre of Dreams', to compete for the Epson World Cup trophy. Each team was led out onto the pitch by a Manchester United Legend before playing 11-a-side games on the full pitch. Games were close and spirited as the teams became swept up in football fever. Some early favourites met with enthusiastic opposition, but in the end there could be only one winner. True to so many full international football tournaments of the past, victory went to Germany in a penalty shoot-out, this time against Italy.

Special mention has to go to Epson's own Ian Cameron, general manager of brand communications, who broke his leg during the tournament, valiantly defending in goal during the group stages while captaining the England & Ireland team.



Epson teams, officials and staff pictured at Old Trafford football stadium.

Avery Dennison strengthens network with new distributors

Avery Dennison has appointed new distribution partners in the UK, Netherlands, and Belgium. The new distributors include Pyramid Display Materials and Quantum Euro-point in the UK and Pantoon NV (Belgium) and Vink Kunststoffen BV Visual Technology Solutions (Netherlands).

"The UK and Benelux markets present substantial growth potential our graphics business in Europe," says Renae Kulis, global director Graphics Solutions.

"The appointment of these new part-

ners complements our current channel to market and positions Avery Dennison as a major supplier in the graphics segment."

She said: "The widened footprint opens up additional segments and channels through which we can better supply customers with the Avery Dennison products they rely on. We are happy to welcome our new partners to the Avery Dennison family."

The new distributors join Avery Dennison's existing distributor network in the UK

of Spandex PLC, All Print Supplies, Victory Design and existing distributor partners Spandex and Papyrus in the Benelux countries. These announcements underscore Avery Dennison's commitment to the European Graphics industry, according to the company. Avery Dennison has also invested in a new, best in class solvent coating asset in its German manufacturing facility, with full production starting later this year.

www.averydennison.com.

Mimaki CJV150 triumphs at European Digital Press Association (EDP) Awards

Mimaki won the European Digital Press Association (EDP) award for 'Best Print and Cut Solution' at Fespa 2015. The Mimaki CJV150 Series brings simultaneous print/cut operations to an affordable entry-level printer at a print speed of up to 56.2 square meters per hour. The award was accepted by Mike Horsten, General Manager Marketing of Mimaki EMEA, at a special awards ceremony held during the show.

"We are delighted to be recognised once again by the EDP for our continuing efforts to bring innovative products to the digital printing market. We strive to develop

solutions that open up new revenue opportunities for our customers and for the industry," says Mike.

"The CJV150 Series is the most versatile printer in our broad portfolio. The new printer series joins one of the industry's largest portfolios of sign and display graphics printers, bringing high performance capabilities to an entry-level printer that is both affordable and compact enough to fit into even the most space-constrained environments."

The CJV150 Series was unveiled in the Autumn of 2014. It's newly-developed stag-



The Mimaki CJV150 printer/cutter.



Mike Horsten, General Manager Marketing for Mimaki EMEA, with the EDP award.

gered printhead delivers a wider print swath and ink drops ranging from 4 pl to 35 pl for "beautiful, high-resolution" printing. Continuous register mark detection enables the continuous cutting of an entire roll of media while simultaneously taking up unrolled media. Zero margin register marks reduce media consumption by eliminating the margins between register marks, for less waste of often costly media.

Every one of the flatbed, solvent and textile printers shown on the Mimaki stand during FESPA 2015 has been a previous EDP Award winner. Mike said: "With 40 years of continual innovation and development to draw on, Mimaki takes enormous pride in being able to show only award-winning products at FESPA."

www.hybridservices.co.uk

GEW wins EDP Award

The European Digital Press (EDP) Association celebrated the winners of their 8th awards giving GEW the trophy for "Best print support tool" for the LW1 LED UV-lamphead, at the 2015 FESPA show in Cologne.

GEW's LW1 lamphead with LED technology is the most powerful UV-curing system for printing and coating applications currently available. In combination with the RHINO electronic power supply LED arrays can attain peaks of 22W/cm² while at the same time achieving life cycles of over 20,000 hours (about 7 to 10 times longer than GEW arc lamps with 2 to 3,000 hours).

GEW (EC) Limited has its headquarters in England with subsidiaries in the US, Germany and India and supplies UV ink curing systems for the printing and packaging industries. Specialist applications include UV-systems for wide web CI presses, silicone release coating, inkjet and industrial applications. The company serves an international customer base with sales, service and support available worldwide 24 hours a day.

www.gewuv.com



GEW's award winning LW1 LED UV-lamphead.

Mutoh Valuejet 426UF wins EDP Award

Wide format printer manufacturer MUTOH has won a prestigious EDP award for its ValueJet 426UF A3+ flatbed LED UV printer as "Best Multipurpose Object Printer". The award was presented to Mutoh at a special awards ceremony held at Fespa 2015. The EDP awards are attributed by a panel of independent and print industry professionals appointed by the European Digital Press Association.

Mutoh Belgium's Managing Director Akio Kotake, who received the award on behalf of Mutoh, said: "We are delighted and proud to see the world wide recognition for our ValueJet 426UF desktop LED UV printer. Recently the product also won an award as "Best New Product" at the International Sign Expo in the US. We consider this award as a recognition for the versatility of our new series of environmentally responsible ValueJet LED UV printers specifically targeted at specialty and industrial short run digital print applications."

The Mutoh ValueJet VJ-426UF is a compact A3+ flatbed 6-colour LED UV printer with integrated vacuum table. Offering a print table area of 483 mm (19") x 329 mm (13"), the VJ-426UF enables direct printing onto objects up to 70 mm (2.75") thick.

The printer incorporates a latest generation piezo drop-on-demand print head offering print resolutions up to 1440x1440 dpi. The VJ-426UF prints on a wide variety of solid materials and objects including ABS, Alu-board, PC, PE, PET, PMMA (acrylic), PP, PS, PVC and glass.

The machine comes standard with dedicated Mutoh printer installer and driver software for Windows XP, Vista, 7, 8 and 8.1. As well as a Mutoh proprietary layer management software

to facilitate the adjustment of white, varnish and colour separation and start with object printing without in-depth knowledge of colour management and separations.

www.edpassociation.com
www.mutoh.eu



The award winning Valuejet 426UF flatbed printer from Mutoh.

A sign of the times: Roland DG and Sabur Digital Ltd

Roland DG recently confirmed it has built on its dealer relationship with Sabur Digital Ltd. The digital textile and sublimation printing specialist is adding to its Roland DG machine portfolio with the VersaCAMM SP-i and VersaCAMM VS-i ranges of eco-solvent wide format printers.

Dean Sanger, Managing Director, Sabur Digital Ltd said: "We have had a great

relationship with Roland over many years. We started by promoting and selling a range of Roland machines for the sublimation market from the SOLJET PRO 4 XF-640 and VersaArt RE-640 to the more recent VersaExpress RF-640. And we added the Texart RT-640 dye sublimation printer to the portfolio at the start of this year.

"Now, with the addition of the Ver-

saCAMM SP-i and VersaCAMM VS-i print and cut ranges to our portfolio, we have a comprehensive offering to take to market in the broader signage sector, an area we believe offers the company significant opportunities for growth."

Mathew Drake, Business Manager Roland DG said: "It's a very exciting time for Sabur and at Roland we are very keen to play a role in helping them expand their business into new areas of the signage market. Sabur is well respected for its technical expertise and commitment to the highest levels of customer service in the digital textile sector."

"As a business, we've grown exceptionally well over the past few years on the back of the textile industry gradually waking up to all the possibilities digital printing can offer. The expansion of our Roland machine portfolio to incorporate the VersaCAMM range puts us in the perfect position to continue to expand the business into new, related sectors of the signage industry," says Dean.

To celebrate the expansion of the Roland DG product portfolio, Sabur have recently opened what Dean says is the largest Roland dealer showroom serving the north of the country.

www.rolanddg.com
www.sublimationinks.com



Sabur's new show room in the north.

PressOn relocates to new premises

PressOn, the large format digital printers, has moved to larger new premises in Chatham, Kent. The move follows the rapid growth and expansion of the business in the past three years, says the company.

Since 2011 PressOn has invested over £900,000 to "revolutionise" the business, resulting in a 37 per cent increase in turnover in the past three years. Investment has included the purchase of the world's first HP LX3000; Europe's first HP LX360; an EFI VUTEK QS2 Pro; a Kongsberg iXP24 digital cutting table; a Supracoater liquid laminator; and most recently a Solent TexSewPro for automated stitching.

The new modern facility offers a much larger area of usable space for print and finishing equipment and storage, totalling over 10,000 sq. ft. The space has enabled joint



founding MD's Andy Wilson and Nigel Webster to realise a vision of working with a logical and linear production process. This has enabled PressOn to speed up print production and finishing times and so increase capacity.

Andy Wilson said: "We'd just outgrown the site in Rochester and were getting frustrated. The new site is a vast airy space and a great environment to work in. We've already seen improved efficiencies through streamlining. We're also raising the bar on technical excellence, by giving the team time to push the machinery we have to its limits. We're testing constantly and experimenting so we can offer our customers innovative print. That's a key focus for us for 2015."

Nigel Webster said: "One of the unexpected changes we've seen in the new premises is the effect on the morale of the team. Previously we were all in separate offices and buildings so sometimes things got disjointed. Bringing everyone together in the one space has been great; improved communication and problem solving from the team was obvious within days of moving."

Two signs collapse in Tooting in 24 hours

Tooting in South London was the scene of two serious incidents involving signs.

In the first a 4-tonne digital advertising billboard operated by Clear Channel fell from the side of a building during morning rush hour and pinned a woman to the ground. Witnesses said she was "lucky to be alive". She was taken to St George's Hospital in Tooting where, it was reported, she was treated for hip and leg injuries.

Later the same day a fascia sign installed above a stationer's shop just yards away, crashed to the ground narrowly miss-

ing two pedestrians.

In the first incident, the digital billboard has only been installed on the wall above a charity shop for a couple of days and had replaced a wooden hoarding which had been in place for some years. Owners Clear Channel have launched an investigation into the accident and are also carrying out checks on 39 other sites in the UK.

Local councillors in Tooting called for safety checks on signs and billboards throughout the area following the second accident.

David Catanach, Director of the BSGA,

said that the two accidents in Tooting were the latest in a spate of incidents involving signs. He said: "It is not for us to speculate about the causes of these accidents – the statutory authorities will determine the causes."

"However, both incidents highlight once again the vital role sign makers and installers have in protecting the public and the BSGA will continue to campaign for the highest standards in sign design, fabrication, installation and maintenance."

"Our thoughts are with the lady who was injured and we wish her a speedy recovery."

New health and safety app

Safety Apps Ltd have created the Risk Assessor application for businesses to quickly and easily do risk assessments on a job. After the initial release of the app, which proved to be a "huge success for SMEs", they released it as a cloud management site.

Businesses can set up a company cloud account, where thousands of users can carry out risk assessments and upload at the click of a button. Other features include:

- Create your own Business Hazard Library and roll out to every user.
- Keep an eye on upcoming assessments with the dashboard calendar.
- Add users and groups to your account and specify access rights to specific folders.
- Download other peoples risk assessments straight to the device.

The Risk Assessor App, released for Android and iOS in July 2014 has "hit the ground running". With 22,000 global users their customers are growing fast, says the company.

A typical day will see new users in UK, USA, Australia, New Zealand, South Africa and China.

Safety Apps says there is no other product like it. James Boatwright, Managing Director, said: Every business needs to take health and safety seriously, and every individual within that business. The app has made it very easy to produce the report, and cuts out the paperwork. The risk assessor can now produce the report on site and simply send it straight through to the office."

They are a finalist in in the BSif Innovation in Safety Awards; the winner will be announced during Health and Safety Week at the Safety and Health Expo, London.

Some of the features

- Your report is created as an A4 PDF, personalised with your company address and logo
- The risk assessor's name and signature are featured on the report
- The score is worked out for you
- The hazards, controls, likelihood and worst case scenario are presenting in a neat and easy to read way
- You can add the site's photo to the report



James said: "Our target market is now every business on the planet, both big and small. The principles of risk assessment are always the same and the user has full control over the data they enter. We're on a mission to be used in every country. With 60,000 people using the search term "risk assessment" every month; there's a large customer base."

Who are Safety Apps Ltd?

Up until 2015 all intellectual property was owned by Boatwright and Egan Ltd - the company that owns Bigprinting, Bigsignage and Bigcreative. With its immediate success the owners decided to split the company and created Safety Apps Ltd. Safety Apps benefits from the staff at Boatwright and Egan, along with their marketing, design and print expertise

www.riskassessor.net

Local students discover digital print at Hybrid Services

Mimaki's UK and Irish distributor, Hybrid Services has played host for the second year running to graphic design students from its local educational institution, South Cheshire College. After a complete showroom rebrand from students in 2014, this year the 16-18

year olds were given an exclusive free run of Hybrid's showroom. As well as the complete sign and graphics and industrial products portfolio of Mimaki printers to create finished products from their own designs.

Hybrid's national sales manager for

Sign & Graphics, John de la Roche said: "We are proud to continue to be a learning partner to South Cheshire College and it is a great opportunity for us to give experience in wide format printing to the next generation of designers who may be coming up into the industry over the next few years. It's important to do our bit to preserve the future of print and show young people exactly what the current Mimaki technology is capable of, and what this means for them in graphic design terms."

The Mimaki showroom at Hybrid is held within its headquarters in Crewe, Cheshire and is home to wide format printers and cutters, such as solvent, UV, latex and SUV ranges. The students brought their own designs along and, under the watchful eye of Hybrid's print technicians and training team, worked through the entire printing process; from Mimaki's Rasterlink RIP package through to printing and finishing.

Assistant Director for the Arts and Media at South Cheshire College, Laura Sumner said: "It has been a great opportunity for the graphic design students to see their ideas through to an end product. They have gained tremendous perspective from the experience at Hybrid and it has given them confidence to think further about where design can take them, especially in relation to the printing industry."



The graphic design students from South Cheshire College show the results of their time at Hybrid.

Innotech launches new visual identity

Innotech Digital & Display have rebranded their company. The rebrand follows a period of "rapid expansion" for the business and includes a fully updated website with the new visual identity.

Kieran Dallow, Marketing Manager at Innotech said: "We have enjoyed expedient growth, in terms of new business and product development. With the company evolving so much as it has done, we felt the need for our current identity to match who we actually are."

"The needs of our clients and their cus-

tomers are always at the heart of what we do. They're the ones that shape our product range and our approach to service.

Our new branding is a much better reflection of our commitment to serving our customers, as well as our company's progressive, forward thinking culture, that is always on the lookout for new ideas and opportunities to stay at the cutting edge of the market."

The new brand is being launched alongside their new catchphrase; "Everything you need. Nothing you don't". They feel

INNOTECH

DISPLAY + MEDIA + INK

this expresses their commitment to providing products that are relevant and useful to their customers, whilst providing a personal service to every client.

www.innotechdigital.com

New Owner for Stockport sign makers



New franchisee Mark Glover.

Signs Express (Stockport) has been sold and is under new management. Mark Glover recently joined Signs Express as franchisee of the sign making centre which is based in Denton near Stockport.

With a career history in sales and management, Mark saw Signs Express as the "perfect opportunity to run his own business" and he has already employed more experienced staff to help bolster the team and assist with work turnaround.

Signs Express Stockport has built its reputation on "providing expertise in signs and graphics production and fantastic customer service" in and around the Stockport area.

Mark is extremely excited about his new venture and said: "A franchise with Signs Express seemed like too good an opportunity to pass up. It came on to my radar

at just the right time, I was in a position to invest in my own business and after meeting with the team at the franchising headquarters in Norwich, it soon became apparent that the staff and company as a whole all shared my ethics and commitment to continued improvement in all aspects of business.

In my previous career I was involved in the specification of health and safety signs and so understand how vast the market place is for signage and graphics. I'm very excited about working with the team in Stockport. Their knowledge and experience is second to none and their passion for what they do contagious! I am really looking forward to this next chapter and continuing to grow Signs Express (Stockport) with the team in to the region's most knowledgeable, reliable and expert sign makers."

BrightSign scores double success at the international Digital Signage Awards

BrightSign, LLC®, who make digital signage players, twice at the International Digital Signage Awards (known to friends and supporters as the Doohdas).

The new BrightSign 4K Digital Signage players were named Hardware Innovation of the Year, and BrightSign was named Manufacturer of the Year.

The judges summarised their voting: "BrightSign is making it easy for the market. Their affordable, reliable and easy to use solid state player technology plays a significant role in driving increased adoption of signage in markets around the world. As the industry changes over to 4K display technology, BrightSign continues to address the full

spectrum of market requirements with their new range of affordable players. The BrightSign team is a worthy winner of these two awards."

Jeff Hastings, CEO of BrightSign, said: "We are delighted to receive this independent recognition of not only our new and market leading 4K players, but also of our achievements as a company. We are passionate about our players and our technology – and it is a great honour to receive this prestigious award.

BrightSign offers the most comprehensive portfolio of digital signage media players in the company's history. Its 4K players were the first and are still the only players to

deliver a true end-to-end 4K solution. BrightSign also launched its new BrightSign LS product line, a pair of affordable, full-featured devices for commercial audio and price-sensitive digital signage applications."

About the Doohdas

The International Digital Signage Awards (Doohdas) are impartial, independent and objective and their aim is to seek out examples of the world's most excellent digital screen media projects, creativity, content and technology and to reward them publicly.

www.doohdas.com
www.brightsign.biz

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Applelec offer new LED training course to signage industry

Bradford based trade sign supplier, Applelec, is holding LED training courses for the signage trade at its Bradford and London showrooms.

The entry level course will give participants a "superb" grounding in the basics of LED illumination for signage; and is suited to everyone from sales staff to production

teams. The simple to follow, technical and practical workshop aims to "erase any fears" talking about or working with LEDs. The course covers areas including general and technical information about LEDs; which LEDs suit specific projects; and information on wiring and assembly.

Fast Signs Manchester's Nicky Metcalfe attended an LED training day and said: "The Applelec training course was excellent. It was a good mix of theory and practical learning and I am now a lot more confident in speaking about illumination with customers. I'd recommend it to anyone in sales or production."

Andy Armitage, Applelec's business development manager, will be holding workshops monthly at the Bradford head office showroom and at the company's London showroom at the Business Design Centre in Islington.

For further details on the course or to book a place, please contact sales director Sam Armstrong. Email: sam@applelec.co.uk or phone 01274 774 477.



Surge in enquiries leads expansion for Zünd UK

Zünd UK has expanded its sales team with the appointment of new Sales Account Manager Greg Heather, following a "significant increase in enquiries".

Greg moves to Zünd UK from Esko, bringing with him many years of experience and a solid reputation in the sign and display and packaging sectors. In addition to these markets, he will be working with customers in the composites, textile and leather industries; covering the full reach of Zünd's digital cutting technology.

"We're delighted to welcome Greg to Zünd UK," says Peter Giddings, Sales Director, Zünd Plotting Systems (UK) Ltd.

"He has a wealth of expertise in the graphics and packaging sectors and I have no doubt he will transfer this knowledge base to the many other markets we cover."

"We've had an influx of enquiries and orders over the past year and Greg is ideally suited to ensuring that new and existing customers, from a range of fields, receive the best service and find the perfect solution to meet their needs."

New Sales Account Manager Greg Heather said: "I am very pleased to be joining Zünd UK. The company has a very impressive and innovative approach to the market requirements, the flexibility of the equipment offerings is excellent and I am excited to part of that for the future."

Based centrally in Rugeley, Staffordshire, Greg will cover sales in the Midlands, North-West England, Wales and Ireland.



Greg Heather joined Zünd UK as Sales Account Manager in mid-May.



Kall Kwik director, Christine Herbert, planting trees in Heartwood Forest.

Carbon capturing success

Oxford printing company Kall Kwik have captured an "outstanding" 7,744kg of carbon dioxide after teaming up with the UK's leading woodland conservation charity the Woodland Trust.

Kall Kwik offers a complete design and print service for business including short run digital output and large format posters and banners. Earlier this year, Kall Kwik director Christine Herbert took part in a Carbon Capture tree planting day in Heartwood Forest, where more than 3,000 trees were planted at a site that is the UK's biggest continuous new native woodland.

Christine said: "Many believe that paper products are not environmentally friendly because the manufacturing process involves cutting down trees. Our industry has always been one of the most active when it comes to green issues."

"By sourcing trees from properly managed forests and then balancing the carbon emissions created during the paper making process through helping to create new native woodlands, significant amounts of carbon are removed from the atmosphere and stored."

www.kallkwik.co.uk/oxford

Changes to apprenticeship standards in 2018

The BSGA is asking the sign industry to take part in developing the new apprenticeship standards for the sign industry that will replace the current standards in 2018.

BSGA Director David Catanach has been tasked to gather together a minimum of 10 people who are prepared to engage with the setting up of standards that are appropriate for apprentices' and employers' needs.

David said: "This will cover England only (for the time being) and the Government has handed the development of the standards required down to the employers of the

relevant industry – hence why Cogent (the Sector Skills Council for the sign industry) are asking the BSGA and Sign Companies to be involved. Which is an ideal opportunity to for the industry itself to ensure a suitable standard for the framework.

"To kick start this off, Cogent are asking if I can gather together a minimum of 10 people to bring to a meeting room at Cogent located just off the M6 in Cheshire south of Manchester."

It is understood that Cogent's plan is to first gather feedback on developing the standard and then move forward in creating the

standard with the help of the BSGA and those participating. This would be the industry's only opportunity in making any necessary changes in the current programme, to make what is launched in 2018 relevant to the industry, employers and apprentices.

David said: "The first step is to get names of those willing to participate. There are no restrictions other than being able to travel to Cheshire for the first meeting which will be held in July 2015."

If you are willing to participate, please contact David on d.catanach@bsga.co.uk or phone 0845 338 3016.



Councils urged to tread carefully on signage

LOCAL authorities are being warned to stay on the right side of the law in the battle to keep traffic on the move.

New guidance laid down by the Department for Transport (DfT) spells out the legal requirements for variable message signs. And councils are being urged to ensure all roadside units capable of displaying changing text or pictograms make the grade.

Brian Lyus, of the Association for Road Traffic Safety and Management (ARTSM), said: "Increasing numbers of authorities are now using digital signs to get their message across. But compliance and quality can sometimes be neglected in the face of price pressure. Guidance issued by the DfT recently spells out the requirements for variable message signs laid down in the Traffic Signs Regulations and General Directions 2002 (TSRGD).

"It's a reminder that councils must

tread very carefully to ensure they don't break the rules."

Variable message signs hit national headlines last year when a unit showing a temporary speed limit was found to contravene the DfT guidelines.

Mr Lyus says traffic displays must conform to the regulations or those using them face the risk of non-compliance and the creation of an unenforceable sign.

He said: "Some councils may still be unaware of legal requirements for the form of the displays as well as the messages, fonts and colours to be used on UK roads. And permanently-installed variable message signs must conform to EN 12966 and be CE marked. It's obviously important to get signage right, both for maximum prominence and from aspects of safety and compliance."

The DfT Traffic Advisory Leaflet spells out requirements for the signs on aspects in-

cluding form of display, sign housing and messages.

And David Skinner, of Rennicks UK, believes anyone involved in the delivery of services for the road network should familiarise themselves with it.

He said: "The guidance enables local authorities and other highways operators to clearly see their obligations when it comes to signage. There's no longer any ambiguity and, as the requirements are laid down in black and white, there's also no excuse for getting it wrong. Our signs are a significant step forward in terms of technology and yet, importantly, they're all fully compliant with DfT guidelines.

"Ultimately, it's our customer who controls the displayed message, but at Rennicks, we also offer advice surrounding the lawful creation of road traffic signage."

www.gov.uk

Mimaki deals this summer

Hybrid, Mimaki's UK and Ireland distributor, has offers on their UJF flatbed LED UV printer and their integrated printer/cutter.

They offer up to £4,000 cash back if you buy a Mimaki UJF flatbed LED UV printer, which is available on the full UJF range. The promotion is valid until 28 August 2015.

Hybrid's national sales manager for

Industrial Products, Stuart Cole said: "Mimaki has a strong industrial products range, benefiting from the many financial and environmental advantages of LED UV technology. It's vital that any investment made in a UV curing printer is made with one that uses future-proof technology, and Mimaki's LED UV printers are as cutting edge as they come."

The Mimaki CJV150-75 is the new "class leader" for 75/80cm wide printer/cutters, which Hybrid are selling for £6,995 + VAT until 31 July 2015.

If you're investing in a printer/cutter this summer, make sure you zoom into action with the new Mimaki CJV150-75, says Hybrid.

www.hybridservices.co.uk



Hybrid services are offering up to £4,000 cash back on the full UJF range.

Impact Graphic Solutions ditch 0845 number

To save customers money due to the cost of phoning 0845 numbers on mobile phones, Impact graphic solutions have changed their phone number to start with 0345. They are keeping the last few digits as before but replacing the 0845 with 0345.

They explained: "As with calls from landlines, when you call 0345 from mobile, you must, by law, not be charged any more than the cost of the same call to a landline. Essentially you can think of 0345 numbers as being exactly the same as calling a 01 or 02 number. Where your mobile contract has a number of "free minutes" then these will be used when dialing a 0345 number and no additional charges will be accrued. You should check with your mobile phone operator as to call charges before calling if you are unsure as it can vary depending on when you call (daytime, evenings and weekends can all vary in cost)."

Their new phone number is 0345 470 2020.

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FESPA 2015

Visitor numbers up at this year's show

FESPA 2015 Global Expo (18-22 May 2015) drew its largest total audience ever, with 43775 visits to Koelnmesse over the five days of the show. This is an increase of 17 per cent compared with the previous flagship FESPA event in London in 2013, says the organisers.



The combined event attracted 23137 individual (unique) visitors, with the majority staying at the show for more than one day, resulting in the highest ever revisit rate for any FESPA event.

The speciality print hosted more than 750 exhibitors under four distinct event brands: FESPA 2015 (screen, digital and textile printing); FESPA Fabric (garment printing

and decoration); European Sign Expo (non-printed signage); and Printers (printed interior décor).

FESPA 2015 Global Expo also offered visitors an Educational Hub; Sign Hub; Wrap Cup Masters vehicle wrapping area; 3D and Industrial Print Showcases; a gallery of FESPA Awards entries; and the new Printers conference.

An increased emphasis on textile applications such as soft signage and garment printing was notable throughout the halls of FESPA 2015 Global Expo, says the organisers. This was reinforced by the publication on of the six directional trends emerging from FESPA's global Print Census, one of which was the rise of textile applications as a means of diversification for print service providers.

FESPA CEO Neil Felton said: "This was the most colourful, most comprehensive FESPA event we have ever delivered, and printers from all over the world touched down in Cologne, ready to discover their universe of print. This record attendance is an unmistakable signal of the renewed energy, optimism and engagement of our global community of suppliers and service providers.

"The fact that so many visitors committed more than a day to the show reflects the vast spectrum of innovative products and applications that were there to be explored, and cements FESPA's reputation as the most comprehensive global event for wide format and speciality print."

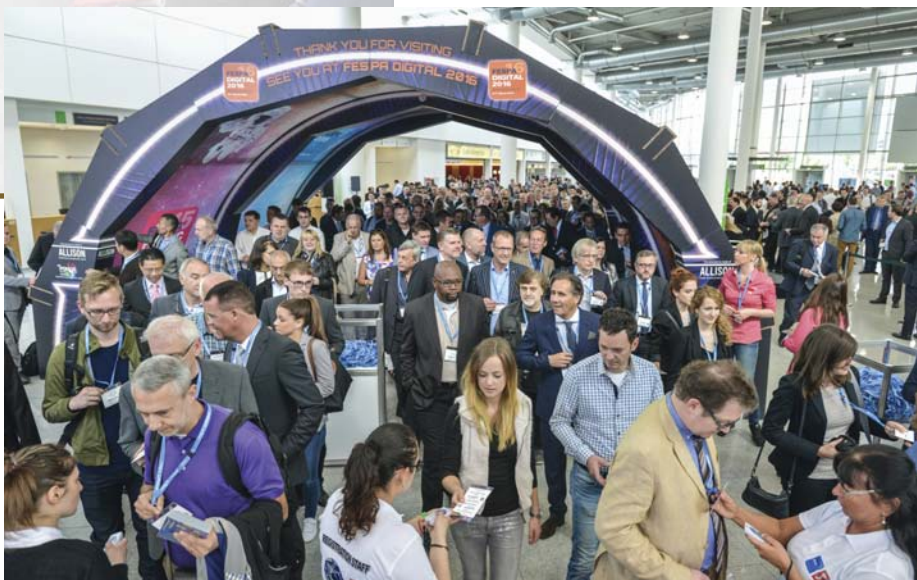


Some exhibitor testimonials

Antalis

On the Antalis stand, we've displayed lots of new products from our recently extended range of Coala products. We've shown live wall applications and received a very good response from visitors, customers and also end users of the products. The show has an international reach, but it's great for us to be exhibiting for the first time in Cologne as we are based nearby and found our connections are working very well for us.

Marius Knudsen, Product and Marketing Manager, Antalis GmbH



Avery Dennison

There's been a great buzz at FESPA 2015. The market is healthy and growing and we've had very positive feedback from visitors excited about the opportunities in wrapping. FESPA enables us to engage signage companies from around the world with the possibilities of wrapping.

Eric Ide, Global Segment Director Wrapping Films, Avery Dennison Graphics Solutions



AXYZ

FESPA is always a great show and this year didn't disappoint. A fully supportive FESPA team made the show extremely easy for the exhibitors, whilst the huge footfall made it the perfect opportunity to launch our latest product. The Trident Series, the most versatile router-knife combination in its class, with a new twin head knife unit and faster knife processing received great reviews from our dealers, customers and potential prospects worldwide.

Robert Marshall, VP Market Development, AXYZ International

Brett Martin

FESPA exhibitions are proving to go from strength to strength, attracting the right audience and creating a strong pull for any new or existing distributors and printers. We are pleased with the number of prospective clients from emerging markets that visited our stand, and look forward to continuing the positive discussions with them in the coming weeks. For Brett Martin, FESPA is a must-attend exhibition.

Duncan Smith, Sales Director, Brett Martin

Mimaki

Just when you thought FESPA could not get any better, it did! We have enjoyed unprecedented interest in our 270m2 booth, adorned with applications, samples and solutions including the new TS300P-1800 inkjet printer. The cherry on the FESPA cake was receiving an EDP award for the whole Mimaki CJV150/300 series as best print and cut solution on the market.

Mike Horsten, General Manager Marketing EMEA, Mimaki Europe



www.fespa.com

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| □ Huge archive of original decals, back to 1920's | □ Design, development and proof work |
| □ Customer base - trade and retail | □ Branding for artisan small volume frame builders. |
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In the production area, they will need to be able to run 2 large format printers and vinyl cut machines, some lifting involved to load/unload media.

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Display Signs Group

Senior Sales Representative

Uxbridge

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Typical target clients:

- Construction companies
- Facilities management companies
- UK blue chip (offices and plants)
- Healthcare & Education (private and public)
- Local government
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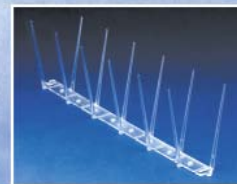
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www.applelec.co.uk
Trade suppliers of proven LED lighting solutions and manufacturers of the flat lighting unit, LED Light Sheet. Energy efficient, award winning LED lighting modules in a variety of colours including RGB (colour changing) are available for both indoor and outdoor applications. Applelec offer unrivalled service and after sale technical support for our LED solutions to ensure customers receive continued assistance.

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

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

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Fax: 01482 380901

sales@browningstld.co.uk

www.browningstld.co.uk

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

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Fax: 01903 750444

sales@simplexltltd.com

www.simplexltltd.com

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

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malcolm@mirrortechology.co.uk

www.mirrortechology.co.uk

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www.signscape.co.uk

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

SIMPLEX LTD

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Park, Lancing, West Sussex. BN15 8TH

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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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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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Fax: 0117 955 7518

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www.ward-signs.co.uk

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

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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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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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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.

BROWNINGS LTD

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www.sign-holders.co.uk
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Fax: 0141 774 6653

sales@insightsignsystems.com

www.insightsignsystems.com

Insight is a trade only manufacturer, offering a made to measure service, with in-house powder coating. A 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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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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GREEN MAGIC CO. UK LTD

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

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Fax: 01489 895899

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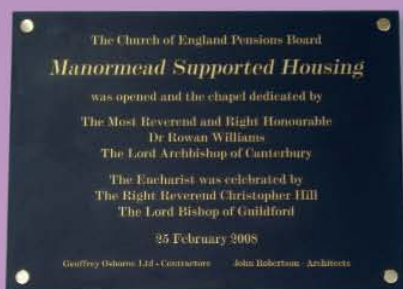


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