

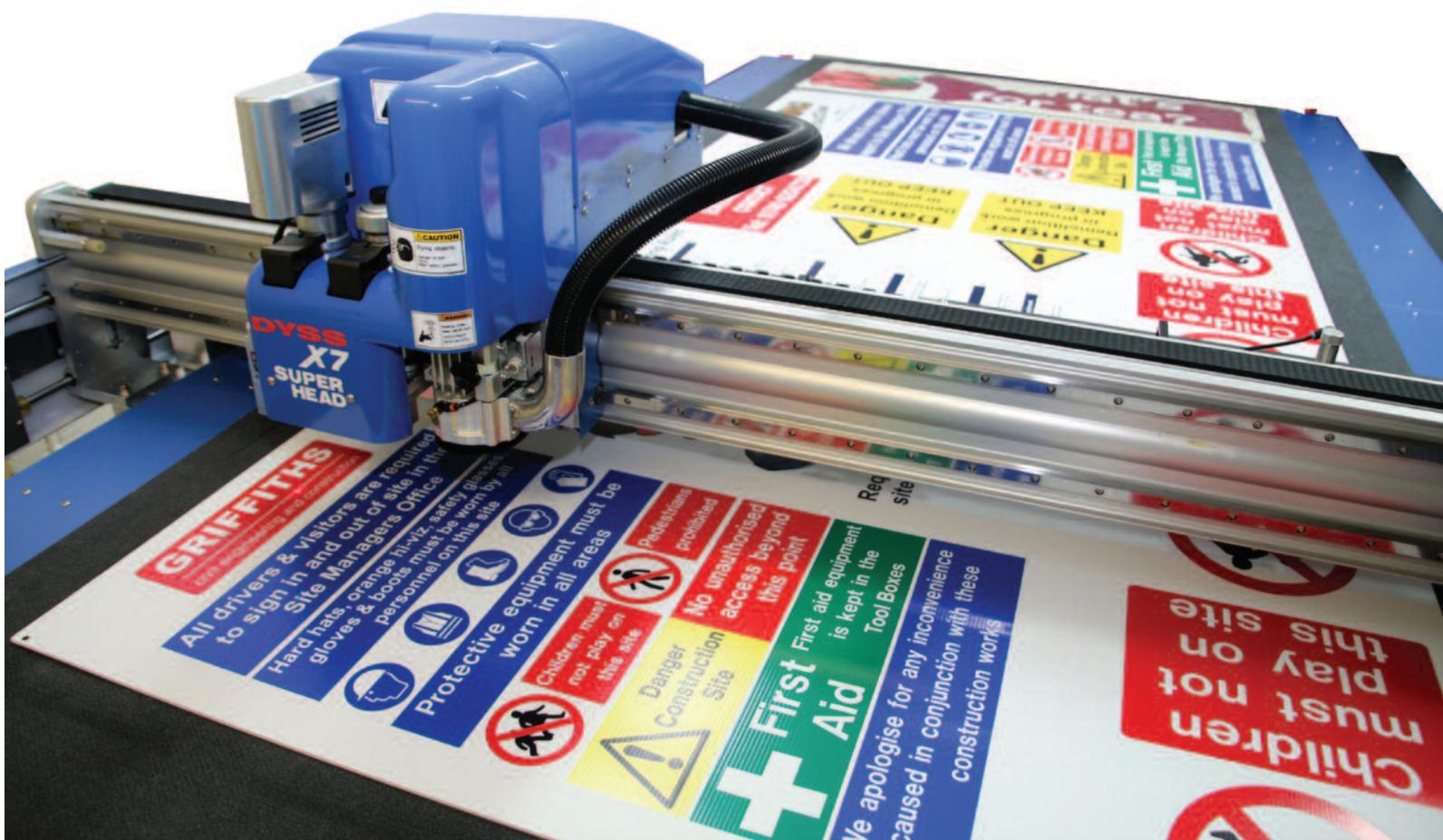
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Advertising Manager - **Martin Hinchliffe**.....Tel: 01784 605 601
email: martin@signupdate.co.uk

Editor - **Kathryn Johnson**.....Tel: 01784 605 602
email: editor@signupdate.co.uk

Features Editor - **Jemima Codrington**Tel: 07772 516 227
email: jemimac@signupdate.co.uk

Graphic Design - **Tony Hinchliffe**.....Tel: 01784 605 601
email: tony@signupdate.co.uk

Accounts - **Linda Hinchliffe**.....Tel: 01784 605 601
email: linda@signupdate.co.uk

Publisher - **Roger Hinchliffe**.....Tel: 01784 605 601
email: roger@signupdate.co.uk

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

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

Subscriptions Department, Sign Update Ltd., Allens Orchard, Chipping Warden, Banbury, Oxon OX17 1LX

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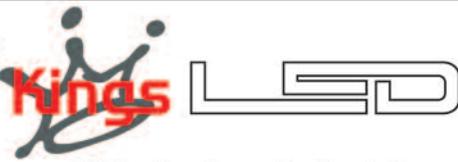
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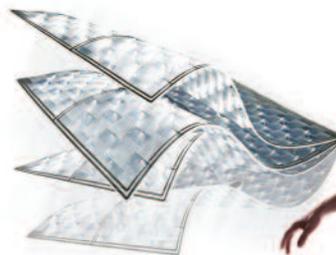
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WELCOME Page

The next generation

Ours is an industry that largely keeps an eye on the future; whether that's developing new technology, or launching new, better products. But just as important, is who are the sign makers of the future? What are we doing now to encourage, nurture and pass on valuable skills? Obviously there's no suggestion that experience doesn't count, and there are so many successful businesses who have been doing this for decades. Just there seems to be a lack of interest from the younger generation to enter the industry; who are not likely aware of the many facets, and the scope, of this work. Our Education and Training examines this issue, and looks at how some businesses are supporting those to make sign making a career. The feature also looks at what training is available, and how important these courses are to give you the edge in a thriving, busy industry.

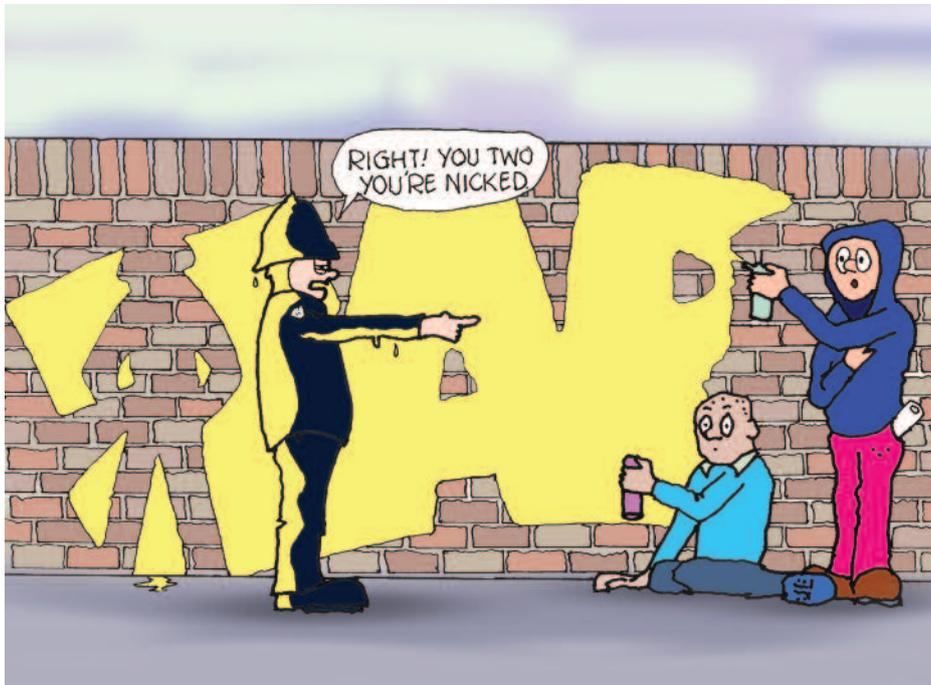
And speaking of busy, there is a feast of new products in this issue to sink your teeth into, with more choice than ever. Clever upgrades make products look and perform better, and more efficiently.

Lots of fun in Project news, such as the engraving of sill plates on a MG Abingdon Edition; gilding on glass; a parade of elephant sculptures; and an art installation using the Wandlite tube LED system. If you'd like your projects featured please get in touch, we do love seeing what you're up to in your work.

Lots of tips and advice in our Routing and Engraving feature, which looks at both CNC and laser cutting, and how to get the best out of the technology.

Till the next time...

Kathryn



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PRODUCT News

New film for interior decoration

APA has launched a new film range dedicated to interior decorations, which is an "ideal" solution for renovation.

APA has created four film categories; COVER, CREATIVE, PRINTING and WINDOW. Each of these easily adapts to any type of surface, such as furniture, white goods, walls, partitions, floors, glass panes and shop windows, says APA.

The COVER range provides hard coated vinyl films, which offer "excellent coverage and a high degree of surface resistance, ideal in conditions prone to scratches and strikes".

The CREATIVE range provides a high degree of conformability and softness, suitable for a full-scale covering of flat and shaped surfaces, as well as for wrapping applications.



Both the COVER and CREATIVE ranges have the B-S2-D0 fire-resistance classification.

The PRINTING range consists of self-adhesive film and paper to be used with solvent-based, latex and UV inks.

The WINDOW range features coloured, frost and sandblast transparent films for high-quality graphics and decorations, glass panes, shop windows and mirrored surfaces.

The WINDOW range features Solar&Safety film, to protect against the sun's rays and breakages.

"A passion for excellence and technological innovation are the main factors that make the new interior design range by APA a perfect solution for a renovation with style and personality," says a spokesperson.

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PRODUCT News

Coming in for a smooth finish for wrappers

Arlon's recently launched DPF 6100XLP digital print wrap film is set to make vehicle wrap installations even speedier, says the company

The gloss white cast film comes with Arlon's new XLP low profile X-Scape air release technology, which makes it easily repositionable to allow "quick and easy bubble free application".

"The outstanding feature of DPF 6100XLP is its excellent bonding characteristic and conformability around rivets, channels, contours, complex curves and recesses, making it particularly suitable for commercial vehicle wraps," says a spokesperson.

DPF 6100XLP is compatible with a wide range of printing systems, such as latex, solvent, eco-solvent and UV printers.

Arlon DPF 6100XLP is available, alongside the entire Arlon DPF 6000 Series range from William Smith ex-stock, in full rolls and kits with same day despatch offered on orders received up to 6.00pm.



www.williamsmith.co.uk

The features of the new Arlon digital wrap film include excellent conformability and bonding.

T.One™ from TheMagicTouch

TheMagicTouch introduce a new and unique transfer paper that is considered a "game changer" for the image transfer garment decoration business.

The new T.One™ transfer is a "one-step" coated paper for use with the TMT/OKi white-toner printers. The paper involves no cutting, weeding, and more importantly leaves no residue on the finished garment or textile. The product has been marketed over the past four months to the existing "White-Toner" users in over 25 countries, and has been an "outstanding success".

T.One™ transfer paper enables the

user to print full colour (including white) designs to any pastel, white or non-dark garment/textile regardless of colour or composition. This includes cotton, polyester, denim, soft-shell, polypongee and most performance fabrics.

The new paper is an addition to the existing transfer paper range and complements the existing "two-step" WoW transfer process that continues for all black and dark colour garments/textiles, due to the higher white opacity requirement.

The T.One™ process is quick and easy with heat press application as low as 140°C



to avoid any scorching or heat press marks on the garments. The printed transfer is then sealed using the supplied silicon sheet for outstanding wash durability and great feel, says the company.

The TMT/OKi white-toner printer with the incorporated SpaceControl RIP software offers a vast range of product applications onto many different substrates including dark mugs, PU surfaces, metal, wood, board and even human skin.

TheMagicTouch also offer metallic foils that are applied direct to the printed T.One™ transfers. This enables complex and detailed metallic effects to be produced easily, and again removes the need for any cutting or weeding.

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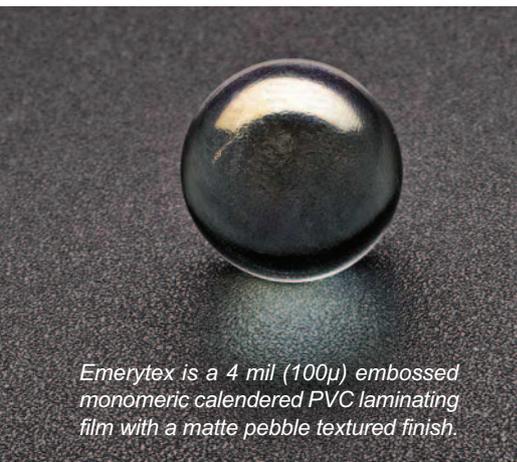


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Drytac Europe's enhanced laminating film for indoor and outdoor applications

Drytac Europe has announced the immediate availability of its enhanced Emerytex® laminating film, which offers "superior" anti-slip qualities, scuff resistance, and protection from UV degradation for both indoor and outdoor graphics applications.



Emerytex is a 4 mil (100µ) embossed monomeric calendered PVC laminating film with a matte pebble textured finish.

Emerytex is a 4 mil (100µ) embossed monomeric calendered PVC laminating film with a matte pebble textured finish. The improved Emerytex has an HSE R11 slip certification and offers even better slip resistance for floor graphics, says the company.

As well as floor graphics applications, this textured laminate film is ideal for tradeshow graphics, POP displays, mouse pads and all other signage applications where a scuff-resistant finish is required. Both the film and adhesive contain UV stabilisers, which protect against UV degradation for up to three years outdoors.

Coated on one side with a pressure-sensitive, solvent acrylic adhesive that is protected by a smooth high quality white moisture stable release liner, Emerytex has a clearer matte finish which is perfect for darker coloured printed graphics – especially those incorporating true black.



A roll of Emerytex® laminating film, for indoor and outdoor graphics.

Steve Broad, Drytac Europe's Sales Director, said: "Emerytex is a high quality, versatile laminating film. With its UK Class 0 Fire Rating, it is also perfect for applications in public areas that require compliance with strict fire regulations, such as airports, hotels and hospitals."

www.antalix.co.uk
www.drytac.co.uk

Spandex adds two new ImagePerfect products to its range

Spandex, who supply solutions to the sign, architectural and display industries, has added two new ImagePerfect films to its product portfolio.

The new films, IP2561PA and IP2562PA are additions to Spandex's Im-

agePerfect ETU (Easy to Use) range and incorporate Spandex's own PA (PerfectApply) Technology. This enhances the ease of application, helps ensure bubble-free installation and offers durability of up to three years, says the company.

The films incorporate a thick film (100mym) for easy handling and are suitable for a host of short-term promotional or advertising applications in a variety of environments. As with all other ETU products, these latest ImagePerfect films also have high levels of repositionability during application, as well as the advantage of removing cleanly. Both products are compatible with solvent, eco solvent, UV and latex print technologies.

Steve Jacques, Category Manager, Spandex, said: "At Spandex we're constantly looking at how we can grow our product range for the benefit of our customers and these latest films, with our PA technology will add real value to the sign maker's product range."

"We've had extremely positive feedback so far from customers in France and Spain where the products have already seen successful market application among early adopters, with many commenting on the 'smooth look' of the end application, as well as the excellent printability and ease of application."



The new products in the ImagePerfect range can be used in a variety of settings, such as shops.

www.spandex.com/uk

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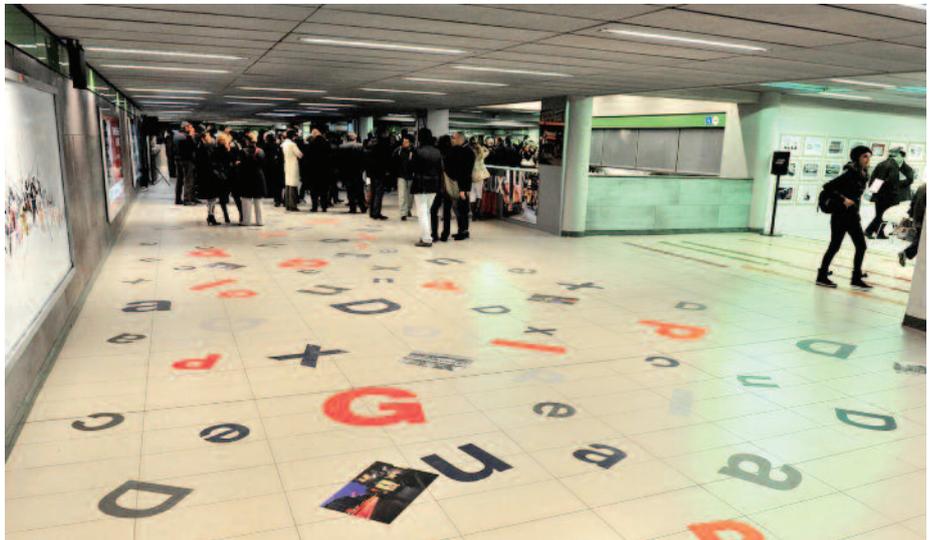
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Floor Talker makes an effective solution for floor graphics

Floor space offers many interesting opportunities for advertising and marketing campaigns or to raise brand awareness, says Ritrama. So they've added RI-JET 140 Floor Talker to their range of Ritrama products. Floor Talkers materials consist of a vinyl film coated with a specialist adhesive, which will firmly stick to the floor surface whilst offering clean removability when required. This makes RI-JET 140 Floor Talker the "ideal" choice for indoor applications in shops, supermarkets, petrol and railway stations, shopping and exhibition centres, and airports, which see a frequent turnover of promotional campaigns.

RI-JET 140 Floor Talker is a 100µ gloss white monomeric soft vinyl film specifically developed by Ritrama's research and development department to be applied to indoor waxed PVC, ceramic and tile flooring. This adhesive is suitable for ink-jet printing with UV, solvent, eco-solvent and latex inks, and with solvent based screen printing. The adhesive contains grey pigmentation, which increases the film's opacity and ensures full coverage of underlying floor images. This is a particular advantage when the existing floor needs to be renewed or replaced, says the company.

The Ritrama Floor Talker base vinyl film is complemented by an embossed over lam-



Floor Talker used in a subway in Milan, Italy.

inating film with anti-slip properties, to make the graphic a "safe and durable option in the promotional campaign". Ritrama recommends to use the base vinyl film in combination with their over laminating embossed films with anti-slip properties: RI-121/100 Floor Talker and RI-121/200 Floor Talker.

The solvent-based permanent acrylic adhesive "guarantees" a good resistance to water and cleaning agents as well as a high adhesion on a wide variety of substrates such as glass, ABS, PS, PVC (non-apolar surfaces).

www.ritrama.com

Applelec launch new LED display frame range



A LED poster range, called VM Illumination, from Applelec.

Applelec has launched VM Illumination, a new range of LED poster frames for the UK sign and display trade industries.

The frames have been created to reflect modern design aesthetics and are slim, robust and elegant looking, says the company. The range includes single and double-sided LED poster frame styles in sizes from A4 to A0 that are all supplied with a two year warranty. The frames are highly energy efficient with A4 frames drawing only 5W, whilst frames available in the largest A0 size draw just 35W each.

The frames have been created together with a series of practical mounting solutions that accommodate a wide range of display requirements. From wall-mounted support rods and cable suspension systems, to a variety of portable stands and countertop docking products, the range is simple to use.

Gabrielle Catlow, Business Development Manager at Applelec, said: "We are delighted to bring this well designed LED poster display system to the sign industry, and to provide more choice for customers in this area. From product engineering to frame de-

sign and ease of use, we believe this system creates memorable displays with a versatility not available through similar product offers."

Reducing visible wiring, each mounting system has been designed to carry power to the LED poster frames, which illuminate once they are attached to the rod or cable fixings. The same principle is employed by the portable display stands that power multiple LED frames that clip on and off the stands with ease. Quickly constructed, without the need for tools, the portable stands are ideal for exhibitions, events and temporary display requirements.

The cable, rod, mobile stand and docking systems are each compatible with one or more frame designs, meaning customers can decide on the right mounting system for their needs and then choose their preferred frame design. Many frames can be used with multiple mounting systems enabling the customer to reconfigure displays more easily. With neutral black and silver borders, the frames deliver up to 5000 Lux and benefit from super-slim profiles of between 7mm and 10mm.



Avery Dennison adds new ColourFlow colours for car wraps

Avery Dennison Graphics Solutions recently introduced the new Supreme Wrapping™ Film ColorFlow™ Series. The colour shifting films feature the performance and conformability of all Avery Dennison Supreme Wrapping Films. The ColorFlow Series includes five new colours with a unique finish: Rising Sun (red/gold), Urban Jungle (silver/green), Roaring Thunder (blue/red), Fresh Spring (gold/silver) and Rushing Rip-tide (cyan/purple).

"The new ColorFlow Series allows installers to create dynamic, colour shifting car wraps that are incredibly unique," says Oliver Guenther, marketing director, Avery Dennison Graphics Solutions Europe. "When the light hits any of the five new colours, the film creates a fluid, shifting spectrum of colour that transforms the vehicle into a beautiful work of art."



The five new "colour shifting" films.

"A colour shift film with the great conformability of Avery Dennison films is a great new addition to the Supreme Wrapping Film portfolio"

The ColorFlow Series has all the attributes of the Avery Dennison Supreme Wrapping Film portfolio. The multi-layer films combine colour, texture and clear protective layers, providing a "smooth, paint-like finish that is both durable and dazzling".

"My peers and I are thrilled that Avery Dennison has developed the ColorFlow Series," says Kenny Tonn, owner and installer at Brand Installers. "We've been waiting for quality colour shift films like these. The ColorFlow films install easily, last a long time and bring the wow factor. What more could we ask for?"

The films also feature patented Avery Dennison Easy Apply RS™ technology, providing high conformability and repositioning capability. With the addition of the ColorFlow Series, the Supreme Wrapping Film portfolio boasts over 80 colours and finishes for car wraps.

"A colour shift film with the great conformability of Avery Dennison films is a great new addition to the Supreme Wrapping Film portfolio," says Robbert Buist, applicator from Modiforce, The Netherlands. "We can't wait to get our hands on more of these ColorFlow films. There is so much potential to create some truly awesome projects."

Avery Dennison ColorFlow Series are available from Avery Dennison representatives or vinyl distributors.

graphics.averydennison.eu/swf.



The ColorFlow series has all the attributes of the Avery Dennison Supreme Wrapping Film portfolio.

New look for a boat with Ri-Wrap Marine

Ritrama, the Italian manufacturer of self-adhesive materials, offers the wide format RI-WRAP Marine series for the boat wrapping market. Boat wrapping films are enjoying growing popularity throughout the world of sailing, as it allows for more efficient and cost effective renovation of the hull than traditional painting, says the company. The film also acts as a waterproof barrier protecting the hull above the waterline, which helps keep it in good condition.

"Boat owners prefer this method to painting because it saves a considerable amount of time and money, with amazing results. The RI-WRAP Marine range guarantees a high level of UV protection and high resistance to fading while providing a shield to protect against scratches and abrasions," says a spokesperson.

The RI-WRAP Marine series consists of 130µ CAST vinyl films with repositionable permanent adhesive. The available colour range includes five contemporary colours ranging from blue to grey: Hot Wheels, Blue Indigo, St. Moritz, Grey and Silver Kandy. In line with the rest of the RI-WRAP range, the Marine series has micro-channel AirFlow technology, which allows the operator to apply the film quickly, without bubbles or wrinkles, even on slightly curved or convex surfaces.



Using RI-WRAP Marine film for wrapping boats, makes it more cost effective and efficient.

Advantages

The boat does not have to be taken out of the water for long and there is no need to dismantle the hull. It is sufficient to clean the boat thoroughly and smooth over any damaged or uneven surface areas. The whole process will take no longer than a few days, if not hours; for example, a 13

metre boat can be completely wrapped in just 10 hours without the need for any special film treatment. Unlike traditional painting, there is no need to varnish or treat the film-covered surface.

www.ritrama.com

Mid West Displays launch new range

A UK manufacturer of LED light frames has introduced a new range that promises "a little bit more". Mid West Display's Encore range features printed illuminated borders in a variety of contemporary styles.

The Encore range combines retail interior trends with the latest print technology to create a unique range LED light panels for interior or window displays. Mid West Displays say the panels can enhance any interior design scheme, or be used to add colour and style to interior and windows displays.

of this new range make sure the panels are also noticed during the day.

The Encore range is manufactured in the UK.

The Encore range offers four ready printed border styles:

- The 'Modern' panel features vibrant colours and straight lines
- The 'Vintage' panel offers an elegant retro look
- The 'Wood' panel provides an ultra-realistic wood effect print for the very latest rustic look
- The 'Brick' panel brings a loft-style exposed brick look to interiors and windows

If customers want more choice Mid West Displays can print any bespoke design and create the exact look that is required, says the company.

Mid West Displays believe the Encore range's printed borders will give customers even more visibility. Traditional LED light panels make sure displays are visible even as the daylight fades; but the unique design

Sarah Neate, Design and Marketing Manager, said: "We believe the Encore range really does offer more for those looking to create stylish and eye-catching displays that complement current design trends. Our investment in the very latest print technology means we can create these panels to almost any design. They offer the usual Mid West Displays excellence and value, but with a contemporary twist that we believe will prove very popular across multiple markets."

www.midwestdisplays.co.uk



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The revolutionary Easymount Air features 30mm mounting thickness for even more applications and at 10m a minute, is over 50% faster than most other wide format laminating systems.

PRODUCT News

Roland DG UK announces availability of white ink



All new TrueVIS VG-640 and VG-540 machines can be shipped with configuration for white ink.

Roland DG UK has announced that all new TrueVIS VG-640 and VG-540 machines can be shipped with configuration for white ink, alongside updated versions of machine and VersaWorks Dual firmware.

Access to white ink will give VG series users the chance to add further versatility to their print business, says Roland. Available in 500cc pouches, the white ink is an economical solution to producing white prints on a variety of media, with good scratch resistance and fast drying.

Roland VersaWorks Dual, which is included with the TrueVis range, has an automatic white generation from artwork facility. This allows white data to be created by several methods including where there is colour data, where there is no colour data or the entire image area. Spot colour RDG_White is also supported.

www.rolanddg.co.uk

Metallic and reflective finishes for APA'S T-METAL

APA has launched T-METAL, a "forward-looking" thermo-adhesive film for textiles with a metallic and reflective finish. T-METAL belongs to the T-Shirt film series, ideal for customising fabrics such as cotton, polyester and nylon with unique graphics, says the company. These films are "extremely thin and easy to cut and weed".

T-Metal's metallic and reflective effect is suitable for top quality decorations on cotton and polyester T-shirts and is available in two colours, gold and silver, to meet the most "refined and original" fashion trends.

Being thin, the T-Metal thermo-adhesive film perfectly adapts to the fabric's weave and is light and imperceptible to the touch, says APA. T-Metal is easy to cut and weed thanks to the special polyester liner, which is slightly adhesive.



T-METAL is a thermo-adhesive film for textiles, such as cotton, polyester and nylon.



The films have a metallic and reflective finish to create unique graphics.

"With this product, APA once again proves its commitment to the constant research and development of new materials and effects. While meeting the highest quality standards and the most stringent UNI requirements, through a sustainable production process which shows APA's involvement in the protection of the environment," says a spokesperson.

www.apaspa.com



Structure-flex launch new wall and floor products

Structure-flex, who supply flexible fabric products, has expanded its digital printing capability to include a wide variety of vinyl flooring surfaces and wall coverings.

The move is the latest development for the company, which already supplies a broad range of high quality vinyl products to the logistics, construction, oil, and advertising industries.

With the increasing demand for innovative ways for companies to promote their products and services, graphic displays on the ground or walls offer options for brands looking for alternative promotional opportunities.

Managing Director of Structure-flex, Paul Reeve, said: "Structure-flex has manufactured and supplied a portfolio of added value products made from heavy-duty flexible fabrics for 45 years, and has a history of constant progression with innovative technology.

"Printed floor and wall coverings are rapidly increasing in popularity, boosted by the ability for today's ink-jet technologies and media that can handle UV-curable, solvent-based, and latex ink formulations, for true colour reproduction.

"Our graphics division recently invested another £450,000 in the latest large format printing equipment to further enhance our capabilities. This perfectly positions us for the production of stunning graphics on this new range of vinyl flooring and wall coverings."

Structure-flex's new range includes two options of treated PVC graphic materials in a variety of widths for use as tough and durable floor coverings. And also a self-adhesive removable and positional textile that is perfect for wall graphics.

"Our increasing customer base has been asking for alternative promotional coverings and these new vinyls are so versatile that they are perfect for a wide range of uses and designs."

The Udeco digital floor lino is available in 2mm thickness and is designed for short to mid-term indoor applications for non-adhesive floor graphics; and its PU coated top surface is excellent for ink reception. It can be applied on most indoor floor surfaces. It is anti-slip, fire rated, and has an anti-scratch surface, making it a great, and cost effective way to rebrand a visual floor space, says the company.

Crystal Floor is a durable soft PVC floor graphic material suitable for a wide range of applications within retail, expo and architectural environments. It is best suited for reverse printing, offering the most durable top material layer in the industry, says Structure-flex.

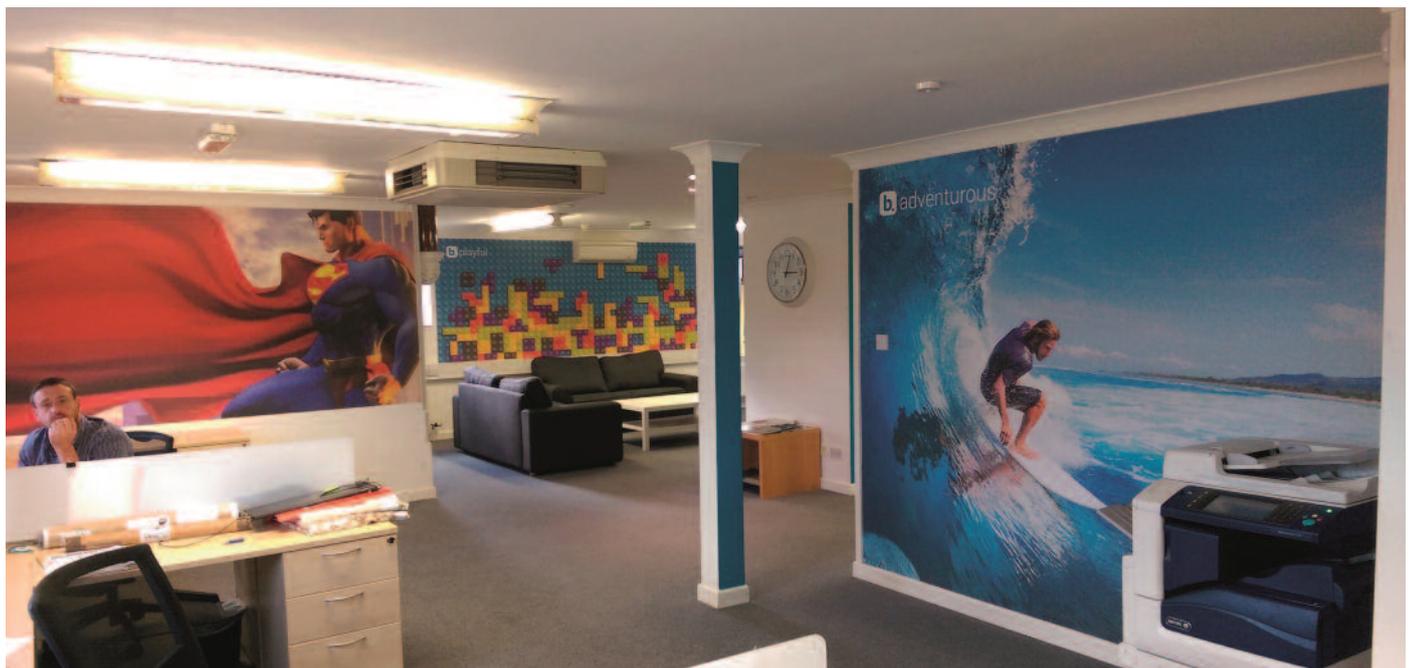
Utack self-adhesive textile is a versatile, removable and repositionable material for wall coverings and designed for smooth, flat surfaces. It is a thin, woven, self-adhesive polyester fabric, and has a water resistant matte surface to produce "exceptional" printed resolution and high definition.

"We are very excited about this range of new products," says Paul. "Our increasing customer base has been asking for alternative promotional coverings and these new vinyls are so versatile that they are perfect for a wide range of uses and designs."

Structure-flex won a Queen's Award for International Enterprise in 2014 for increasing its export sales over the previous three years.

The company provides a complete consultation and manufacturing service and includes Greene King, Irn-Bru, Wilkinger Hot Dogs and Skinner's Pet Foods amongst the brands it has produced.

www.structure-flex.co.uk



Structure-flex's self adhesive wall covering can be used in a variety of settings, such as offices.

Perspex Distribution launch SloanLED Prism module

Perspex Distribution has launched SloanLED Prism, the brightest channel letter LED module in its class at 124 lumens per module, according to the company. The lumen output is a result of its reimagined LED prism lens technology, which offers sign makers the versatility of installation, with row spacing up to 375mm, so uses fewer modules.

SloanLED Prism is a unique arrangement of micro prisms designed for channel letter modules, producing "brilliant, uniform" light at the sign face. This new product is the result of optical physics and decades of industry knowledge. Exclusively available in the UK from Perspex Distribution, SloanLED Prism 6500K is the first in a series of lensed LED modules launching this year.

"SloanLED Prism is a unique lens product offering for the sign industry, specifically channel letter applications. We are excited about this innovative module for the UK sign market, and applaud the SloanLED experts who have taken micro prism technology and applied it to LED modules in a new way," says Ryan Mann, LED Product Manager at Perspex Distribution.

"We look forward to introducing this breakthrough in LED lighting to our customers and, demonstrate its benefits in terms of both even lighting and reducing modules and install time."

www.perspex.co.uk/LEDs



The new SloanLED Prism module is available from Perspex Distribution.

Software solutions for colour matching

Mimaki is adding value to the print production process with innovative software solutions. Three new software solutions highlight this approach; the Artista Textile Color Collection; Mimaki Profile Master 3 (MPM3) for advanced printer profiling; and RasterLink6 Version 5.0. All are designed to help printers deliver accurate, repeatable colour across multiple devices and locations, says the company.

In the textile industry, the shift from analogue to digital production is underway.

Yet colour matching remains a significant issue due to the lack of a standardised colour chart that enables colour consistency from design through production. Mimaki is filling that gap with the Artista Textile Color Collection, making it faster and easier to achieve the desired colour without wasteful trial and error. Mimaki intends to expand the collection over time, but it initially includes 520 colours for sublimation printing.

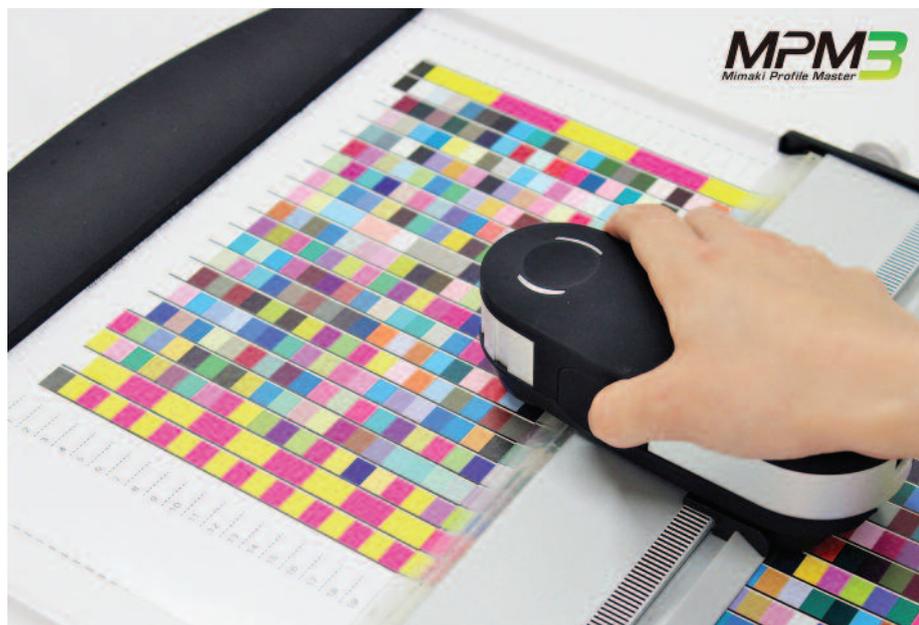
Media affects colour appearance, making it difficult to match colour across different

media types and using different printers. Mimaki is simplifying this process with the new Mimaki Profile Master 3 (MPM3) colour management software. It enables users to reproduce equivalent colours when printing on different types of media with the same printer, or when printing with different printer models and inks.

"It's easy to use, requiring no special colour knowledge and speeds the integration of new printers into the mix, ensuring excellent colour matching across the entire platform. This makes it easier to split up larger jobs across multiple printers or produce projects that include pieces printed on a variety of printers, reducing cycle time and increasing quality and consistency," says a spokesperson.

Mimaki's RIP software, RasterLink6, now includes the PANTONE Color Collection, widely used around the globe for colour matching. This is in addition to the Adobe® Illustrator-compatible DIC colour collection, and Mimaki's original colour collections including metallic. PANTONE colours in print files are automatically detected and converted to equivalents for faster colour matching on RasterLink6-driven printers.

RasterLink6 Version 5.0 also delivers the ability to set a measured colour as a replacement colour, saving steps in the process. Frequently used colours can be stored in a customised colour collection for fast retrieval.



The new Mimaki Profile Master 3 colour management software, for consistent results on different types of media.

www.hybridservices.co.uk

SloanLED Prism How many LED modules can we save you?

With a unique arrangement of micro prisms producing brilliant, uniform light at 124 lumens per module, rows can be spaced up to 375mm.

- ▲ Fewer LED modules = cost saving
- ▲ Reduced labour install time
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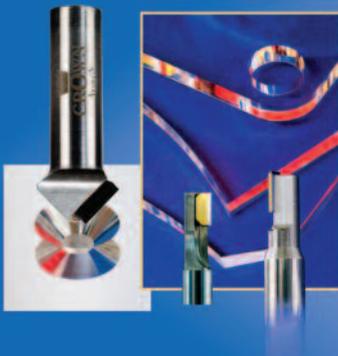
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Zeta Specialist Lighting launches new solar wayfinding solution

Zeta Specialist Lighting has extended its SmartScape street and area lighting range, with the launch of the new Solar Bollard.

The new Solar Bollard wayfinding and amenity lighting solution is the first solar-powered system in the SmartScape range. It also includes the SmartScape Heritage, an LED conversion solution for heritage lamps; and the SmartScape Nano, a LED street lighting solution. This has "intelligent" cooling technology that ensures optimum heat dissipation, and uses up to 60 per cent less power than conventional technologies.

Available in aluminium and wood finishes, the new Solar Bollard has been designed to capture and store solar power via its integrated PV panels. It requires no on-grid connection, making it ideal for use in walkways, cycle paths, parks or residential areas where there is no mains-fed power supply.

Designed and developed in house, the SmartScape Solar Bollard contains two LED lights. One runs at a low lighting level continuously, making sure it can be seen from a distance. While the second

down light reflector lamp incorporates integrated PIR sensors that automatically increase the lighting level when there is activity in the area, saving energy and reducing light pollution.

"This easy to install, robust and vandal resistant solar-powered system which has an average rated life of over 44,000 hours, is low maintenance and once installed there are zero running costs," says a spokesperson.

www.zetaled.co.uk

New LED Light Guide Panel

Zeta has introduced a LED Light Guide Panel (LGP). Designed and developed in-house, the new Light Guide Panel will be made in the firm's Bicester production facility.

Zeta's Light Guide Panel provides a "flexible, energy-efficient solution to deliver optimum illumination across a variety of applications such as signage, wayfinding, totems, monoliths and even road signs".

Each LGP is made from the highest quality UK acrylic and has a unique grid pattern etched into the acrylic. It's been specifically designed to deliver shadow free illumination and deliver uniform light distribution, ensuring optimum performance, says the company.

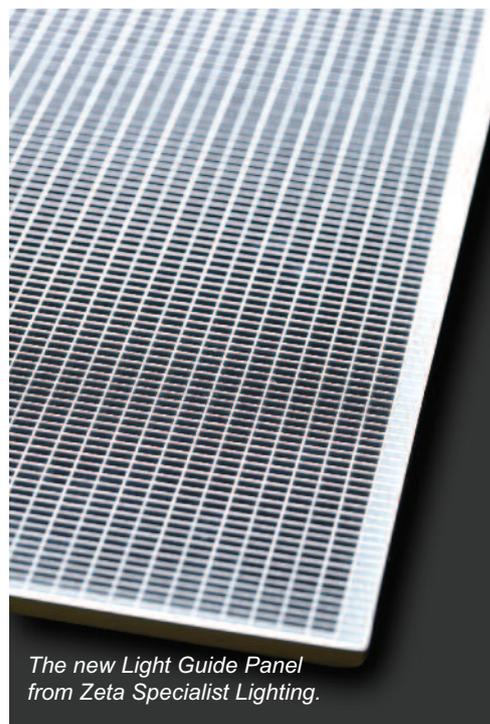
The new panel is a maintenance free, low power alternative to fluorescent light sources with an average rated life of 50,000 hours. With a slim profile starting from just 6mm, (thickness up to 15mm is also

available on request) the Zeta LGP is available in bespoke sizes and shapes, and can illuminate a surface area up to 2.4m x 2m.

"This easy to install solution can be used in both single and double sided applications and has a waterproof option available, so suitable for both outdoor and indoor use. Zeta's ultra-efficient LEDs are available in a range of colour temperatures along with RGB options; providing scope for sign-makers to offer a range of different effects and mood lighting," says a spokesperson.

When combined with the Zeta Solar Kit, signmakers can also offer clients solar-powered signage illumination, for areas where there is no easy to access mains power and where laying cabling is cost-prohibitive; a system that further reduces installation and running costs, says Zeta.

www.zetaled.co.uk



The new Light Guide Panel from Zeta Specialist Lighting.

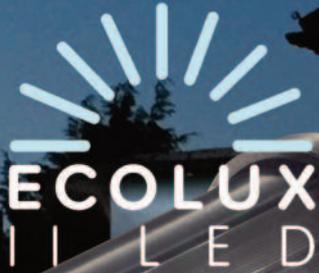


RI-JET Deco-Wall Linen 150

Ritrama has added a new product to the WALL GRAPHICS INK-JET PRINT MEDIA series: RI-JET DECO-WALL 150 LINEN. This is a 150 micron white satin finish polymeric PVC film with a special embossed linen effect texture. Its tactile finish and contemporary visual effect makes it a suitable option for decorating walls in commercial rooms, as well as residential premises, says the company.

Its thickness of 150µ and its finish make RI-JET DECO-WALL LINEN 150 similar in appearance to traditional wallpaper but with all the main characteristics of a Ritrama product. Such as easy application, maximum coverage due to the high caliper PVC film, hygroscopic resistance, and there is no need to over laminate. It's also possible to decorate large wall surfaces with special graphics printable with UV, solvent, eco-solvent and latex inks.

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PRODUCT News

Smart phone pouches

TheMagicTouch has a new range of universal pouches for all smart phones, including the iPhone 7.

The high quality 3.5mm rubber compound with a white polyester jersey surface and heat-resistant thread offers a "superb printable and durable surface for transfer personalisation".

With lots of different brands and mod-

els in circulation, the pouches simplify the product offering, says TheMagicTouch. Protecting phones with pouches continues to grow in user popularity over the previous "model specific" case options. The new generation of smart phones that incorporate crystal glass and curved screens, reduce the options for personalisation. This again confirms the pouch as an easier and more cost

effective option, according to the company. The pouches combine functionality and great protection.

Available in three sizes to accommodate all past, present and future models including the new Samsung 7 range and the new Apple iPhone 7.

sales@themagictouch.co.uk



The pouches come in three sizes to fit all smart phones, including models due out in the future.

It's coming!

Sagetech's popular ZM range is being updated. Having been on the market for five years, this unit has achieved extensive sales with signmakers both in the UK and overseas, says Sagetech.

Sagetech has upgraded it to also make it attractive to woodworkers who require much higher precision, repeatability and a stronger frame to cope with the heavier boards they commonly use.

This new British made machine has been designed to take advantage of modern laser manufacturing techniques which, combined with modern bearing systems, will give users "higher accuracy and smoother operation". At the same time they have strengthened the frame, whilst also adding

improvements to make installation easier. Stiffening up of the material support system will also enable users to load much heavier sheets without loss of accuracy.

Production is already under way, with the first units expected to be released to market early in September. Re-seller enquiries are welcome, both from those operating in the UK and overseas.

The ZM is just one of the 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, starting with the unique ZK8 portable unit priced at £945. When not in use it can be folded up compactly and stored conveniently, for example hanging on

the wall. The Zapkut ZM range is also suitable for cutting signmaking materials, but will handle small quantities of MDF or chipboard.

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 can handle the big 3 x 2M sheets.

"Sagetech provides a comprehensive range of sizes and models, enabling their customers, whose needs range from intermittent cutting to the higher end users (with some even cutting an average of 150 sheets a week), to select the most compact, space-saving solution appropriate to their business," says the company.

www.verticalpanelsaw.co.uk

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The CE6000 series cutting plotter from Graphtec is packed so full of features it's hard to believe the incredible low price. Features like the increased cutting force up to 500gf makes this the highest force in its class. The fifth generation registration mark system previously found only on the higher FC series is just one of the enhancements that make the CE6000 a world beater.

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PRODUCT News

Aspire V8.5

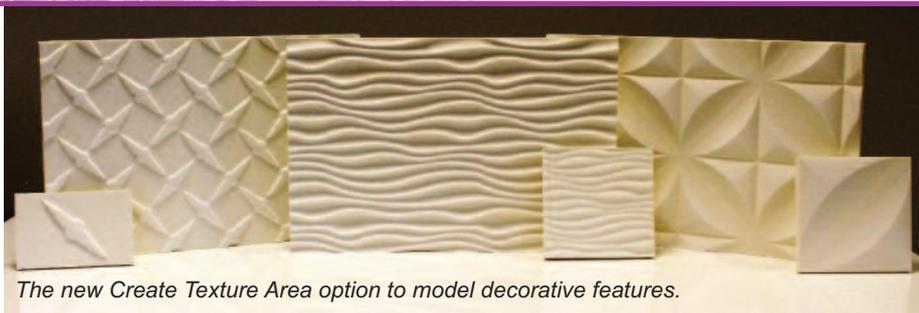
Vetric Ltd. has release version 8.5 for their core design and machining software range, which includes their flagship products VCarve Pro and Aspire. This release is a free upgrade to any Vetric customers who already have version 8.0 of these programs.

VCarve and Aspire 8.5 offer enhancements in all key areas, such as file-import, drawing and toolpath management. The new version also sees support added for importing SVG and SketchUp 2016 SKP files.

For VCarve 8.5 and Aspire 8.5 users the new Moulding toolpath feature will save time, and increase finish quality for those who make constant cross section moulding,



According to Vetric, the new Moulding toolpath feature will save time and increase finish quality.



The new Create Texture Area option to model decorative features.

arches or frames, says the company. The cut-path created for the CNC by this feature is defined by a vector shape for its location and length, and another profile shape to define the cross section. The cross section is effectively "extruded" in lines along the positioning vector to create a clean toolpath.

Aspire 8.5 builds on the software's 3D modelling functionality with a "powerful" new Create Texture Area option to help model decorative textures. This can be used for creating architectural panels; detailed sign backgrounds; interesting effects on furniture; or any other textured application. The Create Texture Area tool lets you choose an existing 3D component and then "tiles" this into a larger area. The size and spacing of the texture can be dynamically updated to easily and quickly customise the layout; and can be used to model seamless organic textures or intriguing geometric patterns. To make it easy to use out-the-box the software includes 40 specially created texture Clip Art models.

James Booth, Vetric's commercial director, said: "We've always had many ways to create and cut a 3D texture in Aspire but the new Create Texture function makes it so much easier to generate a variety of patterns to find the one your client wants as soon as possible."

You can read a description of all the enhancements along with video demonstrations and download the "What's New" documentation or a free trial version of Version 8.5.

www.vetric.com

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T3 Affinity

T3 Affinity, a unique display solution born from the globally recognised T3 system, is gaining popularity following its worldwide and UK launches in Las Vegas and Birmingham earlier this year, says the company.

Jonathan Evitt, founder and managing director of Tecna Display Ltd which makes the system, said: "We didn't just design T3 Affinity with the end user in mind, we also wanted to produce a solution that works for sign and display companies themselves.

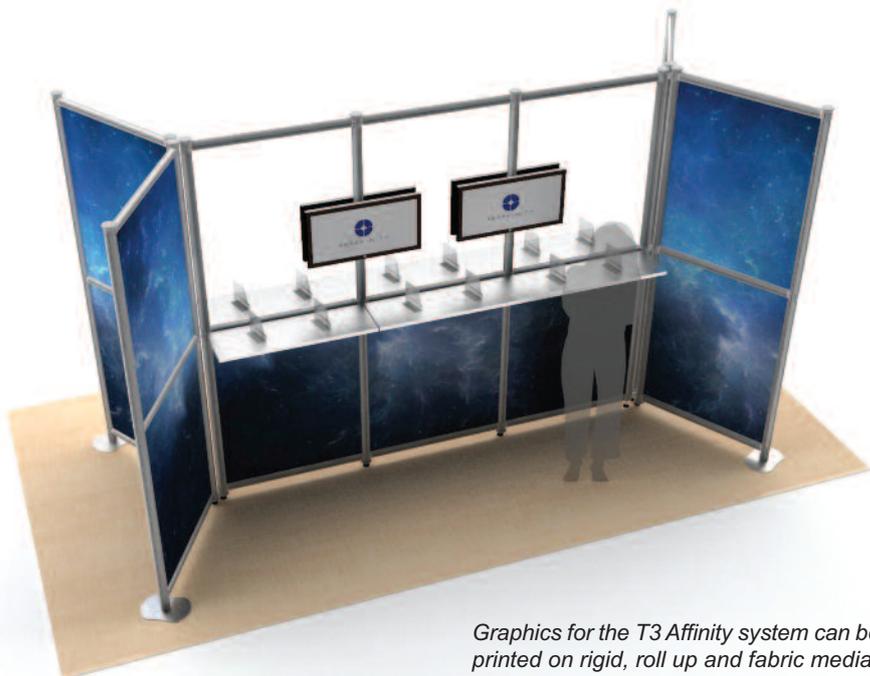
"The modular nature of the T3 Affinity means that designers can put together bespoke display systems that fit perfectly in the allocated space, whatever the shape or size, while maximising use of graphics on rigid, roll up or fabric media and additional options such as lighting and shelving."

T3 Affinity is suitable for a range of markets such as exhibition booths, point of sale units, conferences, museums, retail units and even office environments.

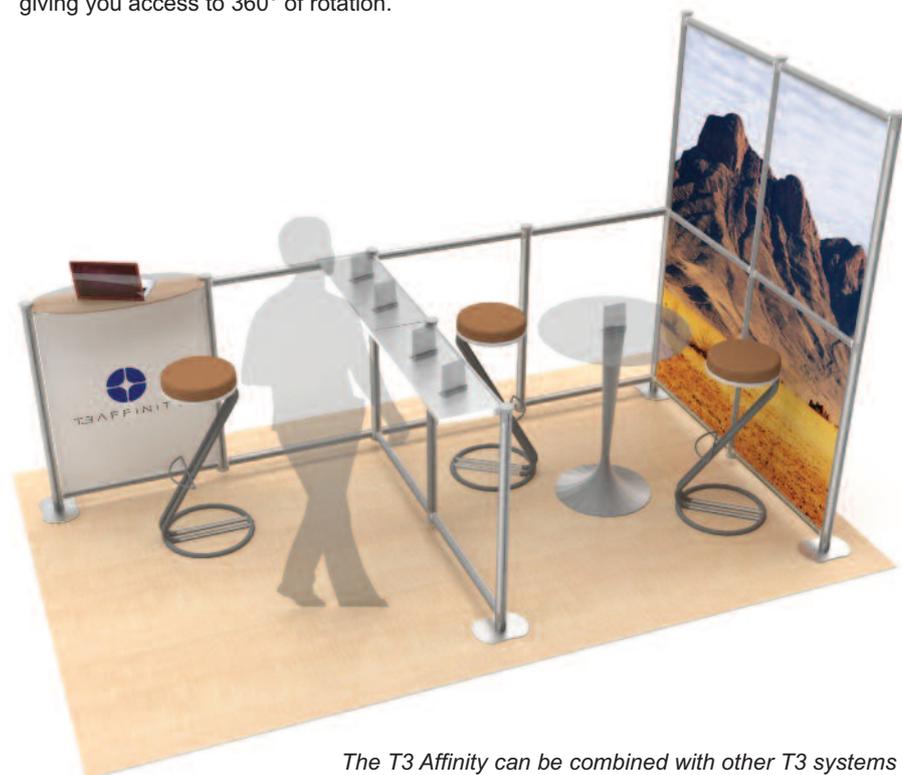
The developments that make T3 Affinity a "winner" for sign and display companies:

- Flexibility

The new hinge component is one of the most important accessories to T3 Affinity giving you access to 360° of rotation.



Graphics for the T3 Affinity system can be printed on rigid, roll up and fabric media.



The T3 Affinity can be combined with other T3 systems and used for exhibitions, point of sale and conferences.

This allows you to explore angles away from the typical 90° and create a wide range of designs. Display units can be manipulated to suit a specific design or location on site without any issues; simply lift and rotate as needed.

- Print graphics onto any media including fabric

Producing graphics for the T3Affinity system is a simple process and they provide specifications for printing onto rigid, roll up and fabric media.

- Load bearing system supports a wide range of accessories

A range of retro fit parts has been designed to support all graphic types, shelving solutions, lighting, monitor and tablet holders.

T3 Affinity can be easily combined with existing T3 systems using the T3 Adaptor and the unique Twist, Lock, Connect mechanism, which means no tools are needed to assemble it,

Used together with T3 Flexiframe, flexible walls can easily be built and clad with graphics including shelving, literature holders and monitor supports as further options.

The system is made of aluminium horizontal beams and vertical posts ranging from 200mm to 1500mm in length with custom lengths available for bespoke projects.

www.t3affinity.com

PROFILE

10 years on...

Nova Aluminium, who supply aluminium extrusions to the signage trade, tell us about their first 10 years, and plans for the future.

"Nova has made significant investment in the future as we enter our second decade of supplying the trade with fabricated aluminium systems. So we are well placed to continue to serve the trade for years to come.

Since 2005 we have grown steadily and work out of 40 000 square feet in central Bristol with over 50 staff; 60 per cent of whom have been with us from the start. In the past 12 months, we have worked hard to streamline our processes, both in the office and on the factory floor. We have five vehicles on the road daily; with two of these being bespoke curtain sided lorries that cover the country each week.

To enable staff to keep abreast of where each order is in production, and when the customer can expect delivery, each vehicle is fitted with a tracking device. The movements and orders for delivery are displayed on TV screens throughout the building. This keeps customers informed of delivery times, and any traffic delays affecting site deliveries. We have also made sig-



Production Area.

nificant investment in our IT infrastructure, to provide customers with instant and accurate written quotations. Our sales team are knowledgeable about all our products, and are on hand to provide advice and quotes both over the phone and by email.

We are developing a new look website that will be full of product information, including specification sheets and fitting instructions, to download. There will be a facility where you can request a quotation from the relevant product page.

Once your order has been processed by the sales team, it is placed into the capable hands of the production team. They have 'cutting edge' equipment, such as three automatic double mitre saws; along with an automatic upright panel saw, amongst others, to produce first class quality orders every time.

Our new dedicated warehouse and goods in area is well placed to prepare orders for delivery to our stockist, Amari Plastics, along with loading all fabricated orders onto our own vehicles for delivery.

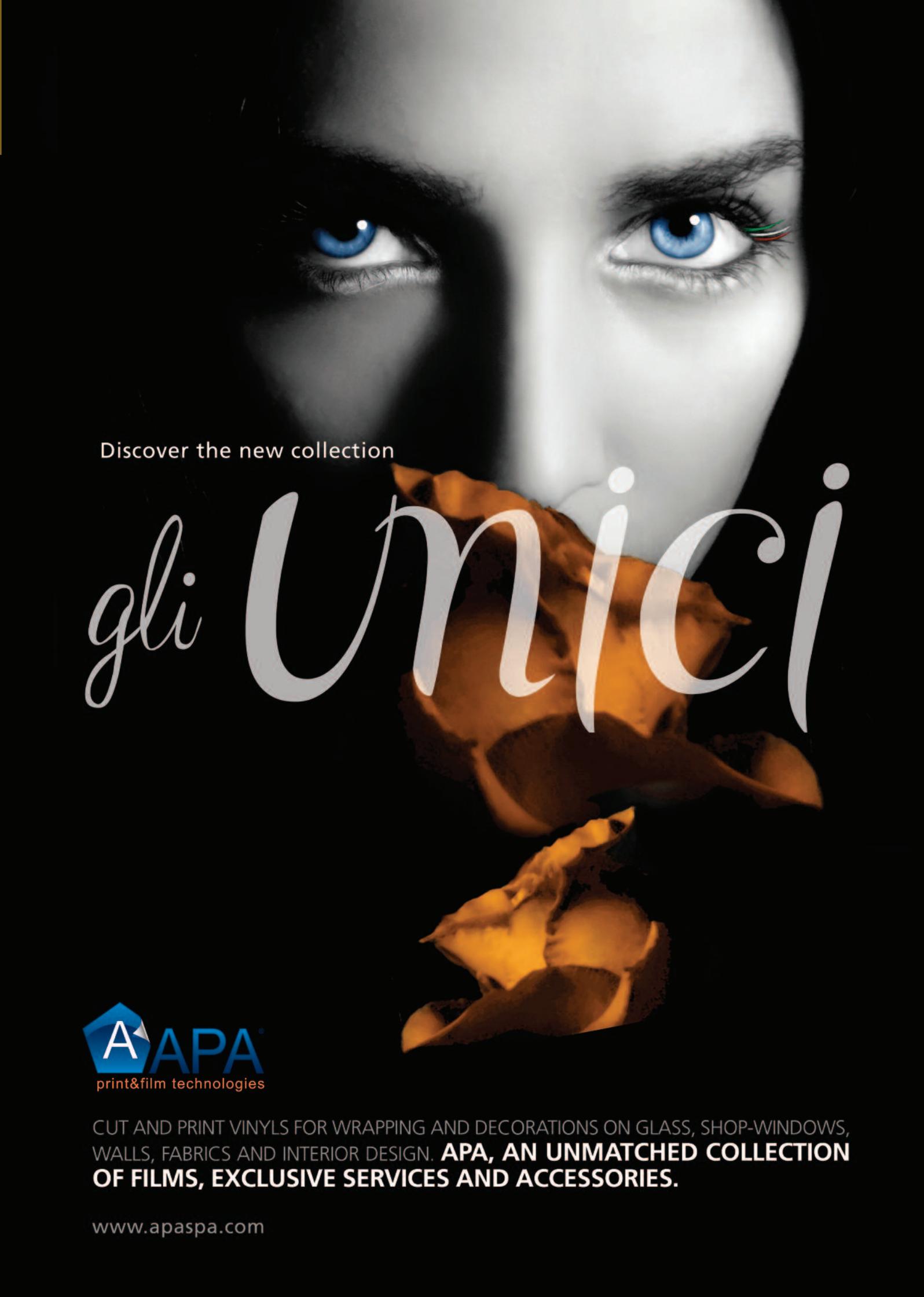
The continued support of our customers has enabled us to continue to develop products and move forward with new and innovative signage systems – here's to the next 10 years!"



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PRODUCT Choice

DYSS X7 machine makes cutting 'childs play' for Collisons

Collisons has extended its portfolio to offer personalised PoS displays, children's door signs and height charts, and wedding signage and plans, to complement their existing product range. To extend its presence in these sectors, the company bought a HP FB500 digital printer with a 1.6m wide print capability, and a DYSS X7 digital cutting machine.

The West Yorkshire company bought the flat bed printer to increase its product range and increase its share of an expanding industry sector. But printing on media such as Foamex, corrugated board, paper and Correx from 5 to 10mm thick, mean they needed a capable cutting solution. Collisons General Manager, Mike Lamma said: "We knew we needed a digital cutting table and out of all the vendors we approached, AG/CAD offered the most flexible and versatile machine for our needs with the DYSS X71630C. We needed a machine that would complement our new flatbed printer and with a 1.6 by 3.2m bed, the DYSS X7 was the perfect fit."

Collison's sister company, Herbert Walker, a print and packaging business is located in the same building. Herbert Walker had already bought a smaller AG CAD machine, a DYSS X5 and this supported the business decision to choose the DYSS X7.

Mike said: "The DYSS X5 has been working well cutting and creasing small



The new cutting table at Collisons.

format work for Herbert Walkers for a few years. But we needed another solution for processing tough, large format materials.

"Whereas the X5 is ideal for thinner paper, card and board projects, Collisons needed a high powered routing head on a large and robust platform for heavier cutting applications.

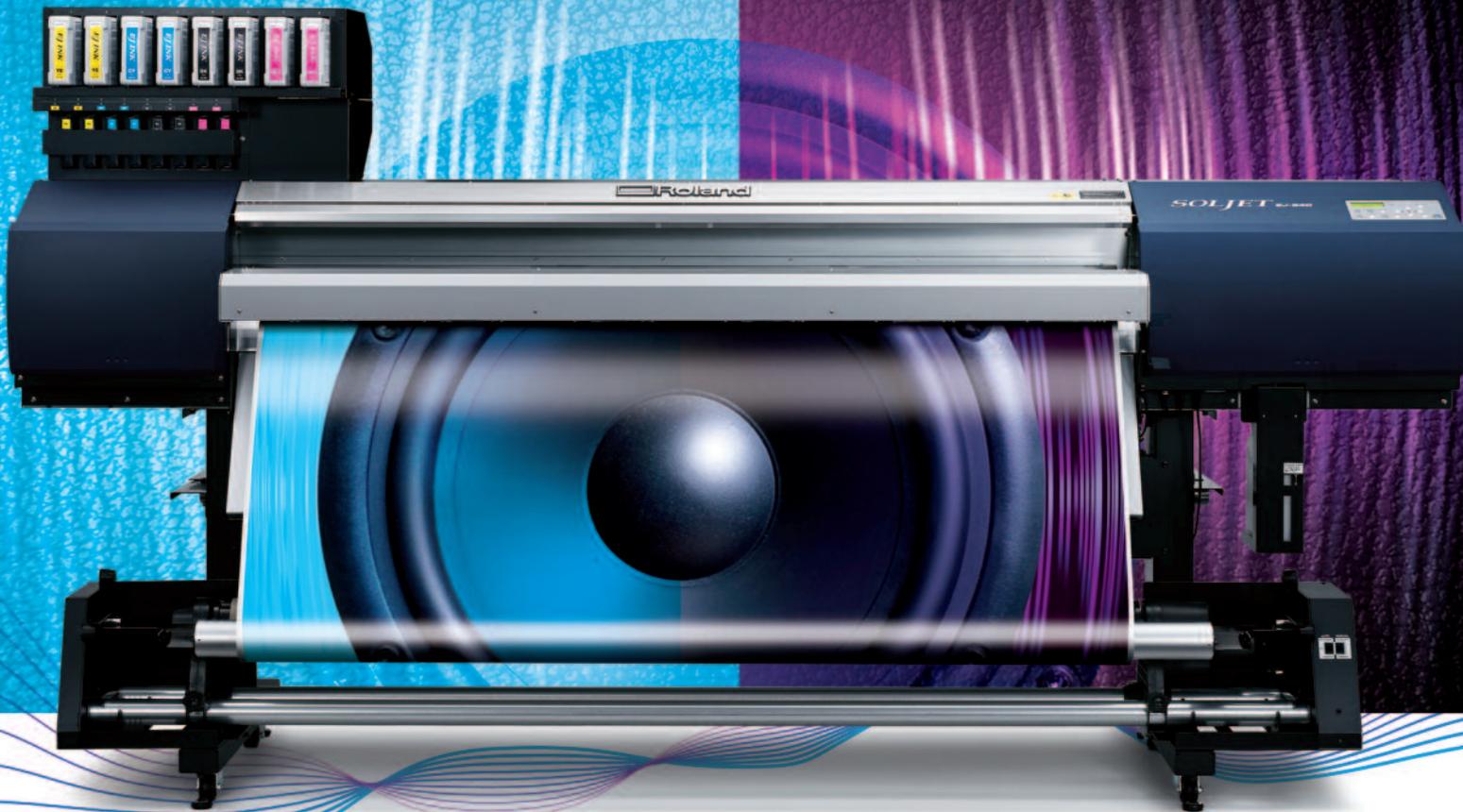
"We have a HP360 Latex printer and the FB500 that are both 1.6m wide and they both feed the DYSS X7. To service jobs from the HP360, the DYSS has a roll feeding option that enables us to quickly transfer jobs from one machine to the next. This enables us to precisely cut print runs of 50 to 200+ prints regardless of their geometrical complexity. The print jobs on the flat bed printer are also sent to the DYSS X7 for cutting."

Having all three machines together has enabled Collisons to rapidly grow into new markets and also streamline its business model. One factor that has supported the rapid throughput of work is the ability of the K-CUT Vision software on the DYSS machine to communicate with the RIP software on the printers. "The RIP software prepares our files for print and it also introduces registration marks to each print, which the DYSS K-CUT camera system then picks up. This ensures that even if the jobs aren't aligned completely straight on the bed of the machine, the camera will locate the marks and automatically adjust the cutting path to suit," says Mike.



The powerful cutting head on the DYSS X7.

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PRODUCT Choice

Textile business is the first in the UK to invest in Kornit's Storm Hexa

DTGUK.com has become the first UK company to install the Kornit Digital Storm Hexa direct-to-garment digital printing system, in a "vital move to boost production capabilities".

The system incorporates the NeoPigment process that makes it ideal for use on nearly all fabrics. An existing user of two of Kornit's Breeze machines, this new addition means they can work with a wider variety of garments and apparel. All solutions have been supplied by Adelco Screen Process Ltd, long-established in the screen-printing, drying and digital textile printing market segment.

Co-directors of DTGUK.com, Nick Davis and Phil Walker started their original textile printing business seven years ago to concentrate on the direct-to-garment market.

After investigating the capabilities of all machines available, they chose to invest in two Kornit Breeze systems. Having selected Kornit Digital's technology and favoured the NeoPigment process, the company worked with UK supplier Adelco who looked after all aspects of the purchase, training, supplies and service.

The growth of DTGUK.com has resulted in the need for an additional high productivity direct-to-garment printer. This new



The new Storm Hexa at DTGUK.com with (from left) Nick Davis, Phil Walker and Luke Smith (Adelco).

system is ideal for heavy-duty production cycles with a variety of apparel and garment products, such as hoodies and aprons as well as T-shirts.

The Kornit Digital Storm Hexa has 16 print-heads and two additional colours to provide full support for CMYK, red, green and white. It is ideal for producers of appli-

cations that need to match specific brand and corporate requirements; and can output up to 170 garments per hour in high productivity mode. Its recirculation system reduces ink consumption, and optimises reliability; while double the numbers of nozzles increases throughput by up to 40 percent when compared with its predecessors.

Bex Design and Print Ltd. buy the first JETRIX LX5 LED UV Printer in the UK

The newly launched JETRIX LX5 LED UV Printer might only have just arrived on these shores, but it has already been sold and installed. Bex Design's latest addition to their printer portfolio will not only extend their dig-

ital print capability further, but also add the much needed capacity to fulfil customer and market demands.

This new printer delivers up to a 35 per cent energy saving than a mercury

lamp printer. The JETRIX LX5 also require no warm-up time, generates less heat and has an extended lamp lifetime (of up to 20k hours).

Ian Board, Managing Director of Bex Design, said: "We were holding out for the first LED printer from JETRIX, as we have been so impressed with the reliability and adaptability of our current printer, the JETRIX 2513. So it was a 'no brainer' when we heard that JETRIX were going to offer an LED UV printer. The biggest appeal for us was having a printer that will deliver everything that our current JETRIX gives us, and more; environmentally friendly with instant drying capabilities."

Ben Woodruff, Head of National Sales, said: "We are obviously delighted that our first LED UV Printer has been sold to a long-standing valued UK customer. Our belief in the JETRIX technology and the need for increasingly efficient printers, meant that we really had to deliver a LED UV printer."



The first JETRIX LED printer in the UK, at Bex Design and Print Ltd.

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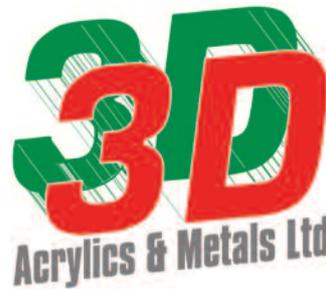
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DYSS automates large format cutting for PoS specialist

When Daytona Visual started in 1979, the company was set up as a screen print company with a distinct eye for employing innovation, says the company. Always aiming to push the boundaries, Daytona was one of the first companies to produce four-colour screen print on a commercial basis for point of sale and in-store applications.

Continued investment in technology over the last two years has seen Daytona buy two further flatbed digital printers; a continuous UV cured roll-fed printer; and a Fotoba automated roll cutter. As well as a DYSS X5-1630C Digital Die Cutter with an automatic sheet feeder from AG/CAD.

Whilst the three printers have been installed to improve productivity and capacity, the DYSS X5-1630C was installed to improve process control as well as throughput, whilst reducing costs. Daytona Visual's Technical Director, Mr Oliver Wassall, said: "Our die cutters can't always facilitate the large format sheet sizes available on our large format digital flat beds that can be up to 3m by 1.6m. To make full use of the bed size, we had to get large cutting formes produced externally and then send these and the large format sheets to an external supplier for cutting. The sheet sizes and quantities could often make this a logistical problem that disrupted our work-flow.

This is why we invested in the DYSS digital die cutter. It has improved lead-times, throughput and work-flow whilst giving us more flexibility."

The company chose a DYSS machine from AG/CAD mainly because of its existing relationship. Daytona bought a KASEMAKE KM603A cutting table from AG/CAD over 10 years ago for its prototype work. The build quality, reliability, consistency and customer support associated with the KM603A, and

the three licences of KASEMAKE CAD software, were key factors in the DYSS purchase. Oliver said: "In the time that we've had the KM machine, it's never failed us and the service has been outstanding. The new DYSS machine is for the production floor whilst the KASEMAKE KM603A will stay in the design department producing prototypes. Our KASEMAKE CAD software accommodates all our design needs. It's even used in our CNC routing department."



The DYSS X5 with auto loading table in action.

Sign Build are first to install Canon's Arizona 1280 GT

Sign Build Ltd, who provide internal and external signage to the house building and construction industry, are the first in the UK to choose Canon's latest flatbed technology.

The 1200 Series of UV true flatbed printers were announced in January 2016 and comprise of the Arizona 1240, 1260 and 1280. Sign Build, who invested in the 1280GT, work closely with house building companies to develop over one million square metres of branded and bespoke signage items per year. These include development sales signage, hoardings, point of sale material and internal graphics and furniture.

Canon's range of Arizona's are primarily used in the sign and display industry,

speciality print producers, reprographic businesses and photo labs. Sign Build were invited to a demonstration on how the Arizona 1280GT, together with the Zund G3 2XL digital cutter, could help increase their productivity by reducing the turnaround time on projects whilst maintaining the highest quality print.

Mark Cowin, MD, Sign Build, said: "We are always looking for improvements in all our processes, and in particular looking at a system to speed up the end-to-end print process."

Dominic Fahy, Wide Format Business Group Manager, Canon UK said: "Sign Build are a fantastic company to work with and

we're looking forward to supporting them with the opportunities that this partnership and the latest technology will bring. We have seen a huge interest from the market since the launch in January, and we're delighted to have the UK's first installation of the latest Arizona series in the 1280GT at Sign Build."

Canon have a close partnership with Zund through their worldwide agreement to sell Zund's S3 and G3 cutters. Canon and Zund work closely to make sure all products work "effortlessly" together to provide customers with the optimal print solution.

The installation of the Arizona 1280 GT at Sign Build took place in April 2016.

Artisan Signs broadens scope with Mimaki printer

Artisan Signs has added to its already impressive kit list with the purchase of a new Mimaki UJV55-320 grand format LED UV inkjet printer.

Established in 1997 as a sign making operation and run by Graham Davey and wife Alison, supported by a team of 10 people; the business has always been keen to diversify and seek out new market opportunities.

Graham said: "Artisan Signs has a strong focus on development, continually adapting to market and customer needs, with a clear vision and goals. A key strategy for the business has been to invest in good quality equipment, and we keep ourselves abreast of the latest technological developments in the wide format print industry.



Artisan Signs' Graham Davey with their new Mimaki UJV55-320.

"Our experience with Mimaki over the last 15 years or so reassured us that we could expect it to deliver; they have always proved to be 'trustworthy workhorses' that just keep on going."

"We first bought equipment from Granthams some 18 years ago and have always found Sue and Jamie really easy to work with and hugely supportive in every way possible."

Due to changing customer needs and the demand for wider format print with even higher levels of print quality and output volume, the search was on for a new UV printer that would meet those requirements. Graham said: "For some time we had been out-

sourcing all print over 2m wide to third party suppliers and felt the time was right to bring production back in-house. Giving us much greater control, particularly when faced with challenging timescales and short deadlines.

"There's always been a huge gap between established roll-fed printers bought by typical small sign and graphics printers, and the more expensive super-wide offerings, generally found in larger sign and exhibition factories. With many of the 3.2m machines we were looking at anything between £150k and £200k, which would have been a significant commitment for the business. When we first heard about the launch of the Mimaki UJV55 with a price tag of around £60k we could scarcely believe our luck. But our experience with Mimaki over the last 15 years or so reassured us that we could expect it to deliver; they have always proved to be 'trustworthy workhorses' that just keep on going."

Artisan finds itself in the enviable position of being able to satisfy a broader range of customer requirements in-house, with more control over deadlines and output quality, as well as being more profitable. The company is seeing more of a shift towards printed textile for applications such as exhibition and backlit graphics.



Kettering-based Artisan Signs has recently invested in Mimaki's latest 3.2m LED UV printer.

www.artisansigns.co.uk
www.granthams.co.uk

PRODUCT Choice

Group101 'stages' a grand entry into wide format direct-to-textile print with a new MTEX printer

Wide format print and signage specialist Group101 has expanded due to a recent investment in an MTEX 5032Pro direct-to-textile printer.

As well as using the printer to deliver new soft signage solutions, it's also creating 'trussing' for stages at gigs and festivals, and fabric backdrops for theatres.

The company started as a canvas printer by chief executive James Sahota, in a small bedroom seven years ago.

Its quick growth meant the company moved into a production facility after around a year. Nine months later they moved again into bigger premises and introduced more large scale signage machines, such as a CNC cutter.

After another move they finally settled into a 10,000 sqft facility in August 2015 which also houses their new MTEX 5032Pro, installed just before Christmas.

James said: "While we started out serving both trade and direct customers, we're now a trade-only supplier, working mostly with signmakers, other printers and range of design agencies.

"It's a great arrangement as it means our customers know that we're not a competitor for their business, and we can work together with our clients to develop new applications to meet their customers' requirements."

With the MTEX 5032Pro, Group101 is able to print directly onto a range of textiles



The stretch fabric display frames produced by Group101 on the MTEX 5032Pro can have a massive impact at up to 6 x 3m.

including Airmesh vent fabric (for fencing banners, cafe barrier graphics, crowd control railing graphics, building wraps, banners, displays, exhibition graphics, point of sale signage); backlit fabric; blackout display fabric for where zero light shine through is needed; and stretch fabric for display frames.

James said: "The MTEX 5032Pro is a totally different beast from your standard wide format printer.

"It's a bit like the difference between driving a car and flying a plane; there are more factors to consider than when you're just loading a roll of vinyl or a board, such as how the material behaves, and the effects of heat, tension and torque."

James and a couple of his operators have learned to work the printer, and while they offer a range of products, the most popular are the stretch fabric display frames.

James said: "The stretch fabric display frames and pop ups are like a sock you pull around the frame, and they can have a massive impact at up to 6x3m. We do the finishing too so we supply a complete solution, with bespoke display shapes if requested.

"With the fabric we use customers can wash the material at 30 degrees to keep it clean, and the displays can be packed up and carried over your shoulder in a bag similar to a rucksack.

"At the other end of the scale we can also produce theatre backdrops on fabric rather than a foamex board, with a 15-20m seamless graphic that companies can fold up and put away.

"Thanks to our new soft signage solutions the MTEX is becoming a firm favourite with our network of trade clients."



With the MTEX 5032Pro, Group101 is now able to print directly onto a range of textiles.

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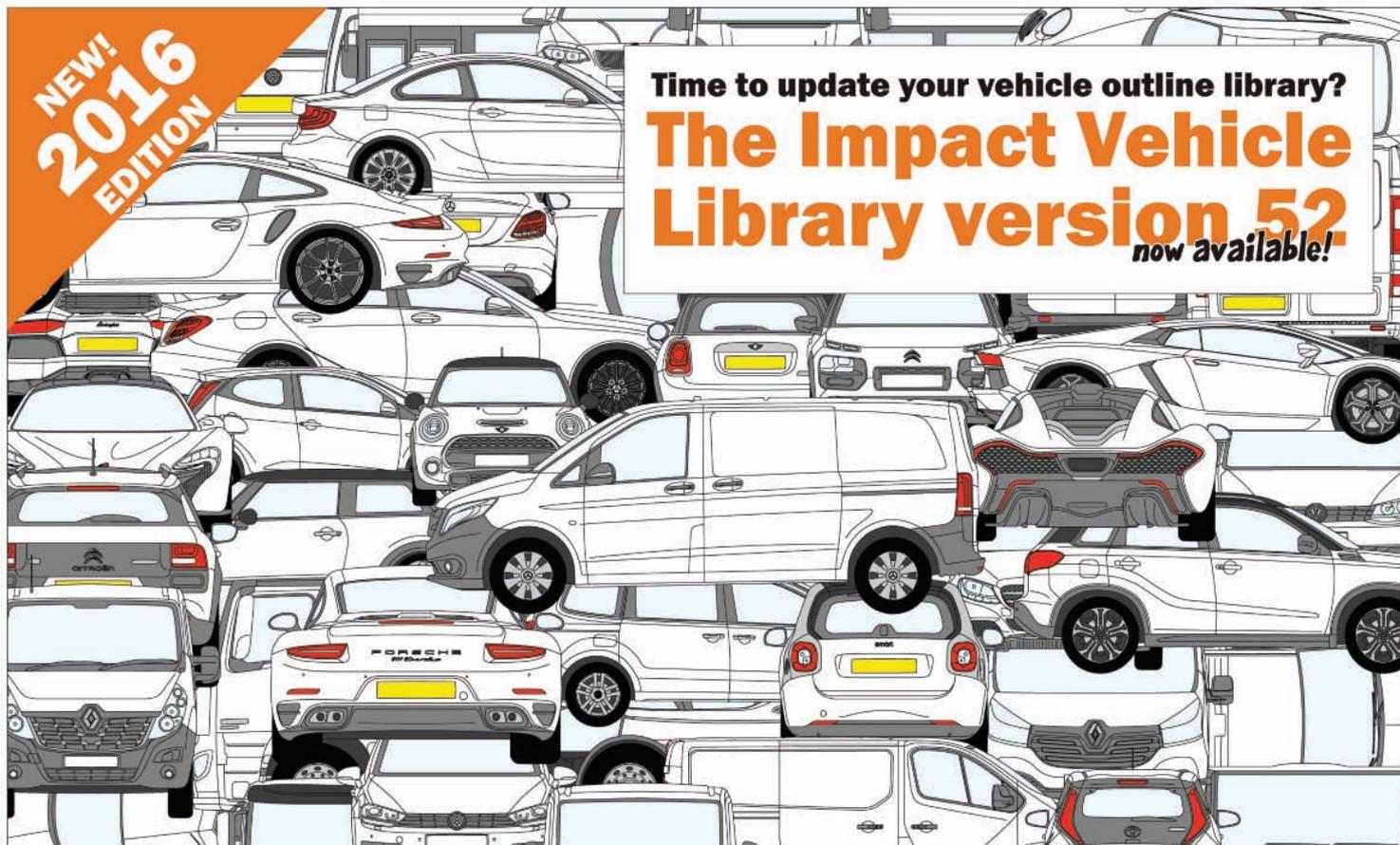


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PRODUCT Choice

Oakdene Design grow with Roland DG

Ben Grist, founder of Oakdene Designs, first came across Roland DG while at college, and knew from that moment he wanted to own one. Ben started his first business when 17-years old, making high end chicken coops. He bought a Roland DG GX-24, the predecessor to the GS-24 Desktop Cutter, to produce custom-made stickers for the coops. The desktop printer required a low initial investment and this, coupled with Ben's prior knowledge of the machine from college, made the GX-24 the perfect choice for the new business.

Wanting to diversify and expand, Ben explored the applications possible with the versatile Roland DG machine. He was able to start a new business producing and selling wall stickers and prints through retail websites such as 'Not on the High Street'. And in 2012 Oakdene Designs was born.

Ben left university in his final year of studies to concentrate on his design company, which was growing steadily. The business was run out of a small studio at the end of his road in Brockham, Surrey alongside his three members of staff. The decision proved to be the right choice as Oakdene Designs achieved a turnover of 60k in its first year.



Ben Grist, founder of Oakdene designs.

As the operation grew, Ben was keen to diversify into new markets and so he invested in a Roland DG GX-500 from the CAMM-1 PRO GX Series. Much larger in size than the GX-24 desktop cutter, the powerful vinyl cutter, combined with an aqueous printer, meant they were able to create a larger variety of products, such as canvases, decorative signs, adhesive wallpaper murals and larger wall sticker sets.

In 2014 Ben also invested in a Roland DG SOLJET PRO 4 XR-640 wide format inkjet printer/cutter. Having the print and cut facility in one machine meant that Ben and his team were able to maximise efficiency to produce high-volume, high-quality products on demand. Soon after, Oakdene Designs introduced a more creative product range to include personalised printed photos, signs and larger bespoke canvases.

Ben said: "As business started to pick-up I knew I needed more than a desktop cutter. The GX-24 had been a great first investment and given us the chance to find our feet and understand where we wanted to be in the market. The addition of the two new Roland DG machines meant we could expand on our vision to offer an exciting range of bespoke decorative products."



In 2016 the small team of eight full-time staff members were selling high-volume, made-to-order decorative products on the web in the UK and worldwide. They reached an annual turnover of over one million in four years. Determined to remain competitive and maintain the level of growth the business has achieved, Ben came across the Roland DG VersaUV LEF-300 UV Printer. The UV inkjet flatbed printer could take productivity to the next level and offer the flexibility of digital customisation and personalisation, which was a growing market trend that Ben was keen to exploit. The LEF-300 was soon part of the Oakdene Designs family and not long after its arrival, the business was able to expand its product line accordingly.

The UV printer was able to print directly onto a wide range of substrates, allowing them to create a larger range of unique decorative items such as bamboo decorations, illuminating photos, street signs and transparent photos. Built to meet high-volume demands, the UV printer provides a "consistent, high-quality" finish even during long production runs.



"The addition of the LEF-300 gave us the ability to print onto a larger variety of materials such as wood, fabric leather and acrylic, all without a primer. We have remained successful at Oakdene Designs because we are constantly thinking of new and innovative designs that no one else has done before. Using our Roland DG machines, we have been able to produce some really exciting stuff," says Ben.

The business is looking forward to the future and have hopes to one day take creativity to new heights with the purchase of a Roland DG LEJ-640FT, the newest addition to the Roland DG UV range.

www.rolanddg.co.uk
www.oakdenedesigns.com



PRODUCT Choice

Arrow Digital installs MTEX Blue digital textile printer

The MTEX Blue is an all-in-one soft signage printer used to produce flags, banners, graphic displays, interiors, soft furnishings and point of purchase displays.

Mr. Samir Patel, CEO and Managing Director, Arrow Digital said: "The MTEX Blue is a four colour roll-to-roll printer aimed at companies wishing to enter the digital textile print market. It is equipped with Panasonic print

heads, with speeds up to 55 m²/hr for a completely finished fabric and built-in heat fixation."

Mr. Mayo Kurva, Managing Director, Welpac Pvt., where the MTEX was installed, said: "We bought the MTEX Blue as we wanted to diversify into soft signage. This printer offers us a true direct-to-fabric disperse dye-sub inkjet printing solution with no compromise to the integrity of the material

after continuous use."

With disperse dyes inks, the image is essentially 'bonded' into the fibres through the inbuilt heat fixation/polymerization process, which is designed to use minimal power.

Bruising, marking, creasing and cracking are eliminated completely due to the image becoming part of the fabric as opposed to sitting on top of it, as with other print processes, says the company. The MTEX Blue offers "superb quality at great speeds with punchy, vibrant colours and in-line fixation". One can also print onto heat transfer paper for calendaring offline with the same ink on the same printer.

Mr Kurva said: "We conducted extensive trials and sampling at the Arrow demo centre and compared these with other platforms, but the MTEX Blue came out on top each time. We have a long standing relationship with Arrow, so we know we are in the right hands; training, service or help is just a phone call away."

"We see tremendous opportunities with this printer and with Arrow's help in stocking the best fabrics, we will be focused on converting a good majority of our clients to digital textiles; we have already shown samples to some clients and they love the concept and colours. We are proud to be pioneers in India again with digital textile printing," says Mr Kurva.



The team at Welpac with their new MTEX textile printer (L-R) D Babu - Manager (Production) Basavaraj - Manager (Operations & Maintenance) Mayo Kurva - Managing Director.

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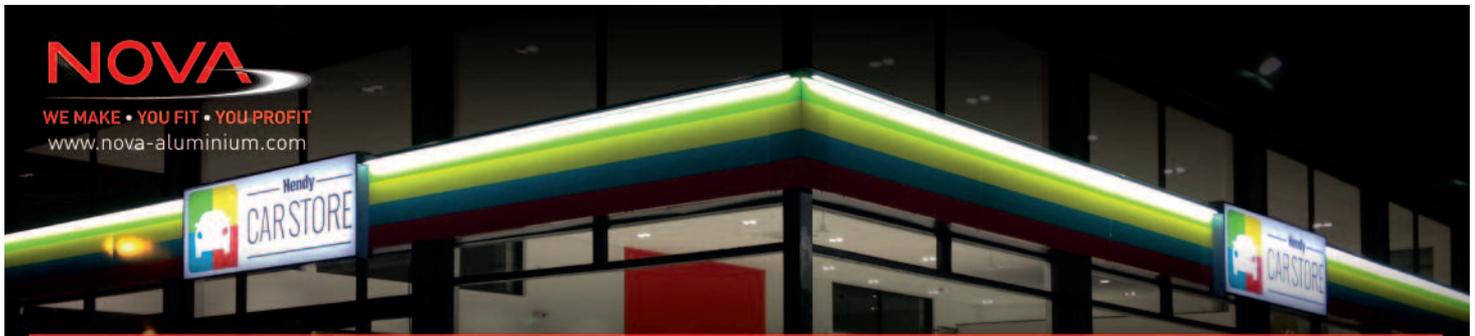
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PRODUCT Choice

Graphics company choose DYSS

Thames Graphics recent investment of over £450,000 has enabled the family business to extend its premises and invest in a 3m by 2m Jetrix KX7R large format flatbed printer; and a slightly larger DYSS X7 2230C digital cutter from AG/CAD.

Arriving within a month of each other, both machines were originally identified by Thames at the Sign & Digital exhibition. Company Director, Alex Povey said: "We found most of our time was spent printing self-adhesive vinyls and then mounting them onto various substrates. To reduce our time and costs, we wanted to print direct to substrate and this is why we acquired the Jetrix.

Cutting large boards was also an increasing challenge which meant we were either turning work away or subcontracting it out to external suppliers. We knew that a digital cutting machine would open new doors for us.



A Family Affair - Alex, Ivan and their son working the DYSS.



Large posters being cut on the DYSS.

"We looked at a number of machines and found that several well known brands were very expensive in comparison and offered no additional benefits to the DYSS. Others had poor build quality and weren't particularly robust or had challenging software! The robust frame of the DYSS X7 combined with the sturdy Super Head 3-tool cutting unit and professional KASEMAKE software means we can knife cut, crease and router cut a multitude of medias, as well as create virtual 3D designs and rendered visuals for our clients."

Thames Graphics specified the DYSS X7 machine with a roll feeding facility for cutting the batch-runs of posters that come from its roll-fed printers.

"The arrival of the KX7R large format flatbed printer and the DYSS X7 digital cutter has enabled us to increase our turnover by over 15 per cent in the few months since we bought the machines. We are working towards trebling the size of our business over the next two years and anticipate most of this growth to result from our investment in the DYSS and the flatbed," says Alex.

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Empowering the next generation of signmakers

From apprenticeships to franchise support, on-site and now virtual training, there is a great deal available to sign makers in terms of skill development. Jemima Codrington spoke to leaders in the sector to find out more about key challenges, successes so far, and what the signage industry can do to attract newcomers.

Apprenticeships are the key to the industry

As Director of the British Sign and Graphics Association (BSGA), David Catanach is well versed in the difficulties facing the signage apprenticeship sector in the UK.

According to David, the demand from those businesses that have experienced the benefits of taking on apprentices using the national framework (thereby ensuring that the training meets national standards) is strong. However, when looking at the industry as a whole, the uptake of apprenticeships is seemingly small. "It can be seen from a certain point of view that the vast majority of businesses in the sign industry are not engaging with these programmes for a variety of reasons relative to their own business, but a constant battle that the BSGA undertakes on behalf of the industry is to maintain funding by demonstrating that demand is strong," he says. "So far we continue to be successful in that argument but should that demand fall below some certain criteria, the funding simply goes elsewhere to the detriment of the sign industry. You can still have apprentices but they will be funded by the individual business and at a standard not necessarily recognised by anyone else."



David Catanach, Director, BSGA.

Part of the BSGA's remit is to promote a qualified and competent workforce so that standards are maintained to the highest level of craftsmanship. The apprentice route is top of this agenda and is helped by the inclusion of the 'Young Signmaker of the Year' Award in the BSGA British Sign Awards in recognition of the outstanding contribution Apprentices and Young Signmakers can and do make to sign makers' businesses across the UK. Last year, this was awarded to 18-year old Nathan Aston, an apprentice at FAST Signs. David notes that engaging in an apprenticeship provides trainees with a sense of purpose that can lead to not only awards, but also a rewarding career upon completion. "Those who have successfully undergone apprenticeship training gain with it a respect for their employer and a feeling of genuinely being part of that business rather than 'cheap labour'. The result benefits both business and individual."

Changing perceptions of careers in signage

To encourage school leavers and graduates to consider a career in this industry, David believes that the industry itself should be more self-promoting. "After all, it is in the visual communication industry and should be making itself appear to be the attractive, diverse, dynamic business it actually is. A constant retort we receive is that few people ever even considered the sign industry for a career as it is mainly metal bashing and printing stickers!"

"A constant retort we receive is that few people ever even considered the sign industry for a career as it is mainly metal bashing and printing stickers!"

"The sign industry should be more self-promoting - after all, it is in the visual communication industry and should be making itself appear to be the attractive, diverse, dynamic business it actually is."

- David Catanach,
Director, BSGA

For those who are interested, financial funding is available for candidates between 19 to 25 years old using the national standard framework. Since the introduction of the Apprentice Framework and National Standards of qualifications, the number of organisations offering assessment leading to qualifications has slowly but surely declined, something David believes is simply because the take up made it uneconomical for the assessor organisation from continuing engaging with this qualification. "The bigger the uptake, the more attractive assessing candidates for the sign industry becomes leading to more options and locations providing assessment," he says. "We cannot emphasise strongly enough that this industry cannot afford to lose this simply because a qualified, competent and professional workforce is the future of the industry. Without a qualified workforce, the future is not as rosy or dynamic as it could be."

www.bsga.co.uk/principal-activities/training-and-education/

Government committed to furthering sign apprenticeships

Sponsored by the Department of Education, the Skills Funding Agency (SFA) provides £3.2 billion of funding annually to more than 1,000 colleges, training organisations and employers.

As part of this, the SFA connects individuals with Signmaking apprenticeships, and there is support provided to employers through their employer guide.

According to a Skills Funding Agency spokesperson: "Our employer guide provides information to employers on higher apprenticeships, and the guide includes a section on the benefits for apprentices, which em-

ployers can use to encourage graduates to consider a career in sign making."

Research shows that apprentices that complete an Intermediate Apprenticeship earn, on average, between £48,000 and £74,000 more over their lifetime than similar individuals with other Level 2 qualifications.

Completing a Level 4 Higher Apprenticeship could therefore result in increased lifetime earnings of more than £150,000, similar to the returns from completing a degree.

Employers can apply for funding to cover the cost of their apprentice's qualification if they're providing their formal study, as

well as being their employer. The amount the employer could get varies depending on the candidate's age. For candidates between 16 and 18, employers can get all of their course costs covered up to advanced level apprenticeship qualifications, e.g. higher diplomas or A-levels. For those aged 19 to 23, employers can get half of their course costs covered, while those over 24 years may only result in employers receiving a contribution of the course costs.

Employers can find out all they need to know to employ an apprentice by visiting: www.gov.uk/take-on-an-apprentice.

Supporting franchisees

FASTSIGNS has a number of franchise opportunities available, and to support those who take advantage of these, a number of initial courses and ongoing training are available.

"We provide a fully comprehensive range of courses for both new and current FASTSIGNS business owners," says John Davies, UK Managing Director of FASTSIGNS UK. "The courses cover the technical details of graphic design and sign production right through to how to run and market your own signage company."

To start, franchisees are provided an

initial four-week training package, consisting of two weeks at their purpose-built training facility in Dallas, Texas. This is followed by a week of training at an established centre and a further week of training in their newly opened outlet. "At least twice a year, we arrange a visit to each of our UK centres from our equipment specialist in Dallas. This specialist will spend time at our centres, helping people to get the most from their equipment and tools and answer any queries. Recently, we arranged a training session for our UK franchisees on 'profit mastery', hosted by the renowned expert,

Steve Lefever. This was really successful and helped our franchisees to identify ways in which they can boost their profits," says John, adding that learning how to turn signage expertise into sales is an incredibly important focus for all franchisees.

There is no cost attached to the training to the ongoing support provided, because as technology continues to change and improve, John notes that FASTSIGNS have an obligation to franchisees to ensure they are fully trained and confident in using new and existing products and equipment.

....Continued on page 48



FASTSIGNS offers comprehensive, ongoing training for franchisees.

EDUCATION & TRAINING Feature

Supporting franchisees

"We also understand that, while face-to-face or over the phone training is fantastic, it's also important that our members can learn in their own time and at their own pace. For this, we have a designated support intranet site where franchisees can access training webinars and information on everything related to signage and FASTSIGNS at any time."

To further support this commitment to moving with changing technology, FASTSIGNS recently became a certified partner with "Google for Work". This set of cloud-based tools has been specifically designed to aid virtual collaboration across mobile and desktop devices, and with this, teams can deliver powerful digital signage through Google's latest technology, the Chromebit. "Google's Chromebit allows our centres to update digital signage content remotely using a cloud based app. Using conference calls and webinars, we are providing our franchisees with all of the information they need to use and sell this new technology. We also have plans for our US digital signage specialist to visit the UK and conduct several training sessions to help all of our franchisees



Franchisees can learn skills like vehicle livery.

better understand the product," says John. The FASTSIGNS model strongly revolves around franchisee training and support, as John notes this is what they believe helps members to build a truly successful signage business. "As equipment and materials are constantly developing

and the business landscape changes, we know that no money invested into training our members and their staff is ever wasted."

www.fastsigns.co.uk



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EDUCATION & TRAINING Feature

Walsall College provides a number of different intermediate and advanced apprenticeships in signmaking, along with full cost NVQ/QCF Level2/3 in Signmaking. "We currently have approximately 130 apprentices and that is without marketing the course, so we would say the demand is high," says Sharan Shukla, PR and Marketing, Walsall College. Indeed, the winner of the 2015 Roland 'Apprentice of the Year' award achieved his apprenticeship through Walsall. Nathan Aston completed his Level 2 Intermediate Apprenticeship in Signmaking and is working through his Level 3 Advanced Apprenticeship, with a view to progressing on to a Level 4 Higher Apprenticeship in Management. When it comes to funding, there are a number of options available, according to Sharan. "Employers may be eligible for the £1,500 AGE (Apprenticeship Grant for Employers) to support the apprentice, and there are also local pockets of funding around. Our Business Training Solutions team is available to work with employers to navigate the different funding streams."

www.walsallcollege.ac.uk

Completing a Level 4 Higher Apprenticeship could result in increased lifetime earnings of more than £150,000 - similar to the returns from completing a degree.

- Source, SFA



Nathan Aston was named the "2015 Roland DG Apprentice of the Year" at the BSGA Awards.



Walsall College offers intermediate and advanced signmaking apprenticeships.

Employers could be entitled to get a grant or funding to employ an apprentice if they're in England. To check if they are eligible they can contact the National Apprenticeship Service (0800 0150600) or fill in an enquiry form online.

Apprenticeships are available in 1,500 job roles covering more than 170 industries, from signmaking to advertising, youth work and environmental engineering.



(L - R) Apprentices can learn a range of skills at Walsall College.

Apprentices that complete an Intermediate Apprenticeship earn, on average, between £48,000 and £74,000 more over their lifetime than similar individuals with other Level 2 qualifications.

- Source, SFA

New and diverse skills on offer from Roland DG

Roland DG launched the Roland DG Academy with the aim of offering support to seasoned professionals wanting to diversify into new industries, as well as encouraging and developing the skills for those new to the industry.

Designed to inspire loyal, long-last relationships with both potential and existing customers, the Roland DG Academy is an industry recognised training facility, hosting courses that are suitable for anyone, anywhere in their career whether they are just getting a foot in the door, or are a print veteran looking to explore a new industry. With courses developed specially to equip sign makers with industry specific knowledge and creative ideas to support business development, the Roland DG Academy is the perfect solution for professionals looking to expand their skillset or business offering.

"In the creative print industry, simply having a print or print and cut machine isn't always the complete solution to allow you to produce both affordable, industry standard and bespoke products that your customers require," says Joe Wigzell, Academy and Creative Centre Manager, Roland DG. "For a business, ensuring that products are being produced at the best possible quality can often depend on a number of additional factors. Professional product knowledge, manufacturer support, and reliable education and training are all important to enable your business to thrive."

Roland DG prides itself as being the company that goes above and beyond the initial purchase of a machine, offering plenty in the way of ongoing professional education, training and support that can be the difference between producing lower quality products or premium, high quality results. Of the training options on offer, the 'Intermedi-

ate Digital Print' course is a popular choice for those in the sign industry. "The training course is ideal for those with experience in the print industry is designed to improve overall output quality through better knowledge of print procedures. This then enables users to streamline production processes and explore unconventional creative avenues," says Joe. From software and art-working to maintenance and problem solving, the course is packed with useful tips and tricks to ensure attendees can guarantee their business is one step ahead of the competition. Roland DG also offer a range of specialist courses for a number of specific industries including: Introduction to Wrap, Vehicle Wrapping, VersaUV LEF Course, Introduction to Digital Print and CorelDRAW.

For those who would prefer additional advice and support without a full training package, Roland DG is proud to offer the support of its Roland DG Authorised Dealers. All dealers work closely with Roland DG to ensure that they are fully up to speed with all the necessary and technical knowledge needed to offer customers advice on a range of information, including the best machine to suit a particular business, training, product, software and or ink need. Sign makers looking to attend a Roland DG Academy training course can be sure to benefit from useful insights tailored to each individual machine delivered by Roland DG and industry experts.

This expert knowledge aims to ensure customers are using their Roland DG machine to its full capabilities and are really capitalising on the potential of the equipment, helping to create moneymaking applications that are guaranteed to bring a huge return on investment. The training and support structure offered by Roland DG is designed to deliver tangible benefits that will

"Keep learning, or get left behind! Look after your kit, keep on top of the latest developments in technology and the industry, and train your staff well."

- Joe Wigzell, Academy and Creative Centre Manager, Roland DG

help customers to improve their workflow, break into new markets, push boundaries and even allow businesses to produce new product ranges. "Ultimately, our aim is to help our customers to achieve their goals, whether that is improving their skills, implementing a more effective workflow or just providing inspiration. In our Roland DG Academy courses, we aim to mix cost saving tips across workflow, design, materials and application techniques into all of our training sessions to fine tune processes and output."

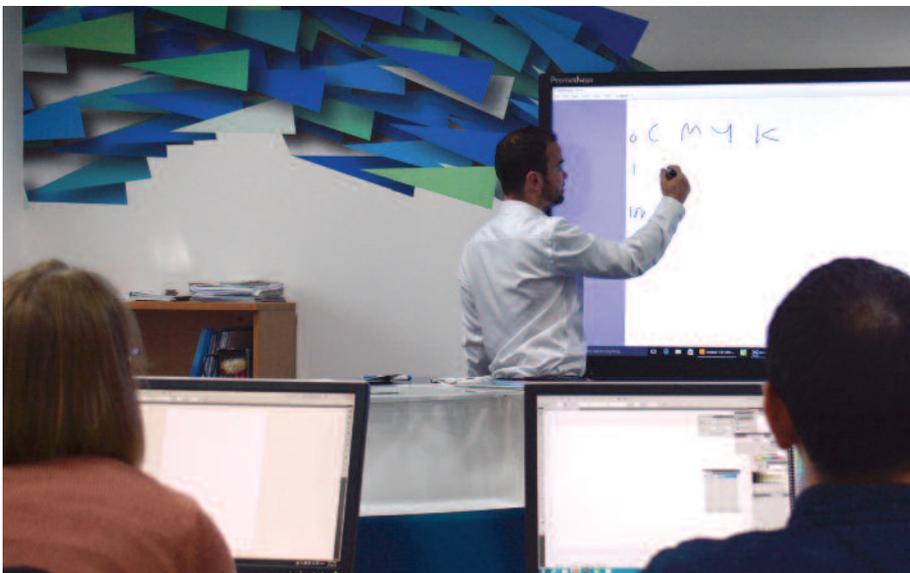
As there is naturally an increase in demand for the latest applications and technologies on the market, the team at the Academy always try to keep up-to-date with new advancements across every industry so as to offer relevant courses for each industry.

Despite there rarely being a spike of interest on one particular area, Joe notes that sign makers have taken a greater interest in the design area of print recently, as it enables more high quality, diverse applications which can make the traditional sign maker stand out from the crowd. "Software training is always a popular field, with the major themes and benefits of VersaWorks included in the majority of our printer-based courses," he adds. "Our CorelDraw course, run by Corel themselves, is also a busy choice; with attendees getting a chance to learn directly for the experts themselves."

A Roland DG purchase therefore offers customers more than just a machine; it's a full offering covering purchase to training and education through to aftercare and support.

There is always more to learn in the print profession and ways to make a business stand out in a crowded market, and Joe adds that Roland DG are there to help customers do just that. "By taking advantage of the full training, support and education package that Roland DG provide, customers can be confident that they have the right tools to exploit moneymaking applications that showcase the best in business."

www.rolanddg.co.uk



Software training is always a popular field, according to Creative Centre Manager Joe Wigzell.

EDUCATION & TRAINING Feature

The signs of a good education

Signs Express has become the largest sign company in the UK and Ireland, with numerous franchises being launched over the past 25 years.

Helen Blyth, PR & Content Marketer at Signs Express, reveals that there is a great deal available to sign makers as they join this experienced franchise.

"We understand the importance of continuous training for our franchisees and their staff, and we work very closely with our trusted supply partners, who are excellent at offering training courses on new products and software," she says. "Indeed, we are currently offering our franchisees additional training on our quoting and CRM software, as well as vehicle wrapping training with 3M and Metamark. We've also held workshops at suppliers' premises in the past and our annual Convention is also the perfect environment for professional and industry development."

As a member of the British Franchise Association (BFA), Signs Express offers numerous benefits to its franchisees, both old and new, as part of their ongoing commitment to ethical franchising. According to Helen, this dedication to the future prosperity of the Signs Express network includes a comprehensive set of training courses. "For example, when we appoint a new franchisee, we run a three week long training course prior to them entering their centre, which covers sales, marketing, production management, time management, vinyl application, accounts, admin, health & safety, software and HR. We set minimum standards for sign making staff and encourage trainees to undertake apprenticeships."



A Signs Express franchisee undergoes training in Leeds.



Helen Blyth, PR & Content Marketer at Signs Express.

The initial training provided to all new franchisees is conducted at HQ in Norwich, with the addition of commissioned specialists and on-site training at the franchisee's premises. Each of the franchisees and their staff have access to the Signs Express extranet facility, which includes training videos and guides along with the franchise operations manual and other useful resources. The HQ support team of 18 also offers ongoing telephone support and visits. "Being part of a large network also has its advantages, as other franchisees often lend advice and support if required," adds Helen. Given the extensive training that is available, it is not necessary for franchisees to have any prior sign industry experience, although candidates with a strong commercial mind and experience in management and sales have an obvious advantage when starting up a business.

Helen adds that in terms of employee training, several Signs Express centres run NVQ Apprenticeship Programmes through Walsall College, providing young people with a trade through a structured course and hands-on experience. "Also, several individuals in the HQ team are members on the British Signs and Graphics Association boards, including the technical committee and PR committee. Craig Brown, our MD, is a council member as well as sitting on the BFA board. This means that we are always kept abreast of developments in the industry and we pick up new tips about products that we can demonstrate to the group. Therefore, our centres are always kept up-to-date."



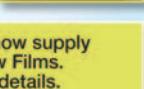
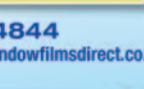
Signs Express offer on-site training to support new franchisees.



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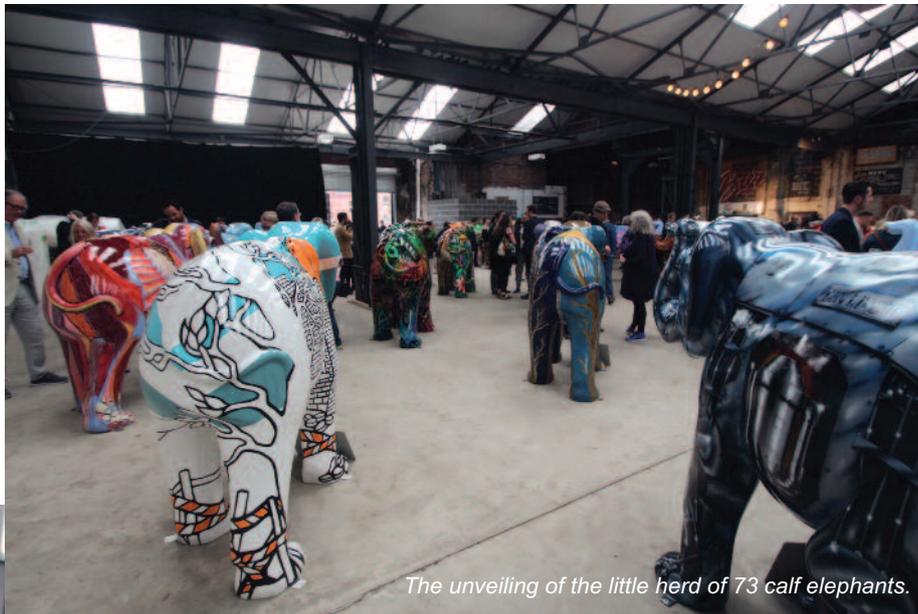


Signage stampede

This summer, a herd of colourful elephant sculptures will descend on Sheffield for the biggest public art event the city has ever seen.

This initiative has previously been successful in other cities around the UK from dolphins in Aberdeen, to dragons in Norwich. In Sheffield, the initiative has been orchestrated by The Children's Hospital Charity and public arts event organiser Wild in Art, with lots of corporate sponsorships from companies like Signs Express.

With an excellent working relationship with The Children's Hospital Charity, who the event is raising money for, Signs Express (Sheffield) is supporting the event with free signage on the elephants.



The unveiling of the little herd of 73 calf elephants.



Forest Spirit elephant, sponsored by Signs Express (Sheffield).

They are also sponsoring a special elephant called Forest Spirit by Sheffield-based street artist Faunagraphic.

Steve Morris, owner of Signs Express (Sheffield) is delighted to get behind such an exciting event. He said: "We have a great relationship with The Children's Hospital Charity and have worked with them on numerous projects, so we really appreciate being able to work with them again. The event itself is going to be amazing fun for all the family. Our team are really looking forward to showing their families around the trail."

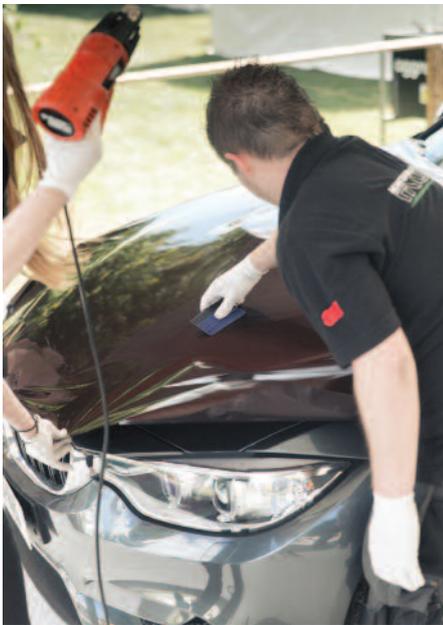
There will be over 50 elephants situated across Sheffield city centre and beyond, creating an interactive trail that can be followed using the Herd of Sheffield app to collect points for every elephant you see on your journey.

Clare Collingworth, corporate fundraiser for The Children's Hospital Charity said: "It's been brilliant collaborating with Signs Express and we really appreciate the level of support they've given us throughout the Herd of Sheffield project. Not only have Signs Express sponsored their own beautiful elephant, their plaques will ensure that each member of the Herd can stand proudly next to their name and description. They will give each of the elephants a chance to have their moment in the spotlight."

The event started with the unveiling in June, of the 'Little Herd', 73 little calf elephants designed by local schools and positioned in indoor venues throughout the city. The main event, the elephant trail, is being released into the city from 11 July to 5 October.

3M products showcased at major motoring event

3M recently renewed its association with the Goodwood Festival of Speed; an event that attracts thousands of motoring enthusiasts, motor sport personalities and manufacturers of leading brands from around the world. A huge and varied 3M presence included live demonstration of a range of top-quality high-end cars being wrapped and customised, using the latest 3M vehicle wrapping products, and supported by a team of professional 3M Authorised Vehicle Wrappers (AVW's).



Some of the products showcased at the event included their Controltac and Envision ranges.



Live demonstrations by 3M Authorised Vehicle Wrappers.

3M vehicle wrapping products showcased included the recently launched Wrap Film Series 1380 that provides "exceptional conformability" when used to wrap vehicles with deep and/or difficult-to-access recesses. Other films demonstrated included Controltac Graphic Film Series IJ180; Envision Print Wrap Film IJ480; and the Wrap Film Series 1080 of self-coloured films. A range of products for paint defect "rectification", finishing and maintenance

were shown alongside the 3M vehicle wrapping solutions demonstrated.

3M also organised a series of competitions that provided visitors with the opportunity to win a comprehensive 3M Car Wrapping Kit. This included all of the tools necessary for vehicle personalisation and customisation.

www.3m.co.uk/graphicsolutions

Curved video wall transforms Reading town centre

BrightSign players are "driving" a massive outdoor curved video wall that forms the frontage of a redeveloped Reading shopping centre.

Atlantis Group, new owners of King's Walk Shopping Centre in Reading, needed to make a "strong and immediate" impact on passers-by, to fully reflect the changes within and encourage them to explore further.

Steve Hudson, Sales Director, Project Audio Visual Ltd said: "With head chefs coming over from France in one instance, the overall finish needed to be spectacular. King's Walk is a building with a lot of character, and the round tower over the entrance is a very

attractive feature. We knew that by wrapping a curved video wall around it, we would create a feature that was the talk of the town – and couldn't fail to create an impression."

Project Audio Visual used a curved Linso LED video wall, measuring just short of six metres tall by almost five metres wide. The video wall is a non-standard screen, with a non-standard resolution 640x896 with a pixel pitch of 6mm. Project Audio Visual turned to BrightSign for players to deliver content to the screens.

www.brightsign.biz
www.projectaudiovisual.co.uk



BrightSign players are driving a massive outdoor curved video wall that forms the frontage of a redeveloped Reading shopping centre.

Innova Solutions form unbreakable bond with World's Strongest Man competitor

When adhesive and bonding specialists Innova Solutions needed a face to represent their high strength range, Mark Felix seemed like a strong fit. UK strongman legend, Mark has an impressive record in competitive strongman events, regularly placed in the world top ten. He is famous for his incredible grip strength and in fact holds the current Rolling Thunder world record.

Glenn Dunleavy, Managing Director at Innova Solutions, said: "It's great to team up with Mark Felix, he's a legend on the strongman circuit, and the embodiment of high strength."

His grip strength is unrivalled in the strongman world, making him the perfect figure to represent the equally impressive unbeatable hold and grip strength of our own products. He personifies the Innova Solutions brand perfectly."

Innova Solutions will use Mark in a series of videos, images and events to promote their NovaSeal, NovaLite, NovaSol, and NovaWeld structural adhesives ranges, all formulated from "cutting edge technologies to create versatile, powerful bonding". He'll also promote the NovaBond range; an eco-friendly, solvent free range of double sided tapes.



Mark Felix, World's Strongest Man competitor is the face of Innova products.



According to Innova, Mark Felix embodies the strength of their products.

The campaign playfully places Felix in situations where you would normally use Innova Solutions products, such as commercial sign fitting. Or sees the strongman test his strength against and alongside the best from the company's high strength range.

Glenn said: "Over the past 14 years we've developed our structural adhesives and bonding tapes to be the best on the market; providing incredible bond strength across a range of substrates in the most demanding conditions."

Innova Solutions launched the campaign with their very own strongman competition in which Sales Director, Spencer Kelly, faced off against Felix in a number of gruelling events.

Brunel Engraving add finishing detail to top car

Brunel Engraving was commissioned by MG restoration specialist, Frontline Developments, to add bespoke finishing touches to its new MG Abingdon Edition, voted best car in the latest Top Gear series.

In the final show of the Top Gear series, host Chris Evans put the car through its paces and announced it was his favourite car of the entire series, describing it as "totally ace" and "built simply to put a smile on your face".

Brunel Engraving supplied the finishing touches to the vehicle by engraving unique sill plates to identify the restorers and the individuality of the model.

The sill plates, which were designed and manufactured from high quality 316 grade stainless steel to prevent rusting, were cut to exact size and deeply engraved with the MG logo and specific manufacturing information. Initial artwork was created on screen for approval, and then technologically advanced machinery was used to exactly replicate the artwork.

Tool paths were generated for the engraving equipment to follow and a high speed spindle running at 60,000 rpm created a deep and permanent engraving. Finally, a colour fill was added to exactly match the specific branding requirements.



Sill plate on the restored MG Abingdon Edition.



INDASOL's SignBlock powers monkey business

A recent project using INDASOL products for new signage for the Tamarin Trail at Drayton Manor, has caused quite a stir! We love it when our products become an integral part of stunning work by our clients, says INDASOL.

"Walsall-based Redbox Signmakers chose our SignBlock because it's lightweight, UV stable, externally durable and offers the

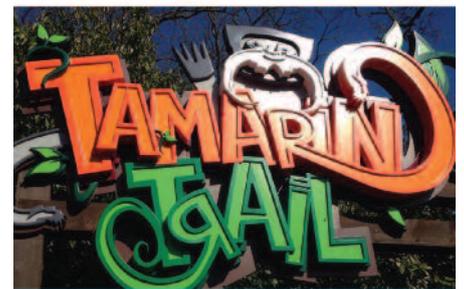
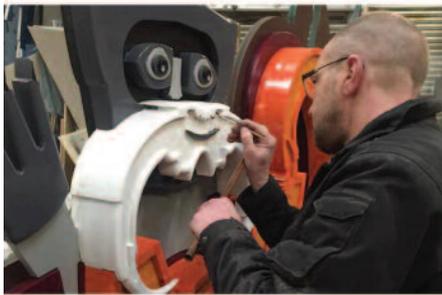
user the advantage of being able to create whatever 3D shape is required.

"It can then be finished in whatever finish is desired. SignBlock is a high density Urethane (HDU) and can be cut, routed, carved, water jet cut or sand blasted to suit.

"Redbox also used our INDASOL 900 two-part adhesive to create a collage, bonding the SignBlock together. Our product gave Redbox the freedom to create whatever shape and finish needed, and offered peace of mind that the sign will last many years," says an INDASOL spokesperson.

SignBlock can be laminated to create deep section signs, it can be painted, dipped and vinyl wrapped to give whatever finish is required. Redbox worked around the clock to ensure a seamless finish for the 3.1m by 2m sign. Everything was shaped by hand, finished with a top coat and hand painted.

Thanks to INDASOL's working with Redbox on this, visitors can find their way to get up close and personal with some enchanting creatures. First reports from the famous Midlands theme park are that the signs have proved hugely popular, says the company.



All photos courtesy of Redbox Signmakers

Rennicks UK shows the way for new tourist gateway signs

New traffic sign regulations, which came into force this year, led the way for historic towns and city destinations across the country to incorporate full colour, digitally-printed photographic images on new Tourist Gateway welcome signs. They are using technology and retroreflective materials supplied by traffic and transport solutions provider Rennicks UK.

The iconic, full colour, digitally printed traffic signs are included in the new Traffic Signs Regulations & General Directions (TSRGD) 2016. The use of Rennicks Nikkalite® reflective sheeting is prescribed by the Department for Transport to provide fully-compliant Tourist Gateway Signs.

The most recent Tourist Gateway Signs are those welcoming visitors to the City of Leicester at 12 key approaches and nine other sites. They were produced using the new digital sign technology and retroreflective materials supplied by Rennicks UK. With the design and delivery by Lime-light Signs, one of only a handful of traffic sign manufacturers in the UK able to print these signs.

A major scheme called Legible Leicester sees the replacement of boundary signs, and reducing street clutter, by removing thousands of other signs from Leicester's roads. The new signs feature Leicester Cathedral and the landmark Richard III statue of the Last Plantagenet monarch outside the cathedral.

According to City Mayor, Sir Peter Soulsby, the new signs support the Legible Leicester project to improve on-street information for pedestrians and motorists while removing unnecessary signage.

"Tourist Gateway Signs are already in place on the approaches to Plymouth, Portsmouth and other towns, villages and cities across the UK, and it's clear that they're destined to make a big difference to

the visibility, attractiveness and popularity of these regions," says Rennicks UK's Sales Director, Martin Rodgers.

"When they're digitally printed onto long-lasting Rennicks Nikkalite® retroreflective materials, you can be sure they will stand out for miles, as well as draw people in for many years to come," he says.

rennicksuk.com



One of the new Tourist Gateway signs in Leicester, using retroreflective materials from Rennicks UK.

BrightSign powers digital signage pillar at Westfield

BrightSign, LLC® installed an unusual cylindrical digital signage column at the Westfield Shopping Centre in White City, London.

Steve Hudson, Sales Director of Project Audio Visual, said: "We claim to be able to fulfil any brief, but this project really put our capabilities to the test. We were required to install a Dynascan curved LED display around a column within a store at the Westfield Shopping Centre. Because we make all of our fixtures to order, ensuring that we can fulfil any brief, this was not a concern. But our client had an extremely short timescale, which is where we had to use our initiative to make sure the deadline was met, whilst maintaining our high standards.

"Curved signage gives customers a great view of advertisements and on brand content, wherever they are standing. Curved displays give the appearance of a wider screen, catching the attention of potential customers even in a large space, such as a shopping centre. Through the use of on brand graphics, imagery, and video content, the curved video column provides an effective platform to spread brand awareness."

A major challenge with curved displays is that they are a non-standard format. BrightSign players, with their fully configurable resolution, make it easy to ensure that the content fits the screen correctly whatever the size. "This screen is 820 x 580 format; we were able to set that resolution in the player so that the content wraps around the column correctly," says Steve. "The easy and straightforward configuration of BrightSign players in BrightAuthor is a major benefit when we're working to a tight deadline like this. We simply didn't have the luxury of using the trial and error approach to find the correct settings."

"We are proud to be part of the trend setting process within our industry."



The BrightSign media player allows the content to be altered remotely, making it easy for the client to keep up with seasonal branding changes. BrightSign signage offers HD video quality and a solid state platform that can be used to stream presentations and live TV.

The required digital signage display was designed by Project Audio Visual, along with Dynascan. Due to the short timescale, all of the components were flown to the Project Audio Visual warehouse in Shanghai to build the LED column. They then shipped it directly to the site to enable a quick and easy installation. The display was installed and commissioned within 24 hours of arrival into the UK.

Steve said: "The LED curved display column is a relatively unique set up in the UK. Since installing the column in Westfield Shopping Centre, we have received enquiries for similar products. We are proud to be part of the trend setting process within our industry."

www.brightsign.biz
www.projectaudiovisual.co.uk



BrightSign and Project Audio Visual created a cylindrical digital signage column at the Westfield Shopping Centre in White City, London.

Learning the art of gilding

Michell Henry, from HNS Signs, told us how she got to teach apprentices the traditional technique of gilding on glass.

"200 degrees café is a fast growing, award winning coffee shop in Birmingham. They have always wanted to be different from the high street chains, so have done so by having quality as their USP. That is why they wanted their sign painted and the window graphics done in gold leaf.

I have always been keen to pass on the traditional techniques to the next generation of signwriters. So was over the moon when Tom, the owner, agreed to let one of our apprentices, Mary Hughes, and our new works manager, Sam Harris who had never done anything like this before, the opportunity to learn the art of gilding. Tom was keen for us to use two different shades of gold, which gave us the unique opportunity to use both transfer leaf and gold leaf. Due to time constraints, I had a colleague come in to work with Sam and Mary to teach them the basics of the two different types of applying gold. They did this using one of our windows. They took to it like naturals.

One week later, they were on site doing it for real! This is how it went:

Day one: Clean the windows using whiting to ensure that it was completely dirt and grease free. We then began to apply the stencils. This is a cheat but as we were working on a construction site, it helped us to work more efficiently and save the client a bit of money. Once the stencils were up, we removed the section for the black and red outlines and began to sign paint these.

This took us most of the day as there was a total of six windows and all of them were large.

Day two: We began to apply the highlights. This was done by mixing a bit of lemon paint into some one hour gold size. Once this was done, we removed the stencils whilst the size was drying. We then began to apply the 16.5 karat lemon gold to the size. We then had to wait for this to dry before we began to clear off the excess gold.

"I now know that I can do something that most other signwriters will never get the opportunity to learn."

Day three: We started to apply the 23.5 karat loose leaf. We did this using distilled water mixed with gelatine capsules to ensure that the gold had a flawless mirror finish.

"This was really hard as we had to do this on a working construction site" says Mary. "Especially when I was trying to apply the loose leaf to the doors and the builders kept opening them. Gold was flying everywhere."

By the end of this day, we had managed to clear off all of the excess gold and it was looking good.



Day four: This was a relatively easy day as we touched anything that needed it and then applied the clear varnish to the back. Sam found this to be the hardest part as it has to be done free-hand, and keeping a steady hand with loads of people watching is never easy...not even when using a mahl stick.

Mary said: "Knowing that we had learnt something which is a real skill was also great. I now know that I can do something that most other signwriters will never get the opportunity to learn."



Rebrand gives timber company a polished finish

As part of the UK's largest privately owned timber group, Howarth Timber & Building Supplies Limited, needed help with its rebrand. And for this they chose Signs Express (Huddersfield).

Originally contacted in 2013, Signs Express (Huddersfield) was tasked with carrying out a pilot of the rebrand at Howarth's Brighouse branch, despite a tight deadline of 10 days. Following this, the team at Huddersfield have steadily been rebranding the timber merchants' 30 other branches, including over 720 signs and 750 stickers!

The signage project has gone so well, that Howarth Timber requested a sign menu from Signs Express (Huddersfield), showing all of the different signs that had been produced to date. This enables each Howarth branch, together with their Head Office marketing team, to select which signs are appropriate for their site. The brochure also shows how effective the new signage can be and helps the managers to make the decision to invest in the new branding.

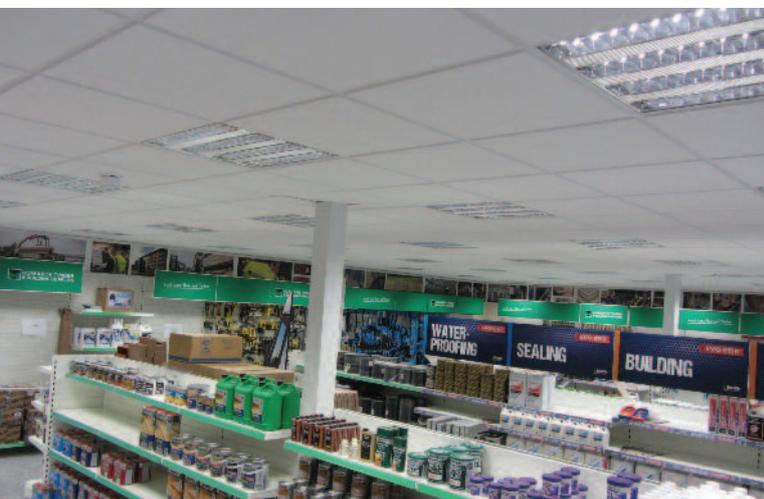
Martin Davis, Owner of Signs Express (Huddersfield), said: "Being a small Signs Express centre, we have to organise our workload really well to cope with these large orders, whilst still making sure that we keep all our regular customers happy too. On a Howarth installation day, three of us set off really early to be on site by 7am and our telemarketer ran the office. We have a great relationship with Howarth and have built the trust level to a point where they feel happy for me to site survey a branch, and then follow my recommendations for signage requirements."



An exterior sign.

The Signs Express (Huddersfield) team handled the manufacturing and all of the installation for the rebrand, and have liaised closely with Howarth's design team to advise on what styles work best for signage. The distinctive green, white and black branding that adorns Howarth Timber branches, "enhances the shopping experience and makes their premises much easier to navigate".

Danny Graham, Marketing Executive at Howarth Timber, said: "The team at Signs Express (Huddersfield) worked with us to make this transition simple, to turn what could have been a long and difficult scheme into an efficient process. The effective team-management and dedication of Signs Express (Huddersfield) has been a credit to the company, and our preferred signage partner moving forward."



The shelving and navigation signage in a branch.



A point of sale sign.

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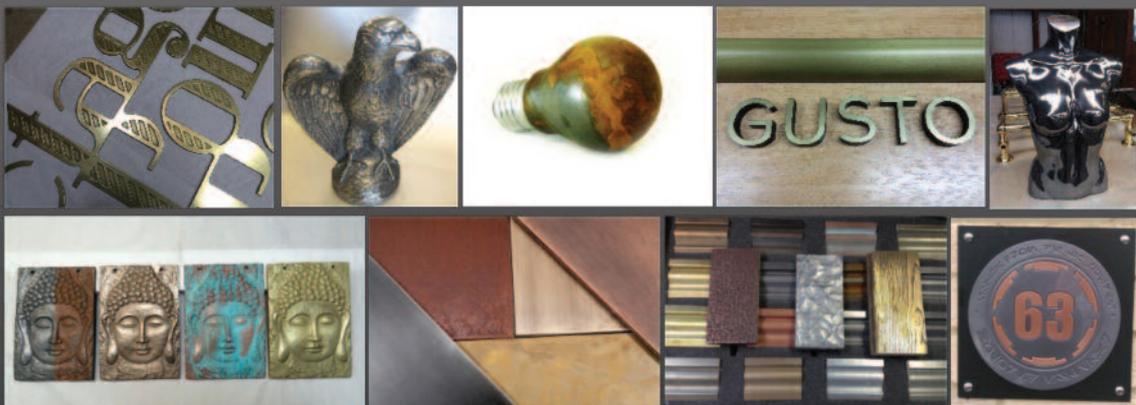
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Wandlite plays a part in art installations

Art installations made from the Wandlite LED tube light system are being showcased across the globe by UK artist Andrew Miller.

The sculptures are created using pre-used lampshades that are attached together in long chains to create "stunning" lighting designs.

Following his success at the Hong Kong Art Fair in March, the sculptures have been selected to be part of the Yinchuan Biennale in northern China in September. The event, entitled For an Image, Faster Than Light, will run at the Museum of Contemporary Art Yinchuan until December and feature more than 80 artists from across the globe.

About Wandlite

The Wandlite LED lighting system can be powered by solar powered panels, a generator, 12v car/truck/tractor lead battery or even a car cigarette lighter socket as well as mains electricity.

It is tough and durable and its weather-resistant design makes it extremely flexible as an all-round lighting system.

Manufactured in Britain, the Wandlite LED tube draws only 1.5 amps per metre making it cost effective, says the company. It's also inexpensive to buy, with prices starting from just £30.

The tube is virtually unbreakable and has 50,000 hours of life, which is the equivalent to 17 years life working eight hours a day.

Andrew, an artist with the Ingleby Gallery in Glasgow, decided to work with the Wandlite after years of trying to develop his own LED system to supply the right lighting solution for his designs.

He said: "I was finding it difficult to master the LED tube myself, so I decided to look for an off-the-shelf, tried and tested solution – and I found that in the Wandlite.

"I had previously used fluorescent lighting but wanted a solution that offered more longevity.

"The Wandlite was also a good solution for me as it offers varying tube lengths and I can string them together for installations of different sizes."

The sculptures shown in Hong Kong were 4.5m, 3.5m and 2.5m in length and all used multiple tubes. The lampshades have an empty cylinder with a 50mm inside diameter running down the middle in the place of the usual inner structures, which houses the LED tubes and power cables. The power transformers then sit inside the top lampshade which is hung like any other light.

"Artistically Wandlite does the job well and I'm now looking at potentially replacing the fluorescent tubes in some of my earlier work with Wandlite," says Andrew.

Wandlite founder and designer Jonathan Evitt said: "I'm delighted to see Wandlite being used in such a creative way.

It's a very practical lighting solution for a range of markets including exhibition and display, but this is the first really artistic use I've seen and the results are stunning.



One of Andrew Miller's stunning installations lit by the Wandlite LED tube light system. Photo credit: Courtesy of Ingleby Gallery, Photograph: John Mackenzie.

"It's exciting to have our product showcased in this way on the international stage and I expect the sculptures will prove as inspirational and popular at the Yinchuan Biennale as they did in Hong Kong."

www.wandlite.com



A closer look at the Wandlite LED tube system.





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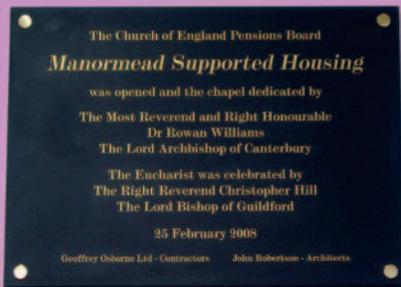
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ROUTING AND ENGRAVING

A look at engraving and routing trends

While conventional methods like CNC are still a popular choice, newer cutting techniques involving laser have also become widespread. Jemima Codrington spoke to the industry experts to find out more about what's developing in this sector.

XYZ International has been manufacturing CNC Routers and CNC Knife system for more than 25 years, and there are several products that have proved especially popular for the signage market.

"For sign manufacturers, the most popular CNC routers have been those that form part of the XYZ 4000, 5000 and 6000 series," says Robert Marshall, XYZ International Vice President (Market Development). "This is due primarily to the ideal machining widths that best suit the materials commonly used by sign manufacturers and to the wide

range of both standard and optional production enhancements that further increase the routers' production capabilities in terms of higher output and a superior quality of finish."

Examples of production enhancements include the twin carriage option, which enables sign manufacturers to run multiple versions of the same job by effectively cutting two sheets of material simultaneously. This doubles production capacity, and enables a much faster turnaround on work undertaken. Popular machine enhancements include a radically expanded Automatic Tool Change



Close up of Trident 6010 machine installed at Key2 Group.



Close up of Trident processing heads.

(ATC) system and the XYZ Auto Zone Management facility that ensures the material being processed is held securely throughout the routing/cutting process for optimum accuracy and a superior cut finish. Integrated within the latest A2MC machine control system are the XYZ AVS (XYZ Vision System) for precise routing/cutting alignment and a high-precision helical rack and pinion drive system featuring a multiple gear teeth configuration that spreads the workload more evenly, leading to a significant reduction in machine wear and ultimately a longer than normal machine life.

"For sign manufacturers, the most popular CNC routers have been those that form part of the XYZ 4000, 5000 and 6000 series"
- Robert Marshall,
XYZ International

More flexibility for sign manufacturers

According to Robert, from a routing, cutting and engraving perspective, a continuing key trend will be the enablement of even greater flexibility in machine performance to allow work to be undertaken that involves a much wider variety of substrates. Coupled with this is the need to meet customer demands for new and more advanced technologies and shorter lead times. Of singular importance, however, will be the ability to enable router owners to engage with and fully optimise new markets and in particular the continually developing digital print and cut sector.

"A recent major innovation from XYZ International for this sector has been the Trident integrated digital print and finishing system, incorporating a triple-head configuration that includes a CNC routing spindle and oscillating and tangential knife-cutting units," says Robert. "These are interchangeable to enable the processing of frequently problematical thinner materials like vinyl, cardboard and paper and thicker and heavier materials such as aluminium and other non-ferrous metals, aluminium composite material (ACM), acrylic and foamed boards, all of which are widely used in the sign industry."

Available in a choice of different sizes, Trident claims to increase manufacturing output by as much as 50 per cent by comparison with standard XYZ routers. It also

The Trident 6010 machine.

features a narrower carriage that contributes to a 12 per cent smaller carbon footprint. Most significantly, Trident obviates the need to invest in two separate machines to carry out all of the routing, creasing and cutting requirements of digital print finishing. The machine can also handle any length of material due to an ability to increase the length of the standard processing bed in increments of 600mm, a facility that is frequently required by sign manufacturers.

The first UK installation of Trident took place at the Key2 Group in Hampshire, a specialist in signage, plastic fabrication, and

large-format digital printing solutions to name a few. Managing Director, Mike Keating commented: "As an existing customer of XYZ International, we were well aware of the versatility and scope of XYZ routers. We chose the XYZ Trident 6010 machine because it was quicker, cleaner and quieter than any previous generation of comparable machine and could handle a much wider range of rigid and flexible materials. Due to the Trident's versatility, we are now able to venture into new markets such as packaging."

www.axyz.co.uk



The two XYZ 6000 Series routers installed at Signs2Signs.

ROUTING AND ENGRAVING

Laser engraving offers instant returns

Established in 2000, Think Laser designs and manufactures industrial laser systems, many of which are used by sign makers.

Products in the Lightblade line have been developed for this market, with the line having a number of flatbed cutting and engraving machines made with CO2 lasers available.

With these, sign makers can engrave and cut non-metallic materials and plastics (except for PVC), and according to Gareth Lewis, Business Development Manager at Think Laser, the machines are versatile enough to tackle a number of different substrates. "Some machines can cut acrylic up to 8mm thick, and they can handle woods such as MDF and ply," he says. "A trick some use with acrylic is to engrave the surface and place LEDs behind, so that the engraving will glow with the light from beneath it. That provides a really nice finish." Engraving on more delicate materials such as glass is proving to be popular.

Beyond the vastness of the substrate options, there are a number of other benefits to working with laser. Firstly, it's a non-contact process, which minimises stress on the material and the machine operator. "You're not going to have to change over tools constantly, and you're not going to have tools wear away and therefore experience a deterioration in performance." It's relatively quiet as well, and although it does give off dust and fumes, the debris is not to the extent of the particles that can be produced by other processes. The machines from Think Laser are relatively energy efficient too; as most plug into a standard 13-amp socket, they are economical to run.

Additional things to look for when selecting a laser machine:

- An extraction system
- A purpose-built water chiller to keep the temperature constant (and prolong the life of the laser tube)
- Air assist
- Servo motors rather than stepper motors

According to Gareth, another benefit is the speed at which sign makers can be up and running. "If you've got the artwork, it's literally a case of installing the artwork and running the machine, and it's as simple as that. You can be doing a job within 10 minutes – you just need to sort out the settings for the specific material you're using, and if you've had the machinery for a while, you likely have all of these settings saved already."

Products in the Lightblade line are ideal for a wide range of signage jobs. They are made with flat bed technology along the lines of CNC machines, and bed sizes range from around 300mm x 400mm to up to 1600mm x 1000mm. The machines feature a CO2 laser system with a glass tube, which essentially moves in X/Y directions to cut the material. "The system has its own software package, but can import a wide variety of file formats," adds Gareth. "We find that most customers will have their favourite graphics package already, such as Adobe Illustrator for example, and they will continue to create the artwork in this preferred package and then export it into the desired form for the laser to use."

While sign makers may have their software already figured out, there are some things to consider when it comes to choosing hardware:

- What is the largest sheet size you'll be using regularly? "The last thing you want to do is have a sheet that you have to cut down before you can put it into the laser system, as that just adds extra work for you."
- What sort of laser power will you need? "What is the thickest material you will be using on a regular basis? We've got a cutting matrix that will give you an idea of the amount of power needed to cut through a variety of materials in certain thicknesses."
- What about the wattage? "Ideally, sign makers should give themselves some headroom. If they know they're going to need 80 watts of laser, it's not worth buying an 80-watt laser system, because you'll be running



Top and bottom - examples of foam laser engraving.



it at 100 per cent. You're better off going up to a 100-watt laser system and running it at 80 per cent capacity. That way, you get more life out of the product."

Finally, Gareth notes that when it comes to using software, there's one golden rule to remember: rubbish in, rubbish out. "Get your artwork sorted first. If you get it wrong there, you'll just waste hours trying to fix it later." With regards to materials, he notes it's worth spending some time upfront to do some experimenting on different substrates to find the best cutting and engraving parameters for each. "Our software will allow you to then save the settings, which can save you a lot of time when it comes to actually doing the job."

www.thinklaser.com



Leather can even be engraved for use in soft signage and promotional products.



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ROUTING AND ENGRAVING

CNC engraving supported by Roland DG products and training

Routing and engraving is a simple concept that can deliver incredibly creative products across a range of sectors. Roland DG's range of engraving machinery is powerful, flexible, precise and yet easy-to-use for even the most novice professional.

According to Peter Kettle, Business Development Manager at Roland DG, every engraving machine has been engineered to deliver a high performance and include the latest, most advanced software needed to perform the best job possible.

"One of the most popular digital engravers available on the market is the Roland DG EGX-600/400 Pro Series range," he says. "Thanks to the strong engraving power and easy-to-operate interface the machines offer, the EGX Pro Series has become a popular workhorse for sign makers across the country, without breaking the bank. The spindle speed on the EGX Pro Series can be varied between 8,000-30,000 rpm, allowing the machine to engrave at high speeds onto a wide range of materials including wood, plastic, acrylic and even light metals such as brass and aluminium. It is this versatility that makes the EGX Pro Series the ideal solution for sign professionals looking to expand their product range, which in turn will support business growth; ultimately keeping your work, clients and - most importantly - profits all in-house."

Peter notes that across the creative industry, there has been an increase in consumer demand for luxury products, with customers becoming more willing to pay premium prices for guaranteed quality. As the engraving market becomes more competitive, it is important for sign makers to explore new applications that will help them stand out from the crowd – and the luxury product market is one that cannot be ignored, with high profit margins and huge consumer de-



The VersaUV LEC-540 from Roland DG.

mand for the taking. To exploit the market, sign makers should look to engrave multi-depth reliefs into high quality materials. The EGX Pro Series uses advanced controller technology to anticipate tool movement, resulting in unrivalled precision and consistency, making it the perfect machine to explore the signage market. Not only that, but the engraver's impressive production speeds means it produces a consistent quality output at a low cost – resulting in even higher profit margins. Alongside this, machines such as the Metaza MPX-90 are ideal for smaller-scale high value production on harder metals. The rise in the popularity of luxury engraved signage shows that these signs work well in other instances beyond perfunctory applications. "There is a common misconception that engraved signs are chosen for practical sense rather than creativity; however, this is far from the truth," says Peter. "There is often a lack of knowledge around the endless capabilities of the Roland DG Pro Series, and if users educate themselves on the wide range of possible applications then they could open new doors."

"There is a common misconception that engraved signs are chosen for practical sense rather than creativity; however, this is far from the truth"

When purchasing an engraving solution, Peter notes that one of the first considerations should be - what do you want to do with it? "That might sound obvious, but engraving is a process, just like inkjet printing, and the applications are just as varied." Firstly, sign makers should consider whether engraving is going to be an additional service to their existing clients, or if it will be an opportunity to diversify into a new market. For most, it is to meet the demands that existing clients are already making, and perhaps the investment in an engraving machine is to reduce outsourcing costs and save time. "If this is the case, we would suggest looking back over the past few months and noting all the engraving requests received and trying to categorise these in terms of size and material type. It might become apparent that a smaller engraving machine, such as the EGX-350, has the capability to complete 90 per cent of your needs, or uncover that it is necessary to invest in larger machine with additional capabilities."

If, however, a sign maker is looking to expand into a new market and does not have an order history for engraving, then these professionals should think carefully about what type of product might be easiest to promote and win new business, as well as cautiously considering the return on investment.



Engraving with the Roland DG EGX PRO series.

www.rolanddg.co.uk

Finding the right tools for CNC routing

According to David Wylie, General Manager, Regal Tools, the major trend in 2016 has been an increasing customer focus on precision CNC routing of acrylic sheet, something that has resulted in significantly increased demand in three areas.

"Firstly, we have seen increased demand for the internationally proven Crown Norge AC range of polished, single helical flute tools," he says. "Secondly, we have seen more customer interest in larger diameter tools in the medium tool size range, and thirdly, there's been an uptick in demand for the Texon range of Board sheet and Aquiline roll underlays."

The Crown Norge AC range has been the outstanding edge finish performer on acrylic for many years, and it has always been offered at an outstanding price of only around £20. As an ever increasing number of customers have recognised this, Regal Tools has seen demand increase massively by over 100 per cent over the past year. The most popular size itself has changed as more customers are progressing from using 3mm to 4mm cutting diameter tools, namely for the advantages of increased rigidity and improved edge finish. "This 1mm may be only appear to be a very small difference, but the 4mm tool is nearly three times stiffer than the 3mm tool, and that translates into a better edge finish," adds David. "There is also continuing recognition of the fundamental benefits of using 6mm shank tools, because the shank is then a further five times stiffer than the 4mm cutting diameter and that additional cutting stiffness also contributes to improved edge finish."



Demand for both 3mm and 4mm tools may have increased this year, but the growth for 4mm tools has been double that of 3mm tools. David adds that with CNC routing now meeting digital cutting, often on the same multi-head high performance machine, the expectations on precision and protection are also shifting. "The use of precision underlay (or sacrificial bed sheet or cutting board, as it is variously known) is pushing demand for the two best quality, non-woven, engineering materials from Texon." Manufactured in the UK, the rigid 3.0mm board sheets continue to offer proven performance for fixed bed machines, and the flexible 1.5mm Aquiline roll is now increasingly in demand for both fixed bed and conveyor bed CNC routers, digital cutters and digital plotters. With a replacement conveyor belt potentially costing up to £3,000, the use of precision protective underlay at less than £17 per sheet or per metre is proving to be a popular choice for many customers.

www.regaltools.co.uk



There has been an increased demand for Crown Norge AC Acrylic tools.

XYZ Buying Tips

It is always important to choose the correct router for the work it is destined to handle, and ensure that it is supported by the best available technical support and service capabilities. Customers now have access to a staggering 366,918 different machine configurations from XYZ International, which can be supplied as distinctive one-off bespoke machines as fast as other manufacturers can build standard off-the-shelf machines. Furthermore, all XYZ International machines make use of remote access to allow technicians to diagnose and solve problems without the need for expensive and time-consuming site visits.

Five Tips from Roland DG experts:

- The grain in metal looks better running left-to-right, not up-and down.
- Use your kerning tools.
- Look after your cutters and always have a reasonable stock - they do wear and accidents can happen. Your client doesn't want to hear that their job is half finished because you are waiting for the postman to deliver the new cutter.
- Good quality double-sided tape will save you hours. If it doesn't peel off the engraving bed cleanly, bin it.
- Learn colour-filling techniques and ensure you brief clients on how to take care of their sign/plaque.

Do you have any top engraving tips? Tweet us @SignUpdate and let us know!

Avery Dennison expands 2016 wrapping challenge to 44 countries

Avery Dennison Graphics Solutions fourth annual "Wrap Like a King" challenge will run from 1 July to 30 September 2016. With the addition of Australia and New Zealand, wrap installers from 44 countries across the globe can submit commercial or colour change wrap projects, to win prize packages worth \$25,000. Over 170 installers entered the competition last year, and more are expected to compete in 2016.

"We expect 2016 to be a year of outstanding creativity for Wrap Like a King," says Bill Podojil, senior business director, Avery Dennison Graphics Solutions. "With a new crop of talented car wrap installers from Australia and New Zealand and the exciting 'That's a Wrap' gallery, we'll be sharing all types of wraps, more than just vehicles, on a level never seen before."

Eight geographic regions in the United States, Canada, Europe, Australia and New Zealand have been established for the 2016 Wrap Like a King Challenge. Wrap installers from these regions will submit projects featuring Avery Dennison Supreme Wrapping™ Film, Conform Chrome series, Avery Dennison MPI 1105 Supercast Digital film, or a combination of car wrap films, to be evaluated against their regional peers by a panel of judges.

The first 25 submissions in the challenge will receive a special entry prize. Regional winners will be announced in October.

The overall winner will be chosen by the panel of judges as the best in show and crowned the "King of the Wrap World" at the 2016 SEMA Show, 1 to 4 November 2016 in Las Vegas, NV.

The 2016 Judges Panel includes:

- Justin Pate - The Wrap Institute, USA
- Myles Kovacs - DUB Magazine, USA
- Vilmer Klok - World Wide Wrap, Netherlands
- Nuno Gomes - Second Skin Design, Portugal
- Molly Waters - Avery Dennison Graphics Solutions, North America
- Peter Wright - Avery Dennison Graphics Solutions, Asia Pacific
- Hans Bruins - Avery Dennison Graphics Solutions, Europe

The eight regional winners will receive a trip to the 2016 SEMA Show in Las Vegas, where the 2016 winner will be announced. The \$3,200 prize pack also includes a 2017 Avery Dennison wrap class; personalised Wrap Like a King swag; a personalized 67" Race Ramp; a meet and greet with Richard Rawlings; and a variety of promotional and marketing tools for the winner's wrap shop. The "King of the Wrap World" grand prize package is worth almost \$5,000.

Starting this year, wrap installers can also share non-automotive wraps on www.wraplikeaking.com. The new "That's a Wrap" Gallery gives the opportunity to show



off a wider range of wrap skills. Items like laptops, calculators, high heels and kitchen appliances have been showcased via Avery Dennison social media pages; and can be submitted and featured in Wrap Like a King. The "That's a Wrap" Gallery will be open for submissions this summer.

Car wrap installers are encouraged to enter a vehicle wrap project using Avery Dennison Supreme Wrapping™ Film or digital Supercast films at www.wraplikeaking.com. Official rules, judge bios and prize information is also posted on the site.

graphics.averydennison.eu

SEDO chosen to grow Agfa's presence

South East Drawing Office (SEDO) is expanding its wide-format print equipment portfolio, after Agfa Graphics appointed them to

join its UK sales channel. Agfa's Anapurna range of wide-format print machinery is available to buy via SEDO's online and direct sales channels.

"The diversity of print needs in the public sector is expanding," says Andy McGuinness, Director, SEDO. "Our clients in government, educational and technical print departments have signalled to us that they need to move beyond plan printing and CAD into new production areas. They're looking to bring back out-sourcing costs for internal and external signage, or exhibitions, which is driving demand for hybrid and flat-bed wide-format printers in equal measure."

The Agfa Anapurna H2050i LED and H2500i LED hybrids, at 2.05 and 2.5m respectively, which offer highly accurate six-colour imaging, are available from SEDO. The LED-based UV-curing provided by these machines extends production

onto a broad range of roll-fed and uncoated rigid media, such as heat-sensitive substrates that can't be used with traditional mercury arc curing lamps.

For those customers seeking a true flat-bed option, the Agfa Anapurna M2540i FB has top production speeds of 93sq m/hour. As with other Anapurna models, the M2540i allows for under- and over-printing of white and other inks in a single run.

Also available through SEDO are the 3.2m roll-to-roll Anapurna M3200i RTR and RTR3200i LED and the Anapurna M2050i and M2500i hybrids. For those seeking a more productive, industrial-type solution, SEDO will also be able to direct customers towards the Jeti Mira, sold directly by Agfa.

www.sedoldt.co.uk



Andy McGuinness and Luke Walford, Directors of SEDO, with Steve Collins of Agfa.

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- High efficient Korean Samsung LEDs (white color)
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* Standard delivery costs for orders that weigh 11 lbs – 13£, 66 lbs – 26£
** Standard delivery time from Poland to UK: 3 working days. Products in stock (always 2.5 million LED modules)
*** We are looking for a distributor in UK

FASTSIGNS aims to double UK market presence

FASTSIGNS has unveiled more details on its UK growth strategy as it aims to double its number of franchises by 2018.

The global sign and graphics specialist already has 20 franchise centres across the country, and is on course to operate in 24 locations by the end of the year. Newly released forecasts show that number reaching 30-32 during 2017, before hitting 40 by 2018.

Following the recent launch of the country's first Co-Branded centre in Oxford North, FASTSIGNS' UK team will be heavily focused on its franchise, Co-Brand and conversion models.

"There are clear benefits to this approach," says John Davies, Managing Director of FASTSIGNS UK. "Our Co-Brand offering allows a new franchisee to effectively bolt-on FASTSIGNS' services to their existing business. Their own operations continue as normal, but they have the added benefit of selling FASTSIGNS branded goods; as well as joining our centre network and enjoying benefits such as additional expertise, marketing support and training.

"We're actively seeking print or photography businesses who feel their growth

has plateaued. They need to have at least three members of staff, including a salesperson and production / graphic designer. The sales target for the first year is £125,000-£140,000, rising to £200,000-£250,000 in year two. So the potential for growth with this additional revenue stream is substantial.

"This is already proving a hugely successful model at our Oxford North centre, where we joined forces with in excess of £3.5m-turnover photography and creative design firm Ward-Hendry."

"During the recession, the UK franchise market stood still," says John. "Franchise owners focused on maintaining business rather than seeking new opportunities, and then focused on maintenance and inward investment. But we are seeing franchise owners looking to expand their portfolios once again. Now, it seems, is the time for growth and we're well placed to offer a viable and profitable opportunity."

As part of the growth strategy, FASTSIGNS has said it is looking to target more high-visibility locations, including major arterial roads, rather than high street stores. This reflects a shift in the business from being



The FASTSIGNS franchise is on course to expand throughout the UK.

predominantly retail focused, to offer a wide array of visual communications. Such as external signage, banner displays, vehicle graphics, promotional items and digital advertising solutions.

FASTSIGNS has over 640 centres in nine countries, including US, Canada, UK, Saudi Arabia, UAE, Grand Cayman, Mexico and Australia.

www.fastsigns.co.uk

FESPA to host digital textile conference in Italy

FESPA will hold its next Digital Textile Conference on 30 September 2016 in Milan, Italy. The event will be delivered with the support of the FESPA Italia Association and in close collaboration with Sistema Moda Italia, the Italian Fashion and Textile Federation; and Associazione Italiana Disegnatori Tessili, the Italian Textile Designers Association, both of which will field speakers. The event is also sponsored by MS Italy.

The one-day conference builds on the success of a series of FESPA-led Digital Textile Conferences which have taken place over the course of the last eight years. These conferences have been designed to help members of FESPA's global speciality printing community realise the growth opportunities in digital printing on textile substrates for a range of applications.

FESPA Digital Textile Conferences offer a focused environment in which to learn and network, both for printers already active in digital textile printing and for those still seeking to explore the opportunity, says the organisation. The September conference programme will provide print service providers with insights into the diverse market segments of digital textile printing; feedback from printers who have successfully entered the sector; and technical guidance on how to address the opportunity. Including updates on the latest technology developments in machinery, software, inks and textiles.

The conference programme will be delivered in English and Italian. Confirmed speakers and panellists so far include Enrico

Barboglio (FESPA Italia); Duncan MacOwan (FESPA); Ron Gilboa (InfoTrends); Fulvio Alvisi (AIDT); Andrea Ferrero (Miroglio Textiles); Lorenzo Zottar (The Color Soup); Gianluca Brenna (Stamperia di Lipomo); Dario Garneri (Stamperia Serica Italiana) and Andrea Barbiani (MS Italy). The event will be moderated by respected Italian industry journalist Paola Bonfanti.

The choice of Milan as the location of the next FESPA Digital Textile Conference reflects the significance of Italy, and the

Como region in particular, as a centre of European textile manufacturing and decorating.

It accounts for 55 per cent of the European digital textile market and produces more than 180 million square metres of digitally printed textiles in 2015. (Source: Fibre2Fashion)

Registration for the conference is open to any printer. Full details of the conference programme and registration can be found at: www.fespadtc.com.



The FESPA Digital Textile Conference 2016 will give delegates the chance to learn and network, according to the organisers.

Roland DG's VersaUV experience day a success

Roland DG UK in Clevedon, hosted the UK's first VersaUV Experience Day on 7 June 2016, with a focus on versatility and a variety of profitable applications across a wide range of media. Attendees were given the opportunity to learn more about the UV print markets; including tailored information on breaking into the personalisation, industrial

or gift ware industries; investment in new UV technology; and how UV printing can add profit to any business.

Alongside Roland DG's own UV experts, several partners joined the event to provide a complete solution to creating profitable products in the UV print markets.

Rob Goleniowski, Sales Support Manager at Roland DG, said: "We had a great turnout on the day, and had chance to spend a good amount of time with each customer that attended for a truly personalised experience. With UV print there's such a wide variety of applications and industries to utilise, you're never far from a profit-making avenue."

Shimmerdisc were on hand throughout the day to talk visitors through their innovative sequin-based media, an alternative solution to traditional signage for businesses who want to stand out. Easily printed on Roland DG's VersaUV LEF series printers, including the LEJ-640FT, Shimmerdisc is the ideal solution for alternative luxury signage, says the company.

Alongside this, Multipanel was on site to offer visitors the chance to find out more about their Alupanel® aluminium composite panels, the "perfect" lightweight material for the production of signage using a wide variety of print technologies, including the VersaUV LEF-300 flatbed.

Technology partners CSI displayed one of their successful laser engravers, and explained what makes UV technology and laser cutting so complementary to each other, from basic personalisation through to intricate, high-value products.

Digital Blanks provided blank media for the event for use on the VersaUV LEF-20, such as pens and mint dispensers.

Joe Wigzell, Academy and Creative Centre Manager, ran a well-attended Academy course alongside RolandCare, based on artworking and production for UV print. Delegates stated that the session was inspirational and well worth attending.

roadmap.rolanddg.co.uk.



3M materials from William Smith impress at "super cars" open day

APM Customs, together with SMC Automotive and GT Cars Chester, recently held an open day event, with the theme of iconic super cars. APM provided wrapping and detailing demonstrations alongside an array of bikes from the PR Racing British Superbike Team, including the 2016 BMW BSB and ex-work Ducati Moto GP; and cars including Ferrari, Porsche, Lamborghini and Maserati.

Many of the vehicles on show were wrapped by APM using 3M materials, including all the bikes for the PR British Superbike Team, one of two teams sponsored by APM, which also wraps all their cars and support vehicles.



"I have a great deal of respect for William Smith. Everyone has good technical knowledge and we know that they will always find an answer to any queries we have."

Vehicle wrapping specialist APM Customs was set up six years ago with the motorsport sector in mind, and has since diversified into commercial and private vehicles, offering full and part wraps, detailing and paint protection film (PPF).

The company is a firm advocate of 3M vehicle wrapping materials and is a 3M Authorised Vehicle Wrapper. "We find 3M one of the better ranges of materials on the market; they are easy to apply and just do what it says on the tin," says MD Kevin Gelsinan. "It's a respected brand and being an Authorised Vehicle Wrapper, together with the back-up and service from both 3M and William Smith (our supplier) enables us to provide reassurance to our customers."

One of the more unusual projects done by APM Customs was the wrapping of a restored classic Alfa Romeo Touring car, which required the meticulous recreation of all the artwork to the original style.

"It was a painstaking process, which was achieved through working from photographs in old magazines," says Kevin.

"I have a great deal of respect for William Smith. Everyone has good technical knowledge and we know that they will always find an answer to any queries we have.

Customer service is excellent and we like the way that order processing has been set up. We have also developed a close relationship with our technical rep, who has become a good friend and shows a genuine interest in our company," says Kevin.



www.vehiclewrapfilms.co.uk

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AIR

Vivid continues to expand their product range with an edition to the Easymount Air series. This brand new model will be launched at the Print Show and provides new application opportunities, reduces stock holding and cuts costs.

Based on the trusted Vivid chassis, the Easymount Air continues to deliver exceptional reliability and performance.

GRAPHTEC i-Mark

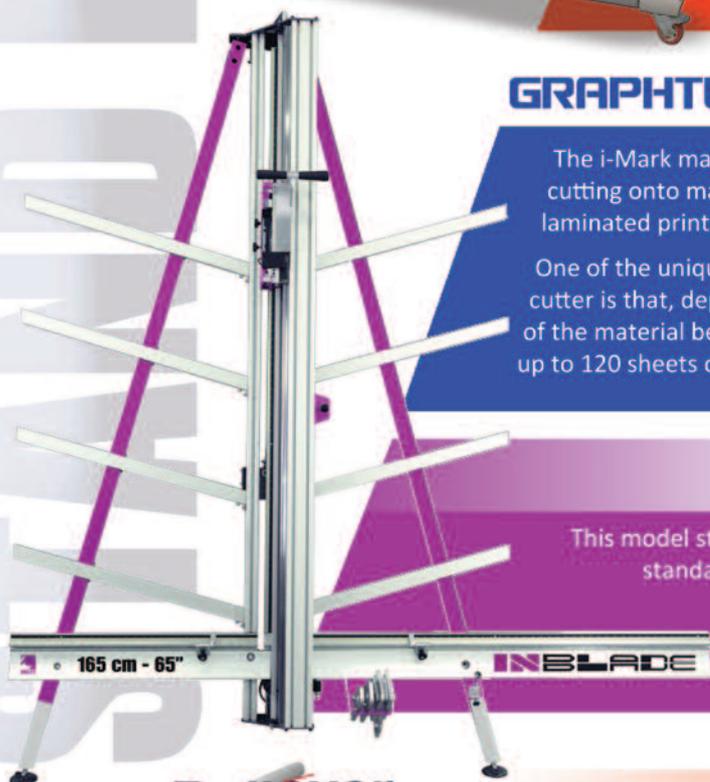
The i-Mark machine enables digital die cutting or kiss cutting onto many medias including paper, card, vinyl, laminated prints and many more.

One of the unique features of the die cutter is that, depending on the thickness of the material being processed, it can handle up to 120 sheets of material in a continuous cycle.



INBLADE
INBLADE

This model stands out from alternative units on the market, due to the higher standard of build quality and the unique features such as the advanced pneumatic clamping system, this unique pneumatic clamping technology provides advanced board holding capabilities and dramatically improves the quality and precision of the cut.



Rollover Flexi
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The excellent functionality is powered by the idea of facilitating and streamlining the multiple tasks encountered in the daily work of signmakers. Regardless of media type such as self-adhesive foil applications, road signs, glass application, banners etc. Up to 90mm in thickness, the Rollover will ensure a perfect result at a minimum of time.



www.signmaster.co.uk

Roland

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- Print on a huge variety of substrates such as acrylic, wood, board, plastic, fabric, leather and eco-leather
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Trade Signs goes into administration

On 18 July 2016, Trade Signs Fabrications Limited went into administration as it was no longer able to pay its debts. Signs and Screens Ltd then bought the assets and re-employed the staff of Trade Signs Fabrications Ltd from the administrator.

Tony Kleanthous, chairman of the new signage company, has various other business interests including a number of companies that supply services to the sports sector. He is also the chairman of Barnett Football club and Chairman of The Hive, London. He had been considering a proposal to distribute LED screens in the UK, and knew Trade Signs' work through a project they carried out for one of his sports clubs.

The new LED screen product required fabrication expertise in the UK, so was discussing this with Trade Signs, when he was informed the company was being put into administration. He had to decide whether to continue pursuing this opportunity elsewhere, or attempt to save as much as possible from the administration process. It was decided that he would explore a way to secure the assets and employ the staff who were already involved with the business, and had been made redundant by the administrators.

On 21 July, he reached an agreement with the administrators and acquired certain assets, machinery and stock of Trade Signs.

A decision was also made to take on all the ex staff of Trade Signs, with the exception of its managing director who had resigned.

The management had to move quickly and address the concerns of their new staff, customers and suppliers; as well as develop a proposal that would satisfy the administrators at the same time.

There was no time to set up a company from scratch as it would have taken too long to get a bank account set up. Whilst the asset purchase was still being discussed, they decided to use an existing company that the group owned. This was renamed and registered as Signs & Screens Limited, which reflected the new proposed business venture.

On 29 July, all staff were given the opportunity to apply for a loan of one month's basic salary. This was to give management some time to sort out new contracts and set up a new payroll.

A spokesperson said: "With the continued commitment and support of our staff, customers and suppliers we have successfully stabilised our business, and we have a strong foundation to build on. Signs & Screens limited is part of a diversified and well capitalised and successful group of businesses with over £50million of assets and very little debt.

Trade Signs UK originally existed as a non limited company owned by Matt Driver.

Trade Signs UK Ltd was incorporated in August 2004 and finally registered as dissolved in May 2012, after getting into difficulties in 2011. Matthew Driver was the owner.

Trade Signs Fabrications Ltd was incorporated in November 2011, with Matt Driver as the owner again.



"We are proud to have such a talented and dedicated team join our workforce, which is over three hundred strong. It will take a few weeks to assimilate all our systems but we are up and running and open for business. In the coming months, the management team is looking to further invest in our staff and assets of the business to help realise its full potential."

Spandex launches new web shop and customer portal



The new Spandex web shop is easy to use on various devices.

Spandex, who supply solutions to the sign and graphics industries, have a new online store and customer portal. New and existing customers can visit www.spandex.co.uk and register to become a 'Spandex online customer' to benefit from the latest functionalities.

"The online store and customer portal will further support the way we do business, and make it even easier for customers to find and buy the products they need at their convenience," says Leon Watson, General Manager at Spandex.

All visitors can easily search for products via the website's easy to use navigation, search and filtering facilities, to access over 35,000 sign, digital and graphic communication products. The site currently provides comprehensive product information on materials from industry leading brands such as 3M, Orafol, Avery Dennison, ImagePerfect, Arlon, HP and Roland.

New users and existing Spandex account holders can quickly register online at www.spandex.co.uk to become an online customer.

Some features include:

- Online customers can view and calculate their prices including any bulk and bespoke discounts.
- A 'favourites' list can be set up which enables online customers to quickly order their preferred products.
- The customer portal provides additional functionalities to existing Spandex account holders, including: access to bespoke prices, order history, order status, one-click repeat order and a wider choice of delivery and payment options.

www.spandex.co.uk

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Business & Sales Development Manager Leeds City Centre

A sign & printing company is looking to recruit a highly motivated individual with excellent customer service skills and sign industry experience.

Job Description -

- Answering the phone or in person and talking to clients to discuss their requirements
- Preparing work to be estimated by gathering proposals, specifications and any related documents
- Raising accurate, commercially viable quotations. Clarity quotation training to be provided
- Providing layouts to clients for approval
- Quick to build knowledge about products and services offered by the business
- Identifying business opportunities by researching and analysing sales options
- Driving sales activities and the acquisition of new business
- Development of existing customer base
- Instrumental to the development of sales & marketing campaigns
- Visiting customer sites (use of pool car or mileage allowance)
- Working closely with the production team to ensure orders are completed on time

Salary - £25k to £30k (dependent on experience) + pension

Please send your application along with your full CV to: emanku@ukengravers.co.uk



Sign Installers and Vinyl Applicators

Around the UK

Based in Exeter, Devon GK Signs and Screenprint Ltd provides signage, vehicle livery, banners and other services to multi-national companies all over the country. We currently have a number of vacancies based around the UK we would like to fill with experienced & dedicated people.

Skills/Experience:

- Knowledge of vinyl and signage fabrication and installation, including vehicle wraps.
- The individual will be expected to be self motivated and self managing.
- Great attention to detail and accuracy.
- A team player with good time management and the ability to remain calm under pressure.
- Excellent interpersonal skills.
- A full, clean UK driving licence.

Contact: Michelle Prangley on 01392 494044
Michelle.prangley@gksigns.co.uk



Leading Edge are an established signage & display graphics company with bases in West Yorkshire, London and Scotland.

We are currently recruiting for experienced staff for the following roles at our Gomersal base:

VEHICLE/FLEET GRAPHICS APPLICATION MANAGER

Salary up to £35k + Vehicle

The ideal candidate for this senior role will have a confident and articulate disposition. Duties will include the management of our ten strong vehicle graphics installation team and sub-contractors. You will be responsible for the ongoing development of processes, quality control and staff management.

The successful applicant must be able to demonstrate practical application of vehicle wrapping material to commercial vehicles in line with manufacturer recommendations.

www.signupdate.co.uk/vgamwy

VEHICLE/FLEET GRAPHICS WRAPPER

Salary up to £30k

Are you a skilled Vehicle Graphics Fitter with previous experience working in a fast paced environment? The main duties of this post include vehicle wrapping, preparation and application of graphics to commercial vehicles. You must be able to demonstrate practical application of vehicle wrapping materials in line with the manufacturers recommendations.

www.signupdate.co.uk/vfgwvy

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Your duties will revolve around the nationwide installation and maintenance of fabricated signage and therefore the successful applicant must be able to demonstrate a proven ability to install both illuminated and non-illuminated signage.

The role is predominantly site-based and will require periods of time working in various parts of the UK, which attracts overtime and a generous working away allowance.

www.signupdate.co.uk/siwy

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If you feel you have the skills and experience to bring to these roles, please send your CV to s.gatenby@leadingedgecreative.co.uk



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- Work business to business or business to customer.
- Generate own estimates, prepare tenders and presentations.
- Source products and solutions where necessary.
- Negotiating and closing sales effectively.
- Self-starter who has drive, determination and problem solving skills.
- Excellent IT Skills and above average in Excel, Word, PowerPoint etc.
- Has a knowledge of Macs and creative packages.
- Sense of humour is essential.
- Confident to present at any level.
- Holds a clean full driving license.
- Project management organisational skills.
- Confidence to liaise with senior level clients with complex requirements.
- Ability to juggle several projects at once and work in a pressurised environment.
- A consultative-style approach with at least two years previous experience in a sales or account management role - Either in the large format digital graphics or signage industry.

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This role involves the production and installation of an extensive range of signage products. Experience of sign/design software is preferable. CSCS, PASMA and IPAF would be advantageous. A full driving licence is essential. You must be flexible, organised and able to deal with clients confidently on site.
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• The ability to work under pressure
• Experience of working as part of a small team
• Flexibility in hours to meet business requirements
• Full UK driving license
www.signupdate.co.uk/vgiim

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www.signupdate.co.uk/smisa

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** Standard delivery time from Poland to UK: 3 working days. Products in stock.

*** We are looking for a distributor in UK

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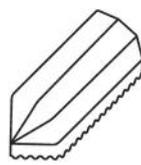
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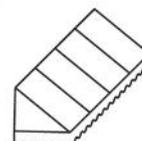


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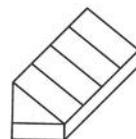
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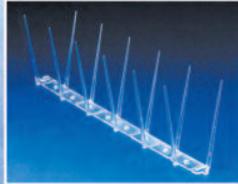
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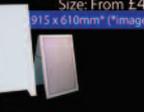
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Specialist metal fabricators to the sign trade only. Built up letters in Stainless Steel, Aluminium, Gold Titanium Stainless, Brass and Copper. Fabricated Aluminium and Stainless boxes to any shape. Flat cut aluminium and flat cut perspex letters.

FABRICUT

Unit 2 Browells Lane, Feltham, Middlesex,
TW13 7EQ
Tel: 020 8751 7250
mailus@fabricut.co.uk
www.fabricut.co.uk
Trade suppliers of 3D built up letters and logos. Full LED service available for Halo or Face illumination. Stove enameling available from BS, RAL and Pantone colours. Fast turnaround with competitive prices.

FABSIGN

280a High Street, Berkhamsted, Herts,
HP41AH
Tel: 01442 386 618
Mob: 07739 364 613
info@fabsign.co.uk
www.fabsign.co.uk
Fabsign are a company who specialise in built up letters and logos and metal fabrications. We are experts in this field so we can offer our customers a non compromising service to manufacture to their requirements and expectations at the lowest prices available. We also supply flat cut letters and logos in any material. So give us a call and let us see what we can do for you.

I.C.E.

Marcon House, Wyther Lane, Leeds, LS5 3BT

Tel: 0113 2242124

sales@icesigns.co.uk

www.icesigns.co.uk

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

LOGOTECH DISPLAY SOLUTIONS LTD

Unit 6, Atley Business Pk, North Nelson Ind Est, Cramlington, Newcastle Upon Tyne NE23 1WP

Tel: 01670 737 225

sales@logotech-ltd.co.uk

www.logo-tech.co.uk

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

SIGN HERE

179 Fosse Road North, Leicester, LE3 5EZ

Tel: 0500 428 021

sales@sign-here.co.uk

www.sign-here.co.uk

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

SYGNET SIGNS LTD

129 Humberstone Rd, Leicester, LE5 3AP

Tel: 0116 262 6288

sales@sygnetsigns.com

www.sygnetsigns.com

Nationwide specialist trade suppliers of all/stainless steel 3D built ups. Brushed/Satin/Mill/chemically coloured finishes. 1050 grade all, 316 or 304 grade s/s. We can also supply a variety of back trays to suit and fit LEDs/Neon etc for face/halo illumination. All works carried out in-house. (we also supply flat cut text/logos).

TRADE SIGNS UK

Unit 2, Icknield Way Industrial Estate, Tring,

Hertfordshire, HP23 4JX

Tel: 0800 328 3050

sales@tradesignsuk.com

www.tradesignsuk.com

Trade Signs is a company committed to innovative technology, service excellence, rigorous quality control and a culture of continuous improvement where our total workforce is passionate about exceeding customer expectations.

CABLE DISPLAY SYSTEMS

E-SIGNFITTINGS HOBDAY LTD

57 Aston Brook Street East, Aston,

Birmingham, B6 4RR

Tel: 0121 608 4431

sales@e-signfittings.co.uk

www.e-signfittings.co.uk

E-Signfittings are one of the largest suppliers of Cable & Rod Display Systems in the UK. We have large stocks available on next day delivery for orders received before 3pm. Other products in our range include Standoffs, Screw Head Covers, Poster Hanging Systems, Sign Hanging Systems, Leaflet Holders and Poster Displays. Visit our web site to check our current stock levels and fantastic prices.

FAIRFIELD DISPLAYS & LIGHTING LTD

127 Albert Street, Fleet, Hants, GU51 3SN

Tel: 01252 758 934

sales@fairfielddisplays.co.uk

www.fairfielddisplays.co.uk

Quality range of cable and rod systems - select from 1.5 & 3 mm cables, 3mm, 6 mm & 10 mm rod systems. Large stocks of components and acrylic accessories. Select from extensive range of easy to order kits see website for full range. Free design and advisory service. Excellent trade terms. Showrooms in Fleet & Shrewsbury

MID WEST DISPLAYS

The Display Centre, Knights Way, Battlefield Enterprise Park, Shrewsbury SY1 3AB

Tel: 01743 465531

sales@midwestdisplays.co.uk

www.midwestdisplays.co.uk

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

CAST SIGNS

SIGNS OF THE TIMES LTD

Wingfield Road Tebworth, Beds, LU7 9QG

Tel: 01525 874 185

enquiries@sott.co.uk

www.sott.co.uk

Specialists in the manufacture of quality cast signs - mainly cast in polyurethane but also grp, bronze, brass and aluminium. All patterns are made by our in house pattern maker to your specification. A few millimetres up to several metres in size. Cast signs for town entrances, buildings, way finding fingerpost signs, blue plaques, street signs.

WARD SIGNS

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

Tel: 0117 955 3385

info@ward-signs.co.uk

www.ward-signs.co.uk

Plaques, Crests, Lettering. In aluminium and Bronze. From Pattern Making to Finishing in Stove Enamel. 60 Years of Experience.

CHEMICAL ETCHING

AES SIGNS LTD (EST. 1972)

The Old Laundry, 15 Barratt Street, Easton, Bristol BS5 6DE

Tel: 0117 951 0234

sales@aesigns.co.uk

www.aesigns.co.uk

The complete sign service. Engraved/etched screen printed, signs, nameplates, etc in all materials. Very competitive prices, excellent delivery, highest quality. Full design service. Prompt response to all enquiries.

COUNTY ENGRAVERS & SIGNS LTD

Unit 5, Trent View Court, Moreland Street, Nottingham NG2 3FX

Tel: 0115 985 1171

sales@countyengravers-signs.co.uk

www.countyengravers-signs.co.uk

Fine detail etching of brass and stainless steel. Engraving of all types of plaques, plates, labels and control panels in a wide range of materials. Laser Engraving and Component Marking. Full colour printing from labels to wide format.

DARTFORD ENGRAVING & SCREENPRINTING LTD

Unit 4 Power Works Industrial Estate, Slade green Road, Erith, Kent DA8 2HY

Tel: 01322 340 194

mail@desp.co.uk

www.desp.co.uk

DESP has been trading for over 50 years. Chemical Etching, Screen Printing, CNC engraving, Laser Engraving, Heavy Duty Machine engraving (ALL CARRIED OUT INHOUSE), including artwork. So whether its a 1 off or 1,000s off, we can offer a quick competitive turnaround.

HALLMARK ENGRAVING

ETCHING & SIGNS LTD (EST. 1899)

116-118 Selsdon Road, South Croydon,

Surrey, CR2 6PG

Tel: 020 8686 6649

sales@hallmarksigns.co.uk

www.hallmarksigns.co.uk

SUPERFAST and efficient trade service for ALL commercial and industrial etching, using the latest technology and computerised equipment. One-off urgent specials or long runs no problem. Full graphics and artwork service for logos, crests and designs. Specialists for commemorative plaques, company name plates and awards in all metals and plastics. Professionally designed-drawings supplied free.

IMPACT ENGRAVING

23-23 Rabans Close, Aylesbury, Bucks, HP19 8RS

Tel: 01296 488902

Mob: 07957 870 756

andy@impactengraving.co.uk

www.impactengraving.co.uk

REAL Trade prices for chemical etching, brass and stainless steel a speciality. ULTRA FAST DELIVERY

MOCKRIDGE LABELS & NAMEPLATES LTD

Cavendish Street, Ashton-under-Lyne, Lancs OL6 7QL

Tel: 0161 308 2331

sales@mockridge.com

www.mockridge.com

Specialists in chemically etched nameplates, Brass, Stainless Steel and Anodised Aluminium. Any size up to 2400 x 1200mm (8ft x 4ft). One-offs up to 5000+. trade work is totally confidential.

MULTITECHNIC LTD (EST. 1972)

Coopies Lane, Morpeth, Northumberland NE61 6JQ

Tel: 01670 512090

sales@multitechnic.co.uk

www.multitechnic.co.uk

We are established specialists in chemical etching. WE ARE THE ONLY TRADE ONLY SIGN ETCHING SPECIALISTS IN THE UK. We can offer effects that nobody else can do such as complex blended colours. All our stainless steel is 316 marine grade, we don't use inferior grades & our brass is the best too. We want your business so will give you a fast turnaround & excellent service.

SIGN INDUSTRIES

Gardyne, Forfar, Angus, Scotland, DD8 2SQ

Tel: 01241 828 694

info@signindustries.com

www.signindustries.com

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

CHROME PLATED LETTERS

SIGNTRADE LETTERS LTD

225 Long Lane, London N3 2RL

Tel: 0500 456700

sales@signtrade.co.uk

www.signtrade.co.uk

ChromaForm; the NEW generation of Chrome effect letters. We now offer a complete range of ChromaForm Letters for a 7 day turnaround not available anywhere else. We can also supply and fit LED lights to the ChromaForm range of letters for an even better effect. Ring Susan or Lesley for details and samples.

CNC ROUTING & ENGRAVING MACHINES

ATA ENGINEERING PROCESSES

ATA House, Unit B, Boudry Way, Hemel Hempstead, Herts HP2 7SS

Tel: 01442 264411

sales@ataeng.com

www.ataeng.com

The C R Onsrud range of CNC routers offers a wide variety of options from entry level 3 axis machines up to 5 axis with fixed or moving gantry.

COAT OF ARMS

BRYAN RAWLINGS DESIGN

45 Nunney Close, Keynsham, Bristol BS31 1XG

Tel: 0117 986 7894 / 7291

bryan@bryanrawlings.com

www.bryanrawlings.com

Designers and makers of coats of arms, emblems and all types of sculptural and decorative signage. GRP, cast resins, metals, detailed hand painting and much more. Large range of royal coats of arms available. Specialist suppliers to the sign trade.

SIGNS OF THE TIMES LTD

Wingfield Road Tebworth, Beds, LU7 9QG

Tel: 01525 874 185

enquiries@sott.co.uk

www.sott.co.uk

Cast in polyurethane with detail in relief and hand painted full colours. May be cast on their own or as part of an entrance sign, blue plaque or street sign etc. We also cast coats of arms in aluminium, grp or bronze. Please send details for a quotation.

WARD SIGNS

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

Tel: 0117 955 3385

info@ward-signs.co.uk

www.ward-signs.co.uk

Wards of Bristol specialise in manufacture, restoration and accurate reproduction of historic and modern coats of arms. We are able to produce from originals, information from heraldic associations, or even from a photograph. Check our website for recent projects.

COMMEMORATIVE PLAQUES

MERCURY & PHILLIPS SIGNS

51/59 Waterworks Rd. Norwich NR2 4DA

Tel: 01603 666699

sales@mercuryphillips.co.uk

www.mercuryphillipsigns.co.uk

Manufacturers of plaques in stainless steel, brass and aluminium, chemically or machine engraved, colour filled to your choice. Logos and text from artwork supplied.

SIGN INDUSTRIES

Gardyne, Forfar, Angus, Scotland, DD8 2SQ

Tel: 01241 828 694

info@signindustries.com

www.signindustries.com

Sign Industries is one of the UK's leading sign making manufacturers, offering a broad range of memorial and commemorative plaques in many varying styles using the finest materials such as bronze, brass, stainless steel and wood. You can now create your own custom plaques and nameplates and order them directly from our website.

SIGNS OF THE TIMES LTD

Wingfield Road Tebworth, Beds, LU7 9QG

Tel: 01525 874 185

enquiries@sott.co.uk

www.sott.co.uk

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

WARD SIGNS

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

Tel: 0117 955 3385

info@ward-signs.co.uk

www.ward-signs.co.uk

Wards of Bristol have produced countless cast metal commemorative blue plaques, but also specialise in traditional bronze plaques and custom 3D hand crafted plaques, which are hand painted to depict scenes of historical events, places and figures.

CUT-OUT LETTERS

APPLELEC

Appleby House, Walker Terrace, Bradford, West Yorkshire, BD4 7HJ

Tel: +44 (0)1274 774477

sales@applelec.co.uk

www.applelec.co.uk

Trade suppliers of flat cut out letters, logos and intricate laser work. Lettering in a variety of materials such as acrylic, foamex, dibond, stainless steel, aluminium and MDF is available in different finishes and supplied with or without fixings. Please ask for an information pack or contact one of our friendly and experienced sales staff for assistance. (3D built up lettering is also available).

I.C.E.

Marcon House, Wyther Lane, Leeds LS5 3BT

Tel: 0113 224 2124

sales@icesigns.co.uk

www.icesigns.co.uk

Manufacturers of flat cut letters in ALL materials. Incl. Acrylic, Foamex, MDF, Stainless Steel, Brass, Copper, Corian. Many finishes available- Gilding, painting, powdercoating, lacquering. A special service at a competitive price.

MERCURY & PHILLIPS SIGNS

51-59 Waterworks Road, Norwich NR2 4DA.

Tel: 01603 666699

sales@mercuryphillips.co.uk

www.mercuryphillipsigns.co.uk

A fully comprehensive service to the trade in acrylic, foam PVC, MDF, brass and aluminium. Contact us for price list or quotation.

SIGN HERE

179 Fosse Road North, Leicester, LE3 5EZ

Tel: 0500 428 021

sales@sign-here.co.uk

www.sign-here.co.uk

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

SIGNTRADE LETTERS LTD

225 Long Lane, London N3 2RL

Tel: 0500 456700

sales@signtrade.co.uk

www.signtrade.co.uk

Plastic is our speciality including Flat Cut lettering in Perspex, foam pvc and aluminium composite. All supplied with locators and template as standard. We also offer a complete range of Moulded letters in Perspex and ChromaForm, offering over 60 years experience.

SYGNET SIGNS LTD

129 Humberstone Rd, Leicester, LE5 3AP

Tel: 0116 262 6288

sales@sygnetsigns.com

www.sygnetsigns.com

We have over 5000 styles to choose from or you can send your own artwork. Letters/logos available in acrylic, foam, mdf, polycarb, dibond, stainless steel and much more. All cut by router or laser. With or without fixings. All works carried out in-house (we also manufacture built ups and much more).

DIGITAL ELECTRONIC SIGNS

FAIRFIELD DISPLAYS & LIGHTING LTD

127 Albert Street, Fleet, Hants, GU51 3SN

Tel: 01252 758 934

sales@fairfielddisplays.co.uk

www.fairfielddisplays.co.uk

Specialists in Digital Signage made simple for the trade. Select from media players to complete network solutions. Range includes high brightness screens, touch screens and poster screens Full consultancy service and trade installation service. Showrooms in Fleet & Shrewsbury.

DIGITAL PRINT

MOCKRIDGE LABELS & NAMEPLATES LTD

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Tel: 0161 308 2331

sales@mockridge.com

www.mockridge.com

Full Colour Digitally printed self adhesive labels, full colour sub-surface printed overlays, full colour nameplates, including plaques and signs. Low Cost. Quick turnaround.

MORCANT DESIGNS LTD

Unit 6, Tom Johnston Road, West Pitkerron Industrial Estate, Dundee DD4 8XD

Tel: 01382 686 286

Mob: 07712 654757

sales@morcant-designs.co.uk

www.morcant-designs.co.uk

Full colour digital printed graphics: monomeric, polymeric, cast or vehicle wrap vinyls. Full colour canvases, banners, roller banners, pop-up frames. Full colour signs, name-plates. All of these at very competitive prices and quick turnaround times.

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Tel: 01634 841300

info@avenuesigns.co.uk

www.avenuesigns.co.uk

Trade service for digital printing and laminating up to 1600mm wide. Printing onto vinyl, banner, canvas, paper, etc.

CLEARSCORE LTD

Unit 1, Tudor Works, Turret Lane, Ipswich IP4 1DL

Tel: 01473 212751

sales@clearscore.co.uk

www.clearscore.co.uk

Trade service for high quality digital print up to 1600mm wide. Printing on to vinyl, PVC banner, paper, lightbox material and artist canvas, also laminating and contour cutting. Providing high quality service and products since 1978.

DIGITAL PRINTER SUPPLIES

ARTSYSTEMS

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Tel: 0115 9380 380

marketing@artsystems.co.uk

www.artsystems.co.uk

UK Trade Distributor for HP DesignJet, HP Latex, HP UV printers, Colortrac scanners, Summa Cutters, and Onyx RIPs. ISO 9001, ISO14001 Certified HP and Canon consumables, Neschen media and our own large format media range called Xativa.

BISBELL MAGNETIC PRODUCTS LTD.

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Tel: 01283 531000

sales@bisbellmagnets.com

www.bisbellmagnets.com

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

DORO TAPE (UK) LTD

New Mill, Farndon Road, Market Harborough, Leics LE16 9NP

Tel: 01858 431 642

sales@dorotape.co.uk

www.dorotape.co.uk

Specialists in media for digital printing, Doro Tape supply products from major European manufacturers including Ritrama, Aslan, Xerox and Poli-Tape for all large format printers. Whether it's for sign graphics; interior exhibition or retail displays; floor graphics or vehicle wraps, Doro can supply the right product. Contact Doro Tape for expert advice on digital media.

MACTAC UK LTD

37 Tenter Road, Moulton Park, Northampton NN3 6AX

Tel: 01604 644697

www.mactac.eu

MACTac are global manufacturers of self-adhesive material for wide-format Digital Printing (Water Based, Solvent, Eco-Solvent, Latex & UV) with Print Profiles to match these materials that are designed for Vehicle Wrapping, Wall, Street, Floor and Window Graphics. Many Laminates available include wood & metal effects. Some products are Class O fire-rated and CBS Outdoors (formerly Viacom) approved.

DOMES & DISHES

TALBOT DESIGNS LTD

225 Long Lane, Finchley London N3 2RL

Tel: 020 8346 8515

sales@talbotdesigns.co.uk

www.talbotdesigns.co.uk

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

EDGELIT SIGNS

APPLELEC

Appleby House, Walker Terrace, Bradford, West Yorkshire BD4 7HJ

Tel: 01274 774477

sales@applelec.co.uk

www.applelec.co.uk

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

ARTILLUS - WAYS 2 DISPLAY LTD

Britannia House, 29 Station Road, Kettering, Northants NN15 7HJ
Tel: 0333 123 0345
sales@artillus.com
www.artillus.com
DIAMOND 24V LED light boxes and GARNET light panels can be produced in any size up to 2500 x 1500mm. Diamond light boxes have a 20mm deep frame and 25mm snap frame front. Standard sizes in A4 up to A0 for next day delivery. Custom boxes & GARNET 8mm deep light panels can be made in single colour LED or RGB with controllers, can be dimmable or have built-in phasing. No minimum order quantity.

KINGS PLASTICS LTD

The Signbuild Centre, Kelso House, Waterloo Street, St Philips, Bristol, BS2 0PH
Tel: 0117 9411 411
enquiry@kingsplastics.co.uk
www.kingsplastics.co.uk
Edgelits are our speciality, we supply our tracks with integral or separate power supplies. Single colour or fully programmable RGB colour changing all up to 3mtrs long. Panels cnc engraved and laser engraved. We supply three tracks the Reflex, Miniflex & Dualflex. For images and prices please visit our online shop or contact our experienced sales team.

ENGRAVING

AES SIGNS LTD (EST. 1972)

The Old Laundry, 15 Barratt street, Easton, Bristol, BS5 6DE
Tel: 0117 951 0234
sales@aessigns.co.uk
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The complete sign service Engraved / Etched & Screen Printed signs Nameplates etc. in all materials. Very competitive prices, excellent delivery, highest quality, full design service, prompt response to all enquires

ALAN ROBERTS ENGRAVERS

27 Thingwall Drive, Irby Village, Wirral, CH61 3XN
Tel: 0151 709 3404
mail@alanrobertsengravers.co.uk
www.alanrobertsengravers.co.uk
Fast Confidential Engraving Service to the trade. We can provide plaques, nameplates, control panels, safety signs, switch plates, commemorative plaques with unveiling unit (on hire basis), bespoke signs and labels etc.

COUNTY ENGRAVERS & SIGNS LTD

Unit 5, Trent View Court, Moreland Street, Nottingham NG2 3FX
Tel: 0115 985 1171
sales@countyengravers-signs.co.uk
www.countyengravers-signs.co.uk
Engravers of all types of plaques, plates, labels and control panels in a wide range of materials. Fine detail etching in brass and stainless steel. Industrial and Laser Engraving and Component Marking. Full colour printing from labels to wide format.

DARTFORD ENGRAVING & SCREENPRINTING LTD

Unit 4 Power Works Industrial Estate, Slade green Road, Erith, Kent DA8 2HY
Tel: 01322 340 194
mail@desp.co.uk
www.desp.co.uk
DESP has been trading for over 50 years. CNC engraving, Laser engraving, Heavy Duty machine engraving, Chemical etching, Screen Printing, (ALL CARRIED OUT INHOUSE), including artwork. So whether its a 1 off or 1,000 off, we can offer a quick competitive turnaround.

FIRST SIGNS & LABELS LTD

Unit 1, Raynham Close, Raynham Rd Ind Estate, Raynham Road, Bishops Stortford, Herts, CM23 5JP
Tel: 01279 467999
sales@firstsignsandlabels.co.uk
www.firstsignsandlabels.co.uk
We manufacture and engrave nameplates, Labels, Tags, Switchplates, Mimics, Brass Plates, Components, Warning labels, Plaques, Logo's and Signs. We also produce printed fire & Safety Signs & Vinyl Graphics.

HALLMARK ENGRAVING ETCHING & SIGNS LTD (EST. 1899)

116-118 Selsdon Road, South Croydon, Surrey CR2 6PG
Tel: 020 8686 6649
sales@hallmarksigns.co.uk
www.hallmarksigns.co.uk
Superfast and reliable trade service with 100 years experience for all etching, routing and profiling. Specialists for nameplate and commemorative plaques in bronze, brass, aluminium, stainless and plastics. Logos and crests. High quality graphics - drawings free of charge. Precision industrial engravers of panels, labels and moulds. Keytop specialist. Presentation silverware and glass engraving experts.

IMPACT ENGRAVING

22-23 Rabans Close, Aylesbury, Bucks, HP19 8RS
Tel: 01296 488902
Mob: 07957 870 756
andy@impactengraving.co.uk
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REAL Trade prices for Engraving and chemical etching, rotary, diamond, laser and acid. Control panels, data plates etc. Stainless steel, Traffolyte, special laminates, brass, aluminium etc. ULTRA FAST DELIVERY !

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Tel: 01603 666699
sales@mercuryphillips.co.uk
www.mercuryphillipsigns.co.uk
Manufacturers of all types of plates or plaques, machine engraved or chemically etched using a variety of materials, brass, stainless steel, aluminium, plastics and wood. For high quality and intricate detail with colour infills to your choice.

SIGN INDUSTRIES

Gardyne, Forfar, Angus, Scotland, DD8 2SQ
Tel: 01241 828 694
info@signindustries.com
www.signindustries.com
SIGN INDUSTRIES are specialist TRADE MANUFACTURERS of etched Stainless Steel, Brass, and Bronze. We also Laser Engrave Plastics and Wood as stand alone products as well as moulds for castings. SIGN INDUSTRIES normally work with 3 mm thick material, and can etch bend and weld Stainless Steel up to 3 metres x 1.5 metres, and down to small sequential tags for wiring looms.

ESTIMATING SOFTWARE

GOFASO SOFTWARE

129 Devises Road, Hilperton, Trowbridge, Wiltshire, BA14 7SZ
Tel: 01225 718930
sales@gofaso.co.uk
www.gofaso.co.uk
Gofaso Software makes quoting fast and easy! Gofaso has been specialised for Sign companies, providing user-friendly calculation templates, workshop management, invoicing and customer relations upkeep. With module E-CRM you can make use of QR-codes on worksheets. Gofaso includes startling new tips and innovative techniques giving your company the strongest advantage.

EXHIBITIONS

EUROPEAN SIGN EXPO / FESPA

8-11 March 2016, Amsterdam RAI
www.europeansignexpo.com
European Sign Expo 2016 and FESPA Digital 2016 are returning to Amsterdam, from 8 - 11 March 2016, celebrating the 10th anniversary of the Digital show. Together both events, which attract visitors from 120 countries, will showcase the latest technology, equipment and consumables across digital and textile wide format print and non-printed signage solutions from over 400 leading brands.

FINGERPOST SIGNS

SIGNSCAPE AND SIGNCONEX LTD

Pear Tree Works, Bath Road, Upper Langford, Bristol BS40 5DJ
Tel: 01934 852 888
sales@signscape.co.uk
www.signscape.co.uk
Serving the Sign Trade for over 40 years, we are a leading manufacturer of modular sign systems, notice boards & information displays. Our high quality Fingerpost system combines aluminium or steel posts, with double skin finger-arms, making it highly durable, and ideal for public locations. Choose from Chevron, Bull-nosed or Square ended finger arms, available in standard or custom lengths.

FLAME POLISHERS

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sales@ispitrade.com
www.ispitrade.com
I-SPI Trade supplier of CE approved flame polishers. The simplest way to add a crystal clear, glass like edge to acrylic. Machines to suit every budget all at THE REAL TRADE PRICE. Visit our web site for more info or give Stephen or Sean a call and we can answer any questions you may have.

FLAT CUT LETTERS

ACCENT SIGNS LTD

Units 4, Broadcote Ind. Est., Station Rd., Cradley Heath B64 6ND
Tel: 0121 561 4600
accsign1@aol.com
www.accent-signs.co.uk
Accent Signs have been supplying the sign trade with quality flat cut letters in Acrylic, ACM, Foam PVC, MDF and other substrates for over 30 years. Our letters are supplied with Plastic Locators, Brass Locators or VHB tape, complete with fixing templates or fixing stencils if required. Fast turnaround and confidentiality assured.

APPLELEC

Appleby House, Walker Terrace, Bradford, West Yorkshire, BD4 7HJ
Tel: +44 (0)1274 774477
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www.applelec.co.uk
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Trade only supplier for all Flat cut lettering and Logo's. Available in Stainless steel, Aluminium, Alupanel, Dibond, Perspex, Foamex, Polycarbonate, Brass and all composite materials. Laser cutting and Router cutting services as standard. Painted finished are always available. We can supply with or without fixings and always with marked fitting templates. We also supply Builtup Metal lettering.

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www.browningsltd.co.uk

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

NEON REPLACEMENT LETTERS

ACCENT SIGNS LTD

Units 4, Broadcote Ind. Est., Station Rd.,
Cradley Heath B64 6NT
Tel: 0121 561 4600

accsign1@aol.com
www.accent-signs-ltd.co.uk
Accent Signs "LITEFORM" letters & logos with a moulded half round acrylic profile of only 15mm to look like Neon glass. Illuminated with super bright Led's. Available in a wide range of colours. Suitable for internal & external use. Supplied with standard locator fixings for ease of fitting.

NOTICE BOARDS - LOCKABLE/EXTERIOR

SIGNSCAPE AND SIGNCONEX LTD

Pear Tree Works, Bath Road, Upper
Langford, Bristol BS40 5DJ
Tel: 01934 852 888

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

SIGNWAVES

Lefevre Way, Gapton Hall Industrial Estate,
Great Yarmouth, Norfolk NR31 0NW
Tel: 01493 419300

enquiries@signwaves.co.uk
www.signwaves.co.uk
Signwaves supplies Noticeboards and Poster Displays suitable for both indoor and outdoor use. As the UK's largest manufacturer of point of sale signs and displays, we can provide you with high quality Poster Frames, Snapframes, Menu Cases and lockable Noticeboards.

NUMBER PLATES

TENNANTS UK LTD

Tennant House, Mount Street, New Basford,
Nottingham NG7 7HX
Tel: 0115 973 8080

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

PLASTIC SHEETS

BRETT MARTIN PLASTIC SHEETS

24 Roughfort Road, Mallusk, Co Antrim BT36 4RB

Tel: 028 9084 9999

semifinished@brettmartin.com

www.brettmartin.com

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

N E PLASTICS LTD

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

Tel: 020 8308 9990

sales@neplastics.co.uk

www.neplastics.co.uk

One of the largest independent stockholders of semi-finished plastics in the UK, offering a huge range of both branded and own label products including Perspex, Alliance ACP, Foamalite, Lumex and Arla. A next day delivery service on cut to size and polished Perspex is available. We also offer a trade service on CNC Router & Laser cutting, Sign trays and bespoke plastic fabrication.

PERSPEX DISTRIBUTION LTD

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

Tel: 01245 232800

sales.chelmsford@perspex.co.uk

www.perspex.co.uk

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

RIGHTON LTD

Righton House, Elliott Way, Nexus Point, Holford, Birmingham B6 7AP

Tel: 0121 356 1141

marketing@righton.co.uk

www.righton.co.uk

UK distributor of Polycasa cast & extruded sheet and Policril cast acrylic. Available in a wide range of clear, opals, colours and special finishes. Also stocked: Alucobest aluminium composite sheet, Marlon solid polycarbonate, PET-G, SAN, polystyrene, hygienic cladding, rigid PVC and fixing accessories, sign post systems, aluminium sheet and extrusions.

TELEGAN PRESSED PRODUCTS LTD.

Unit 3, Old Mercedes Building, Stour Road, Bathside, Harwich, Essex, CO12 3HF

Tel: 01255 554141

sales@teleganpressedproducts.com

www.teleganpressedproducts.com

Leading manufacturer of plate pressed PVC sheet offering equivalents to Darvic, Pacton and Cobex under our trade name TELBEX. We also manufacture VYNALAST™ engraving laminate. A comprehensive range of photoluminescent boards and self adhesive vinyl is available in PSPA class B and Class C to order.

THYSSENKRUPP MATERIALS (UK) LTD

Coxs Lane, Cradley Heath, West Midlands B64 5QU

Tel: 0844 846 9573

sales.tkruk@thyssenkrupp.com

www.thyssenkruppmaterials.co.uk

thyssenkrupp Materials are stockists of plastics and aluminium for the sign industry. Experienced staff and an extensive product range give customers the flexibility to cover all their requirements. Products include Acrylic, PETG, Polycarbonate, Dibond and Foam, alongside which we offer a cut to size service and shipment to all areas on our own transport.

POINT OF SALE FITTINGS

UK POINT OF SALE GROUP LTD

Horsfield Way, Bredbury Park Industrial Estate, Stockport SK6 2TD

Tel: 0161 431 4400/4411

www.ukpos.com

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

POLYSTYRENE SIGN SERVICE

FONTNEYNE SIGNS & DISPLAYS

Unit 3, 181 Verulam Road, St Albans, Herts AL3 4DR

Tel: 01727 832146

studio@fonteynesigns.co.uk

www.fonteynesigns.co.uk

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

POSTER HOLDERS / CASES

BROWNING'S LTD

157 English Street, Hull, HU3 2BT

Tel: 01482 380900

sales@browningstld.co.uk

www.browningstld.co.uk

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

INSIGHT SIGN SYSTEMS

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

Tel: 0141 774 5990

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.

SIGNSCAPE AND SIGNCONEX LTD

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

Tel: 01934 852 888

sales@signscape.co.uk

www.signscape.co.uk

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

SIGNWAVES

Lefevre Way, Gapton Hall Industrial Estate, Great Yarmouth, Norfolk NR31 0NW

Tel: 01493 419300

enquiries@signwaves.co.uk

www.signwaves.co.uk

Signwaves supplies Poster Displays suitable for both indoor and outdoor use. As the UK's largest manufacturer of point of sale signs and displays, we can provide you with high quality Poster Frames, Snapframes, Menu Cases and lockable Noticeboards.

UK POINT OF SALE GROUP LTD

Horsfield Way, Bredbury Park Industrial Estate, Stockport SK6 2TD

Tel: 0161 431 4400/4411

www.ukpos.com

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

PRINT/POSTER FRAMES

BROWNING'S LTD

157 English Street, Hull, HU3 2BT

Tel: 01482 380900

sales@browningstld.co.uk

www.browningstld.co.uk

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

SIGNWAVES

Lefevre Way, Gapton Hall Industrial Estate, Great Yarmouth, Norfolk NR31 0NW

Tel: 01493 419300

enquiries@signwaves.co.uk

www.signwaves.co.uk

Signwaves supplies poster displays suitable for both indoor and outdoor use. As the UK's largest manufacturer of point of sale signs and displays, we can provide you with high quality poster frames, Snapframes, Menu Cases and Lockable Noticeboards.

UK POINT OF SALE GROUP LTD

Horsfield Way, Bredbury Park Industrial Estate, Stockport SK6 2TD

Tel: 0161 431 4400/4411

www.ukpos.com

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

PROGRAMMABLE LED DISPLAYS

JAYEX TECHNOLOGY LTD

13 Sovereign Business Park, Coronation Road, London NW10 7QP

Tel: 020 8838 6222

sales@jayex.com

www.led-signs-international.com

Jayex is the UK's largest trade supplier and designer of dynamic moving message LED text and video products. We provide indoor and outdoor LED displays that can be embed into static signs or used as stand-alone item providing an eye catching display of virtually any shape and size. We will design and price LED products for your project, helping to keep your workload to a minimum.

MESSAGEMAKER DISPLAYS LTD

Unit 43 Ormside Way, Holmesthorpe Industrial Estate, Redhill, Surrey RH1 2LG

Tel: 01737 774 738

info@messagemaker.co.uk

www.messagemaker.co.uk

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

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37A Douglas Rd., Poole, BH12 2AU

Tel: 01202 463573

enquiries@ironsigns.com

www.ironsigns.com

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

SIGNWAVES

Lefevre Way, Gapton Hall Industrial Estate, Great Yarmouth, Norfolk NR31 0NW

Tel: 01493 419300

enquiries@signwaves.co.uk

www.signwaves.co.uk

Signwaves are a UK based supplier and manufacturer of Projecting Signs, fabric Flags and Flying Banners for internal and external use. Our range also includes Snapframes, Pavement Signs and A-Boards, Internal and External Poster Display and Café and Rope Barriers.

REFLECTIVE VINYL/TAPES

ATC LTD

Calf Hey South, off Well'ith Lane, Rochdale OL11 2JS

Tel: 01706 633043

sales@apptape.co.uk

www.apptape.co.uk

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

TENNANTS UK LTD

Tennant House, Mount Street, New Basford,
Nottingham NG7 7HX
Tel: 0115 973 8080
sales@tennantsuk.com
www.tennantsuk.com
The UK's largest distributor of Orafol and Reflexite reflective vinyl. Our range includes Class Ref.1, Class Ref.2, Micro-Prismatic, commercial grade, engineering grade, construction grade & hi-intensity in many colours. Used for chapter 8 chevron kits, ECE 104 conspicuity tape, permanent & temporary road signs & emergency vehicles. Visit our website for guides, prices & application instructions.

ROAD SIGNS

TENNANTS UK LTD

Tennant House, Mount Street, New Basford,
Nottingham NG7 7HX
Tel: 0115 973 8080
sales@tennantsuk.com
www.tennantsuk.com
Tennants UK is one of the UK's largest manufacturers of temporary road signs and distribute economy grade Zintec road signs through to BS EN 12899-1 specified permanent signs. Many years have been spent working closely with leading Traffic Management and construction companies enabling Tennants UK to cater to their every need, including metal frames, cones, barriers, lamps & sign design software.

ROUTER CUTTERS/PLOTTER BLADES

ATA ENGINEERING PROCESSES

ATA House, Unit B, Boundry Way, Hemel
Hempstead, Herts HP2 7SS
Tel: 01442 264411
sales@ataeng.com
www.ataeng.com
Extensive range of high quality solid carbide, PCD, carbide tipped and HSS cutters manufactured by ONSRUD CUTTER offer routing solutions for most types of material.

EDWARD MATHIAS & CO

PO BOX 121, Frodsham, Cheshire, WA6 1AA
Tel: 01928 739 799
info@edwardmathias.com
www.edwardmathias.com
Specialist manufacturers/suppliers of tungsten carbide plotter blades and router cutters. We don't just sell blades, we are the UK's leading manufacturer. Note - we have no connection with any other company who sell or re-sharpen blades.

SCREEN PRINTING

3S PRINT & DISPLAY

Unit 9 Hortonwood 33, Telford, Shropshire
TF1 7EX
Tel: 01952 677506
sales@3s-signs.co.uk
www.3s-signs.co.uk www.3sballoons.com
Screenprinters to the sign trade. POS, Estate Agency boards. Full colour up to 8' x 5', vinyl stickers, mark resist, Foamex. Contact us for best trade prices on large or small runs.

CLEARSCORE LTD

Unit 1, Tudor Works, Turret Lane, Ipswich
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Tel: 01473 212751
sales@clearscore.co.uk
www.clearscore.co.uk
Trade service for high quality screen printing, large or small runs on to most substrates. Providing high quality service and products since 1978.

DARTFORD ENGRAVING & SCREENPRINTING LTD

Unit 4 Power Works Industrial Estate, Slade
green Road, Erith, Kent DA8 2HY
Tel: 01322 340 194
mail@desp.co.uk
www.desp.co.uk
DESP has been trading for over 50 years. Screenprinting, anodic printing, correx boards, stickers, overlays, signs, chemical etching, engraving processes also covered (ALL CARRIED OUT INHOUSE), including artwork. So whether its a 1 off or 1,000s off, we can offer a quick competitive turnaround.

FIRST SIGNS & LABELS LTD

Unit 1, Raynham Close, Raynham Rd Ind
Estate, Raynham Road, Bishops Stortford,
Herts, CM23 5JP
Tel: 01279 467999
sales@firstsignsandlabels.co.uk
www.firstsignsandlabels.co.uk
We specialise in high quality screen printing. We are suited to meet print requirements onto many substrates. We have finishing capabilities with die cutting and CNC routing. We offer a fast and efficient service, should you require 1 off's or larger run's give our team a call.

HT SCREEN PRINT

9 Merlin Way, Hillend Industrial Estate,
Dalgety Bay, Fife, KY11 9JY
Tel: 01383 824522
info@htscreenprint.co.uk
www.htscreenprint.co.uk
Trade screen printing of garments, estate agency boards, pvc, vinyl, acrylics, metals, glass, wood, POS, anything flat. HT Screenprint have been in business for over 20 years, supplying the highest quality screen printing to the trade at very competitive prices. Our experience produces quality quickly!

HUMPHREYS SIGNS LTD

Unit 6, Spencer Trading Estate, Denbigh,
North Wales LL16 5TQ
Tel: 01745 814066
sales@humphreys-signs.co.uk
www.humphreys-signs.co.uk
Trade Printers for over 40 Years. Estate agency boards a speciality (price list on our web site) Printing on correx, pvc, vinyls, acrylics, magnetics as well as digital printing. Large and small runs.

MERCURY & PHILLIPS SIGNS

51/59 Waterworks Rd. Norwich NR2 4DA
Tel: 01603 666699
sales@mercuryphillips.co.uk
www.mercuryphillipsigns.co.uk
High quality screen printing to all types of rigid and flexible base materials ie. self-adhesive vinyl, paper, plastic and metal. From single to full colour and small or large runs.

SCULPTORS

BRYAN RAWLINGS DESIGN

45 Nunney Close, Keynsham, Bristol BS31
1XG
Tel: 0117 986 7894 / 7291
bryan@bryanrawlings.com
www.bryanrawlings.com
Designers and makers of coats of arms, emblems and all types of sculptural and decorative signage. GRP, cast resins, metals, detailed hand painting and much more. Large range of royal coats of arms available. Specialist suppliers to the sign trade.

SHEET MATERIALS

N E PLASTICS LTD

Unit 1, Ruxley Corner Industrial Estate,
Edgington Way, Sidcup, Kent DA14 5BL
Tel: 020 8308 9990
sales@neplastics.co.uk
www.neplastics.co.uk
One of the largest independent stockholders of semi-finished plastics in the UK, offering a huge range of both branded and own label products including Perspex, Alliance ACP, Foamalite, Lumex and Arla. A next day delivery service on cut to size and polished Perspex is available. We also offer a trade service on CNC Router & Laser cutting, Sign trays and bespoke plastic fabrication.

RIGHTON LTD

Righton House, Elliott Way, Nexus Point,
Holford, Birmingham B6 7AP
Tel: 0121 356 1141
marketing@righton.co.uk
www.righton.co.uk
UK distributor of Polycasa cast & extruded sheet and Policri cast acrylic. Available in a wide range of clear, opals, colours and special finishes. Also stocked: Alucobest aluminium composite sheet, Marlon solid polycarbonate, PET-G, SAN, polystyrene, hygienic cladding, rigid PVC and fixing accessories, sign post systems, aluminium sheet and extrusions.

TELEGAN PRESSED PRODUCTS LTD.

Unit 3, Old Mercedes Building, Stour Road,
Bathside, Harwich, Essex, CO12 3HF
Tel: 01255 554141
sales@teleganpressedproducts.com
www.teleganpressedproducts.com
Leading manufacturer of plate pressed PVC sheet offering equivalents to Darvic, Pacton and Cobex under our trade name TELBEX. We also manufacture VYNALAST™ engraving laminate. A comprehensive range of photoluminescent boards and self adhesive vinyl is available in PSPA class B and Class C to order.

VISIONS IN PLASTICS

Unit 3, Delta Court (Robin Hood Airport),
Auckley, Doncaster, DN9 3GN
Tel: 01302 775920
sales@visionsinplastics.co.uk
www.visionsinplastics.co.uk
Stocks of Mirrored Extruded Acrylic in clear, 19 colours, See-Thru, Two sided, Anti Scratch, Anti Fog, Mirrored Polycarbonate, Petg and Polystyrene. Non mirrored sheet in Acrylic, ABS, Polycarbonate, Polystyrene and PVC Foam.

SIGN & DISPLAY SYSTEMS

SIGNSCAPE AND SIGNCONEX LTD

Pear Tree Works, Bath Road, Upper
Langford, Bristol BS40 5DJ
Tel: 01934 852 888
sales@signscape.co.uk
www.signscape.co.uk
Serving the Sign Trade for over 40 years, we are a leading manufacturer of modular sign and display systems, notice boards & other information displays. Our 6 major sign systems are used and combined, to create a wide range of sign display solutions, including full signage schemes. With all products made to order, we specialise in tailoring solutions to suit each client, location and application.

SIGNWAVES

Lefevre Way, Gapton Hall Industrial Estate,
Great Yarmouth, Norfolk NR31 0NW
Tel: 01493 419300
enquiries@signwaves.co.uk
www.signwaves.co.uk
Signwaves are UK manufacturers of signs and display products for internal and external use. Our range includes Snapframes, Pavement Signs and A-boards, Forecourt signs, Poster Displays, Menu and Brochure Displays, Projecting Signs and Flags and Cafe and Rope Barriers.

VISTA SYSTEM LTD

103 High Street, Waltham Cross, Herts, EN8
7AN
Tel: 0800 404 9151
www.vistasystem.com
Vista System is an international pioneer and world leader in Modular Aluminum Sign Frames with distribution all over the globe. We offers a wide range of products, running the gamut from curved to flat signs, small and extra large signs, LED illuminated and Frame-less signs, innovative Brochure Holders, Illuminated Stretch Fabric signs and many more.

SIGN CASES

INSIGHT SIGN SYSTEMS

67 Dykehead Street, Queenslie Industrial
Estate, Glasgow G33 4AQ
Tel: 0141 774 5990
sales@insightsignsystems.com
www.insightsignsystems.com
Insight is a trade only manufacturer, offering a made to measure service, with in-house powder coating. A wide range of aluminium signcases are available, ready to accept acrylic panels, with several trim styles to choose from, and various options including hinged opening fronts, gas strut assisted opening, stand-off brackets etc.

SIGN LOCATORS

F. K. MOORE LTD

5 Wilton Road, Haine Industrial Park,
Ramsgate, Kent CT12 5HD.
Tel: 01843 593 440
enquiries@fkmoore.com
www.fkmoore.com
British manufacturers of screw type Brass Locator Nuts, Wall Fixings and stockists of Nylon Locators for the Sign and Shopfitting Industries. As well as other shopfittings, we also manufacture Coverhead Screws, either Flat, Dome, Conical or Mushroom shape in various finishes, in addition to the famous 'Moore's Super Clips' mirror fixings.

SIGN MAKING SOFTWARE

DELICAM LTD

Small Heath Business Park, Birmingham
B10 0HJ

Tel: 0121 766 5544

info@artcam.com

www.artcam.com

Delcam provides sign-makers worldwide with its ArtCAM range of CAD/CAM software, Express, Insignia and Pro, to create 2D and 3D signs. The entry-level package, ArtCAM Express starts from £99 and can be customised with modules (E.g. nesting and font creation).

SIGN SUPPORT SYSTEMS

E-SIGNFITTINGS HOBDAY LTD

57 Aston Brook Street East, Aston,
Birmingham, B6 4RR

Tel: 0121 608 4431

sales@e-signfittings.co.uk

www.e-signfittings.co.uk

E-Signfittings are one of the largest suppliers of Sign Standoffs, Cable & Rod Display Systems in the UK. We have large stocks available on next day delivery for orders received before 3pm and are equipped to supply orders from a few pounds up to thousands of pounds.

Products in our range include Screw Head Covers, Poster Hanging Systems, Sign Hanging Systems, Leaflet Holders and Poster Displays.

FAIRFIELD DISPLAYS & LIGHTING LTD

127 Albert Street, Fleet, Hants GU51 3SN

Tel: 01252 758 934

sales@fairfielddisplays.co.uk

www.fairfielddisplays.co.uk

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

I-SPI LTD

47 Mansionhouse Road, Mount Vernon,
Glasgow G32 0RP

Tel: 0141 764 1600

sales@ispitrade.com

www.ispitrade.com

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

MID WEST DISPLAYS

The Display Centre, Knights Way, Battlefield
Enterprise Park, Shrewsbury SY1 3AB

Tel: 01743 465531

sales@midwestdisplays.co.uk

www.MidWestDisplays.co.uk

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

UK POINT OF SALE GROUP LTD

Horsfield Way, Bredbury Park Industrial

Estate, Stockport SK6 2TD

Tel: 0161 431 4400/4411

www.ukpos.com

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

SIGN SURVEYOR

PB WILLIAMS SIGN SURVEYOR

48 Durlay Rd, Aintree L9 9AW

Tel: 07885 486 182

pbwilliams48@yahoo.co.uk

We specialise in sign surveying to the trade, with 30 years of experience as a sign fitter/manufacturer. I was contracted to large companies in the north west, and country wide. I am based in Merseyside and have PASMA, IPAF/PAL & CSCS qualifications and will travel UK and Europe. For further details please contact the above number or email.

SIGN TRADE SUPPLIERS

BROWNING'S LTD

157 English Street, Hull, HU3 2BT

Tel: 01482 380900

sales@browningstld.co.uk

www.browningstld.co.uk

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

SIGNSCAPE AND SIGNCONEX LTD

Pear Tree Works, Bath Road, Upper

Langford, Bristol BS40 5DJ

Tel: 01934 852888

sales@signscape.co.uk

www.signscape.co.uk

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

SIGNWAVES

Lefevre Way, Gapton Hall Industrial Estate,
Great Yarmouth, Norfolk NR31 0NW

Tel: 01493 419300

enquiries@signwaves.co.uk

www.signwaves.co.uk

Signwaves is a UK manufacturer of signs and display products for internal and external use. Our range includes Snapframes, Pavement Signs and A-boards, Forecourt signs, Poster Displays, Menu and Brochure Displays, Projecting Signs and Flags and Cafe and Rope Barriers.

SYGNET SIGNS LTD

129 Humberstone Rd, Leicester, LE5 3AP

Tel: 0116 262 6288

sales@sygnetsigns.com

www.sygnetsigns.com

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

THE SIGN GROUP

Victoria Works, Bruntcliffe Road, Morley,

Leeds, West Yorkshire, LS27 0LF

Tel: 0113 25 24 706

info@thesigngroup.co.uk

www.thesigngroup.co.uk

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

SOLAR POWERED SIGNS & DISPLAYS

SIGNSCAPE AND SIGNCONEX LTD

Pear Tree Works, Bath Road, Upper

Langford, Bristol BS40 5DJ

Tel: 01934 852 888

sales@signscape.co.uk

www.signscape.co.uk

An eco-friendly and long term cost effective solution, our Eco-Vision Solar Display System provides solar powered illuminated noticeboards, monoliths and stencil cut backlit signage. Powered purely by daylight, it is an ideal solution for remote and highly urban locations where illuminated information is required and where routing a mains power supply is undesirable, unpractical or costly.

SPECIALITY FILMS

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Lancs OL11 2JS

Tel: 01706 633043

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