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Sign Update welcomes news and information relating to new and improved products for possible coverage within the news and review pages. Sign Update however accepts no obligation to provide coverage or return unsolicited products which are sent to it.

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WELCOME Page

Back to school

Fortunately those days are behind us, but if you have children, the imminent start of the new school year means we can return to normality and be a bit more productive! Somehow, amidst the summer holiday chaos, we managed to bring you the September issue, which includes the most appropriate feature: Education and training.

Find out about the great range of courses available to learn or improve your skills to help you get ahead in your career. There are so many opportunities around, and with businesses diversifying into all sorts of new markets, it's a great time to be in this industry. Even art students are learning about printers; read how Epson collaborates with the Royal Academy of Arts and lets the students loose on their printers - with interesting results! Two directors from Innova Solutions went back to their old school, as part of a mentoring programme designed to inspire and support students for the future.

Our other feature looks at the versatility of vinyl and how it's used for walls and floors, and everything in between! The routing and engraving feature gets to the point (sorry) about how to get precise results and looking after your machines.

Don't miss all the innovations in product news; and we also feature some wonderful projects such as 3M at the Goodwood Festival of Speed and bespoke hoardings for constructions sites across London where Crossrail are building the new Elizabeth Line.

Till the next time..

Kathryn



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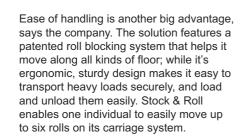
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Antalis adds "revolutionary" product to its range

With space at a premium for many of today's printer businesses, Antalis is helping customers make the most out of every available inch by adding the Stock & Roll range to its portfolio.

Stock & Roll is a compact, portable roll storage solution designed to make it easier to handle and transport rolls for large-scale digital printing.

The multi-purpose unit can hold up to six rolls, accommodates both two inch and three inch cores, and takes up minimal floor space with its compact 60cm diameter. The option of extra roll splitters allows even more rolls to be added, enabling users to double or even triple their storage capacity.





Stock & Roll can hold up to six rolls to easily transport and store them

Chris Green, Antalis' Head of Channel, Antalis Visual Communications said: "With so many different rolls on the market with varying weights, sizes and packaging, finding a way to adequately store and handle them can prove a challenge - not just in terms of the space needed but in the ergonomics. With this in mind. Stock & Roll has been designed to provide an innovative way for printers to store more rolls in a smaller capacity, while being convenient to handle.

www.antalis.co.uk.



Stock & Roll has an ergonomic sturdy design to transport heavy loads securely

CADlink software provides "outstanding results" on the HP Latex printer series

CADlink Technology announced that two of its software products, SignLab and Digital Factory, provide colour management and production workflow tools for the HP Latex printer series, including;

- HP Latex 110
- HP Latex 315
- HP Latex 335
- HP Latex 365 • HP Latex 560
- HP Latex 570

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New slip-resistant 2-in-1 solution for self-adhesive floor graphics

ASLAN is complementing its floor graphics range with an additional slip-resistant, directly printable film. Print'nGo ASLAN DFP 33 does not require any additional protective laminate after printing, whilst it provides the rough surface characteristics needed for non-slip category R9 classification.

The 125 µm thick matt white film provides a safe floor graphics solution for short-term interior designs on smooth floors, saving time as well as material. Within six months, this self-adhesive film can be removed in one piece from all smooth surfaces without leaving residue.

Within six months. this self-adhesive film can be removed in one piece from all smooth surfaces without leaving residue



With its R9 classification, the floor graphics film meets the requirements for interior floor coverings in public spaces, making it safe to use for short-term applications at airports, train stations, shopping centres

The film generates excellent scratch-resistant images from solvent, latex and UV printing methods and is ideally suited for print and cut applications. Print'nGo ASLAN DFP 33 is available in 25 m x









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P Series Polymeric print media

Following on from Grafityp's launch of its M series GrafiPrint monomeric media range, they have introduced another new core product range called the Polymeric P

This latest edition film in the GrafiPrint range brings to the market a high quality economical European made polymeric printing vinyl, with all the normal benefits of a high quality polymeric media, says the company.

Grafityp always listen carefully to what their customers want, looking closely at what the market needs, then deliver a product that gives even more

The P series initially is available in 762, 1370 and 1525mm widths with a material thickness of 75 microns.

Tested to the highest standards and manufactured at Grafityps production plant in Belgium this new product conforms to the latest REACH standards.

P20P is a clear gloss polymeric material perfect for printing or indeed for laminating.

P22P is a white gloss media with clear

P23P is a white matt media with clear glue

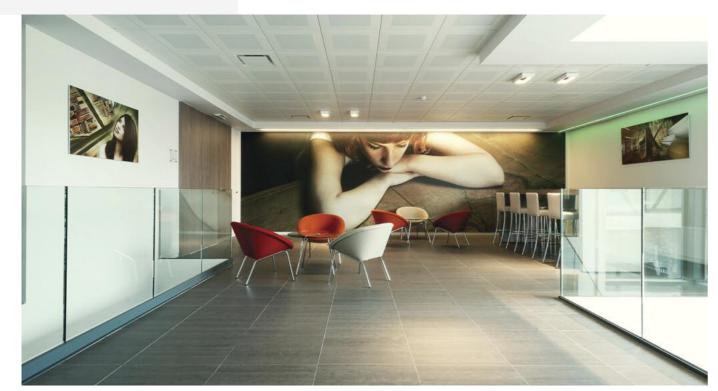
P24 is a white gloss media with grey glue for increased opacity

P26P is a white gloss media with grey air escape glue for easy application and greater opacity

Grafityp's new economical P series is a full seven-year polymeric film and has been added to the GrafiPrint series of high quality self-adhesive printing materials. They are complemented by their comprehensive range of high quality laminates in both PVC, and also none PVC, to suit most applications and requirements.

"Grafityp always listen carefully to what their customers want, looking closely at what the market needs, then deliver a product that gives even more. This new range will be extremely popular with both new and existing customers alike. The price is great and the quality is high. A European manufactured, high quality vinyl, compliant with all the latest requirements and at a price point that makes it hard not to try," says a spokesperson.

www.grafityp.co.uk



The new Polymeric P Series from Grafityp.



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Drytac Europe adds SpotOn® White M50 to portfolio

Drytac Europe has expanded its SpotOn® range of printable, adhesive films with the introduction of SpotOn White M50. The product has been specifically developed to provide greater opacity than the standard version and is available with immediate effect.

The latest product is a 100µ (4 mil) printable white matte monomeric PVC film, coated on one side with Drytac's dot-patterned, removable pressure-sensitive polyacrylate adhesive. The adhesive is protected by a single-sided, siliconized clay coated Kraft release liner.

SpotOn range of high quality printable vinyls has been developed for the easy, bubble-free application of vibrant graphics,

for short-term indoor wall and window applications. Its light block properties make it up to 50 per cent more opaque than the standard SpotOn White product.

Compatible with (eco)solvent, latex and UV printing technologies, the film is perfect for applications where easy, tool-free installation is required, says the company. It can also be repositioned and cleanly removed within 12 months of initial installation.

Drytac's entire range of films and adhesives is exclusively distributed throughout the UK by Antalis.

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



The new printable adhesive film is up to 50 per cent more opaque than the standard SpotOn White product

New inkjet inks designed for longevity

Nazdar Ink Technologies has released a new set of solvent inkjet inks, developed for long-lasting, high-quality output from Roland wide-format printers.

Nazdar 203 Series inks are formulated as direct replacements for Roland Eco Max 3 original inks, but at a lower price point. They are accurately colour-matched to OEM inks in CMYK plus Light Cyan, Light Magenta and Light Black, and can be used with Roland Eco Max 3 white and metallic inks.

The new low-odour Series 203 inks offer "superior" performance on outdoor graphics and are resistant to UV degradation and colour fade. The range is ideal for commonly used graphics substrates such as banner material, flexible and pressure-sensitive vinyl, blue back paper and backed mesh.

"We promoted the new inks at FESPA in Hamburg this spring and we're delighted to now roll them out to wide-format print businesses across the UK," says Stephen Woodall, Global Market Segment Manager for Aqueous & Solvent Digital. "The high impact, high intensity colours offered by the new Nazdar 203 Series inks are equivalent to the OEM ink set but without the high price tag.

"Nazdar inks are formulated to match specific OEM inks, so print businesses can be assured that a quick ink changeover is all that's required to save them money without losing quality. The only difference their customers will see is lower prices."

Thanks to compatibility with both the ink shades and with all Roland printers engineered to Roland Eco Max 3 inks, the new cartridges can be installed simply when the old OEM inks run out, either singly or as a full set, without the need for custom profiles in most situations.

The new inks, available in 500ml cartridges and 1 litre bottles, are manufactured to ISO9001 standards and meet all the regulatory targets achieved by Eco Max 3 OEM inks.



Thinnest LED Light Sheet Panel yet

Perspex Distribution now offer a 3mm thick illumination panel: their thinnest LED light sheet yet, manufactured by their supply partners Addlux Limited.

Using advanced LED technology, the diodes are embedded into the ultra-thin acrylic sheet. They deliver the additional advantage that the sheet can be shaped by hand and fixed into position whilst retain its even brightness.

Ideal for signage, displays and POS, the panels offer the benefits of OLED technology but are available in bespoke sizes, give higher brightness and can be purchased at a fraction of the cost. The panels arrive fully assembled with prewired connectors; there is no easier solution for your lighting or back lighting projects, says the company.



3mm Light Sheet curved

The 3mm thick panels are made bespoke in sizes up to 2400 mm x 600 mm, single or double-sided and in any white colour temperature.

Niels Fullerton-Batten, MD of Addlux Limited said: "This remarkable new product is a lighting designer's dream. It can be bent to shape – concave/convex or into different directions (S-shapes), panels can be joined to illuminate larger areas. It offers unique lighting solutions; for example, lighting around a product, an object or a column; think too, of the possibility to light corners and construct curved light boxes. The possibilities are exciting and endless."

Perspex Distribution have been UK suppliers of Addlux light sheet since 2015 and already offer industry leading bespoke lighting solutions including panels up to 4.8m metres in length

This launch further extends our range of LED solutions that also includes SloanLED signage modules and flexible strip LEDs.

www.perspex.co.uk/3mm.



3mm LED Light Sheet



Curved 3mm LED Lightsheet from Perspex Distribution.tif

Dutch government invests in wireless sign lighting

The start-up Stogger from the Netherlands, is the world's first lighting producer that developed wireless lighting specifically tailored for the signage industry.

The Limburg Development and Investment Company supports Stogger with the development and market introduction of this unique concept. The production of channel letters still consists of a lot of manual labour. Manual placement of light modules is difficult, time consuming and costly, says the company. The effect is that western production companies lose increasing market share to companies in low wage countries, according to them.

Stogger has developed a new patent pending wireless lighting solution, especially to address the needs of channel letter producers. The solution has a few key features:

48V 1W high power LEDs are used

Exceptional light output of 125 lumens/module

Square-light output allowing perfect sign lighting from 0.8" letter depth

Automated LED module application is possible

Due to the absence of wires, automated LED application in channel letters is possible. Sign producers can save up to 90 per cent on their LED lighting labour

"Stogger has produced a truly disruptive product. The technology is safe and due to optimisation, our LED module is 69 per cent more energy efficient compared to traditional 12V LED modules. In order to strengthen the Dutch manufacturing industry, LIOF invests in this unique concept," says a spokesperson.

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New Onyx Graphics 12.2

ArtSystems has released the 12.2 version of the Onyx Graphics software, which is the latest version of the company's wide format print workflow and RIP products.

Building on the celebrated 12.1software, the "sophisticated" Onyx 12.2 version comes with a range of updated software features such as: improved RIP and data transfer processing speeds; new multi-roll functionality; job scaling and rotation directly from the file open dialogue before sending jobs to the RIP queue; and cut workflow updates include the ability to handle multiple cut even path prefixes and duplication of cutter device settings, to enable greater automation. It is available across the entire Onyx software product line including: Onyx Thrive workflow software; Onyx Production House; Onyx PosterShop; and Onyx RIPCenter RIP

ArtSystems' Andrew Edwards. Sign&Display Division Manager, said: "Building on the award winning Onyx heritage and reputation, the powerful 12.2 software delivers everything the print professional could ask for. It provides

Because it streamlines workflows the entire print process becomes more productive, maximising productivity and profit and thus quickly providing a lucrative return on investment.

greater efficiency while also being easy and faster to use, offering enhanced performance for all print jobs. Because it streamlines workflows the entire print process becomes more productive, maximising productivity and profit and thus quickly providing a lucrative return on

"Onyx 12.2 is packed with enhanced tools including the exciting new multi-roll user interface that delivers an interactive workflow showing a live view of loaded media with automated roll selection between jobs in the RIP queue. There is also updated media and page size handling to streamline printer configurations and ease job set-up.

"A new simplified user interface presents device specific information based on bidirectional data - including easily understood displays outlining ink levels, printer status and media information."

The 12.2 software also provides full support for the Konica Minolta Autoscan Spectrophotometer FD-9 colour device, claiming to provide fast and flexible fully automated chart reading to further improve print workflow and productivity and better colour management.

The software has been fully implemented in ArtSystems Sign & Display Demo Suite where resellers can show their clients how Onyx 12.2 works with HP Latex 300,500, L1500 grand format and HP Scitex FB750 UV printers. Pricing starts from around £1,570 but can go up to £8,000 or more depending on the specification required.





Onyx 12.2

The latest version of the World's most popular RIP is now shipping!



Newly launched 'Print-On' roller banner

material from GGS

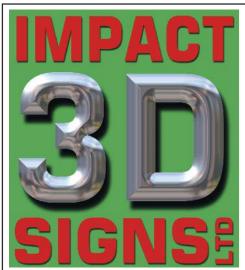
Gardiner Graphics Supplies has launched a new textured roller banner material called 'Print-On'. Developed as a "superior" printable PVC hybrid media Print-On is affordable, high-quality and is suitable for printing with HP latex, UV, ecosolvent and solvent based inkjet inks. It is available in 230, 300 and 400 microns. Print-On is suitable for both indoor and outdoor environments; an affordable roller banner with excellent lay-flat qualities and anti-curl properties, says the company.

"This new product range enables us to offer the market something new, of great quality and affordable in wide format for anyone with a wide format printer. We see this as a great opportunity to reach out to new and old clients with a new product. Thermal laminating films are still our core whilst offering other accompanying products gives us a more diverse one stop shop for printable medias," says Will Duggins, Managing Director of GGS.

For the first time, buyers don't have to sacrifice quality for price, says GGS. The complete range is designed with a grey backing to minimise light transference. making it ideal in the exhibition environment. Print-On is an inexpensive option to create sharp, rich quality graphics to accommodate the heaviest ink coverage. The strengthened anti-scratch qualities means that lamination is not

Gardiner Graphics Supplies offer free samples and test rolls of the complete range so you can test it for yourself.





BUILT UP LETTERS

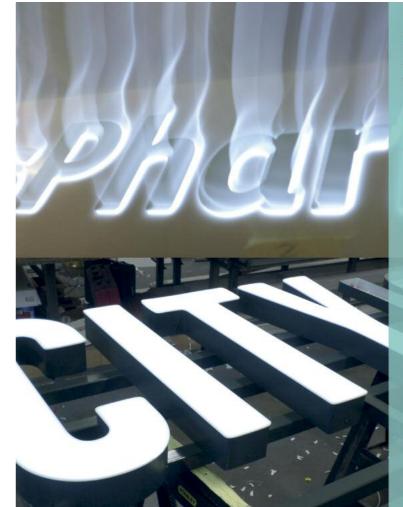
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New Adfresco café barrier

Signwayes has expanded its café barrier range by introducing the cost effective stainless steel alternative, the Adfresco LT.

The new stanchions (pole) and base offering has the same 'top clip' mechanism as the original Adfresco® units, and is used with the top cross rail for banner fit. The new LT only comes with bottom bungee tethers to secure the banner into place, which makes further savings.





The Adfresco LT has a low profile base with a weight of 10kg, but it still benefits from being concrete filled so provides "superb" stability.

The café barrier system has the same great choice on printed banners to suit requirements, such as light block PVC, mesh PVC and canvas.

"Ideally suited for sheltered and indoor locations the LT Café Barrier proves your business the perfect opportunity to take ownership of 'out of store' areas, advertise your brand and create the perfect atmosphere, while at the same time creating extra space," says a spokesperson.

As with the whole Adfresco range, the LT pole and base is easily convertible into a Pole and Rope Barrier system, giving the perfect queue barrier or crowd control barrier solution.

www.signwaves.co.uk

Hybrid CNC routing and knife-cutting print finishing system

AXYZ International's powerful production workhorse called Trident, combines routing and cutting capabilities in a single

Trident has been developed to process an increasing range of different rigid and flexible media that require a wider, deeper and longer routing/cutting capability. The machine claims to increase output by as much as 50 per cent by comparison with standard CNC routers.

The machine provides a three-pronged processing configuration (routing spindle and oscillating/tangential knife combination) that works "efficiently and harmoniously" to handle materials that might prove too challenging for traditional

CNC routers. Due to this triple-head configuration, it is possible to process virtually any flexible and/or rigid substrate, including materials as diverse as aluminium and other non-ferrous metals, aluminium composite materials (ACM), acrylic and plastics, foamed and corrugated board, vinyl, cardboard and paper.



AXYZ International will demonstrate the Trident hybrid at Print Show in October.



visit http://www.fsfastsigns.com/united-kingdom

or call our head office on 01785 253140 for an informal chat.



Embroidery Shops

State-of-the-art manufacturing delivers new textiles at Soyang Europe

Soyang Europe is seeing a substantial increase in demand for its dye sublimation and UV printable grand format fabrics, after "unprecedented" interest in textile printing during this year's FESPA. Coupled with a recent investment in their manufacturing facility, Soyang has launched several new display, black-back and backlit fabrics. These offer substantial benefits over alternatives and the company is already seeing significant take-up by companies with grand format dye sub and UV hardware, according to Soyang.

"The specialist team at Soyang Europe has a wealth of technical knowledge to match the correct product to customers' applications and with new fabrics being constantly developed, there are three notable additions to the line-up," says sales manager, Tim Egerton. "A new display polyester has been added to the range along with a new black-back fabric and, with the ever-increasing popularity of large lightboxes for retail, we've introduced a new backlit textile as well."

Soyang's new 66,000sq metre factory has the latest in manufacturing and coating lines, enabling the company to offer materials up to 3.2m wide. "By consistently adding new technology, we're assured of remaining at the forefront of the textile industry," says Tim.

Soyang's new SoTex
backlit meets the
continuing demand for
oversized lightboxes in
retail stores, public spaces
and exhibition halls

Soyang's new display polyester is ideal for retail and exhibition graphics and is printable with dye sub and UV cure inks. With its dense and compact structure created through careful yarn selection, it's possible to deliver vibrant colours with either ink technology. The company's new black-back fabric is suited to applications that require total blockout; and with the black-back range comprising four different finishes it delivers a solution that's available in lightweight woven or even knitted structures up to 3.2m wide. Ideal for use within textile tension frame systems, these fabrics provide a highquality product with no rear show through. according to the company.

"Soyang's new SoTex backlit meets the continuing demand for oversized lightboxes in retail stores, public spaces and exhibition halls. This expanding range of grand format backlit materials uses the latest coating technologies and state-of-the-art yarns to deliver a premium finish. All Soyang products are available for fast shipping from our UK distribution centre throughout Europe and we stock options for UV, latex and dye sublimation ink technologies," says Tim.

www.soyang.co.uk



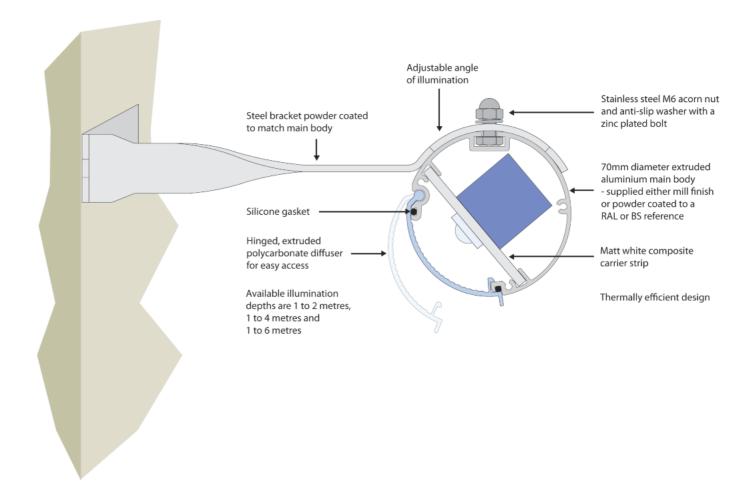
Soyang's new display, black-back and backlit fabrics were produced in their new 66,000sq metre manufacturing facility that has the latest technology

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The Magic Touch work with outdoor clothing brand to develop best decorating options

TheMagicTouch teamed up with the UK clothing brand Regatta to do some extensive research and development together. They wanted to establish and perfect the best options to decorate their growing range of high quality jackets and

Over a two-week period the technical team at the Dunstable UK headquarters produced and applied an extensive range of transfers produced using the existing 123Flex, MagiCut Flock, Reflective, Printable Soldark and full colour WoW transfer products.

Traditionally outdoor products have been perfect for the embroidery process and will continue to be so. But with the growing demand for full colour logos, personalisation, lower order size and quicker turnaround TheMagicTouch transfer process offers a flexible and quality option for all garment decorators. The other factor to consider was the effect of selected garments being no longer 100 per cent waterproof when penetrated by embroidery needles.





The range of garments included fabrics in various colours of Soft-Shell, Polyamide, Down insulated, Water-Repellent Polyesters and Isotex waterproof performance materials.

One key factor established during the research was the importance to avoid any marking or scorching whilst applying the transfers using the traditional heat press method. This issue is relevant today with higher value garments and expected high print quality to be attained. With many of the new polyester and performance fabrics being sensitive to heat and pressure, this issue has been solved with application temperatures being as low as 110-120c.

Whilst never being considered as the total solution for garment decoration, The Magic Touch offers some great alternative options at affordable prices in both printers and cutters together with transfer papers and flex products, says the company.

technical@themagictouch.co.uk





Vinyl versatility: from floor and wall graphics to POS displays

A division of Amari Plastics, Amari Digital Supplies (ADS) is a major stockist and distributor of a wide range of digitally printable vinyl films. These are manufactured primarily by MACtac but now supplemented with films supplied by 3M following the recently concluded new business partnership between Amari Signs Display & Graphics and 3M.

ADS stocks and distributes films from other leading UK and continental Europe manufacturers including SIHL, Kernow Coatings, Poli-tape, R-Tape, DigiDelta, Multi-Fix and JM Textiles. All of these films can be printed using a choice of solvent, eco-solvent, UV and latex ink technologies.

In conjunction with Amari Signs Display & Graphics, selected films from 3M that are now being stocked and distributed by ADS include the more environmentally aware non-PVC Envision Print Wrap Films and the Envision 480 and IJ Series of PVC Print Wrap Films that are available in a choice of three options. The films incorporate 3M's renowned Comply Adhesive Technology that ensures perfect adhesion to the most difficult substrates likely to be encountered. They are supported by a range of 3M laminates for enhanced protection and durability and 3M performance warranties that are considered to be among the most powerful and comprehensive currently available.

Digitally printable films from MACtac include those marketed under the IMAGin Deco, MACpoly and StreetRap brands. As with the 3M offerings, the films can be printed using any of the most popular ink technologies.

Woven appearance, feel and texture

MACtac IMAGin DecoSilky designed for interior wall coverings is a coated white woven polyester textile film that gives digitally printed output a woven appearance, feel and texture. MACtac IMAGin Deco Fresco is a matt PVC film that extends MACtac's popular decorative products range. It has been developed for application to smooth interior surfaces. These films do not require lamination.

The MACtac MACpoly 929 and 900 PVC films are extremely flexible and therefore especially suited to applications involving convex 2D surfaces. These opaque films are complemented by PolyCover laminates for applications involving environments exposed to pollution and/or corrosion and the likelihood of scratching

"Films are available in different weights and in three standard and eight 'on demand' embossed patterns"

For interior and exterior floor graphics applications, ADS supplies MACtac StreetRap, a matt white PVC film that is supported by a choice of compatible MACtac StreetLAM, PermaFlex and FloorGrip protective laminates.

A recent addition to the ADS portfolio of digitally printable films is the KernowJet Interiors 500 and 620 Series of wall coverings from Kernow Coatings. These tear-resistant films enable the creation of highly individualistic wall art murals. They have a Class 0 fire rating to BS 476 Parts 6/7, are EN 259-2-compliant and provide a

lightfastness capability in accordance with the International Wool Scale BS/EN 20105/ISO 105 802 level seven of eight. The films are classified as non-hazardous to DIN 52900, based on ecological and safety assessments. They are available in different weights and in three standard and eight 'on demand' embossed patterns.

Recyclable and fire-retardant media

Other notable digitally printable films supplied by ADS include a 100% PVC-free and recyclable RECYTEX banner-grade film as an addition to the EcoPure range of media. The film meets all relevant European and International fire safety standards (FR B1/M2). The AMedia range of materials and digitally printable textiles supplied by JM Textiles in Germany under the Mediatex trademark brand are key products in the extensive ADS digital portfolio.

In conjunction with Amari Plastics, ADS provides a definitive guide to digital printing and finishing media. It includes examples from the leading UK and continental Europe manufacturers with which Amari Digital Supplies, in conjunction with Amari Signs Display & Graphics, has forged business partnerships.

www.amaridigitalsupplies.com



Latest generation calendered films meet market demands

Italian manufacturer of adhesive films APA has supplied innovative solutions to the sign industry for more than 30 years. Sales manager Roberto Vallebona discusses the versatility of this material.

There are two main types of self-adhesive vinyl, depending on manufacturing: cast or calendered films. These can be white or transparent, gloss or matt. Calendered films are the most widely used. These two variants, thanks to their characteristics, are able to meet the most common market demands: white vinyl films ensure excellent covering power while transparent films feature excellent transparency, all at a very competitive price.

Originally designed for applications on flat surfaces, latest generation calendered films can be applied to corrugated surfaces. For this type of surface APA offers for example, AP/510-FC and AP/790-FC, while for flat surfaces AP/909-FC and AP/910-FC.

Cast films are used for prestigious decorations on both ridged and corrugated surfaces, with excellent results both in car wrapping and interior design, for example.



APA's new films feature a special formulation, thickness and conformability

Ensuring ink compatibility

Before choosing the right film for the type of work to be done, it is appropriate to verify that the inks used by the printer and the film are compatible. Solvent inks can be used with any type of vinyl; they need more time to dry completely and before laminating, they should be completely evaporated. Furthermore, solvent printing makes the film softer compared to other inks such as UV and Latex inks which, on the other hand, have faster dry times, alter the PVC structure to a lesser extent and offer greater mechanical protection.

"Thanks to technological innovation, the production of new generation films has opened up new market segments and enhanced the use of self-adhesive films for a wide range of applications. From advertising to car wrapping, printable films have conquered new sectors such as interior design and the demand for such products has been rising over the past two years. There is a growing request for the customisation of any surface with high quality materials: this is the core business of current market demand.

Responding to demanding market

We have developed cutting-edge, hightech materials that have enabled us to improve the quality of our films for printing and cutting. The new films feature a special formulation, thickness and conformability that make them able to respond to an increasingly demanding market. From wrapping to interior design films, from those designed for furniture and walls up to walkover films, our laboratories are always researching and developing films that combine high quality and innovation.

All films are the result of a constant research of innovative products, respecting the highest standards through a productive, eco-sustainable process to demonstrate APA's commitment to

From advertising to car wrapping, printable films have conquered sectors such as interior design and demand is rising

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protecting the environment.

www.apaspa.com/EN

How to select the right vinyl for the job

From humble beginnings supplying a few tapes in the late 1980s Doro Tape has expanded and invested in the latest technology to become a leading player in the sefl-adhesive films market. James Carpenter provides guidelines on selecting the appropriate material for an application

Despite environmental concerns, when it comes to large format digital printing the vast majority of signs and vehicle graphics, PVC is still the go to media.

The types of vinyl used for large format printing pretty much matches the coloured vinyl ranges used for plotter cut graphics: monomeric, polymeric and cast, and for much the same reasons. Your choice would depend on application, longevity and price. Cheap and cheerful monomeric vinyl is used for short term signage of up to four years.

Printable wrap film

Polymeric PVC film has improved in quality over the years and as a bit of a hybrid is being used for medium to long term signage, vehicle graphics and even as a printable wrap film. Doro Tape's major brand for these grades is the Poli-Print digital print vinyl, an excellent range for use with all ink and print combinations.

Although cast vinyl is used for long term signage, because of its flexibility it has become the film to use for vehicle wrapping. Ritrama's Ri-Jet 50 cast and Ri-Jet 30 Flexilam combination supplied by Doro, is an excellent choice for printed vehicle wraps. When looking for the correct printable media it's important to know your printer. The different printing methods whether Solvent, eco-solvent, UV or latex, with their different curing methods print speeds and working temperatures; will have an effect on what media you choose.

Working temperature is particularly important as the thickness of the print media and the type and thickness of the media's backing can have quite an effect on how it prints. Correct storage of your print media

"Their range of specialist printable vinyl include films with ultra-removable adhesives for delicate interior surfaces and high grab removable adhesives for use on concrete

comes to printing. If in doubt on the choice of media, always consult with your

Direct to substrate application

One of the major trends in recent years has been applying printed graphics direct to the substrate. This could be anything from interior painted surfaces to exterior brick walls; from marble to carpeted floors. Due to its flexibility PVC is ideal for this and with the advance in adhesives, this sector has increased 10-fold.

As Aslan's premier UK distributor, Doro Tape is very well placed to take advantage of this market.

Aslan's knowledge of films and adhesives, make them a market leader in this area. Their range of specialist printable vinyl include films with ultra-removable adhesives for delicate interior surfaces and high grab removable adhesives for use on concrete and tarmac. Aslan's most recent innovation is the PrintnGo series of digital print films for floor graphics which have a highly textured non-slip but printable top surface so, no need for a non-slip laminate.

www.dorotape.co.uk





Film opens up new markets for signmakers

Self-adhesive vinyl has come a long way since it was used almost exclusively as a cut and applied medium. Ian Simister, sales director at Metamark discusses the possibilities.

In some ways, now that print dominates most sign design and production environments, vinyl has had to rediscover its earlier roots when most of it would have been screen printed. Today, digital print prevails and vinyl has evolved to meet and exceed the challenges that this poses and is supplied in all manners and varieties to suit the needs of digital print. There's a product enabling signs and graphics producers to deal profitably with any job that comes along.

Application specific media

Metamark is among the industry's leading innovators and offers application specific materials to suit current production needs in addition to those of emerging markets.

One such product is MetaWrap MD-X digitally printable vehicle wrapping film. Though it's reported to share its DNA with traditional legacy wrapping media, that's where the similarities end. The product is made using a cylinder-cast process and the result is a super-conformable film that's very tolerant of ink; it prints like MD-5, the benchmark setting material used as reference stock by many printer manufacturers.

Tolerance to elongation

Printing though is just part of the needsset that drives the development of wrapping films. Mechanical handling properties need to be very particularly

focused on delivering a film that's tolerant of elongation. To the signmaker, this means a product that's easy to apply and tolerant of handling. MD-X is and a matching laminate keeps the whole material assembly behaving well when it's

MD-5-like print performance and benign handling are going to come at a price of course and it's a price that swings the economics of wrapping in favour of the

> "Attractive textures dominate and there are textured digital laminates as part of the range"

All of Metamark's MD-Class digitally printable materials are broadly compliant with all modern digital ink species so signmakers with practically any type of printer can use MD-Class digital vinvl and be assured of great results. The latest addition to the company's production and manufacturing plant in Lancaster, therefore, is focused on the manufacture of MD-Class materials.



Signmakers are offering décor and using the service to transform spaces including restaurants and retail areas

Growing market for photo-murals

Signmakers are creative and inventive and driven by the markets they serve so it comes as little surprise to learn that digital materials are often applied to applications never envisaged during the design of the material used. A good example is photomurals or big pictures on walls which have been popularised by sign producers and the application has spread to encompass decor in general.

Now, signmakers are offering décor and using the service to transform spaces including restaurants and retail areas.

Metamark has responded to the needs of the new market with a new range of digitally printable vinyl materials. Our DécorMark range represents a market driven development. Customers were asking for products that they could apply to walls and we responded. The result is a range of application specific materials addressing what many are saying is the new wrapping. It really could be that big.

What makes a good material for décor?

It's a material that handles in a predictable fashion and that just works. Interestingly, some DécorMark materials are embossed; they have a pronounced texture associated with them. The range is said to share its DNA with MD-Class digital products but to look and feel more like a traditional wall-covering might. Attractive textures dominate and there are textured digital laminates as part of the range.

Applications for the new products are growing fast. If you consider the amount of available wall-space out there, there's a huge and profitable market just waiting to be exploited. Another appeal is that it can take signmakers beyond business-tobusiness markets and into the realms of domestic applications.

If digitally printable vinyl continues on its current trajectory - and there's every indication that it will - new applications and opportunities will be enabled. There's always something new coming along. If there's an action indicated on the part of the signmaker, it's to get to know what's available, find out know how it's used and get your hands on some samples so you can give it a try.

www.metamark.co.uk

Fast and easy bubble-free application

William Smith's extensive portfolio includes a wide choice of digitally printable vinvl materials that it supplies exclusively to the trade including products from 3M, VION, Avery Dennison and Arlon.

Important additions to the range of from 3M include the Envision 480 and 48 Series of non-PVC films and the 3M Series IJ180mC series.

Featuring a super high-gloss finish, the 12 year-durable 3M Envision Print Wrap Film 480 now offers 100% printer compatibility. In common with 3M Envision 48. it incorporates 3M Controltac repositionable and 3M Comply v3 air-release adhesive technologies. The new 3M Series IJ180mC digital film incorporates micro Comply adhesive technology and non-visible air-release channels for fast and easy bubble-free application. Available in white, clear and non-PVC formats, the film conforms readily to flat and moderately curved surfaces and is ideal for applications that include indoor/outdoor signs and graphics. point-of-sale displays and commercial fleet wrapping.

As exclusive UK distributor of VION digitally printable films. William Smith offers the three-year VP 3000 Series.

These provide a lower-cost solution for short-term graphics and are available in a choice of white and clear formats with a clear or grey permanent or removable adhesive.

Part of the VION 5000 Series, VP5100 is a five-year gloss white digital printing film for intermediate applications involving lowenergy flat surfaces. It incorporates a grey or clear permanent adhesive and the optional new V Flow air-release technology for fast and bubble-free application.

Flat panel graphics

William Smith stocks and distributes digitally printable films from Avery Dennison including the MPI 2800 Series, a cost-effective film for medium-term applications involving flat or moderately curved surfaces. It is ideal for flat panel vehicle and window graphics and can be supplied with Avery Dennison's proprietary Easy Apply adhesive technology.

The MPI 8000 Wall Film Series enables ambitious three-dimensional interior wall graphics. It is available in a range of textured finishes including pure canvas, crushed stone and natural stucco with a high-tack or removable adhesive. Extended creative possibilities are

"A premium cast digitally printable vehicle wrapping film incorporates FLITE air-release adhesive technology"

possible with the MPI 8726 version: fire certification for the films is available

Arlon SLX Cast Wrap is a premium cast digitally printable vehicle wrapping film incorporating FLITE air-release adhesive technology. This allows the film to 'float' over the substrate until perfect registration is achieved and pressure applied to complete the application process.

Arlon DPF 6000 is a cast white vinyl that provides excellent conformability on the most difficult vehicle surfaces likely to be encountered. The film incorporates X-Scape air-escape adhesive technology for fast and reliable application

www.williamsmith.co.uk



Arlon SLX Cast Wrap is a premium cast digitally printable vehicle wrapping film incorporating FLITE air-release adhesive technology

Removable vinyls: the 'golden fleece'

Drytac focuses on ease of use to ensure peace of mind for the print service provider: when they load their machine, they need to be sure that they will get first time results with vibrant colours, faster curing and - most of all - first time production results without head crash. European and Asia Sales **Director for Drytac Europe Steve Broad**

Drytac sources the best face film vinyls on the market from around the world. However, the company has invested in heavier liners for moisture stability for its POLAR range of media and in specific profiling for its media so that the print service provider can web up and go.

More and more print service providers customers or specifiers, especially from the retail environment, are looking for the 'golden fleece' of products. They want vibrant prints which are easy to apply so that they can get their own store staff to apply the products themselves in a professional manner with little effort.

Clean removal

Removability is key and our products have been designed to be cleanly removed. As such. Drytac has been investing in media and future adhesive technologies which make us stand out from the competition. Relevant products include: Drytac's Viziprint range for window applications, our ReTac range for wall graphics applications

and SpotOn range for window, wall and floor graphics applications.

All of Drytac's Polar range of printable media is designed to work with eco solvent, solvent, UV and latex technologies. We select the finest vinyl to boost vibrancy and combine these with heavier liners (2 sided PE-coated) to ensure moisture stability and faster curing, especially when using latex inks.

We constantly think about meeting the needs of our customers. For example, we offer a SEL version of Viziprint for window graphics applications which has an ink receptive coating for faster drying and keying to the PET with eco solvent/solvent inks. Our SpotOn SvnPaper for HP PageWide XL incorporates a specially formulated ink receptive coating for high speed drying on the HP Pagewide XL. combined with SpotOn technology which offers printers an adhesive easy to apply and remove POS solution.

Drytac's Polar printable vinyl comes in many variations - from monomeric and polymeric to even cast vinyl for vehicle graphics applications. These products are offered with all variations of adhesives from clear permanent to grey-back opaque bubble free removable options.

We've introduced a polymeric vinyl that is grey-backed bubble-free and permanently adhesive - Polar Premium Gloss BFG. It's unusual to have a bubble-free permanent adhesive vinyl but it was developed to meet print service providers' requirements and has achieved excellent results

SpotOn is ideal for indoor applications such as wall graphics, tradeshow graphics or retail advertising even on windows. Our recently launched SpotOn Floor 200 product is a one-part floor graphic solution that has an R10 slip rating post-printed without the need for over lamination. Another recent announcement is SpotOn White M50 which has 50% more opacity than the standard product and allows great cover up of underlying prints.

Embossed textures and finishes

The Drytac ReTac range is an ultrapermanent removable technology that allows customers peace of mind that this range will not damage surface when it comes to removing. Most removable adhesives grow in strength over time and ultimately become permanent but this is not the case with ReTac adhesive technology. We have introduced an opaque ReTac 150 that's very successful, ReTac 75 in Gloss and matte for conformability and extended the range to ReTac Textures offering embossed textures including linen, canvas and soon-to-be-announced sand and woodgrain finishes. We also offer a chalkboard and wipe erase film in this

Both the SpotOn and ReTac ranges have a Class 0 fire rating, making them ideal for use on most indoor surfaces and for applications in public areas that require compliance with strict fire regulations such as airports, hotels and hospitals.

Drytac is investing in PVC-free vinyls and phthalate-free versions of its solutions. While we believe traditional vinyl will continue to be used heavily within the print market, we must think smarter and look after the environment as much as possible. We like to think that we have thought about the challenges for the print service providers, offering profiles and investing in quality face films while making sure that the liners have a big part in production first time print success.

www.drytac.co.uk





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Peak UK expands its product across the globe

Roland DG has enabled Peak UK to offer its Racer ST garment to Olympic teams and professional athletes across the world. This is following an "unprecedented" surge in interest after the apparel helped Team GB athlete, Joe Clarke, win a gold medal in the K1 men's individual event, says the

The Racer ST Garment was the brainchild of Peak UK founder, Peter Astles. It took the former slalom racer and his team of 10 staff nearly four years to perfect the garment. Since launching the product to market after last year's Olympic Games, the Racer ST has "revolutionised" kayaking apparel. It combines a jacket, life jacket and spraydeck, which are traditionally worn as individual items, into one garment.

This has reduced the thickness of the life jacket by 20-30mm and with time penalties given to competitors if they hit a slalom pole as they race between them, this reduction provides canoeists with a greater margin of error. The overall weight of the canoeist's apparel is also lighter, resulting in increased speed as they race down the course against the clock.

Pete Astles said: "From the early stages of the initial idea, we knew we had a completely unique and ground-breaking piece of kit that could give athletes the edge over their competitors. With the Rio 2016 Olympic Games coming up, we decided to approach British Canoeing and explore the possibility of supplying the kit for the athletes."



Joe Clarke in the K1 canoe event at last year's Olympics

After being won over by the innovative concept and benefits, British Canoeing formed a partnership with Peak UK to become official supplier of the kit at the Olympic Games. Although they had produced prototypes of the garment by hand, Peak UK needed to invest in textile technology that would allow them to personalise the jacket to reflect Team GB's branding. It was during this search for a textile printer that Pete first came across Roland DG.

"We were instantly drawn to the Roland DG Texart RT-640 Dye-Sublimation Transfer Printer because it was more industrial and robust than its competitors, with the open design making it easier to service, clean and maintain. We quickly got to grips with the machine and one year later, we still cannot fault it. The machine is truly faultless, effortlessly printing high quality prints to the extent where we haven't had one bad print."

Joe Clarke wore the Racer ST garment at the 2016 Rio Olympic Games and competed in the K1 men's individual. Despite being an outsider, he won the gold medal after beating his closest rival by 0.17 seconds. During the whole competition, Joe did not hit one slalom pole and praised his thinner life jacket for providing the marginal gains that made this possible. Following the Olympics, there was a huge surge in interest for the ST Racer garment from other national canoeing teams, and thanks to the RT-640 Peak UK got new business.

"The RT-640 enabled us to quickly and easily print the unique and bespoke designs needed to cater for national teams and professional athletes; from national emblems to sponsors to patriotic colours. You can virtually create any look for scratch."

www.rolanddg.co.uk www.peakuk.com



Peak UK used Roland DG's dye sublimation printer to create the garments



www.apaspa.com

Slam Signs invests in Epson's large format printer

Slam Signs has invested in a 64-inch Epson SureColor SC-S80600 large format printer, to boost the capacity and variety of signage products it produces. The new printer, supplied by Papergraphics, joins a SureColor SC-S40600 that was installed two years ago.

Their new SureColor SC-S80600 features permanent Epson PrecisionCore TFP printheads with variable size ink droplet technology to deliver up to 1440 x 1440 dpi output. It enables Slam Signs to print on a variety of substrates such as clear film, vinyl, canvas and photographic paper. Based in St Albans, Slam Signs is headed up by business partners David Jorge and Jodie Banfather. The company provides a complete design and print service, producing a variety of products including vehicle wraps, shop facias and signage, window graphics, banners, POS and pop-

"The SureColor SC-S80600 is probably the best printer on the market today in terms of quality, versatility and engineering," says David Jorge. "The 10colour UltraChrome GS3 inkset, including metallic, red and white, means we can achieve accurate and consistent colours and hit the majority of Pantone colours. We don't need to produce test prints to check colours - they are always spot on which saves us and our customers considerable time. The special red ink really delivers a bright, punchy effect which designers and ad agencies love."

Alongside its variety of signage products, Slam has developed a reputation for its vehicle graphics service. "On average, we wrap about two vehicles a week and the SC-S80600 is the perfect printer for this because of the stunning quality graphics that it produces," says David. "Vehicle wraps protect body work and are used for advertising and to create fun effects. We have some customers who will re-wrap their car a couple of times a year! While the graphics are long lasting, they like to have a bit of fun."

"The design and build of this printer is impressive," says David. "Installation and set-up was quick and simple and since then, it has been almost constant use. Wallpaper and wall coverings are a growing in popularity as retailers, designers and events firms see the potential and the quality of the results. The advanced auto-tension control system on the SC-S 80600 prevents substrate stretch and means that we can print drops that align with each other perfectly."

Phil McMullin, sales manager, Professional Printing Solutions, Epson UK, said: "Slam Sign's experience with their new printer shows why it has become Europe's top selling eco-solvent technology in its class. It is a powerful solution for companies looking for technology that delivers quality, productivity, flexibility, ease of use and rapid ROI in one complete package."

www.epson-europe.com



First sale of the latest JETRIX printer range

It's worldwide debut at Sign & Digital has led to the first sale of the JETRIX LXi8 LED UV printer. Clearly the appeal of this super-fast large format flatbed printer was not lost on Grupa Luxpol from Poland, says InkTec.

A dedicated print specialist, Grupa Luxpol offer the complete customer solution from initial graphic design, through to prepress, printing, packaging and delivery. The different mediums involved are ideally suited to the capabilities of the JETRIX LXi8: be it large format banners, foils or meshes to glass, wood, plexi or PVC. Working with Michal Kozuch from Print Support in Poland they were exploring the market place for a large format printer, in particular an LED machine.

An added bonus of their newest addition, is that it will also significantly enhance production simply down to the high speeds it delivers of up to 205sqm/hr. As well as its top speed the LXi8 also has a host of

new features such as InkTec's latest generation LED-UV ink. It is powered by a dedicated JETRIX GUI that optimises and automates the print process to simplify the user experience, says the company.

Marcin Wolek, Managing Director of Grupa Luxpol, said: "Working with Print Support, we have been watching and waiting for a printer of this capability to come out from JETRIX for a while.

There was a lot of interest at both Sign & Digital and FESPA surrounding the JETRIX LXi8, particularly as it truly demonstrated its speed capabilities at these events

We are familiar with the build quality and technology, so knew that when we saw the speeds it can achieve we just had to have one. All these factors combined with the technology and service support that InkTec offer, meant that with this printer we could have it all and more."

"There was a lot of interest at both Sign & Digital and FESPA surrounding the JETRIX LXi8, particularly as it truly demonstrated its speed capabilities at these events. We are obviously delighted that relatively soon after these events we have achieved our first sale in Europe - a true reflection on how our product innovation means that our reputation is going from strength to strength," says Joey Kim, InkTec Europe's Managing Director.

www.inktec-europe.com



The JETRIX LXi8 LED UV printer, which debuted at Sign & Digital

Spiral Print increases business with proBOND

PPB's aluminium composite material (ACM) proBOND has helped Spiral Print with the many challenges of hoarding manufacture, from estimate conversion through to print and final production.

Customer profile

Spiral Print is a printer based in Macclesfield. They offer all round print options, from short run digital, to long run litho brochures or literature. Its wide format print services provide everything a customer could require from vinyl lettering, signage, and exhibition work to hoarding

The challenge

Spiral Print supply many types of advertising and builders' hoarding. Recently Spiral was commissioned to supply ground boards for the newly promoted Lincoln City Football Club. With over 50 panels they required a suitable and economical ACM sheet that printed and converted efficiently. Quality was also paramount to Spiral; they needed to produce the hoardings using materials that were reliable and resilient.

The solution

PPB Ltd recommended its range of proBOND ACM, and with PPB's knowledge of the industry Spiral knew they would be getting expert advice. Spiral printed directly onto the panels using its Jetrix wide format UV printer. They then laminated the face of the boards with antigraffiti laminate for maximum impact and



Jason Carpenter, Production Manager for Spiral Print, said:

"proBOND aluminium composite has all the properties required including strength; a brighter white colour with excellent ink adhesion; and at a highly competitive price. We previously had quality issues with our chosen ACM such as poor print and lack of adhesion to laminate. proBOND has been a revelation to us in terms of value for money and outstanding quality. It has printed, converted and laminated without issue and the overall feel and look of the product is far superior to many alternative ACMs on the market. Because it is a value for money ACM, we have found our 'hit rate' from estimate to

job conversion has been greatly improved as we are able to be much more competitive in terms of pricing."

proBOND is a relatively new addition to the PPB's product portfolio and has been specifically developed to offer customers a genuine high quality sheet; whether it's for short-term digital print projects, or highend corporate ID signage.



Spiral Print chose PPB's proBOND ACM to produce over 50 panels for football



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"G4B HAS ESTIMATED THAT THE DYSS IS SO PRODUCTIVE THAT IT WILL PAY FOR ITSELF IN LITTLE OVER A YEAR. HOWEVER, THE REAL POTENTIAL LIES IN THE **BUSINESS OPPORTUNITIES THAT** LIE AHEAD." IAN HATFIELD, DIRECTOR G4B LTD

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Ultima Displays welcomes new Durst Rhotex 325 to its headquarters

Ultima Displays has welcomed a Durst Rhotex 325 system at its UK headquarters in Corby, Northamptonshire. The installation of the new system is part of Ultima Display's 'Centre of Excellences' across Europe, where the company serves more than 6,000 dealers across 28 countries.

The new dual-purpose printing system combines direct-to-textile printing with dyesublimation transfer printing technology in a 3.2 metre wide machine. Depending on the application and fabric, the printing system can instantly alternate between the paper transfer and the direct printing function onto polyester-based materials. This enables Ultima's customers to take advantage of unrivalled print speed and photographic quality for the printing of all their soft graphics and signage, says the company.





The machine in use

Thanks to the new Durst WTS print head technology, the machine achieves an "exceptionally" high-quality print using water-based dispersion inks for a wide range of printing materials, with a printing speed of up to 350 m²/hour. No additional steps are required before or after printing to ensure an environmentally friendly and 100 per cent Volatile Organic Compound (VOC) - free printing process.

The robustly built Rhotex 325, the result of Ultima's partnership with Durst, has an integrated hot air dryer, automated nozzle cleaning system and additional features for constant production. Ultima Displays has already installed a Rhotex 325 system at its offices in Nantes, France, as part of its three-year, £1.7 million investment plan; and has plans to roll two more out in Gdansk, Poland, and Padova, Italy from next year.

"We are thrilled to welcome this new technology to our headquarters in the UK," says Osvaldo Gallio, Managing Director at Ultima Displays. "This is a landmark date in the company's history, allowing our customers to confidently take on larger jobs, knowing they can rely on Ultima Displays to deliver fantastic quality with a super-fast turnaround time.

"In our increasingly online world, where goods and services are available almost instantly, our customers are always under pressure to deliver quickly, even on the highest quality, most complex print jobs. It is important for us to make new investments to help support our customers for these rapidly changing environments. A total of 6,000 dealers across Europe will now be able to benefit from improved profits, consistent high quality and next day delivery, thus giving them a unique



The Dhurst Rhotex 325 arriving at the headquarters of Ultima Displays

www.ultimadisplays.co.uk.

PrintStudio sees commercial gains thanks to Roland DG

The team at PrintStudio, Cardiff Met University's print service, have added the VersaUV LEF-20 desktop printer to its repertoire, following a visit to the Roland DG Creative Centre. The machine, which is a predecessor to the LEF-200, instantly impressed PrintStudio supervisor, Richard Ashdown.

He said: "When we were first shown the LEF-20 I couldn't believe the vast range of objects it could print directly onto, even objects with curved surfaces. I kept on trying to find something that it wasn't able to print on but to no avail - safe to say, we soon snapped one up!"

PrintStudio bought its first Roland DG machine back in 2008, and since then the business has enjoyed a long-lasting relationship with the technology manufacturer; buying a further two print and cut machines: a VersaCAMM SP-300i and TrueVIS VG-540.

Richard said: "Adding the VersaUV LEF-20 printer has allowed us to offer our customers an even wider variety of products such as personalised pens, USBs, awards and many more. Not only is the finish of the products we produce better than ever before, but we're able to provide a quick turnaround on items that have traditionally been ordered externally in large quantities. One of the first jobs that we utilised the LEF-20 for was printing braille signage for use across the university's campuses, something that would have previously been externally sourced."



Wall graphics

When the company's previous inkjet printer came to the end of its working life. the PrintStudio team decided find a new supplier. Unconvinced by the previous machine's reliability and keen to expand into new market areas, PrintStudio decided to explore the opportunities available with Roland DG.

Richard said: "We were first drawn to the Roland DG VersaCAMM VP-540 wideformat printer because of its integrated print/cut technology; something which I'd never seen before. This meant we were

able to work at a much faster production pace than usual when undertaking common jobs like student posters, and could also explore printing with other medias such as window graphics, wallpaper and outdoor banners."

A Roland DG customer for nearly a decade, Richard's loyalty to the brand has not wavered. Having first been impressed by the versatile capabilities of Roland DG's technology, it is the reliability and customer service that has resulted in him expanding his family of Roland DG machines over the

"In over ten years, I've only ever had to make one service call to Roland DG, which goes to show how reliable its machinery is. The customer service has also gone above and beyond my expectations, with the team constantly providing training to ensure we are fully proficient to take advantage of the machine's capabilities and creative inspiration to help us diversify our product offering," says Richard.

www.rolanddg.com / www.rolanddg.co.uk



A project at the university by PrintStudio

Signage... of course!

Sue Mason talks with signage training specialists to find out more about the types of training available in the industry, the choices available to companies and individuals and the importance of education and training in this area. Whilst some signage remains traditional, the industry, like most others, is continually developing and changing. This alone necessitates

guidance and coaching. Add to this that some customers may need training on equipment and that others are looking to get into the signage industry, not to mention Health & Safety, and it is clear to see why there is such a high demand for learning more about products and services in this area.



Joe Wigzell, Academy and Creative Centre Manager at Roland DG UK

What is going on in the world of education and training?

"People are always looking for ways to stay one step ahead of the competition, and keeping up to date with the latest techniques and methods through training is the best way to do this.

Roland DG's aim is to be there every step of the way, and to offer help in as many ways as possible.

In the sign and display industry, customers often work in smaller businesses where they look to their peers and to industry trainers to provide them with advice, inspiration and ideas - as in their day jobs they often work alone. Whilst online and remote learning options are good, they don't provide the rich insights and nuances you gain through nattering over a cup of tea or coffee

According to Deloitte's recent report on Corporate Learning, 22% of millennial workers consider learning benefits of importance. As the future of the print industry, it goes to show just how vital training and development is to future

source:www.workingvoices.com/2017leaning-development-predictions/

Who do you train?

"Roland DG trains its customers/end users, anybody looking to get into the industry or looking at new markets and applications. Dealers and staff also get the full advantage of our training knowledge and facilities. Basically, anybody that interacts with Roland. Looking after people at all stages of their journey is key, we want to help people to make the right decisions and be

Typically, what is the subject matter?

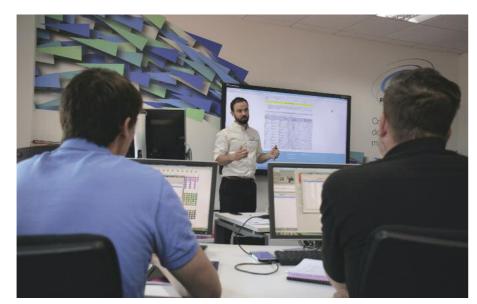
"The subject matter could be anything from the use of equipment and software, to applications, media, industry partners, relevant processes and more. We also train people on how to look after their Roland DG kit, suggest ways they might diversify, help them with design and support them to create better businesses."

What are typical training objectives?

"This very much depends on the course, but key objectives might include streamlining processes, maximising profits, reducing waste (time, materials. money), improving technical knowledge, opening avenues, and - again - much, much more!"

Where do you train?

"We train at Roland DG's Clevedon-based Creative Centre and dedicated training room (with large interactive touch screen). We also offer training at Coventry University, at customer sites, tradeshows, dealer sites, and online. We try to be as accessible as possible.



Academy courses

Essentially, our learning philosophy is as much about being emotionally inspired as it is about the rational information we provide. The possibilities of print are seemingly endless and for that reason, we have an incredible array of exciting samples in our Creative Centre, from printed surfboards and fridges through to a dye-sub men's suit, ceiling tiles, arcade machines and even a printed toilet seat (using Roland DG's LEF Benchtop UV Flatbed Printer)!

The very best ideas come from a fusion of learning from what we can already do, and focusing on how we can translate them into new, fresh ones."

What is your company ethos with regards to training?

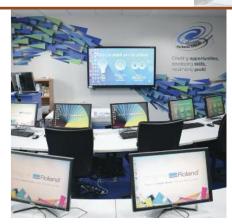
"We believe in creativity and the power to transform imagination into reality. Our company ethos - both locally and globally - is dedicated to supporting all parties involved with Roland across all sectors and aspects of the business. We want every part of every process to be as easy as possible - and knowledge sharing is key to this.

We have partnered with Coventry University and other development sites such as CRL (Central Research Laboratory), and have dealers that specifically focus on the education market too. Most importantly, our customers value the effort we put into education and training.

The Roland Creative Centre is a key aspect of our unique offering. It is an everchanging entity, with samples and applications constantly being updated and featured alongside the very latest Roland DG kit. It is the only site of its kind in the UK and whatever you've come to look at, you leave inspired – and with a greater

And accreditations?

"Years of experience and training! This includes a BSc in Product Design from University of the West of England – not to mention my experience as a ski instructor! We also have an expert car wrapping tutor on hand for our wrap courses, who has been in the industry for many years and offers our attendees real-world, hands-on experience."



Classroom

understanding of capabilities and opportunities. We don't sell print, but we do sell ideas. People have kick-started entire businesses from ideas seen in the Creative Centre!

In addition to the Creative Centre, we offer a full range of courses at the Roland Academy (https://www.rolanddg.co.uk/support/roland -academy/our-courses). The most popular ones include those focused on digital print and wrapping. We also have some new developments in the pipeline which will make it even easier for our customers to learn and access all the information they need, without needing to specifically attend courses."

Antalis

In this fast-paced, constantly evolving visual communications sector, it can be hard to keep up with all the latest innovations and growth areas which come to market.

That's why, in 2014 Antalis launched the Digital Academy – its very own training hub at its HQ in Coalville, Leicestershire. Originally launched as an internal resource to enhance the skills and knowledge of its own employees, the Digital Academy, the first of its kind for the sector, was quickly opened up to customers' demand so that Antalis could share its expertise with the wider industry.

Three years on and it has grown at unprecedented pace, offering 25 different courses covering the full flow of the digital inkjet market, all led by independent experts who bring industry-leading coaching to the sessions. Through a combination of theory and hands-on practical advice, the workshops help printers, designers and signmakers, for example, to upskill or diversify - with many seeing a big business boost as a result.

Already this year alone, the Academy has served over 337 customers and delivered 50 training courses at Coalville, as well as other locations around the UK and in Ireland - with plenty more in the pipeline.

And in this special feature, Sign Update looks to get an exclusive, sneak-peek behind the scenes of a Digital Academy workshop, the key learnings and what opportunities it could bring the traditional printer.

We asked Giles Bristow, Antalis' Digital Support Manager what the 'Introduction to Vehicle Wrapping and Vinvl Application Workshop' covers...

"This has been one of our most popular courses to date. It was designed for commercial printers who are new to the visual communications market but are considering the suitability of vehicle wrapping for their business.

The one day course first explores whether vehicle wrapping is right for your business, before moving on to look at the basic



Paul Hughes, signmaker, author and tutor gives his top 5 trade secrets (see page 44)

principles of wrapping, the materials used, the skills that are going to be required to complete a wrap job, and what prices to

It also examines the pros and cons of the different types of commercial jobs you may be pitching for, and highlights areas you may not even have considered such as domestic appliances, kitchen cupboards, laptops and vending machines.

.....Continued on page 44

The tutor...

It's then time to get hands on as our independent tutor, Paul Hughes, takes you through all the crucial steps of a professional vehicle wrapping job, including curves, recesses, squeegee techniques and finishing."

Paul Hughes is a signmaker with 16 years' experience running his own signmaking business. In addition, he is an author on the subject and has been presenting the successful Signmaker's Workshop at the Sign & Digital UK show for the past four



DRIVING FORWARD; the Academy's vehicle wrapping workshop has proven particularly

Paul's top five trade secrets...

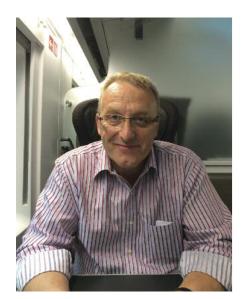
- 1. Plan your wrap at the design stage, using panel lines to hide joints and avoiding intricate design elements that will go into deep recesses of panels and get over distorted. Remember, if it's a full colour printed wrap, less is more; text over photo backgrounds can be hard to read.
- 2. Use the right material. This may sound obvious but you would not believe how many people use the wrong vinyl! Wrapping films on the whole are much more robust than plotter vinyl and have a totally different adhesive that is formulated to assist the application style used in vehicle wrapping.
- 3. Clean, clean. A vehicle needs a general car wash and then a detailed clean and degrease, not forgetting any recesses, under wheel arches and the rear of any panels where vinyl is to be wrapped round a panel edge. Check tech sheets to see what cleaners the vinvl manufacturers recommend as using the wrong cleaners can invalidate warranties.
- 4. Stretch the vinyl in the right places. This is the biggest mistake people entering wrapping make. They use the right materials but then over stretch the film, causing it to pull out of recessed areas. This is where training comes in; understanding how the film works and the techniques used to work the film which can be very different to the way you would intuitively fit the film.
- 5. Don't skimp on post-heating; this is vital to a successful wrap. Any area that has been stretched will need post-heating to the vinyl manufacturers' recommended temperature. This can only be done with a quality infrared thermometer and heat gun and needs to be methodically completed round the whole vehicle.

Where can more information be found?

"To book a place for the next 'Introduction to Vehicle Wrapping and Vinyl Application Workshop' or for more information on the Antalis Digital Academy, please visit digital2business.co.uk/digital-academy."



British Sign & Graphics Association



David Catanach, Director, British Sign & Graphics Association

What does the BSGA do?

The BSGA offers an array of services to the UK Sign Industry and its members. One of our main aims is to raise standards throughout the industry. As a trade association, we recognise that customers expect their sign supplier to be professional, competent and qualified and the best way to achieve that is with a workforce that is skilled backed up by nationally recognised standards covering making, installing and maintaining signs.

Some of these definitive standards are reviewed and updated whenever necessary by the BSGA Technical Committee whose members are qualified in their field.

We and our colleagues gather the necessary information, write and submit the framework that delivers nationally recognised qualifications. It is all about having an educated workforce. And we do all we can to promote this for a number of reasons

Why would a sign making company want to provide training to staff?

"Of course, there is the more obvious point that it will ensure the products they are selling follow, at the very least, the minimum national and international standards. So, conformance is one

A good quality product will always demand a higher price and sign companies should not be afraid to shout about their workforce having the qualifications and skills to produce signs of high value and quality. There is no doubt it helps give a competitive edge.

Consider any make or model of car. If that car is serviced by a company which is specifically competent in that particular brand with qualified mechanics, it is accepted that they will charge a higher fee for their services. The customer is free to take their car to be serviced at any garage, however it is often the garage they feel safer and more comfortable with that will win their business. That principle should be no different for sign companies.

Then there is the matter of safety. It is vital that both sign making and sign installation are performed safely.

There was a recent case where a sign company sent three members of their team to a site to install a sign working from a flat roof. The correct health and safety procedures weren't in place resulting in one worker falling off the roof suffering severe injuries.

The customer wasn't happy as the sign still wasn't up so the sign company sent the other two employees back, who continued to work off the flat roof still with insufficient safety procedures in place.

Needless to say, the financial cost to the company (in fines and other payments) was much greater than it would have been had they invested in educating, training and providing the right equipment for their staff sufficiently in the first place. As for the ethical side of things – a genuine concern for the welfare of your employees - well there are no words

Today, if you are hoping to sell a sign to a construction company, Construction Skills Certification Scheme (CSCS) cards are essential. Without them, your installation team should not be able to enter a building site. Insurance companies will refuse to provide insurance cover for non-qualified personnel thereby putting pressure on Contractors to only employ and engage tradesmen with the correct qualifications.

CSCS cards comprise a chip which stores data on the cardholder's identity, qualifications and training.

To obtain these cards, a minimum level 2 NVQ is required so it is clear to see how education and training can take your business to new heights - that's without the positive impact it has on staff morale, staff retention and so on.

So yes, standards are higher today than ever before. It's great that we keep moving forward. The days have gone where corners can be cut, regulations are getting tighter and rightly so. Not only does it make good business sense, it makes money and it can save lives!

What type of training is out there for the signage industry?

Fortunately, this varies immensely. From vehicle wrapping to simply laying vinyl, from bending letters to welding metal, there are courses and qualifications available for everyone. The form and duration differs too. Whether it's a oneday letter bending course from manufacturers or suppliers or a sign making NVQ apprenticeship, take a look on the BSGA website for details of the nationally recognised qualifications or training programmes offered through the Apprentice scheme and our members.

> "A large number of sign companies are doing a fantastic job in the UK, education and training can only make them much better and more respected leaving their competition trailing."



James Deacon of Bigger Stickers says...

More and more courses are becoming available, covering the industry in general. This includes NVQ and niche courses in design and application. And suppliers are offering educational courses and open days too.

I am very enthusiastic about the increase in training in the sign industry. I think a lot of people in the business are selftaught and didn't get a formal education that covered the areas needed to run their business successfully, but through sheer hard work they have done so. Many have told me how much they have learnt and how they wish courses like mine were available when they were starting out.

I am also still learning and enjoy meeting people - from young people wanting a career in the automotive industry to retirees wanting a hobby and it's not always cars they are wrapping!

What areas do you offer training in?

I offer training in most areas of the sign industry, from basic application and glass manifestation right through to RIP software and design.

I have been training specialist application and vehicle wraps for around 10 years now. Having started in the sign industry 20 years ago, I learnt traditional methods but quickly started modern techniques of design and printing and covering cars in vinyl before we had specialist wrap vinyls. Once proficient, I began offering training services and now provide courses for Grafityp UK and Roland DG - both by way of 2 day wrap courses. I also provide 1 on 1 courses if needed and offer further support for trainees.

We cover all areas of the wrap industry. Obviously the Roland course is more focused on the digital commercial wraps and the Grafityp course covers colour change in detail also.

Design is an important part of vehicle graphics so we cover software and any RIP issues they may have too

I like to think my courses are a bit different as we also cover running a wrap business and making sure trainees understand customer service as well as the pitfalls associated with vehicle wrapping. Design is an important part of vehicle graphics so we cover software and any RIP issues they may have too.

What are the objectives of the training?

For candidates to leave confident in their understanding of the industry and appreciate what it takes to offer a complete service whether they are a one man band or a larger graphics company.

.....Continued on page 48



Open day at the Creative Centre

How do you measure results?

Feedback is key. Candidates enter an online survey and give their thoughts on the course. I also get direct feedback.

Where do you train?

Grafityp UK run the courses from their office in Tamworth in a purpose-built room. The Roland DG courses are held at the Creative Centre near Clevedon.

I also offer 1 on 1 courses from facilities in Bovingdon or Bicester if it is more convenient. Some find it beneficial to have onsite training so I can see facilities and conditions and speak to sales and design



Showing the application of vinyls into recessed areas



GrafiWrap Vehicle Wrap System training takes place at the Grafityp premises in Tamworth. Staffordshire

Signmaster Systems, Bernhard Nitsche, Tutor, says...

Can you tell us more about the training you offer?

Signmaster's Training Centre is based at the headquarters in Whitchurch, Shropshire. The courses we offer are for anyone interested in advancing their skills in large format print.

What subjects do you cover?

We offer courses in Easymount laminating which cost only £10 and cover safety features, loading the laminator, reel to reel laminating, short run laminating, temperature settings for different applications, lining long runs up accurately, mounting onto substrates and pressure and tension settings.

Signlab 10 again only £10, looks at the installation and set-up; layout and tools; using text tools and working with fonts; print and cut; file types and working with PDF; combining images and text and understanding plugins; VPM overview/printer setup and advanced

Our Roland LEF workshop looks at the benefits and features of the VersaUV LEF machine - with its UV ink technology, you can learn how to print on many different substrates as well as round and curved surfaces.

Who delivers the training?

All our courses are delivered by industry standard professionals over one day and are tailored to suit all levels from beginners to advanced.

Where do courses take place?

We have a state of the art showroom with the latest technology from Roland, OKI, HP, Vivid, Graphtec and many more. We also have a seminar room with an electronic white board.

Alternatively, we can arrange for vehicle wrapping training at your premises where you can learn about vinyl types and correct use; software and artwork types; conversion for layout; cutting and weeding; basic application on flat surfaces; wet application on glass; basic application style on flat panels; stretching vinyl and extreme application.

Rola

Hands-on training at Signmaster Systems

FASTSIGNS UK

How does education and training work at FASTSIGNS UK?

The objective of all of our training is to ensure our centres are fully versed in the latest signage trends and technology available to them, so we can continue exceeding the expectations of our customers. We endeavour to keep all of our training aligned to the demands of our market with key training topics covering signage applications like vehicle wrapping and digital signage.

When a new centre opens, the franchisees and select team members must take part in a four week initial training program. This helps the people that are new to our business and the industry understand the brand and how they can best use our materials in their business, and to also get a better understanding of how we can continuously support them.

During weeks one and two, they will visit our head office in Dallas, Texas, to make use of its state-of-the-art training facilities. Here they learn about signage production and graphic design. Franchisees also learn about the FASTSIGNS business model, the facilities and tools available to them and how they can apply these to their new business for a successful centre.

During week three, the new franchisees spend a week in their FASTSIGNS mentor centre. The mentor assigned to each new franchisee helps them to rationalise the

knowledge learned in Texas and shows them how to apply it in a real life situation. The mentor also becomes part of their support network and will provide advice for much longer than a week. Week four is spent with FASTSIGNS Business Consultants who meet with the franchisees in their new centre and help set the new centre up in the most efficient

Each year, signage specialists from the US pay the UK network a number of visits to deliver training on the latest signage applications. Generally, these sessions are delivered through one week of in depth training seminars in the UK and are then supported regularly with webinar and interactive sessions online.

> For us, training is a key element of ensuring our franchisees get the most out of being a part of FASTSIGNS and ensures they are always fully up to date with all the latest signage trends and technology



John Davies, managing director of FASTSIGNS UK

Most recently we've had Mr Wayne Rasor, FASTSIGNS Director of Digital & Exterior Technology, visit the UK to help our franchisees understand the benefits of digital signage, the selling concept behind it for sales people and how to design powerful content for graphic designers.

As well as the initial four week training programme, the team also take part in a range of additional sessions and workshops which take place throughout the year, providing a steady stream of continuous training, not just at the start of their journey with us.

These sessions takes place at our FASTSIGNS centres in the UK, or our network of suppliers willingly host our events and allow us to use their facilities to deliver training to the whole network.

Other additional training tools include a 24/7 web based portal and the use of FASTSIGNS' University where all franchisees and team members can take online courses to help improve their skills.

For us, training is a key element of ensuring our franchisees get the most out of being a part of FASTSIGNS and ensures they are always fully up to date with all the latest signage trends and technology.



A group of franchisees at a FASTSIGNS seminar

How co-branding can help firms move to the next level

By: FASTSIGNS

The owners of flourishing, independent design, printing and signage businesses often find themselves in a quandary: what is the best way to scale up operations while also maintaining and further improving the quality of service for customers? This is where support and expertise from an industry leader can help, and one of the reasons why FASTSIGNS introduced its Co-Branding and Conversion models in to the UK, says managing director John Davies.

When you think about how much the world has changed over the last 15 years, in terms of technological advancements and the expected level of service required by clients, it is no wonder that many business are looking to diversify their services.

The signage market remains as buoyant as ever, but many businesses in more creative industries such as photography, embroidery or small format printing are

aware of seasonal fluctuations, along with increasing consumer demand for digital or online solutions.

As with any business, they operate in a fast-paced industry where customers prefer to work with one supplier to complete a job rather than having to organise multiple suppliers to deliver small elements of a larger job.

A database of regular clients is the driving force behind almost every successful sign company. Although ambitious entrepreneurs are always on the look-out for new opportunities: whether it is applying their expertise to another sector or growing their team to meet the needs of more customers.

Taking the next steps to expand their business can be a daunting prospect, and many company owners want reassurance that their investment in new machinery



John Davies, managing director of FASTSIGNS UK.



and staff training will pay off. Rather than going it alone, they could consider working in partnership with another complementary company to achieve their desired goal.

This was the exact reasoning behind the FASTSIGNS Co-Brand model. Rather than trying to align their businesses with somebody else's, co-branding provides entrepreneurs, in businesses such as photography studios and corporate embroidery shops, the chance to provide additional services, while retaining the identity of their original business. By adding a FASTSIGNS franchise to their existing portfolio, they become part of our network of franchisees and are able to offer signage solutions to their customers; whilst tap into the resources often only afforded to larger organisations. This includes everything from in-depth staff training on using new equipment, to marketing support and business development.

> Diversification and expansion offer no guarantees, but with the right support in place, they have every chance of capitalising on their success

It is just over a year since our first, UK based, co-branded centre, Oxford North, opened in Banbury, run by husband-andwife team Michael and Sarah Ward-Hendry. After establishing their school photography and design company Ward-Hendry Photography in 2004, the pair secured supply contracts around the country. But since school photography has a seasonal element, they wanted to offer additional services and target new sectors.

Before joining FASTSIGNS, Oxford North managing director Michael says that the company regularly outsourced jobs to other firms, with the inevitable cost being passed onto the customer. Another reason for scaling up was their determination to win high-value work in the commercial sector with larger companies in different



The team at FASTSIGNS' first UK Co-Branded centre, Oxford North

industries - something they achieved in a matter of months.

The team's accomplishments over the past 12 months are partly down to the investments made in new machinery, such as a Zund CNC Cutter and Cannon Arizona Flat Bed Printer, which enables them to produce better quality signage. Being part of an international organisation allows FASTSIGNS Oxford North greater buying power when it came to large-scale purchases.

As well as taking on five new members of staff to cope with demand, the couple have also provided training for the existing workforce, giving their employees the chance to learn new skills. The team has, for example, been perfecting the increasingly popular art of vinyl car wrapping.

Anyone who has ever expanded a business will know it often requires an overhaul of current practices. At Oxford North, we worked closely with Michael and Sarah to create a business plan and marketing strategy, which included digital campaigns alongside its ongoing direct mail advertising.

Certainly, the journey to becoming a cobranded business is not without its hurdles. Getting to grips with new equipment is always a challenge when staff are still undergoing training. But

Michael says that FASTSIGNS' support helped them avoid costly mistakes. He also says that he has been exposed to more new business opportunities than ever before, thanks to our links with our industry partners.

Success stories like this illustrates why cobranding makes commercial sense for many small businesses. Of FASTSIGNS 660 worldwide centres operating today, 31 are now Co-Branded, with significantly more expected to join the network in the coming year.

It is not the only option either. Large format sign shop owners, who believe they have achieved all they can as an independent. can also convert the business into a fullyfledged FASTSIGNS franchise. This opens up further opportunities, including competitive pricing on machinery and expert staff training.

Increased demand, and the drive to seize new opportunities, is a sure sign that a business has cemented its reputation and is ready for growth. Diversification and expansion offer no quarantees, but with the right support in place, they have every chance of capitalising on their success.

For further details on Co-Branding and Conversion opportunities with FASTSIGNS visit www.fsfastsigns.com/united-kingdom, call 01785 253140 or email john.davies@fastsigns.com.

3M at Goodwood Festival of Speed 2017

demonstrations by three of its Authorised Vehicle Wrappers (AVWs) at the Goodwood Festival of Speed 2017 at the end of June.

The demos used the latest colours and finishes in the Wrap Film Series 1380 and 1080 from 3M, to transform a number of vehicles. These included a BMW i8, British Touring Car Championship (BTCC) car, and an Audi S1. The newly released Print Wrap Film IJ180mC was used to feature printed collages of winners from the 3M Wrap of the Month competitions.

A range of colours from the Wrap Film Series 1080 from 3M were available as part of the new 'Made on the Spot' wrap kits, which were tailored to the requirements of customers visiting the stand, exclusively sold at Goodwood.

This year, the AVW wrapping demos included the use of new Knifeless Tapes from 3M, which incorporate patented technology using a filament embedded in the centre of the tape for cutting adhesive films



The live demonstrations of vehicle wraps by teams from the 3M AVW network, showcased the skills of Coastline, It's a Wrap and Joyce Design. These demos took place throughout the event using both the extensive range of colours available in the Wrap Film Series 1380 and 1080, and the recently launched Print Wrap Film IJ180mC from 3M. This range includes white, clear and metallic options to further increase the number of design options

available. Mini demonstrations of the new Print Wrap Film IJ180mC also took place to show visitors how the latest innovative film in the 3M portfolio works, and the technology behind it.

New additions to the Wrap Film Series 1380 and 1080 from 3M were shown, such as gloss, satin and colour-flip options. The recently announced Flip Psychedelic, Ocean Shimmer, Gloss Flame Red. Flip Volcanic Flare and Satin Thundercloud were on the stand to offer "eye-catching finishes in reds, purples, and holographic hues". 3M vehicle wrap films are designed for long-term vehicle detailing, decoration and full wraps, without needing additional graphic protection, and offer excellent conformability for high quality applications, says the company.

This year, the AVW wrapping demos included the use of new Knifeless Tapes from 3M, which incorporate patented technology using a filament embedded in the centre of the tape for cutting adhesive films. It enables car wrappers and installers to cut through graphic film with sharp, clean lines and curves without the need for a blade, leaving a smooth finish and causing no damage to the surface of the film.

www.3M.co.uk/graphicsolutions





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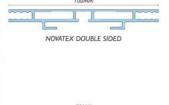
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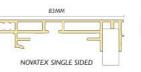
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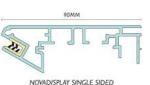


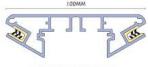


NovaTex ticks all the boxes for displaying the vibrant graphics available when using textile signage. The range of profiles are good for housing images up to 3m square and are all constructed with a screw free appearance. All use the 'passive wedge' method for self-tensioning offering frameless stunning visuals.



NovaDisplay works with a gripper system which removes the need for any face preparation. Images are pushed into its channel using the installation tool provided giving wrinkle free images every time. The system's 'soft nose' design gives a friendlier visual of the display box and is constructed with a screw free appearance. At 90mm the single sided option can be surfaced mounted whilst the double sided profile at 100mm allows for both free standing and hanging applications.







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Millharbour Digital does the quickstep at Sushi Samba!

Millharbour Digital recently completed a branding project at Sushi Samba London to celebrate the UK STEM Awards 2017. Millharbour Digital printed and installed temporary graphics on multiple surfaces at the venue using Arlon vinyl supplied by

Based on the 38th and 39th floor of the Heron Tower in London, Sushi Samba, provided the backdrop for the awards ceremony that took place on 16th June. The temporary graphics had to be installed just before the lunchtime event and removed cleanly as soon as the event finished, to allow Sushi Samba to continue their normal service

Sponsored by The Telegraph, the awards offer STEM (science, technology, engineering and maths) undergraduates the opportunity to prove their talent to some of the biggest names in industry, for a chance to win £25,000. This year's winner, electronic and electrical engineering student at the University of Strathclyde, Joe Gibson, designed a futuristic aircraft carrier in the BAE Systems-sponsored Defence Technology Challenge.

A four-person installation team from Millharbour Digital arrived at the venue at 6am on the morning of the event and all printed graphics had to be in place by 11am.



Simon Beattie, account manager at Millharbour Digital, said: "We needed to print and install the graphics in a very short timeframe and, having spoken to the team at CMYUK, Arlon 4300 DFP matte removable vinyl seemed to be the ideal

Arlon's 90-micron DPF 4300 is an intermediate multi-purpose print media film featuring a removable adhesive. The 'easy on, easy off' features include a robust face

film that is thick enough to be easily applied without an overlaminate; and the adhesive allows easy removal on a variety of standard surfaces including walls and windows. It offers flexibility and high opacity for covering previous graphics, as well as provideds good resistance to scuffing, tearing and abrasion to help protect graphics, says the company.

"We had to quickly install the printed graphics onto multiple, and sometimes challenging surfaces, such as mosaic walls, wooden facades, glass windows and painted walls. The Arlon material provided by CMYUK allowed us to do exactly that. Thanks to the flexibility of the film and its ultra low-tack formulation, we were able to stretch it around corners, cut it around plug sockets, and move it into position with ease.

"Following the event, the customer was able to cleanly remove the printed materials without any damage to the surfaces onto which it had been applied. The feedback from our client was very positive."

Robin East, Group Director at CMYUK, said: "The team at Millharbour are always looking for innovative materials to add value for their clients. It's great to see applications achieved from our materials; especially in one of my very favourite restaurants!'

www.millharbour.co.uk









Supersized graphics for supercar showroom

East Midlands' manufacturer DPI (UK) Limited recently installed "super-sized" display panels for the showroom refurbishment of AX Supercars, based at Donington Park.

New images of roads with-a-claim-to-fame are encased in satin black aluminium frames. Five, two by one metre sized images were printed on fabrics with a silicone edge, so they were simply pushed into the frames. When it's time for the

Our satin aluminium frame finish is sleek and works really well with large black and white imagery

showroom to refresh the images, these can be printed and delivered to the showroom in a jiffy bag and fitted in

Director Paul Tomlinson said: "We were delighted to get a call from Group Fleet Manager Aaron Girling at AutoXotica and be able to supply new graphics in our frames, manufactured here in Castle Donington.

"Our satin aluminium frame finish is sleek and works really well with large black and white imagery. Installation was very fast and replacing images in the future won't require any fitting. It's a very cost effective way for businesses to update their showroom imagery. I have to admit though the supercars did steal the show!"

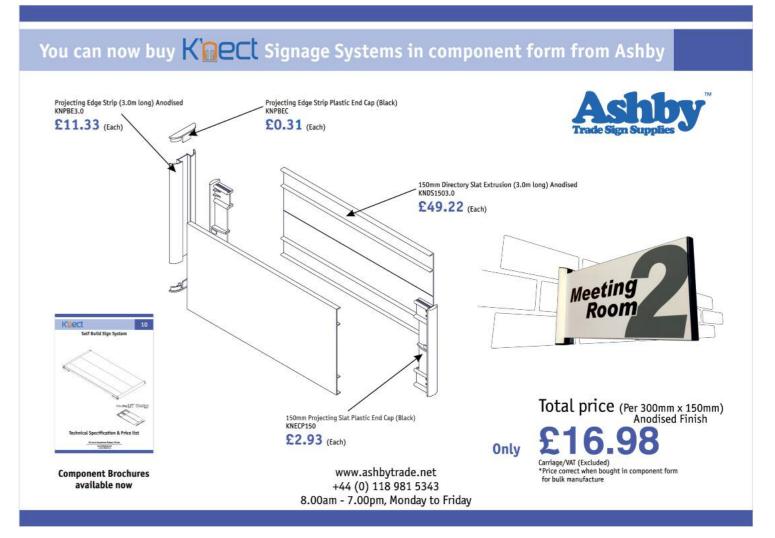
It's a cost effective way for businesses to update their showroom imagery

Based in Castle Donington, DPI (UK) Limited manufactures aluminium frames and light boxes used with tensioned fabric graphics for the large format printing trade in the UK and Ireland. Widely used by major retailers, in airports and for conferences and exhibitions with fabric graphics printed via dye sublimation, latex or UV devices; the fabrics then push fit on to DPI (UK)'s frames and can be folded or rolled enabling them to be cost effectively shipped.









Epson technology inspires RA students' artworks at year end show

The Royal Academy Schools has hosted an exhibition to show students' artwork across a wide range of media, together with the Royal Academy Summer Exhibition. Much of this has been created using Epson large format printers and projectors, technology which has also fostered others in their "outside-the-box creative thinking".

The Epson Digital Suite housed inside the schools' historic studio spaces, provides students with the opportunity to experiment and develop pieces using the latest Epson digital imaging technology available.

The RA Schools are the only art education establishment to offer a three-year postgraduate fine art course charging no fees. The final year exhibition provided visitors with a rare chance to view pieces by a new generation of artists. The finished artworks included a range of media from painting to photography, sculpture, performance, digital print and film. Often these are combined in hybrid and experimental works that "dazzle with creativity".

All 17 students on show worked with Epson technology at some time during their three years at the schools and it featured strongly in several students' work at the show this year, including:

Richie Moment (c) Andy Keate

Jack Burton "produces installations of hundreds of digital photographs and prints that are collaged both by digital means and direct intervention via manipulation, over painting and graffiti type texts. Created in high gloss photo finish on the Epson large format printers they distort the strategies and characteristics of slick advertising production twisting the commercial aesthetics towards both the history of still life vanitas painting tradition and street art."

Epson has continuously supported us and invariably company representatives attend the show and see for themselves just how critical their contribution is to taking talented individuals to a new level of competence and insight



Richie Moment works with many mediums and approaches. "His intense and noisy show utilises digital prints, video projection, light boxes, original music and a purpose built dance floor structure using screen prints from digital film positives." The bulk of this creative collision has its roots in experimentation in the Epson suite.

Mark Hampson, Head of Fine Art Processes. RA Schools. said: "Of course these students are digital natives but it is the manner in which they can adopt various technologies, and then adapt or mould it to a creative end, that I find inspirational. They have come up with a wide range of art works, from street to screen and across a broad range of media, and the response from visitors to this exceptional standard of creative thinking has been fantastic. Whether using projectors, proofers or printers students have really benefitted throughout their time at the Royal Schools from having access to Epson products and support.

"Students take Epson away from its usual commercial functions and use it to showcase unusual and imaginative creative art of quality and impact. Epson has continuously supported us and invariably company representatives attend the show and see for themselves just how critical their contribution is to taking talented individuals to a new level of competence and insight. It is critical that industry and education have a mutual respect and help each other to become better and more experimental. Epson has led the way and the results are stunning."



Gateway sign points to historic town's warm welcome

The history of Blackburn has been captured in a vibrant new gateway sign to the town created by a team Signs Express (Central Lancashire). They designed, created and installed the striking 140 metre-long wall sign at Larkhill, on one of the main routes into the town. And it has done it all free of charge to support the local community.

From the arrival of the Romans and the Middle Ages to today's bustling modern town, the sign greets visitors and charts the significant milestones in Blackburn history.

Preston-based Signs Express created the 2.5 metre high sign at its design and manufacturing operation at Rough Hey on the outskirts of the city. They worked closely with Blackburn with Darwen Council on the Whalley New Road project after approaching the local authority with its idea for the concept.

Signs Express has donated the sign to the town for a three year period in return for a mention on the wall.

Signs Express Director Ben Hall said: "As a Lancashire-based company we are proud to support community initiatives like this.

"Our design team has carried out all the research, and working with our production unit has created a striking visual montage that delivers a strong message about Blackburn's past, as well as its direction. We believe this work will point visitors to all that Blackburn has to offer them, through its many proud achievements, past and present.

"When people think of a sign company they don't always realise the wide range of work we do. It's a lot more than exit and entrance signs, and this is a classic example. Every person probably sees 400 signs or graphics every day as they go about their lives. For instance, vehicles we have put graphics on can be seen by 3,000 people an hour on a busy road and

The Blackburn gateway sign tells the story of the community, marking the many significant events that have taken place along the way.

that's a great form of advertising."

Signs Express (Central Lancashire) is working on projects ranging from

construction to health and education and

construction to health and education and employs a 15-strong workforce.

The company designs, produces and installs a full range of signage for its growing client base and is owned and run by father and son team Stephen and Ben Hall.

As well as external and internal signs, the company also creates vehicle and window graphics and has seen a growing demand for its bespoke digital wallpaper. All its work, from design to manufacture, is carried out 'in house'.

www.signsexpress.co.uk/branch/preston



Signs Express (Central Lancashire) produced and installed the gateway sign free of charge, to support the Blackburn community.

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Richard Quinn chooses Epson for festival stage

One of the stage sets at the recent Port Eliot Festival in Cornwall was produced by fashion designer Richard Quinn using Epson digital print technology. The stage called the 'Wardrobe Department', hosted interviews with new young creative talent and well known designers.

A fan of Epson digital printers, Richard printed the Mylar metallic wall coverings and Premier Textiles furniture fabric on his dye-sublimation Epson SureColor SC-F9200 in his new studio. The unique sofa and armchair were upholstered by department store John Lewis in association with furniture manufacturer Parker Knoll. The matching stage floor tiles were printed by Slam Signs on Spandex non-slip vinyl on a SureColor SC-SC80600 printer. All the elements were installed on-site by Andrew Tomlinson



Fashion legend Zandra Rhodes (right) interviewed on the Richard Quinn designed

The SureColor SC-F9200 has been so efficient for our fashion line and this was the first time exploring upholstery fabrics - a great success!



Richard Quinn on the set he designed & printed using Epson inkjet

"Being invited to create a unique, one off set for the festival was such an exciting prospect," says Richard. "Although initially daunting because I had to create so many appropriate surfaces and textiles for the set, the Epson technology, its ease of use and multiple available substrates made the task straight forward, cost effective and achievable in a short time frame. My design and print is all about the colour vibrancy and the Epson technology allowed me to get the desired Pantones with ease across all the substrates. The SureColor SC-F9200 has been so efficient for our fashion line and this was the first time exploring upholstery fabrics a great success! The Epson option for a four pass plus 30 ensured the thicker pile fabrics are as vibrant as others, making the Parker Knoll furniture really pop!"

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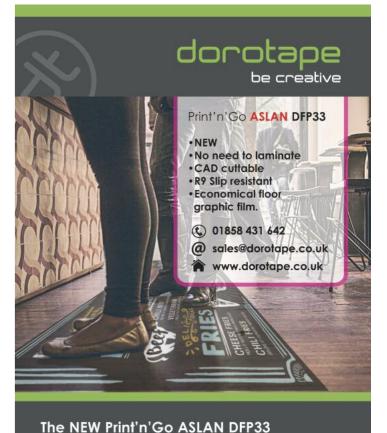
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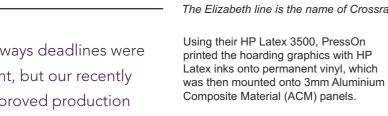


Hoarding graphics for the new Elizabeth line

PressOn recently completed a major project for the Crossrail project, which is the building of Elizabeth line, a new railway for London and the South East. They printed and installed 450m of hoarding graphics to construction sites throughout London.

PressOn was appointed to produce and install updated hoardings to explain features of the stations being built, and of the new trains and Elizabeth line services to come. This work delivered bespoke hoarding artwork for each individual station, which is under construction across central London. PressOn produced the hoardings to be installed around the construction worksites at Bond Street, Paddington, Liverpool Street, Oxford Street, Moorgate, Farringdon, Custom House and Whitechapel stations.





PressOn was also responsible for installing the graphics across the project's central London sites, which involved consulting with the individual contractors at each site to identify the best

methodology. This involved careful planning to schedule installation without disrupting the construction programme, as well as health and safety obligations, and other logistical complexities surrounding pedestrian and traffic management.

Nigel Webster, MD at PressOn said: "We've worked with Crossrail for a number of years now and were delighted to be asked to produce and install the refreshed construction site hoardings. As always deadlines were tight, but our recently improved production capacity helped us with this project and everything went without a hitch."



PressOn created bespoke designs for each site



The Elizabeth line is the name of Crossrail's new train line



Construction site hoardings

London's Roundhouse transformed with help from Drytac printable film

The stairwell of the Roundhouse venue was recently transformed with temporary printed wall graphics, for a charity event held in aid of the Ubuntu Education Fund. The graphics were printed by Oasis Graphic Co. onto Drytac ReTac 75 Matte film, and formed part of a full eventbranding package created and delivered by Fisher Productions.

The Ubuntu Education Fund is a non-profit organisation that provides world-class health and educational support to the orphaned and vulnerable children of Port Elizabeth, South Africa. The charity's May 2017 fundraising event, branded the Everything Everyday London Gala, brought together more than 300 guests and featured acclaimed musician Laura Myula, Funds raised at the event will help the Ubuntu Education Fund to establish a new primary school and complete more children's pathways out of poverty.

Fisher Productions were charged by the Ubuntu Education Fund to stage the full event, including video, lighting, signage, and graphics. Oasis Graphic Co. printed and installed the giant wall coverings, featuring a rising sun, for the foyer and stairwell area.

The Roundhouse is a performing arts and live music venue which was formerly a railway engine shed in Chalk Farm, London. As a Grade II listed building, it was important that any graphics could be installed and removed cleanly. Having previously used Drytac's ReTac 75, Oasis Graphic Co. felt it would be the ideal solution for the project.

Stacey Bearne, Oasis Project Manager, said: "Fisher Productions provided us with the artwork and we were charged with printing the graphics and installing them at The Roundhouse.

The graphics had to adhere to the rough concrete surface and. perhaps more importantly, they had to come off the walls simply and cleanly after the event

"We printed the graphics in-house on our Mimaki JV33 solvent printer. We've used the Drytac ReTac film a number of times recently for temporary graphics and it perfectly met the needs of the Roundhouse project. The graphics had to adhere to the rough concrete surface and, perhaps more importantly, they had to come off the walls simply and cleanly after the event. Drytac's ReTac seemed to be the ideal solution."

Part of the ReTac range of printable and permanently-peelable films, ReTac 75 is a 75µ (3 mil) white polymeric PVC film coated on one side with a pressuresensitive low-tack repositionable polyacrylate adhesive. Suitable for use with solvent, eco-solvent and UV inkjet printers, ReTac 75 printable vinyl has been specifically developed for wall graphic applications.

Available in both glossy and matte versions, ReTac 75 enables users to install, reposition and remove graphics on numerous surfaces, such as most indoor areas, ceramic tiles, PVC flooring, sealed wood, and sealed concrete, without causing any damage.

The final graphic printed by Oasis Graphic Co. onto the Drytac ReTac film, which comprised eight panels, measured 10.5mwide by 4.7m-high.

Pricing and availability

Drytac ReTac film is available in 1370mm x 50m rolls and is compatible with latex. (eco)solvent and UV inkjet printers.

Drytac's entire range of films and adhesives is exclusively distributed throughout the UK by Antalis.

www.antalis.co.uk www.drytac.co.uk www.fisherproductions.co.uk www.oasisgraphic.co.uk



The rising sun graphic was printed onto eight panels of Drytac's ReTac film

Office transformation for deaf children's charity

The National Deaf Children's Society has revamped its offices across the UK with a little help from Signs Express, as part of a national rebrand.

With a combination of exterior signage, wayfinding displays, reception signs and wallpaper graphics, the charity's offices have been transformed into an "energetic, creative space that reflects the passion and devotion of the teams".

The National Deaf Children's Society's main site in London saw the majority of the work, which was completed by Signs Express (Harlow), established since 1995.





With the combination of colours, materials and types of signage, even the change in the charity's logo has had a massively positive effect everywhere in the building

The charity's offices in Birmingham, Glasgow and Cardiff have also been updated by each of the Signs Express branches in these areas. As a national sign company with 65 centres up and down the UK, the company was able to deliver consistency and excellent service to every project location.

Paul Heywood, co-owner of Signs Express (Harlow), said: "It is always an honour to work with charities, but when we saw the designs for the office, we knew this was something a little bit different. With the combination of colours, materials and types of signage, even the change in the charity's logo has had a massively positive effect everywhere in the building.

Phil Barros, Head of Brand Marketing for the National Deaf Children's Society, said: "The difference to our office environment has been incredible to see. The fantastic new office environment really showcases our values and will remind staff and visitors of the inspirational deaf children we support every day."

Phone: 0845 504 0501



Reception area of the rebranded National Deaf Children's Society

Car graphics sponsorship is out of this world!

Signs Express (Sheffield) has donated their time and expertise to supply and install a unique selection of car graphics to sponsor Flexseal on a European charity adventure for the Keyline Rally.

The Keyline Rally is a 1980's themed car rally across Europe and has been organised by Keyline for the past seven years. Previous years have seen around 30 cars and their drivers use their imagination and clever vehicle decals for various themes such as The Italian Job, Jukebox. The Sound of Musicals and 2016's on trend Superheroes theme. The rally supports the Prostate Cancer UK (PCUK) charity whose ultimate aim is to stop men dying from prostate cancer.

Steve and Carol went one step further to show their support by offering to sponsor the car, donating the vinyl car stickers and providing application free of charge!



Sci-fi themed decals and wrapping

Local company Flexseal approached Signs Express (Sheffield) for a full vehicle wrap quotation. When concerns over the cost for their charity event arose, owners Steve and Carol soon used their expertise to come up with a vehicle graphics solution that would be perfect for the rally and suit the project's budget. Steve and Carol went one step further to show their support by offering to sponsor the car, donating the vinyl car stickers and providing application free of charge!

Signs Express (Sheffield) used their stateof-the-art signs and graphics facility to transform the vehicle to fit this year's exciting Keyline Rally theme of Sci Fi.

The vehicle graphics chosen by Flexseal express the Sci Fi theme, and feature prominent PCUK, Keyline and NASA logos to make sure the MG ZR105 was ready to raise awareness for PCUK on its five-day mission through the Pyrenees that took place at the end of June.

www.signsexpress.co.uk/sheffield



An extra-terrestrial back seat driver!



Signs Express (Sheffield) sponsored the car to support Prostate Cancer UK



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5mm	1.30	1.65	1.80	2.30	2.90	3.50	3.95	5.40	6.45	7.50	8.75	10.00	12.00	14.50	16.74	18.00	23.50	30.00	45.00	62.00
10mm	2.50	2.80	3.70	4.60	5.75	7.35	8.55	12.00	13.00	15.75	18.50	21.50	24.50	28.50	32.00	36.00	50.00	73.00	94.00	130.00

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5mm	0.95	1.25	1.55	1.90	2.30	2.70	3.10	3.40	3.95	4.50	5.62	6.60	7.50	8.00	9.30	10.60	16.50	22.50	25.00	28.50
10mm	1.70	1.90	2.60	3.60	4.20	4.85	5.95	6.92	7.90	8.80	10.60	12.60	15.00	16.50	18.50	21.50	26.00	30.00	45.50	56.00
19mm	2.80	3.80	4.40	4.80	6.40	7.50	9.00	10.50	12.70	14.90	16.00	18.50	21.50	23.80	25.80	29.00	37.00	40.00	53.50	84.50

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Mirror	2.50	2.90	4.00	5.00	6.50	8.00	9.00	11.00	13,50	16.00	17.50	20.00	23.50	26.50	28.00	32.50	38.00	47.50	51.00	96.50	
Brushed	1.85	2.20	2.80	3.50	4.00	4.90	5.90	7.00	8.50	10.00	11.50	13.00	16.00	17.50	19.50	22.00	29.00	39.00	49.00	67.50	

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3mm	3.20	4.20	4.80	5.90	6.80	7.60	8.50	9.70	10.85	12.50	13.95	17.90	21.40	29.90	42.00	66.00
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ROUTING & ENGRAVING Feature

No short cuts to precision

Regal Tools UK is a leading supplier of premium, high quality, carbide CNC router cutters including a full range of cutter/bit tool sizes with two major single helical flute tool range designs that have been specifically optimised for cutting mainly acrylic or aluminium. **Managing director Andrew Darwent** explains why high precision and superb tolerance with the highest quality of edge is so important for signmakers.

We have seen a trend in the first half of 2017 for an increasing customer focus on precision CNC routing of acrylic sheet using high speed machines. This in turn, has driven demand for the internationally proven Crown Norge AC range of polished, single helical flute tools and increasingly for the fully balanced ACB variant of these excellent acrylic tools. The AC range continues to be the outstanding edge finish performer on acrylic.

However, an increasing number of customers are pushing the current performance limits by using the latest very high spindle speed machines with larger diameter tools and they are now able to justify the additional 20% cost benefits of using perfectly balanced ACB tools.

The rotational balance of any fluted CNC router tool can be easily assessed by a simple roll test on a flat hard surface. An unbalanced tool will slow more quickly and rock to the same unbalanced rest position, whereas a perfectly balanced tool will keep on rolling smoothly and not rock before settling to a random rest position.

Optimising tool rigidity

A further trend this year has been an increased understanding of the need for optimising tool rigidity for the best surface finish. The advance to using 4mm rather than 3mm cutting diameter tools where possible is an ongoing reflection of this however there is recognition that the cutting length of the tool must be chosen to be only just longer than the thickness of the substrate being cut to allow best rigidity and chip removal. Crown Norge standard tool length sizes have been optimised on that basis against the most common material thicknesses so, for example, a 6mm tool length is used for cutting up to 5mm material thickness, a 11mm tool length for up to 10mm material thickness, then on a similar scaled basis typical longer cutting lengths of 16mm, 22mm and 32mm.

www.regaltools.co.uk



Increased customer focus on precision CNC routing has driven demand for fully balanced acrylic tools

Adding further level of capability to digital cutters



One of the most interesting uses of the X7 centres around their lighting boards; machining uses a combination of routing to create layered pockets, and blade for intricate cutaways

An increasing number of customers are specifying that their DYSS digital cutter is equipped with a router as it adds another level of capability to an already extremely versatile machine. The quality of edge finish you can get on materials such as acrylic, foamex and dibond with a DYSS router is one of the many reasons why people who've seen it perform make it their choice, says Andrew Boulton.

DYSS customers use the routing tool for many different applications from cutting out intricate shapes from a range of solid substrates to engraving or pocketing portions of material from the surface of, for example, a sheet of acrylic in order to recess lighting and wiring to complete a display unit. Other customers make use of a specialised 'V'-shaped bit to enable them to cut and neatly fold ACM for the manufacture of light travs.

Doing it in this way gives the best finish possible on the outside of the creases, and the best fold internally to give the perfect finished tray.

Quadrant2Design recently invested in a static bed X7-1624T fitted with the combo head allowing the router component to be swapped with other specialised tools such as an automatic tape dispenser or a high pressure creaser (for packaging and POS applications).

Quadrant2Design design and build exhibition stands in their exclusive Prestige Events System. Prestige creates stands that are custom designed and modular, scalable and reusable over a series of events.

They use the DYSS X7 to create a number of components for the Prestige events system, using the router and a range of different knife tools.

Routing and blade combination

One of the most interesting uses of the X7 centres around their lighting boards. Machining uses a combination of routing to create layered pockets, and blade for

intricate cutaways. The use of both tools allows Quadrant2Design to produce a bespoke, light weight and professional casing for LED modules, forming the lighting boards. Lighting boards are used throughout the prestige events system to create a range of illuminated features.

"The DYSS has immediately brought 20 per cent growth to our business as we no longer turn work away"

The powerful router on the DYSS has opened up new markets for many customers, who were previously only using materials that they can knife cut, add to this the availability of super-wide formats up to 3.2m wide, automation options, and the inherent flexibility of the DYSS and an X5, X7 or X9 really is the best choice in digital cutters for your business.

Kings Langley based Projects and Print have a huge 9KW CNC router, however, when it has been overloaded with work they use their DYSS X7-1630 Superhead to router cut 12mm thick Corian. The DYSS cuts Corian in three passes but at a much higher rpm and feed rate. This makes the DYSS faster on difficult materials than the dedicated CNC router. The ability to do this demonstrates the build quality and rigidity of the DYSS.

"We have rapidly increased our turnover by 25% which is largely down to the DYSS X7 machine," says Projects and Print commercial director Chris Parker. "The impact of the DYSS has led us to start a new business called Projects & Signs and we are looking at cardboard engineering projects; the potential is almost endless."

Eliminating subcontracting costs

Cornish print company Print2Media were farming out their routing work resulting in long lead times and increased production costs. To handle this router based, print finishing work in house, company founder Glenn Wrigley purchased a conveyor equipped DYSS X7-1624C. The investment in the DYSS X7 has immediately eliminated the subcontracting costs, shortened lead-times and improved product quality.

"We wanted to move into selling PoS products on-line and we couldn't cut precision shapes or forms into our substrates or cut Di-bond and acrylic at all so we knew we were limited by our cutting capability," sys Wrigley.

"The DYSS has immediately brought 20% growth to our business as we no longer turn work away. Additionally, we are cutting batches of 50 to 300 A4 foamex signs frequently, manual cutting would have been too time-consuming."

The DYSS has reduced outsourcing and its associated costs by 100 per cent. grown the business by 20 per cent and in the few short months since its installation, the DYSS is already bringing in an additional £3,000 to £5,000 of business each month.

www.agcad.co.uk



Quadrant2Design can be used to produce a bespoke, light weight and professional casing for LED modules, forming the lighting boards.

ROUTING & ENGRAVING Feature

What you should know about CNC router maintenance

When properly maintained in accordance with the guidelines provided by the manufacturer or supplier, a CNC router will function continuously to its full potential for many years. All too often, the cause of downtime is connected to how it is maintained. Noel Archie, product manager at AXYZ International's parent company, provides some useful hints as to what form this maintenance should take and how it should be implemented.

Every CNC router will come with its own recommended maintenance programme and while this may be conscientiously followed, companies can sometimes fall short on what is actually required to ensure trouble-free operation. This can often be attributed to an innocent oversight caused by a rushed production schedule or a temporary shortage of manpower. For example, it might be the result of a failure to ensure adequate lubrication of machine parts or incorrect specification of the routing spindle, both of which will create problems and lead to a shorter than predicted machine life.

Murphy's Law claims that anything that could go wrong will do so at the worst possible moment.



Many of the more advanced CNC routers include an entire maintenance log covering daily, weekly and monthly inspections.



The best way to ensure optimal router performance is to rigidly follow the recommended maintenance quidelines.

This is especially true of routing when recommended maintenance guidelines are not adhered to at the specified times. Occasionally, machine downtime can be due to something unrelated to maintenance procedures such as an electrical failure caused by extensive dust particles in the production environment. This would be avoided if recommended maintenance guidelines are followed. It is important never to cut corners to speed up production or save on manpower costs.

Maintenance is a relatively short process with the greasing of racks and bearings requiring a few minutes of an operator's time. It is the technology that goes into the construction of a CNC router that helps simplify maintenance. Routers now incorporate automated logs that provide machine updates on daily activity and remedial measures for any malfunctioning detected. This reduces the possibility of unexpected complications that could lead to machine downtime during a critical production run.

.....continued on page 72



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ROUTING & ENGRAVING Feature

Recommended maintenance schedule

Many of the more advanced CNC routers include an entire maintenance log covering daily, weekly and monthly inspections. Contingent upon the type and make of router, maintenance schedules tend to vary but the following five guidelines apply to all machines:

Cleanliness: routers invariably operate in a dusty environment and it does not take long for bearings and controls to become polluted - a sure recipe for operating problems if not rectified on a daily basis. Manufacturers and suppliers recommend hand-sweeping of the router, using an air gun to blow debris away from the bearings and lowering the air pressure during the cleaning process.

Change filters: if this sounds like an instruction found in an automobile manual there is a reason for the similarity. Just as clogged filters reduce engine efficiency, the same applies to a router's controller, vacuum pumps and air lines. The frequency with which filters are replaced will vary, depending on the type of material being processed and environmental factors including the presence of dust and dirt. There is no standardised maintenance protocol but as a rule of thumb filters should be checked weekly and replaced as considered necessary.

Lubrication: this is a fairly basic consideration that can sometimes be overlooked. Generally, routers do not require extensive lubrication but as with all production machinery breakdowns are inevitable if adequate lubrication is not carried out. An important consideration for router owners is that if it is found that a machine malfunction was caused by a failure to lubricate sufficiently the manufacturer's warranty would be voided. Bearings, pumps, router spindles and knives need regular lubrication but the frequency with which this is carried out will again be influenced by the type and make of machine, the extent of its use and the work environment in which it operates.

Air supply cleaning: most routers operate using air that has to be clean, dry and maintained at a steady pressure exceeding 80psi or six barometric. Damage to the router is likely in the short term if air pressure is not checked regularly and maintained at the recommended level.

Safe and appropriate electrical power: the caveat for electrically-powered machines applies equally to CNC routers, with the power connected safely as required by local regulations. Router failure is likely to occur in cases of poor electrical grounding, low voltage or insufficient capacity. As with all computeroperated machinery, power spikes will cause serious damage.

Daily and weekly maintenance protocols invariably come with every CNC router. They include times for logging operation hours, general cleaning, air pressure readings and lubrication.

Monthly inspection protocols include greasing of the racks, pinions and bearings, repair or replacement of the vacuum table gasket should this be necessary and cleaning of all filters. In addition, bi-annual maintenance protocols include replacement of all filters, vacuum performance testing and inspection and tightening of timing belts and transmissions.

Optimal performance

The best way to ensure optimal router performance is to rigidly follow the recommended maintenance guidelines. Failure to do so will result in premature wear and tear and owners left with an expensive but non-functioning piece of equipment as well as a drain on their balance sheets. Proper maintenance devoid of short cuts is imperative because routers are invariably essential equipment in many manufacturing companies.

www.axyz.co.uk

Taking the best route to engraving for a clean finish

SAi has been providing 3D engraving solutions for the sign industry since 1994 with more than 16,000 users of its EnRoute software worldwide and a growing number in the UK.

"There are many software packages available for routing and engraving but not all combine 'advanced' with 'artistic' - they are usually one or the other," says product director Eric Nodurft. "Sign makers need excellent toolpath control, cut speed and direction to get a good quality cut and we aim to provide the best tools to equip them to make any sign a customer wants."

EnRoute offers versatility with five product levels from basic through to FAB Advanced, enabling users to design, toolpath and

output flat 2D and 3D objects or engrave basic letters and shapes.

"EnRoute is one of the few CAD CAM software's that was created specifically for the sign industry. It started off as a CAM companion program for SAi's CASMate design software. EnRoute has since grown to include its own complete set of design tools for the sign industry to include vectoring and distortions but it's an excellent choice if you are creating designs in other graphic/CAD programs such as Corel, Illustrator, Autocad. EnRoute can quickly clean up files and prepare them for output on a 3D axis CNC router. Without proper cleanup, there can be too many points that can reduce overall cut quality.



Beautiful beveling

EnRoute has many benefits for sign makers but the one feature that can help produce a very nice beveled letter effect is the 3D Engrave toolpath, one of its most powerful features.

3D Engraving, also known as VGroove carving, uses a beveled angle tool that rises in corners and between shapes in order to create a detailed cut that shows a beveled edge around shapes. The Engrave function, along with Rapid Texture, can be used to incorporate a wide range to textures into signs.

"Starting in June 2016, EnRoute was made available via SAi's subscription

program, allowing users to get a full complete license of EnRoute that includes all features and functions from 2D drawing and toolpaths to creating 3D surfaces and 3D CNC output. Subscribers get the latest version with no upgrade cost and will get new features before they are released in the traditional product line. This provides all of our best functionality and abilities without a large upfront cost."

Smaller investment

"More and more users are going for the option to subscribe to the software on a monthly basis rather than shelling out a lot of money to purchase it outright," says Nodurft. "This makes sense as quite often



3D engraving uses a beveled angle tool that rises in corners and between shapes to create a detailed cut with a beveled edge

they need it for a job that might prove to a one-off or they just want to try it out first. There's less commitment and they can subscribe per job for as long as they need it and get a top product with regularly updated features for a much smaller investment. EnRoute Complete costs £84.95 for one month or £74.95 per month

"EnRoute has drivers or post processors as they are also known, for hundreds of different machines. If we don't have an existing driver we will be happy to create a new one. We are always looking for new ways to improve EnRoute.

"There has been a big push toward knife cutters and routers on the same machine so we are developing toolpathing that will help EnRoute support knives better and continually adding new ways to learn the software such as the On Demand right click training movies and Getting Started

from Multicam UK, part of the CNC World

Signmakers need excellent toolpath control, speed and direction to achieve a good for a 12-month contract.

EnRoute software is available in the UK

www.ThinkSAi.com

ROUTING & ENGRAVING Feature

Daniel Antes transforms business operations with CAD/CAM software

Daniel Antes has established itself as a leading hand-made flooring company. With its customer base expanding and jobs diversifying, the company required a software solution to meet customers' demands. Utilising SAi's EnRoute and Flexi software since 2007, the company has increased its profit margin by 5 per

Using SAi's EnRoute CAD/CAM software to drive its laser cutter and Flexicam Stealth XL CNC router, the company produces a range of applications including signage, and flooring inlays.

"The deciding factor was SAi's responsiveness and support throughout our trial period," explains Antes. "We realised that this was an indication of the care that we would receive moving forward and today we still receive the same level of assistance that we did as a new

Slashing production time from days to hours

Having firmly established EnRoute as a central function to its operations, Daniel Antes continues to push the boundaries of the software to optimise its workflow and maintain its competitive edge.

This is exemplified in a recent repeat project which saw the company reduce its turnaround time of a large wooden compass medallion measuring 1.82m/ 5.97ft by 96 per cent.



A large wooden compass medallion was drawn, toolpathed and cut in just four hours using EnRoute software

"Previously, it would take us up to five days to chisel this piece by hand," says Antes. "This method dramatically delayed our production cycle and had a dominoeffect on other jobs in the pipeline. EnRoute enables us to draw, toolpath and cut the full piece in just four hours. This not only massively improves our throughput but ultimately ensures we get the orders out of the door on time, or in most cases well ahead of time."

increasing profit margin

According to Antes, these substantial savings are felt across the board. Using the Obstruction Nesting tool which allows users to nest around barriers, the company can use competitively priced material to help reduce overall costs while still producing premium results. This benefit is not restricted to the CNC

"With its nesting capabilities far surpassing that of our laser cutting machine's software, EnRoute offers the opportunity to nest pieces inside of unused remnants," says Antes. "This ensures that we maximize our material usage. Since adopting this method, we have increased our profit margin by 50 per cent. I think it's fair to say that EnRoute has been instrumental in transforming us from a \$180,000 turnover company to one now well over \$1,000,000."

Minimise waste

Maintaining this healthy margin requires Daniel Antes to streamline its throughput and minimise waste. Using EnRoute's Toolpath feature, the company toolpaths up to 15,000 different pieces or up to 6,000 of the same part onto one layer, ensuring maximum productivity. Beyond this, the company also relies heavily on EnRoute's ability to produce reliable code.

"EnRoute offers the reassurance that we can plug in a 12-hour job over night, return to the workshop the next day and know that it will be outputting correctly. This prevents mistakes, removes costly rework and ultimately streamlines our production."



En Route is propelling Daniel Antes into new markets

Entering new markets

With its feature-rich tools, EnRoute is also propelling Daniel Antes into new markets including manufacturing aids, one-off replacement parts for the workshop and art installations. This is demonstrated in a recent collaborative project with American sacred geometry artist Eileen Bradley.

Based on the nature-inspired artwork entitled 'Unbroken', Antes input 1240 intricate pieces into EnRoute - the most parts he's produced per square metre. Toolpathed onto one layer, he completed the complex replica in a matter of days and is now for sale.

No job too complex

"The hope is to continue expanding our business offering and establish ourselves as the company that 'thinks outside the box'," says Antes. "With the versatility and ease of EnRoute, no job is too complicated.

"The software has reshaped our business and elevated us to new heights. It offers us a vast gamut of possibilities that goes beyond the scope that we ever thought achievable; the only limit is our imagination."

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Amari Plastics brand refreshed for the future

Amari Plastics has updated their brand, which is their first major brand refresh in 42 years of business.

With 15 dedicated centres covering the UK, the distributor is a nationwide supplier of plastics and related materials for the signs, display and graphics; industrial and engineering; building and construction; and retail and commercial interiors

The brand refresh symbolises Amari's commitment to stay relevant, modern and

forward thinking, says the company. This philosophy helps to maintain long-standing customer and supplier partnerships, which has underpinned the success of the business over the last 42 years.

Amari has appointed industrial marketing specialists Armstrong to lead the rebrand and their communications. The full-service agency is experienced in corporate branding and positioning for companies within the plastics industry, most notably leading the rebrand of Quinn Plastics to Polycasa.

We are committed to our customers and suppliers by looking to the future, together

The refresh will be the first in a series of group marketing initiatives, coupled with a new company website and associated collateral. Customers can look forward to new online product tools and support, as well as tailored product campaigns across the relevant sectors.

Recently chosen as one of three exclusive UK distributors for 3M products, Amari "focuses on helping customers to grow by providing them with brand leading, locally stocked, high-quality products".

Andy Carroll, Managing Director at Amari Plastics, said: "We're delighted with our brand refresh. Not only have we thoroughly modernised our brand image, but we've also maintained our distinctive 'Amari purple' - a colour that we feel is unmistakable in the plastics industry. We are committed to our customers and suppliers by looking to the future, together."



Peter Tipton

Peter Tipton, one of the stalwarts of the British and European sign industry, has

Peter (74) was Director of the British Sign Association (BSA) which later became the British Sign and Graphics Association (BSGA) for 14 years, from 1991 to 2005.

When he retired from the BSGA he moved with his wife Christine to live in France and shortly afterwards, in August 2005, was recruited to act as Secretary to the European Sign Federation, a position he continued to fulfil right up to the time of his

David Catanach, current Director of the BSGA, said the sign industry across Europe owes a great deal to Peter Tipton. "Peter was the glue that kept the BSGA and ESF running and without his presence, neither organisation would be as strong as it is today.

"It is also a fact that, if it wasn't for Peter, there would not be a national sign making qualification in the UK. It is thanks to his grit, determination and hard work that the qualification exists today."

Hans Joachim Kremser, President of the ESE said that words were inadequate to express the sadness felt about his death. "We have to thank him for all the years of work he spent for the benefit of the European sign industry."



David Catanach added that, whilst Peter was the ultimate professional, he was a thoroughly nice man who developed friendships around the world. "He will be missed by all who knew him."

Digital breakfast seminar

Leaders in the print industry gathered for the inaugural Digital Business Breakfast Seminar, hosted at the Antalis Digital Academy, at the end of June.

The seminar, which took place on Friday 30 June, was devised by Antalis' team of digital experts; the aim being to create a forum whereby customers could come together, share their insights and ultimately help them maximise the potential of their businesses.

The session presented a mixture of industry insight and inspirational stories from two industry experts: Sean Smyth and James Cameron. Attendees included

representatives from the BPIF, BSGA and IPIA, as well as major companies in the industry.

Sean Smyth, who has more than 25 years in the industry, and is the author of Smithers Pira's flagship title, 'The Print & Production Manual' and the 'Future of Global Print Markets', provided attendees with his unique insight into the digital print market.

Sean covered a range of areas, such as the broader changes in the print sector, and the drivers encouraging the adoption of digital print in publication and commercial print, labels and packaging.

He used his knowledge to pose thoughtprovoking suggestions, which stimulated a lively discussion on the future investments that business leaders should be considering.

Following Sean was James Cameron, who founded the Forces' Motorsports Charity in 2012 after retiring from the Army.

James talked about the inspirational work of Mission Motorsports and its role in aiding the recovery and rehabilitation of those affected by military operations. Describing truly amazing feats of bravery and endurance, James highlighted the role that digital printing is playing in racing. retraining and recovery. The ex-military personnel that Mission Motor Sport work with have been helped to acquire new skills, such as learning to vehicle wrap via the Academy's Introduction to Vehicle Wrapping and Vinyl Application Workshop

The Antalis Digital Academy is a unique hub of information for anyone interested in digital print, both small and large format. Equipped with the latest digital kit, it offers live demonstrations and real-life application case studies to help inform and educate. The academy was created to assist businesses and individuals looking to invest in digital print technology, as well as digital printers looking to expand their business portfolio and maximise the potential of their machinery.

digital2business.co.uk/digital-academy.

New hardware decisions needn't be hard work with dedicated Antalis' expert

Antalis' dedicated hardware expert has created seven steps for businesses to consider before investing in large format hardware, in response to high demand following the launch of its 'Challenge Antalis' campaign.

Launched last month, the 'Challenge Antalis' campaign invites customers to put their challenges forward to the Antalis team who will use their knowledge and expertise to find the best solution. The initiative is fronted by various Antalis experts who will work closely with customers and assess their business, make recommendations on new innovations and opportunities to diversify.

Antalis' seven considerations for large format equipment are: Market research; define your budget; explore application possibilities; identify the technology; skills and training; maintenance, back-up and warranties; and choose your large format hardware supplier carefully.

www.antalis.co.uk/challenge1.



Paul Duffy, hardware and technical specialists at Antalis, has received a flurry of challenge enquiries since its launch.

Brunel invests in innovative laser system

Brunel Engraving Company, is the first business in Europe to take delivery of the latest, most powerful Epilog Galvo Laser engraving machine: the Epilog G2 Galvo Laser System.

Manufactured by Epilog in the USA and supplied by CSI, Epilog's UK and Ireland distributors, the Epilog G2 Galvo was installed at Brunel's headquarters in Clevedon, North Somerset, in June.

The new G2 is the first galvo laser system that can laser mark over a large work area, without compromising engraving quality or requiring product indexing. It features an air-cooled, pulsed fibre laser that engraves at fast speeds over an adjustable engraving area, spanning up to 609 x 609 mm. The machine can mark and deep engrave at high speed directly onto most metals and industrial plastics without the need for any pre or post-treatments. There is no contact between the laser and the component, eliminating clamping marks.

This major investment by Brunel will enable them to mark virtually any metal and plastic component as a one off or in volume.

"Brunel has been in the industry for over 40 years and we have always invested in the latest technologies to improve our efficiency and enhance our portfolio of products", says Martyn Wright, founder and managing director of Brunel Engraving.



Vickery, Regional Sales Manager of CSI Manufacturing Limited (right), at the official handover of the Epilog G2.

Josero carries inks for use with the Ricoh Pro L4000 series.

"The G2 will take our component engraving capability to the next level, enabling us to tackle ever more complex and diverse requirements.'

Matt Kirwan, CSI managing director, said: Brunel on another first for CSI, as Brunel

was also the first engraving company in the UK to install the widely acclaimed broad knowledge of materials and to seeing their creative output from the

Phil Wright, Production Director of Brunel Engraving Company Limited (left), and Darren

"We are delighted to be working with

Epilog Fusion laser back in 2014. They are an experienced engraving company with a conversion techniques, so we look forward

William Smith launches new group structure after period of growth

William Smith has created a new group structure to reflect its growing product portfolio across diversifying markets.

The new identity, named William Smith Group 1832, will house three divisional brands including trade supplier of vinyl films, William Smith; trade sign manufacturers, Smith Sign & Display; and the recently launched Architextural™ which supplies architectural and building-

Chris Bradley, Head of Marketing for the group, said: "Following a sustained period of growth and to reflect the dynamic nature of the markets we operate in, we have

taken the strategic decision to slightly change how our company brands are presented.

"Creating a new group company structure provides the flexibility we need as we move into more diverse markets.

"We are fiercely proud of our 185 years of experience and dedication to customer service, so we wanted to reflect this by adding our year of establishment to the new name. This change marks a high point for us in our history."

After experiencing significant growth over recent years, the business is keen to



WILLIAM SMITH | SMITH SIGN & DISPLAY | ARCHITEXTURAL

continue its commitment to improving its range of products and services. Customers won't notice much of a difference: the only change to their records will be on invoices from the company, which will now show the new name.

info@williamsmith.co.uk

Tekcel routers warranty increases to three years

Complete CNC Solutions recently announced that its range of Tekcel Routers would be covered by a three year warranty programme. Tekcel Routers have an exemplary record of reliability according to Complete CNC Solutions' MD, Julian Sage, and the warranty extension certainly says something about the confidence that backs this up.

With a reputation for being heavily engineered, Tekcel hardware is said to offer its users much in terms of available capacity and to be capable of demanding workloads in round-the-clock production where needed.

Camera based print cut registration systems and knife-cutting options turn the basic production router specification into something capable of advanced printfinishing and brings many more materials into the scope of the machines' cutting abilities, says the company.

Complete CNC Solutions is putting this depth of capability foremost when demonstrating the new hardware. Julian Sage said. "As you'd imagine we get to see lots of companies in the course of selling computerised routing hardware and we have done for many years. Despite the fact they all run different businesses and



each is doing its own thing, they tend to have a few things in common.

"First, anyone who's looking to invest in computerised routing hardware clearly has a business that's in an upward phase of its growth. Second, when they arrive for

demonstrations, it's with the expectation that the hardware they're looking at will actually square up to the prospect of working hard for that growth over time and that it has the ability to deliver it. I think the new warranty will mean something to companies with an eye on the future."

ATC Ltd opens in Leeds



ATC Ltd, who supply signmaking vinyls and associated products, have opened a new trade counter in Leeds.

Branch Manager, Jack Brand, said: "We saw an opportunity after a well-known sign supply company based in the centre of Leeds was bought out by a competitor and was consequently closed: operations were then moved out of the centre. We had numerous customers commenting that we should open in Leeds. We saw this as a great opportunity to expand into the Leeds and West Yorkshire area!

The new depot will be stocked with most of the products held at their head office in Rochdale. These include the full range of the Ritrama signmaking vinvls: vehicle wrapping film; Oralite reflective sheeting; ECE 104 HGV marking tapes; etch glass films; speciality films such as mirror, glitter, prismatic and iridescent films; various ranges of digital print media such as banner, mesh, canvas: three to five-year monomeric and five to seven polymeric print film; application tapes; and a range of tools and accessories. There will be daily special offer available on a selection of products. All orders are for collection from the trade counter only. Phone: 0113 2714469

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CMYUK partners with HP

CMYUK will offer HP's full range of latex and flatbed printers, from 1 August 2017.

Under the terms of the agreement, CMYUK will sell and support the full range of range of HP large format flatbed printers and HP Latex printers including: the HP Latex 315 Printer/Print & Cut solution; HP Latex 335 Printer/Print & Cut solution; HP Latex 365 Printer; HP Latex 560 Printer; HP Latex 570 Printer; HP Latex 1500 Printer; HP Latex 3200 Printer; HP Latex 3600 Printer: HP Scitex FB550 Flatbed Printer; and the HP Scitex FB750 Flatbed Printer

> Since the launch of HP Latex technology in 2009, HP's constant innovation and development have led to it becoming the preferred solution for many applications

Phil Oakley, HP's UK and Ireland country manager for large-format printing solutions, said: "We've chosen to partner with CMYUK for three key reasons: their knowledge of the industrial inkjet market and sales coverage is excellent; they have experienced applications specialists in



Photo shows (from L to R) Rupert Gransden (UK Sales Manager - Large Format Production); Phil Oakley (UK & Ireland Region Manager - Large Format Printing Business); Robin East (Group Director CMYUK): Joan Perez Pericot (General Manager - HP Large Format Graphics Division); Sergio Zaforas (WW Current Business Manager - HP Large Format Graphics Division)

place to advise current and potential customers on the versatile range of applications our printers can be used for; and finally, with their state-of-the-art demonstration facility, they are able to showcase the entire printing process, from workflow software and RIPs through to printing and finishing."

Robin East, Group Director at CMYUK, said: "Since the launch of HP Latex

technology in 2009, HP's constant innovation and development have led to it becoming the preferred solution for many applications. Many of our customers are now requesting to implement HP Latex into their production facilities to sit alongside other printing technologies, assisting in widening the material portfolio and applications they can offer."

www.cmyuk.com/csaf

Innova Solutions Ltd help inspire local students

Two directors from Innova Solutions Ltd have been back to school recently as part of a mentor programme run by Education Business Partnership (NW). EBPNW provide inspiring solutions to help and support young people and adults. The programme helps to improve local teenagers' employment prospects, develop essential life skills and enable them to self-manage their future. EBPNW work with seven schools across East Lancashire delivering an employer led mentoring scheme, which is sustained by The Careers and Enterprise Company, who are a government backed organisation supporting over 20,000 students in England over a two year period. This is where Innova Solutions'

Glenn Dunleavey, Managing Director and Linda Barrowclough, Operations Director stepped in to offer their skills and time to this vital cause.

Along with other local employers, Glenn and Linda visited two local high schools. 20 students from the two schools were lucky enough to be chosen for the programme, during which, they were supported, influenced and inspired by their mentors, whilst working on the following:

- Raising their hopes and aspirations
- Discussing the world of work and career opportunities
- Sharing experiences
- · Identifying skills and qualities

· Increasing self-esteem and 'can do

Linda Barrowclough said: "This was an opportunity for us to give something back to the community and the local schools, as well as possibly making a difference to these young people, whilst ensuring that they have a plan for when they leave education.

"Education Business Partnership (NW) is an essential addition to a young person's path towards a well-informed, self-assured and fulfilling career. Innova Solutions look forward to mentoring the next group of youngsters on their journey."

Sticking around: Innova celebrate 15 years

Innova Solutions, a tapes and adhesives specialist based in Lancashire, recently celebrated a 15 years in business. Since starting, their "unwavering ambition has seen them become market leading suppliers of high strength bonding tapes and structural adhesives in the sign industry; become the UK's biggest supplier of photoluminescent in the production of

safety signage; and take significant market share in the supply of bobbin-wound tapes into continuous production sectors like plastic extrusion.

When founded by Glenn Dunleavey and Spencer Kelly, the Innova Solutions mission was "to deliver an unbeatable service"



Glen said: "Our answer was always 'yes,' which meant we would find, source or make any product our partners needed to make their operation more efficient and cost-effective. We were a refreshing alternative for frustrated businesses."

Spencer said: "We asked the signmaker what performance they wanted rather than what they already had from off-the-shelf products. From there our chemists formulated bespoke products to tick all the

"Right now, our development team are working on new, innovative products for sign-making applications to deliver further production and performance benefits and improve finished aesthetics," says Glen.

Innova Solutions has a turnover of £4 million and has a team of 14.

Hot news from Eurobond Adhesives

The weather and more importantly the temperature can cause major headaches for sign makers, says Eurobond. Metals, plastics and wood all have different thermal coefficient expansion rates, meaning they will expand and contract at different rates depending on the temperature of the substrate. Some metals are also highly reactive, such as copper and brass, and have their own unique properties when joining them to other materials

Acrylic sheet will expand three times more than aluminium; six times more than steel; three times more than softwood such as pine (going across the grain); and 14 times more than pine (going along the grain). If the designer does not build in some kind of expansion joint, and or doesn't specify and use the correct adhesive, then quite simply the sign will rip itself apart and fail, say the adhesive specialists.

Eurobond have been supplying specialist high performance adhesives into the sign industry in the UK and across Europe for over 34 years. Not only do they design and supply adhesive solutions, they also

work with their customers to identify problems, find solutions and train sign makers to correctly use adhesives.

Built up letters are a great example of where two different materials (acrylic and aluminium) are used in their construction are in conflict. One way to overcome this is to use Eurobond's Clear Fix® flexible structural adhesive. It will bond just about any material combination and will tolerate

huge thermal expansion between differing substrates without impacting on the integrity of the bond line. Their range of high performance acrylic adhesive tapes includes high strength structural tapes for bonding sign channel to Dibond, stiffener bars, sheet acrylic to aluminium trays. Email for more information.

sales@eurobond-adhesives.co.uk





APPOINTMENTS

Meet the latest recruits at Applelec

Aimee Kinsella and David Mullaney have both joined Applelec in sales advisor positions. Aimee has joined the signage sales team whilst David takes on a newly created role supporting customers with enquiries for the SloanLED product range, which is supplied by Applelec.

Aimee Kinsella joins Applelec following eight years' employment with a software developer specialising in case management systems for the legal

services industry. Aimee's is used to dealing with complex products and building strong relationships with her

David Mullaney brings a mix of customer facing sales experience and knowledge of detailed product reporting to his newly created role at Applelec supporting SloanLED sales. Prior to joining Applelec, David was a Product Coordinator for a well-known greeting card manufacturer.



DEP Ltd appointment to 'drive' business development



Ian Turnbull has been appointed by DEP Ltd to drive sales of their Synplas range of printable materials for a wide range of printing methods, such as ink jet, as well as their bespoke contract coating business. As support to lan's role DEP have launched a new website www.depltd.co.uk.

The website provides detailed information of their pre-press materials and printable films as well as their contract coating services. lan has over 20 years of experience in custom coating and in the wide format ink jet media market having previously held management positions with Rexam/InteliCoat and SIHL, where he was UK Operations

CMYUK expands **EFI VUTEk sales team**



CMYUK has appointed Wesley Small as Senior Digital Sales Consultant. Wesley will be responsible for boosting and supporting sales of CMYUK's full portfolio of digital printing equipment, with a particular focus on EFI VUTEk solutions. Wesley joins CMYUK from EFI, where he held the role of VUTEk Inkjet Sales Development Manager for UK North, Scotland & Northern Ireland. At CMYUK, he will be specifically charged with developing the VUTEk business and managing existing VUTEk key accounts.

InkTec's latest addition signals increased investment in their inks and media portfolio

The recent expansion of InkTec's sales team reveals a shift in business direction, with Peter Davidson joining the team as Senior Business Development Manager. While the company continues to focus on its ever increasing sales and installations of JETRIX printers, Peter has been brought on board to concentrate on inks and media.

With significant experience within the large format printing sector, including formerly working with Colourgen, Peter brings a wealth of knowledge. His remit is to increase the inks and media business within InkTec. which will also see an expansion of the media range and building stronger relationships with distributors and resellers



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Prints up to 1.6 wide (64") on all

Superb quality. Good printing speed Currently using Versa Art Software. Machine comes with take up tool as an extra add-on (generic make). Available immediately.

act – Jaqui on 07973 921 913 (Chesterfield Area)

Mimaki Plotter CG-130 FX 130cm £2,495 ONO



Good condition, recently had service from Mimaki Engineer. Comes with gold warranty for 1 year from June 17 Photo electric eye for 4 point register mark detection

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caroline@chillipepper-signs.co.uk

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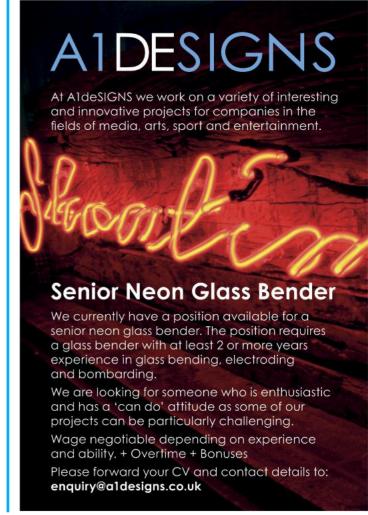
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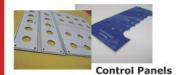






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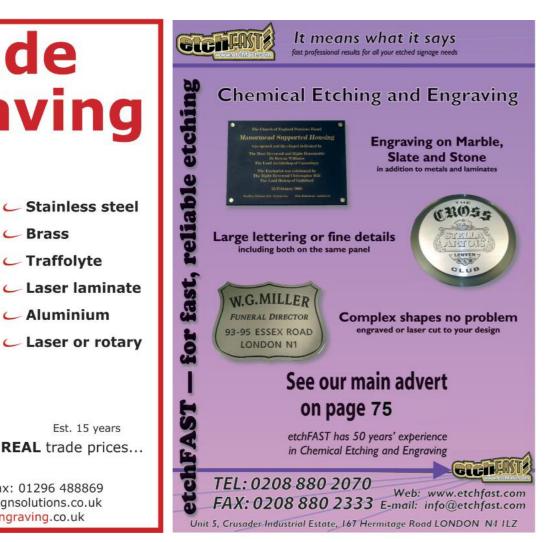
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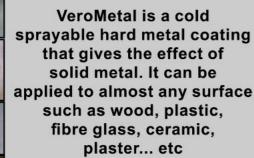
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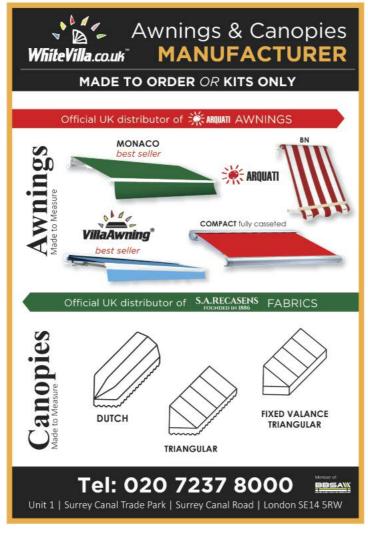
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