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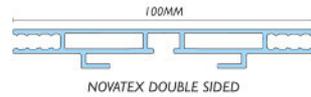
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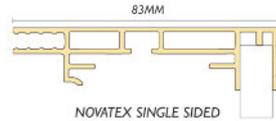
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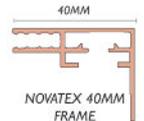
NOVATEX DOUBLE SIDED



NOVATEX 18MM FRAME



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NOVATEX 40MM FRAME

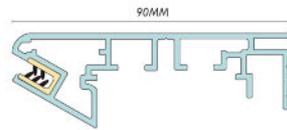
NOVATEX

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.

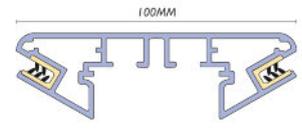


NOVADISPLAY

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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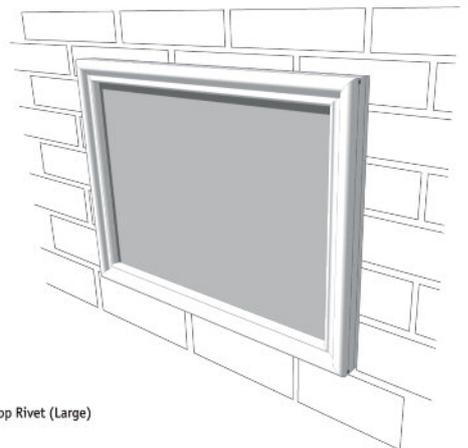
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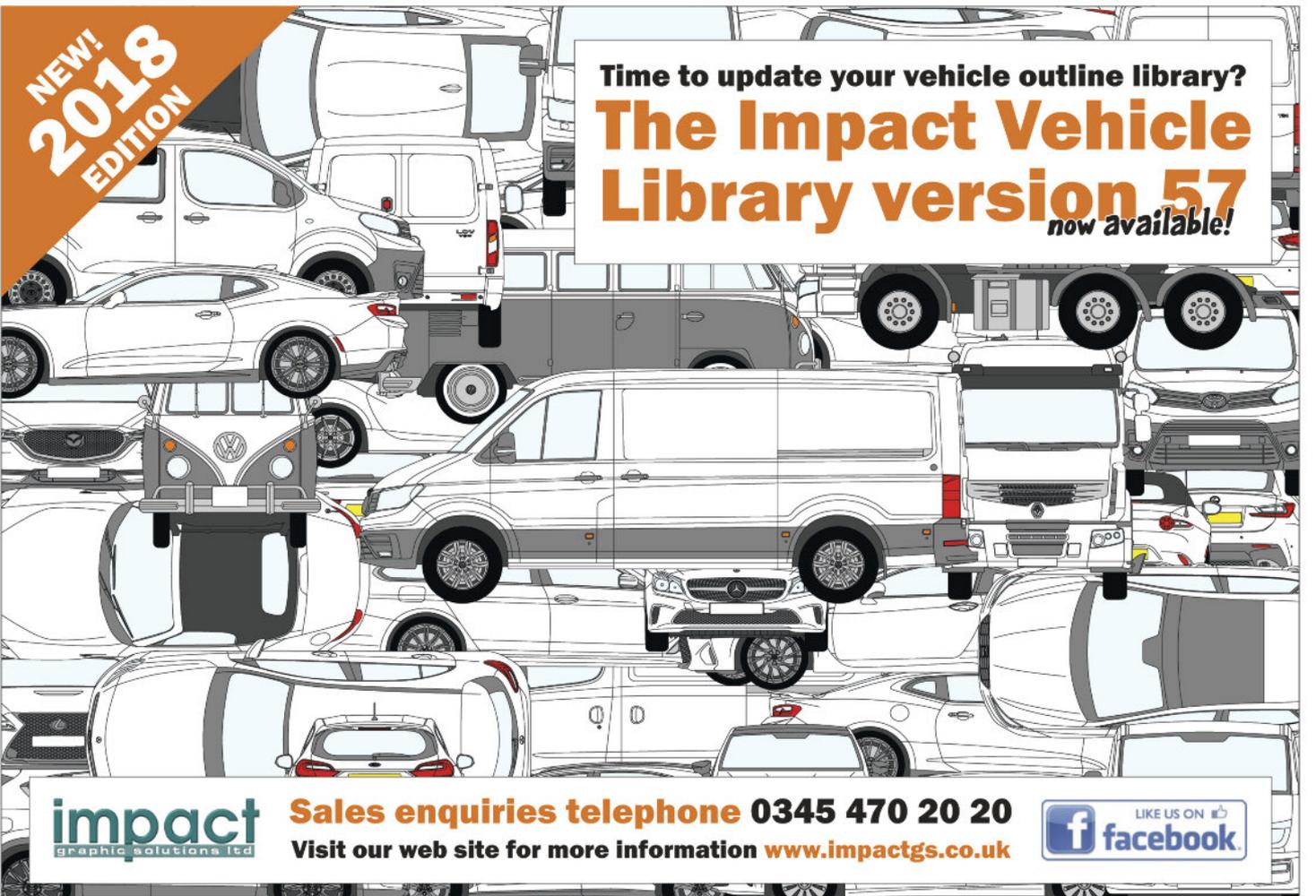


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WELCOME Page

Signing in.....

I have recently taken over from Kathryn as editor of Sign Update and looking forward to learning more about this dynamic industry. With a background in trade magazine editing, I am familiar with some of the printing terminology and as I have been researching and writing features for SU for several months, I am gradually increasing my grasp of the diverse range of applications, products and equipment - and getting to know the companies and personalities involved in the fast-moving business of sign making.

I hope to meet as many of you as possible at SDUK in April – and putting faces to names of those I have spoken to on the phone and written about in the magazine – and gathering your news and views. Our April issue will be a bumper edition, including an extensive preview of various aspects of the show to help you organize your visit.

This issue includes in-depth features on Soft Signage and Fixtures and Fittings; a fascinating interview with CEO of Fastsigns, Catherine Monson and an article exploring the potential of CNC routing written by XYZ application engineer Ged Lodge. In addition, we have a taster for SDUK, which promises to deliver lots of exciting innovations and new products – along with the latest project, product and industry news.

See you in April.

Sue Deane



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3M vehicle wrap film range offers further design flexibility

Three new films have been added to the IJ180mC Print Wrap Film range from 3M for short-term and permanent graphics customisation on vehicles with hard-to-bond surfaces.

These have been specially designed to adhere to hard-to-bond surfaces including low surface energy (LSE) plastic, powder coat paints and stainless steel.

The IJ180mC-10LSE film has been designed for applying customised vehicle graphics wraps to challenging surfaces such as the LSE plastics commonly found on motocross bikes, snowmobile and ATVs.

Formulated to adhere to stainless steel applications, the IJ180mC-10SLS film provides a further medium for graphics installers to complete potentially difficult installations and customisation projects. This film is ideal for applying promotional graphics to vehicles including tankers, caravans, horse trailers, refrigerated and food trucks.

An ultra-removable print wrap film intended for short-term vehicle graphics, the IJ180mC-10UR film offers fast and easy installation and clean, simple removal without heat or chemicals. Applications include commercial vehicles and fleet graphics and buses, as well as general indoor and outdoor signage.

These new printable films in the IJ180 range are 3D conformable for applying to flat to compound curved surfaces, rivets and corrugations.

Featuring Comply Adhesive with micro technology, the films provide advanced slideability and an initial tack enables the installer to move the film across the application surface and reposition until the correct position is achieved.

www.3m.co.uk



An ultra-removable print wrap film intended for short-term vehicle graphics, the IJ180mC-10UR film offers fast and easy installation

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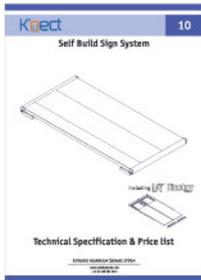
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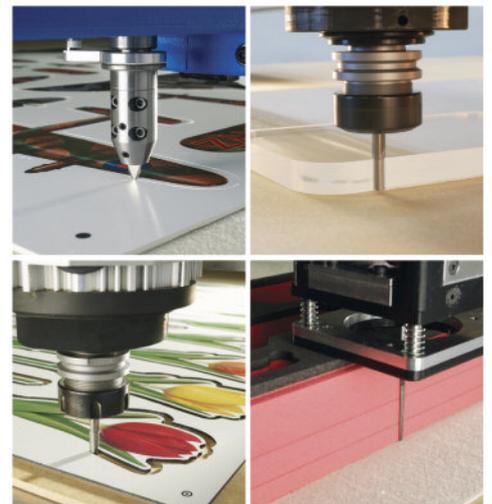
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Ruggedised PCAP touchscreens and monitors - minus copper wires

Crystal Display Systems (CDS) has launched ruggedised PCAP touchscreens and monitors without the ugly copper wires.

With this development and the ability to work through up to 6mm of glass, you no longer have to accept the ugly copper wires that inhibit contrast and viewability for the user on your displays and digital signage.

These multi-touch sensors are typically constructed on a 1.2mm substrate, allowing a sacrificial 6mm cover glass, meaning they are durable enough to withstand most impacts and extreme applications. This technology will detect fingers, conductive stylus and even some

gloved hands, through glass thicknesses of 10mm yet it ignores raindrops, leaves, dirt, ice, making the touch sensors ideal for most environments.

With excellent durability, the Rugged-Vue provides 24/7 functionality in the most difficult environment, minimising system downtime, reducing maintenance and maximising return on system investment. The CDS Ruggi-Touch Monitors are HID compatible, work with water and have excellent high accuracy and reliability; they are multi-touch capable with 10 points of infinite touches directly through coverglass.

Exceptional Optics via ITO PCAP touch (no copper wires visible) available up to

The technology is proven, vandal-resistant, practically immune to many types of abuse and costs much less than the older copper wire technology, which affects viewability



These ruggedised PCAP touchscreens and monitors will not inhibit viewability on displays and digital signage

6mm glass cover lens with drift free touch coordinates using finger, certain glove or passive pen input. The monitors can operate in environmental extremes – temperature range -40 to +85 degrees centigrade.

The technology is proven, vandal-resistant, practically immune to many types of abuse and costs much less than the older copper wire technology, which affects viewability, said CDS.

www.crystal-display.com

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Major software upgrades from Graphtec GB

Following a worldwide agreement recently concluded between Graphtec Corporation in Japan and major global software specialist SAI, all Graphtec cutters supplied to the UK and Ireland sign and graphics, print service providers, digital printing and print wear and promotional products sectors by Graphtec GB will now be available as standard with a choice of three newly created software packages.

Based on the FlexiSIGN family of design and production software, they comprise the Graphtec Pro Studio, Graphtec Pro Studio Plus and Cutting Master 4 programs that collectively deliver a host of new design and production enhancements.

Owners of Graphtec cutters, including primarily the latest FCX2000 flatbed and flagship FC8600 and the CE6000 roll-fed models, will now have free access to a choice of powerful and multi-featured new software options. These are compatible with 30 popular file formats (including AI, CMX, EPS and DXF) and supported by the latest Version 6 of Graphtec's proprietary ARMS

(Automatic Registration Mark Sensing) system for optimum cutting accuracy.

Graphtec Pro Studio now offers an extensive range of options when creating original designs including advanced functions such as shape editing and auto trace and weld. Key features include automatic registration mark creation, tiling, an ability to create multiple copies of the same object for cutting, the addition of weed and border lines, tool assignment and condition settings (including cutting force and speed) and template creation for rhinestone production.

Graphtec Pro Studio Plus represents an even more comprehensive offering, with a host of new tools. These include smart nesting for designs that are larger than the substrate to which they are being applied, resulting in maximised material usage and savings in production costs. Available as a payable upgrade, The Animated Viewer Tool allows users to view and analyse the cutting order and amend this ahead of the cutting process to enable even faster production.



Owners of Graphtec cutters including the latest FCX2000 flatbed now have free access to a choice of powerful software options

Cutting Master 4 is available as a plug-in option for Adobe Illustrator and CorelDRAW graphics suites. It enables users to drive the cutter with minimum input as well as radically improving production efficiency.

www.graphtecgb.co.uk

3M expands translucent films colour range

In response to extensive market research into emerging trends in design and corporate identity, 3M has introduced 27 additional shades to its Scotchcal Translucent Graphic Film Series 3630 and seven to its Envision Translucent Film Series 3730. Additions to the Envision Translucent Film Series 3730, which allows customers to tailor the brightness and energy efficiency of illuminated signs, are Regal Red, Burgundy, Raspberry, Olympic Blue, Plum Purple, Teal Green and Holly Green.

The Scotchcal Translucent Graphic Film Series 3630 from 3M – a range of premium, matte, cast, translucent films with clear, permanent, pressure-sensitive adhesive – now includes Fire Engine Red, Electric Blue and Dover White.

The expansion takes the number of coloured translucent films in 3M's comprehensive portfolio of sign illumination solutions to 103.

"We know that, in order to remain competitive, sign shop owners are always seeking to improve and expand their offerings," said portfolio manager for the 3M Commercial Solutions division Christian Stoehr.

"We've picked these vibrant new colours based on the results of extensive market research looking into what businesses want, so sign and graphics suppliers can rest assured that their customers will love the selection. "Furthermore, with more than 100 colours now in our portfolio of translucent films for illuminated signs, our stockists will be able to offer customers even better prices, as there will be less need for custom colour-matching."

In addition to the new translucent film colours, 3M has added Sultan Blue to its innovative Dual-Color Film 3635 range, which changes colour when backlit at night. This is the first non-black-or-white colour in the range.

3M's offering of illuminated signs solutions also includes inkjet printable films, light management films, overlaminates and flexible substrates; the company can custom-match colours.

www.3m.co.uk/graphicsolutions



With more than 100 colours now in the 3M portfolio of translucent films for illuminated signs, there will be less need for custom colour-matching

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EFI launches Fiery Textile Bundle to deliver superior quality

Businesses looking to grow with digital industrial textile production for apparel and décor can advance their operations with the new EFI Fiery Textile Bundle - a set of design and production workflow innovations from Electronics For Imaging. The bundle - used with EFI Reggiani digital inkjet printers - includes new Fiery DesignPro Adobe Illustrator and Photoshop plug-ins to create professional textile designs efficiently and the newest Fiery proServer digital front end (DFE) for high quality textile production.

With the launch of Fiery DesignPro, EFI provides the ability to accurately match colours to the printed result, share colour palettes across the design team in real time, design professional repeat patterns and create multiple colourways from one design. The plug-ins work as part of designers' familiar environment within Adobe Photoshop and Illustrator, resulting in reduced learning curves and shorter design time.

This bundle includes the new version 6.5 of the EFI Fiery proServer DFE, an advanced offering for wide- and superwide-format inkjet printers said to

bring superior EFI Fiery performance and colour technology to the EFI Reggiani family of industrial textile printers. Used by major textile brands for sampling, Fiery proServer provides colour consistency in the production workflow with colour profiles that can be used across the design and production process.

"The Fiery Textile Bundle brings valuable new tools to further automate and streamline the design and prep process for EFI Reggiani customers looking to stay on the leading edge of innovation," said EFI Reggiani vice president and general manager Adele Genoni. "Now, with this bundle, including the newest Fiery proServer, Reggiani customers get the proven, high-end advantages Fiery technology offers so they can be more efficient, more productive and more profitable."

Version 6.5 of the Fiery proServer includes textile-specific capabilities such as support for multiple ink types and colour technology to ensure the highest print quality with saturated black, fine details and smooth gradients. Superior half-toning technology keeps pastels and light tones

Superior half-toning technology keeps pastels and light tones clean and reduces graininess in highlights and large solid areas

clean and reduces graininess in highlights and large solid areas. The new version supports digital production operations in both direct-to-textile and transfer printing and provides the production tools to handle step and repeat changes in fabric dimensions during production, and brand colour accuracy.

The Fiery Textile Bundle is part of a comprehensive EFI ecosystem that includes EFI Optitex 2D/3D design software and EFI Reggiani digital printers such as the new Reggiani VOGUE direct-to-textile printer.

www.efi.com



Version 6.5 of the EFI Fiery proServer DFE provides colour consistency in the production workflow

William Smith offers new decorative window films

William Smith kick-started 2018 by announcing the firm has added three decorative window films to its range of materials.

The company will stock its exclusive VION Dichroic Film, Ambience, Contra Vision Campaign Clear series and Contra Vision HD Performance, highlighting its ongoing commitment to become the number one choice for materials and signage.

Boasting five-year durability as well as being fully REACH RoHS-compliant, the VION Dichroic Film Ambience has been designed to create colour shifting effects on interior glass panels.

With its dichroic and chameleon-like properties, the self-adhesive Ambience film changes in hue and colour with every variation in angle of observation.

Ambience decorative film, which is suitable for a wide range of internal application on flat and slightly curved surfaces, uses natural light to maximum effect and is ideal for creating a shimmering effect on glass.

Valid for vertical glazed surfaces or standard glass surfaces, this decorative window film is scratch-resistant, durable and easy to maintain during window cleaning.

Contra Vision Campaign Clear series is a perforated self-adhesive vinyl, used for the production of inside application see-through graphics and has been developed



Contra Vision HD Performance is a white-on-black 40% transparency (60/40) perforated window film for one-way vision graphics

specifically for short-term promotional campaigns with a low-cost price.

This short-term promotion window film which is suitable for UV, solvent, eco-solvent and latex printing technologies, is said to be ideal for office and shop windows, offering a wide range of transparencies and a removable, pressure-sensitive adhesive.

Delivering high-definition printed images, Contra Vision HD Performance is a white-

We are proud to offer our customers a wide variety of films and, thanks to the large amount of stock we hold on site, we can complete most material orders within 24 hours



Ambience decorative film uses natural light to maximum effect and is ideal for creating a shimmering effect on glass

on-black 40% transparency (60/40) perforated window film for one-way vision graphics, providing a smoother see-through experience from the inside.

It provides higher quality images because of a groundbreaking perforation pattern with micro perforations, which creates minimal disruption to the graphic.

"We're delighted to be able to expand our window film range with these three films," said head of marketing Chris Bradley. "We are proud to offer our customers a wide variety of films and, thanks to the large amount of stock we hold on site, we can complete most material orders within 24 hours."

www.williamsmith.co.uk

SAi launches Flexi-powered traffic signage software with 3M

SA International (SAi), in collaboration with 3M, has launched FlexiPRINT Authorized 3M Traffic Edition, a design-to-output traffic signage software powered by SAi's Flexi software.

This solution is compatible with HP 300 and 500 Series printers and combines Flexi's feature-rich capabilities with six ASTM traffic signage colours including black, blue, green, red, brown and purple. Enabling the output of signage that complies with rigorous global regulations, FlexiPRINT Authorized 3M Traffic Edition allows print businesses to increase revenues and enhance their competitive edge by adding traffic compliant signage to their application offering.

Stringent requirements

"Traffic signage must comply with stringent global colour requirements which can make production of these types of applications a daunting task," says Steve Ball, director of strategic business development at SAi. "With pre-set 3M Traffic spot colours, FlexiPRINT Authorized 3M Traffic Edition enables users to meet these specifications.

"Additionally, the comprehensive yet easy-to-use solution simplifies the overall production process by eliminating the guesswork and time-consuming bottleneck of manually programming CMYK into third-party software. This allows users to improve workflow efficiencies and accelerate their time-to-market."



With six built-in ASTM spot colours, FlexiPRINT Authorized 3M Traffic Edition offers capability to seamlessly enter new markets

Enabling the output of signage that complies with rigorous global regulations, FlexiPRINT Authorized 3M Traffic Edition allows print businesses to increase revenues and enhance their competitive edge

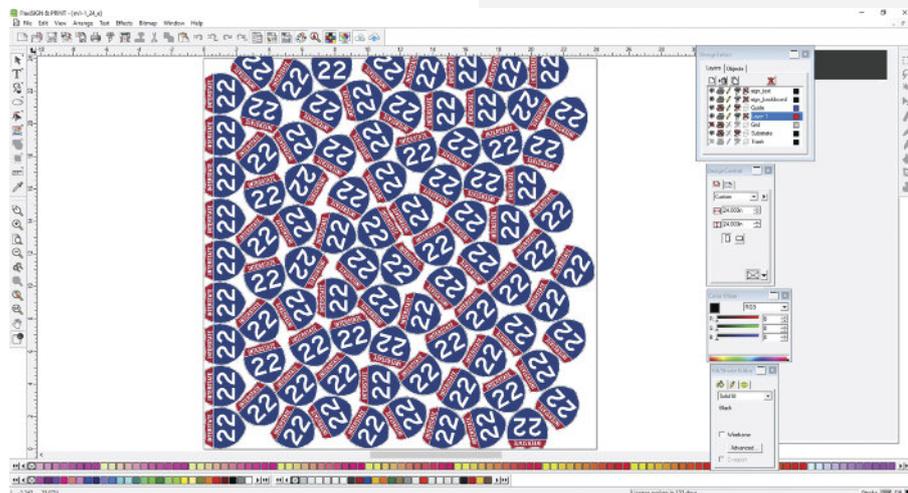
FlexiPRINT Authorized 3M Traffic Edition guarantees traffic colour output on selected 3M substrates and HP Latex large format printers. With the ability to automate common job preparation processes, users can streamline production operations to enhance their overall workflow.

Minimising waste

The software includes Interactive Tiling and Automated and Manual Nesting that enable businesses to reduce costs by optimising material usage and minimising waste. Further capabilities include the option to simultaneously drive two wide-format printers, ensuring maximum throughput.

With a minimal investment required compared to competing software, FlexiPRINT Authorized 3M Traffic Edition makes traffic signage accessible to all print business regardless of their size, installs on Windows Versions 7, 8 and 10 and can be purchased from SAi resellers worldwide.

www.ThinkSAi.com



FlexiPRINT Authorized 3M Traffic Edition boasts a catalogue of feature-rich capabilities including the ability to economically tile and nest signage for optimized material usage

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Nazdar Ink Answers: why is lighting crucial to colour-matching?

Nazdar Ink Technologies has revealed some of the most regular topics to come up in its Ink Answers programme.

Remember 'The Dress' back in 2015? What was your take – white and gold or blue and black? The discussion divided the internet (and perhaps a few friendships) but it was more than an online sensation: it brought to light how our perception of colours is far from consistent. In fact, the extent that lighting affects colour matching is a frequently-asked question for Nazdar Ink Answers, a service that offers expert advice to print professionals.

According to Nazdar's specialists, lighting can have an enormous effect on a print's appearance, especially when colour-matching. You could achieve a good contrast in one type of lighting then see it washed out in another type, for example. Similarly, a print may have subtle warm tones in one setting and appear overly orange in another.

Ideally, prints would always be proofed in their exact end-use environment; if a print will mainly be seen in daylight, it makes

little sense to proof its colours under a desk's fluorescent lighting, for example. However, since this isn't always feasible, accuracy and consistency of proofing are essential throughout production. Such practices have been set in ISO 3664; by adhering to both the lighting and environment standards it describes, you can expect to maintain colour expectations.

Technology can help overcome the limits of the human eye. A spectrophotometer can be used to capture and evaluate colour to provide a valuable starting point for matching. However, they can't always take into account all factors such as end-use lighting and can be affected by optical brighteners in substrates and inks, making the reading less reliable.

Moreover, because of differences in substrate and/or ink composition, even colour matches under one light setting can sometimes appear dissimilar under another. Pantone's Lighting Indicator stickers can help. Under standard D50 Lighting the two colours appear to match, indicating that your lighting conditions are good for evaluating colour.

However, when the lighting condition is changed, the difference between the colours is evident, showing that your light is not optimum for matching. Whatever your end-use lighting conditions, it is important to consistently proof under these settings at each step.

Nazdar advises its customers to create the best proofing environment possible. All non-target surfaces in the colour-matching area should reflect as neutrally as possible so as to remove even subtle contaminants that can affect a print's apparent hue. Ensure light bulbs are evenly spreading light across the area and change them regularly to ensure consistent intensity; remove other light sources, brightly coloured or reflective clothing and other objects from area; and paint walls the ISO-standard neutral grey.

By maintaining strict colour-matching standards and accounting for lighting's influence, colour can be accurately managed throughout the print process – avoiding arguments over whether a print is white and gold or blue and black.

www.nazdar.com



Whatever your end-use lighting conditions, it is important to consistently proof under these settings at each step



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Clear, two-part adhesive bonds acrylic faced rimless and rim and groove letters

Innova Solutions has launched a clear two-part adhesive that combines flexibility with superior bond performance and clarity. NovaWeld SignFix 5 has been developed in conjunction with SignFab and delivers benefits in terms of reduced production times, final product performance and aesthetics.

Designed primarily for the manufacture of acrylic faced rimless and rim and groove letters, NovaWeld SignFix 5 bonds securely to both the stainless or aluminium return and acrylic face. After the 4-5 minute fixture time, the letter is securely bonded with the flexibility required to allow for the differential expansion that occurs

between the acrylic and metal return when the letter is installed.

No shadow line

Historically, adhesives have not been able to combine flexibility with clarity and speed of cure. This has led to various methods and products being used for this application, which has resulted in costly failures when letters have been subjected to external conditions. Although not the most effective of joint designs, NovaWeld SignFix 5 compensates by exhibiting tremendous bond strength to both substrates, coupled with flexibility to bond dissimilar materials; while aesthetically, the clear cured product gives no shadow line when the letter is illuminated.

The product has been rigorously tested both in lab conditions and external weather cycles for a period of 12 months, where it was subjected to extremes of temperature, humidity and moisture. NovaWeld SignFix 5 is currently being used by the industry's leading letter manufacturers and is available in both 50ml and 400ml cartridge sizes.



NovaWeld SignFix 5 bonds securely to both the stainless or aluminium return and acrylic face

www.innovasolutions.co.uk

EFI continues innovation with dedicated flatbed printer

Electronics For Imaging (EFI) has announced commercial availability of the EFI Pro 24f featuring EFI's LED and variable drop greyscale head technologies. It provides precision imaging, fine detail and outstanding image quality for a broad range of applications.

US customer Superior Signs & Engraving is the first user for the 24f. Premium quality imaging capabilities with white ink included and the high versatility and productivity of EFI's 'cool cure' LED technology, have greatly improved throughput and quality at the company.

"We were completely blown away once the printer was up and running," said co-owner Adam Stiles. "The 24f produces vibrant colours and has great print speed. In fact, we have doubled our output on flatbed work with this new printer. Plus, the printer's white ink produces a very opaque, bright white colour, which has increased our quality of print.

"The features that are a nice upgrade for us besides the colour quality and speed are the button activated media guides and

The printer's built-in EFI Fiery proServer Core digital front end gives users the power of faster job processing, along with a host of colour management and production options for a complete, turnkey solution

media float button. When positioning heavier medias such as 6-mm Dibond and ¼-inch acrylic, the float allows us to easily position the material without worrying about sliding it, especially on double-sided prints. The built-in EFI Fiery proServer with FASTRIP makes RIPing files extremely easy and fast which helps with our overall output."

The printer is the newest addition to EFI's growing wide-format portfolio, a dedicated flatbed device for applications requiring discerning image quality and absolute dot placement accuracy.

A highly strategic choice for signage, photographic backlit displays, art reproductions, membrane switches, graphic overlays, lenticular prints and other specialty applications, this printer's 1.2 x 2.4 metre flatbed architecture features a multi-zoned vacuum system that eliminates masking while ensuring accurate registration for multiple over-prints or panels. EFI's 'cool cure' LED technology ensures low power consumption, minimal waste and compatibility with thinner and heat-sensitive substrates.

The printer's built-in EFI Fiery proServer Core digital front end gives users the power of faster job processing, along with a host of colour management and production options for a complete, turnkey solution.

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Vertex Texture polyester range sample book available through Innotech Digital

Innotech Digital has launched a sample book dedicated to their Vertex Texture range, a versatile universal media compatible with Eco-Solvent, Solvent, UV

Curable and Latex ink technologies. So even if you have multiple printers using different ink types, this media will work with them all.

Vertex Texture is a 100% polyester-based media, which is designed for an extensive range of applications, potentially opening up a wide range of new markets using your existing print equipment. The uses of this universal media include exhibition displays, wall coverings, retail hanging graphics and because of its opacity and stay-flat properties, even roller banner stands. The media is available in blue back, white back and grey back versions.



Vertex Texture is designed for an extensive range of applications, potentially opening up a wide range of new markets using existing print equipment

International sales manager Gavin Dallow commented: "Every now and then a product comes along that is truly a universal media and Vertex Texture is one of these. We've listened to our customers especially on the grand format side who have been searching for new markets and new medias to help grow their businesses.

"With Vertex Texture users can now print a much wider range of products using just one roll - including wall décor, roller banner graphics, exhibition displays and retail graphics. It really is an extremely versatile media, delivering perfect results across all ink platforms with vivid and accurate colours every time."

Innotech Digital hold stock availability of all widths in the Vertex Texture Polyester range in their central UK warehouse, with options for next day delivery on up to 5m wide rolls.

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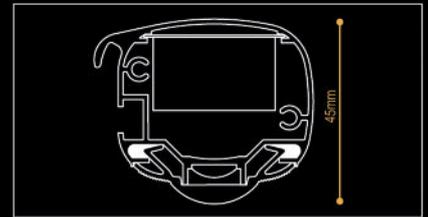
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Button-fix 'invisible' fastener named Product of the Year by BSGA

In the short time since Button-fix was named as the 2017 Sign Industry Product of the Year by the British Sign and Graphics Association, demand for the product has outstripped the predictions of its creators.

Button-fix director and product creator Tony Wills said: "We had already developed a phenomenal following among the sign making community and scooping this prestigious award was down to the sign makers themselves who voted for Button-fix. However, the attendant publicity of such a ringing industry endorsement has certainly helped us get the word out to even more sign makers regarding its benefits. As a result, we have been delighted by the level of enquiries received, which includes requests for sample packs, information and importantly new orders."

The Button-fix concept is simple: durable nylon buttons are attached to the back of one panel and the mating fixes are attached to the other. Bring the panels together and slide until the Button-fixes 'click'.

The Button-fix story began in 2012 when joint creators Tony Wills and Brian Watson developed it in response to a customer specification for flush invisible mounts to fix washroom panels. Finding that the fasteners on the market were awkward to align and difficult to disengage for panel replacement, the duo created and developed

the Button-fix concept, which offers a really quick and reliably accurate way of attaching panels to walls and other surfaces.

Tony Wills commented: "Particularly important for sign makers is that the Button-fix fix is completely invisible – with no unsightly bolts or screws on show, sign makers and installers can be confident of quickly achieving a fabulous finish that their own clients will love."

Manufactured in the UK, Button-fix has an extensive network of distributors

throughout the UK and overseas including new distributors Amari Plastics and William Smith. For a short time William Smith will make samples available to customers not yet familiar with the product.

Button-fix's strength has been verified by independent test house Sandberg LLP, resulting in failure modes of between 200kg and 600kg dependent on type and fixing method.

www.button-fix.com



Button-fix offers a quick and reliably accurate way of attaching panels to walls and other surfaces

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CNC ROUTING Feature

Maximising the potential of CNC routing technology

Understanding the technology available, the decisions that need to be made prior to the purchase of a CNC router, the operator training necessary and the different tools and settings available - are critical to maximising the potential for fuelling business growth and increasing profitability. Application engineer at XYZ International in the UK, Ged Lodge provides guidelines to help CNC router owners understand all of these influencing factors.

A CNC router is one of the most versatile and flexible production tools available to diverse industries including signage. A CNC router can invariably offer a faster ROI compared with other types of production machinery and will enable further diversification into other industrial sectors without the need to purchase expensive additional equipment.

Make sure machine settings are correct

This commences with use of the correct feed rates, router spindle speeds and the depth of cut specific to the material being processed, all of which should be available from the supplier of the machine.

These settings are interrelated. For example, cutting at a higher feed rate may require a faster spindle or a reduction in the depth of cut. Tool selection and the type of processing program employed will also have an effect; for example, a small-diameter router tool will normally be run at a lower feed rate than that one with a larger-diameter. This is one of the areas

where expertise gained over time will make it easier for operators of CNC routers to sense when there is a potential machinery malfunction, with the noise of the router when cutting providing a good indicator of whether or not the settings are correct.

Selecting the correct routing/cutting tool

This will relate directly to the type of material being processed. For example, operators should consider if the material could be more effectively processed using a traditional router spindle and if so in what size or, for more malleable materials, would an oscillating or tangential knife be the better option.

When processing new and possibly unfamiliar materials, it is advisable to run preliminary tests involving different spindles or knife blades to establish which works best for a given application. Again, the machine supplier can help or the information will be available via the router/cutter guides supplied.

When processing new and possibly unfamiliar materials, it is advisable to run preliminary tests involving different spindles or knife blades to establish which works best for a given application



Due to its wide-ranging capabilities, a CNC router can rout/cut virtually any material cleanly and efficiently using a variety of tools

Use the right material hold-down system

Invariably, this will be vacuum-based to ensure the material is held firmly in place; an incorrect cutting depth or a failure to maintain tolerances, could lead to costly scrapping. Furthermore, insufficient vacuum strength due to leakage in the system could lead to shifting of the material that is barely noticeable until the job is complete and either deemed satisfactorily routed/cut or rejected because it is not.

Always ensure that the surface of the material is smooth, flat and dust-free and check for leakages in the vacuum pipes or gaskets. Warped sheet, for example, is more difficult to hold down securely on the vacuum deck.



Provide machine operators with training

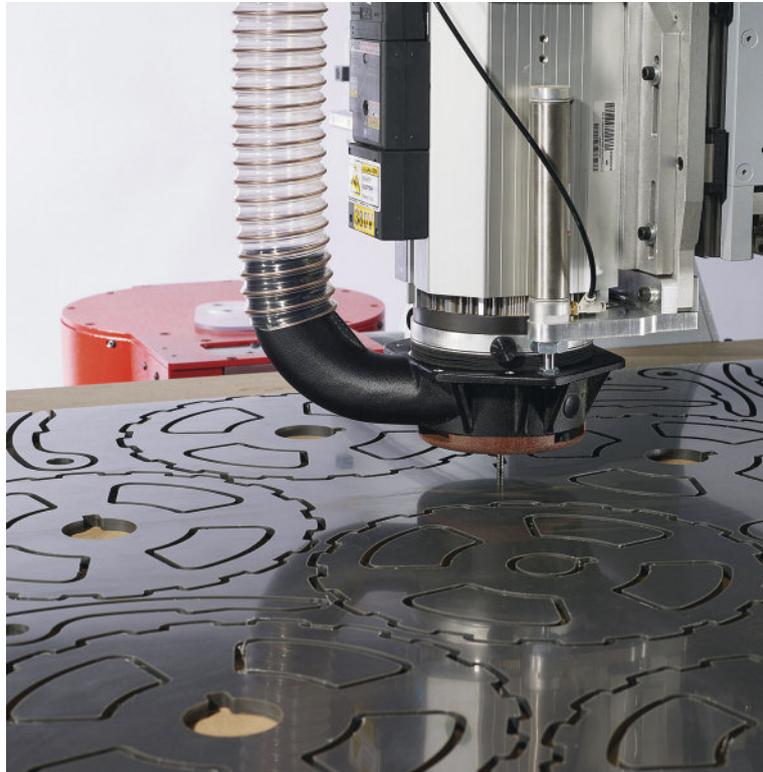
Experienced and well-trained machine operators will be able to narrow down issues that may arise on the shop floor. They will be able to identify root causes of any problems from the data programmed to the type of tool used and the routing/cutting speeds and feed rates required.

Today's CNC routers are designed to be intrinsically user-friendly and to simplify problem solving. However, the more experienced the machine operator, the easier it will be to identify and correct problems. Most of the leading suppliers can provide application-specific training.

Develop a program strategy and incorporate quality data

Quality of the data installed is the first consideration. If CAD/CAM data is sub-standard, the finished routed/cut product will be correspondingly so. Make sure the cut lines of a job are straight and the curves smooth.

Program strategy is equally important. The positioning of the 'start' points, cut direction and the order in which parts are



Positioning of the 'start' points, cut direction and the order in which parts are processed can make a huge difference to the quality of the end-product

processed can make a huge difference to the quality of the end-product. It is important to master programming techniques such as holding tabs, lead-ins and ramps and where and how these may

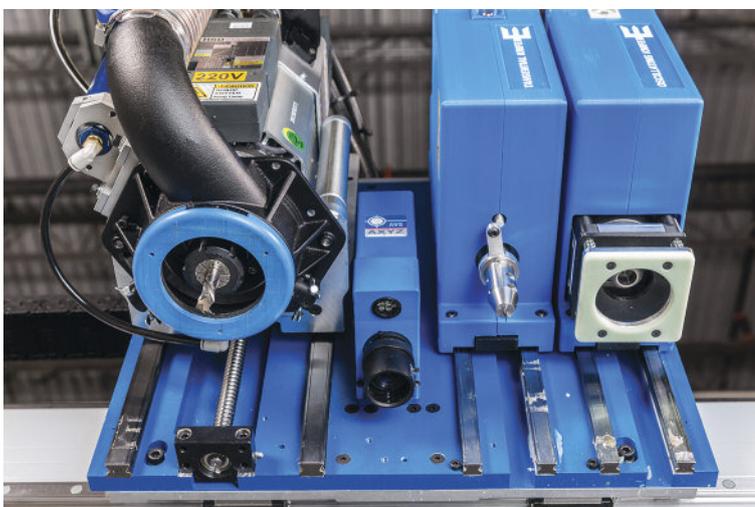
be used to improve routing/cutting efficiency and avoid problems caused by material movement or machine vibration.

Due to its wide-ranging capabilities, a CNC router can rout/cut virtually any material cleanly and efficiently using a variety of tools. This means all work undertaken can be completed in-house, without the need for outsourcing and the variables that can then arise in terms of finished quality and delays that will erode profit margins.

It is important to fully understand a CNC router's capabilities and how it should be managed properly.

Learning to use a router does not take long (two to three days), although application-specific knowledge will be gained over a longer period and involves a continuous learning curve.

www.axyz.co.uk



Expertise gained over time will make it easier for operators of CNC routers to sense when there is a potential machinery malfunction

Flexible signage: solid results

Sue Mason looks in detail at the soft signage and flex face industry. Talking to those who know this extremely popular marketplace best – the specialists who are dealing with all types of soft and flexible signage on a daily basis – we find out a little more about what goes on behind the scenes.

From clarification on the difference between flex face and soft signage to learning more about the sublimation process; from recent industry innovations and developments to tips on how to select the signage that's right for you – and how to differentiate yourself from your competitors – we have it covered.

Discover who specialises in what, their perspective on the industry and what's next. Here's what they had to say.

Soyang Europe on sustainability and Starlight – their new backlit textile

You have some exciting news at Soyang Europe, Tim, is that right? Could you shed some light on that for us?

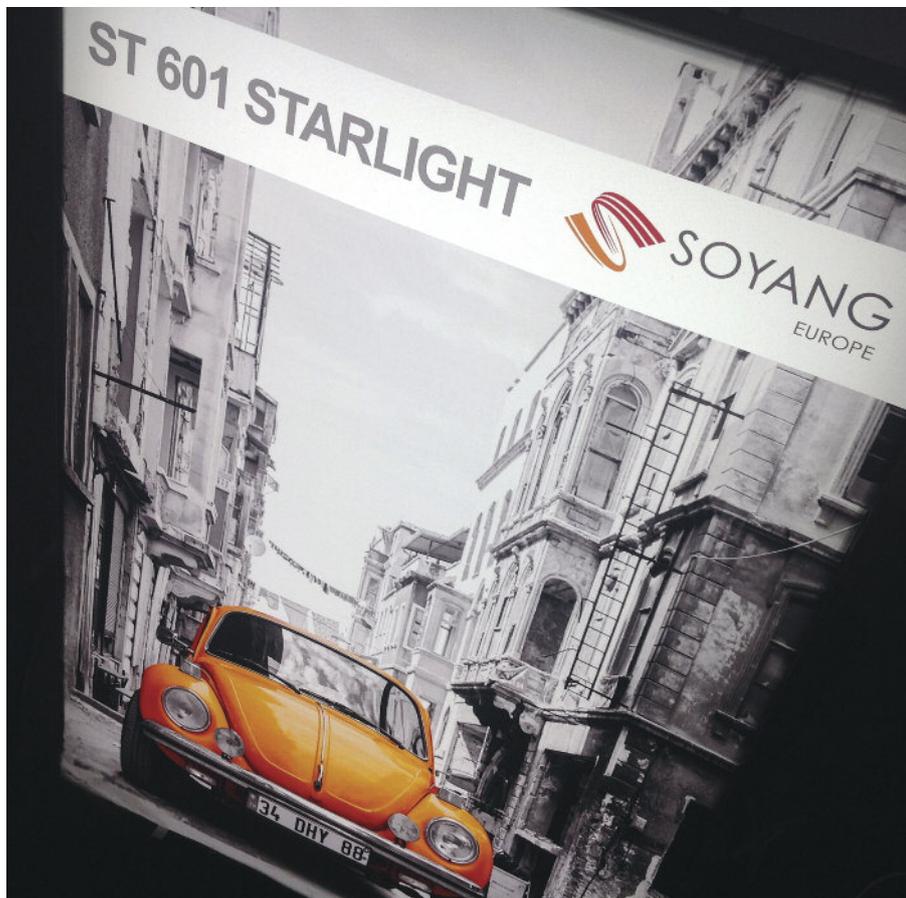
Soft signage is big news here at Soyang because of the fantastic range of printable textiles we manufacture and distribute. It's an exciting time as we have a container of our new backlit textile, Starlight, on its

way and it has already sold through advanced orders! Our Chinese partner, Soyang Technologies, is ramping up its production in order to meet the demand.

Starlight backlit textile is available in a couple of options to suit your print technology, whether it be UV, latex, solvent, direct dye sublimation or dye sublimation transfer.



Tim Egerton, Sales Manager at Soyang Europe



Soyang's Starlight Backlit material is taking the soft signage industry by storm!

“Our Chinese partner, Soyang Technologies, is ramping up its production in order to meet the demand.”

What does sustainability mean to Soyang Europe and do you offer environmentally friendly products?

By virtue of the fact that all our textiles are polyester, they have strong eco credentials compared to other digitally printable materials. All our textiles are REACH compliant and our manufacturing partner in China, Soyang Technologies, uses state-of-the-art equipment which is more energy efficient. They also do all they can to minimise the environmental impact of textile production.



Hybrid explains the sublimation process

Can you tell us more about what Hybrid does, Brett?

Hybrid Services Limited is the exclusive distributor for Mimaki products in the UK & Ireland. There are many Mimaki machine options available which means that all sublimation needs can be covered.

And the sublimation process? How does that work?

The process is a chemical reaction where sublimation takes place at 180-200 °C. There are two ways to carry it out - the most widely used is to print onto transfer paper first. The process turns ink on paper into a gas and that bonds itself into the fabric, not onto it. Sublimation only works on polyester or fabrics with high polyester content, so not on natural fabrics like cotton and linen.

The other way is to print directly on to the polyester fabric and fix the print with similar levels of heat. This gives better penetration for when a customer needs their print to be viewed from both sides, such as onto a flag.

So, how do you determine which product is right for which customers?

Mimaki's entry level transfer printing machine is the TS30-1300 and is ideal for customers entering the sublimation market. All Mimaki machines are designed for production printing, so for anyone considering signage or particularly sportswear companies where fluorescent, brighter inks may be needed, the TS30 makes a superb starting purchase.

The next in the Mimaki range are the JV150-160 or JV300-160 printers. These are bigger, faster machines and each print 1.6 metres wide. The basic difference between the two is speed. The JV150-160 has one print head and the JV300-160 has two, giving double the productivity. The print quality is identical, offering conventional sublimation printing on paper prior to transfer onto sportswear, promotional products or fabric graphics.

Moving through the range, the Mimaki TS300P-1800 is next. This offers even higher speed, prints at 1.8 metres wide and, again, uses conventional sublimation.

We then move on to the Tx300P-1800. This also prints 1.8 m wide, though this time, directly on to polyester. The main difference is how the machine handles the fabric – it's a lot more advanced than for paper. Using flags as an example, again, the fabric being printed is generally sheer and lightweight. As ink will penetrate through to the reverse, it's important that this is done carefully, so the machine comes with a trough to catch any surplus. This means that as the ink passes through the material, it won't mark off or smudge the back of the delicate fabric. Due to its effective material handling the Tx300P-1800 is perfect for flag and display customers.

As display customers' businesses grow, they then tend to think about print size. Typically, 1.6m is the most common width of fabric, but if you are a big outdoor display company – or indoor, come to that – Mimaki even produce machines that handle fabric 3.2m wide such as the JV5-320Ds and TS500-320DS

In your opinion, what makes Mimaki the right choice?

I think firstly, having such a wide range of options – both for paper or direct to fabric printing – means you know you are getting a quality solution that is right for you.



Brett Platt, Textile Product Manager, Hybrid Services Ltd

Mimaki has a strong textile heritage and because they've been doing it for over 20 years, they know the market inside out; they understand all that is needed from entry level to the industrial market and make it as easy as possible for customers. Mimaki can then help businesses grow as there is a machine for every level.

How much can you expect to pay for machines?

This really does depend on what you need. Prices range from £7,500 to £150,000 or more.



The Mimaki TS30-1300 is a highly productive but incredibly simple entry-level dye sublimation printer

FLEX FACE and SOFT SIGNAGE Feature

Seamless solutions from Welwyn Tool Group

What services do you provide to the flex face and soft signage industry?

We are the UK and Northern Ireland's Sales & Service Centre for the entire range of Leister plastic welding and Industrial Process Heat Equipment. This involves Leister authorised repairs, tool maintenance, hire and training on any – or the full range of – Leister Hot Air Tools and Industrial Equipment.

With 50 years' experience in the hot air material market, we are known for our exceptional levels of service, knowledge and our highly innovative approach.

What, would you say, is a typical example of the innovative solutions you offer?

The example that springs to mind is the HEMTEK ST. It's a brand new and compact bench mounted single user operated machine which enables manufacturers to cost effectively produce banners, marquees and tarpaulin with much greater efficiencies.

Leister developed the machine – they are a Swiss company and one of the leading names in plastic welding and process heat applications – and we supply it.



Mark Hobbs, Commercial Director, Welwyn Tool Group

It is a digital table top hem welding machine that gives a flawless finish – precision engineering at its best. It can complete the whole welding process from beginning to end, and with welding speeds of up to 12m per minute. No hot air hand tools are needed to complete the process which, of course, saves time and labour costs. That's without the cost of the tools, themselves, which could add up to around £350!

It further increases efficiency by accommodating three different types of welding applications. It is able to produce a fully welded hem (closed) in 20, 30 and 40mm sizes; an open hem (up to 100mm); and with keder / rope and pipe welding too. Before the HEMTEK ST, the operator would need to use different guides to accommodate the various applications.

In addition to all of this, the HEMTEK ST's welding applications also replace more traditional methods such as overlap welding or tape.

Over an 18 month period, the cost of taping would outweigh the cost of investing in a machine.

It is not only financial rewards that can be gained from the HEMTEK ST. When you take into consideration, how compact, extremely easy to set up and operate it is and its remarkable and extraordinarily durable results, it becomes clear that it really epitomises innovative solutions.

More details on this, and other services that we provide, are on our website: www.welwyntoolgroup.com.



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FLEX FACE and SOFT SIGNAGE Feature

Celebrations at Spirit Displays

Congratulations on your good news. Could you fill us in on the recent developments at Spirit Displays, Hadley?

Thank you. Well, as a developer, manufacturer, fabricator and stockist of tension systems for the entire range of flexible media for the graphics industry, we try to be forward-thinking when it comes to the way in which we deliver solutions for our clients. If we think there is a better way of doing something, we work hard to find it.

We are really proud of our Spirit-TEX™ Fabric System. That's because, following a rather lengthy journey, we had been granted patents in the UK and EU and finally in November the US patent was approved. Needless to say, it has been an exciting time for us.

What does the Spirit-TEX™ do?

We have believed, for some time now, that stitched silicone is not the only solution for fabrics to give them a smooth, well tensioned appearance and feel. And we have also envisaged dramatically increasing demand for different shapes and styles as many clients expect us to think outside of the box and find different ways for them to get noticed.

This is what led to Spirit-TEX™. We realised it was something we could do by applying our experience in designing

aluminium and thermoplastic extrusions. And we haven't looked back since! Bespoke, unusual shapes are now possible. Polygons, ellipses and circles are no problem using Spirit-TEX™. Freeing up creativity is its main purpose. And of course, it is environmentally friendly too, due to the reduction of silicone being used.

In September we took delivery of our new CNC profile bending machine – we've now got full CNC control to deliver precision accuracy on curves – it introduces the option for curves and bends to tensioned fabric frames to achieve many custom, non-standard shapes.

“We are really proud of our Spirit-TEX™ Fabric System. That's because, following a rather lengthy journey, we had been granted patents in the UK and EU and finally in November the US patent was approved.”



Hadley Weight, Co-Owner of Spirit Displays Limited



Spirit-TEX™ opens creative opportunities to make shaped frames and lightboxes



Our Spirit-TEX™: in November, the US patent was approved

The system comprises a unique family of aluminium display profiles which combine the very best properties of a textile graphics system; it alleviates the need for stitching and can cater for a wider range of sizes. Solving many challenges that so often are associated with producing textile displays, Spirit-TEX™ is compatible with dye-sublimation, UV and latex printing and a stitched-on strip edging.

The Spirit-TEX™ Gripper produces a flawless finish and eliminates the need for additional finishing equipment and staffing.

You mentioned earlier that you work with 'the entire range of flexible media for the graphics industry'; what materials does that involve?

We can help any client who needs banner, mesh, textile, fabric or flex face tensioning solutions.

For more information on our Spirit-TEX™ Fabric System or any of our other products or services, you can visit our website at: www.spirit-displays.com

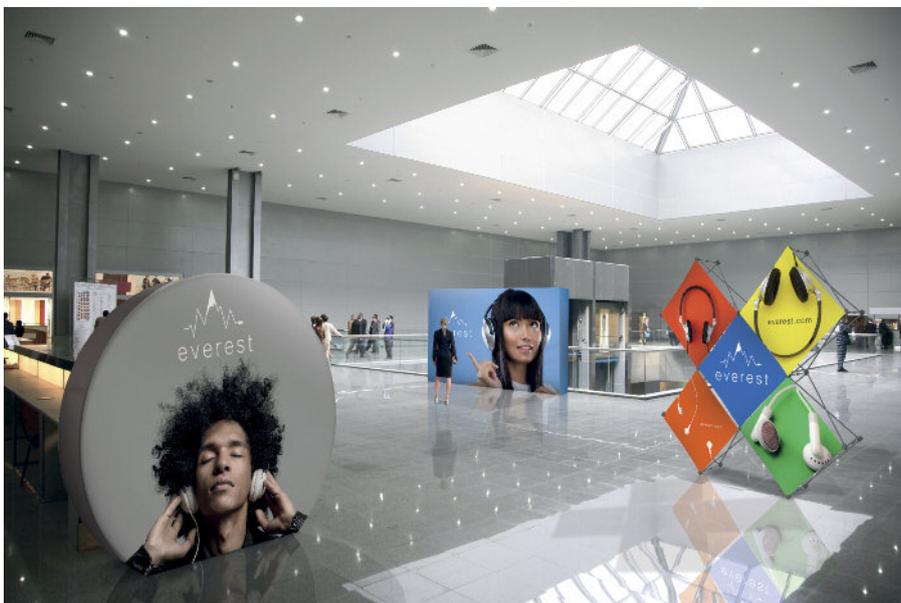
Ultima Displays on sign selection and standing out

When it comes to helping retailers stand out from the crowd, what products do you find are particularly effective?

Vector LED Light Boxes are perfect for illuminating advertising or branding visuals because they offer incredible visual impact and work in every retail environment.

While illuminated signs and graphics have traditionally been expensive, energy inefficient and bad for the environment, the new technology we use overcomes these challenges. The LEDs in our Lightboxes use low power (90% less when compared to standard products), have a lifespan of 25,000 hours, are environmentally friendly, and can be left on without any safety worries (such as getting too hot).

Our light boxes are made to order in a range of sizes, so whatever the requirement we have a solution to meet the customer's needs. The graphics can be updated or replaced at any time, ensuring displays are up to date with advertising without the need to replace the hardware. We have carried out extensive development to select the perfect fabric media to create the maximum vibrancy with amazing colours and details. This, combined with the latest LED technology, creates visually spectacular results that bring retail brands to life. In an increasingly competitive marketplace, this helps them stand out from the crowd.



A quick and easy way to create stunning backdrops

Your Formulate range is vast. What sets it apart from other ranges?

Our Formulate range is characterised by its fabric graphics and zip system. This means the display has no visible joints and is double sided, optimising the impact of the message. Each structure is manufactured from lightweight yet strong aluminium tubing to form a wide range of products. Our connecting frame sections are clearly labelled, and some sections are joined with bungee cord making them easy to connect and fast to assemble. The Formulate range is extremely lightweight and each solution includes a carry case to make them portable and easy to carry.

Where we are unique from our competition and where we can add value into our product is our global Product Development and Sourcing Team. As a global business, we invest heavily into development and sourcing projects each year giving us a huge advantage over our competitors as they don't have the flexibility and control over their product range when simply sourcing off the shelf generic items.

Formulate has been changing for the last year and will continue until the full core range has been re-designed. By designing ourselves, it also means we have improved the original products by adding more features and benefits, giving greater value to our dealer and more importantly the end customer.



Andy Jakes, Product Manager at Ultima Displays

We have also invested heavily in specialist printing and finishing to create a quality finish for every product. We use high quality stretch media to keep our Formulate products looking fresher for longer.

Who tends to use tension fabric displays typically? And what advice do you give to clients considering using them?

Fabric displays are becoming increasingly popular for point of sale communications. Creating successful communications at a Point of Sale is dependent on a solution that combines both an original design and the best value for money.

It's important to make the right choice, so when setting your objectives consider the following questions:

- Location: How much space is available?
- Design: Does the item need to be wall mounted, suspended or free standing?
- Usage: How often does the message need to be updated?
- Budget: How many display items are required?

Could you tell us more about your fabric displays and banners, particularly in relation to exhibition stands and retail?

Formulate is quick and easy to put up without compromising on style, delivering impact with eye-catching shapes and graphics. Both retail environments and exhibitions are notoriously crowded as people are on the lookout for that item or booth that stands out, grabs their attention, and draws them in. They may only pass by once, so you need to make that all important first impression count. The Formulate range offers a quick and easy solution for both retailers and exhibitors to make an impact and stand out from the crowd. The graphics can be washed and reused or changed, ensuring you always have signage which will stand out from the crowd to attract people.

FLEX FACE and SOFT SIGNAGE Feature

Nova Aluminium Systems: the difference between flex face and soft signage

What are the major differences between flex faced and soft signage, Paul?

Flex faced signage isn't considered soft signage; it's mechanically-tensioned within a system and usually used for much larger boxes and for external signage.

Soft Signage is about textiles, mainly for internal use and point of sale.

Your NovaTex system caters for point of sale internal soft signage, doesn't it? Could you elaborate for us?

Yes. Certainly. The extruded NovaTex system from aluminium systems specialists Nova ticks all the boxes for point of sale internal soft signage applications.

NovaTex offers four profiles that house textile graphics, allowing for stunning graphics in-store.

There are two framing sections: one at 18mm and the other with a depth of 40mm, both of which can be back illuminated.

The standard box section has a wall stand off of 83mm with the double-sided option having a depth of 100mm.

All systems have a complete screw-free appearance with profiles being manufactured by use of an internal rapid assembly facility.

The two frames and 83mm box section can be surface-fixed or hung.

The double-sided box can be suspended or projected. The system also allows both the single sided and double-sided boxes to free stand.

NovaTex uses the silicone strip method, or "passive wedge" to tension the textile image and secure it into position.

A discreet pull tab is located in one corner for simple removal of the graphic. Changing graphics is necessary in today's fast-moving market place.

Anti-tampering screws can be used, should security be an issue.



Paul Vickery, Director, Nova Aluminium Systems

The textile images when back lit using LED technology gives an immensely vibrant full bleed visual and is perfect for sales promotions in any internal application.



Our 83mm box, perfect for wall mounted backlit signage

The system is also extremely popular for use as wall art, such as backdrops to reception areas and walkways.

And how does your NovaDisplay system differ from NovaTex?

NovaDisplay, a system with single and double-sided box options can house textile graphics without the use of the silicone strip as the textile is gripped within the extrusion.

The soft nose design of the box gives a bead appearance to the front of the sign.

Unlike NovaTex, the NovaDisplay system houses only permanent graphics.

More details on all of our products can be found at www.nova-aluminium.com



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FLEX FACE and SOFT SIGNAGE Feature

'COLORFUL' MATERIALS: 'COLORFUL' SIGNAGE

In the 'COLORFUL' world of soft signage, what's happening in the UK and European market?

There can be no doubt that in recent years, there has been a rapid increase in demand throughout Europe for printed fabric graphics. In the latest FESPA print census, 70% of printers were looking at adding it to their services and those in the census who were already producing, said that they expected further growth in 2018.

Print on textiles with a silicon bead sewn to its edges which fits under tension into a frame, has taken the display world by storm, no longer do graphics have to be rigid, heavy, transportable on pallets and difficult to change by non-specialist fitters. It stuffs into a jiffy bag, is easily transportable and simple for anyone to fit.....its growth as the display media of choice in mainland Europe has been exponential.

In fact, this is why the COLORFUL "idea" came about, during a Global Imaging and Graphic Association (GIGA) meeting in Porto, Portugal in spring 2012.

Four of the already significant textile printing members from Germany, The Netherlands, Denmark and Portugal recognised the need for even speedier turnarounds and decided to make an increased investment in faster printers to satisfy the increased demand for these products.

They combined investment capital and founded a new company.

Following diligent research, we agreed that the city of Porto in Portugal was the right place for its base and in early 2013, a suitable building of 2,500 m² was obtained there, within touching distance of the airport.

Today, that dedicated printing facility offers an overnight/next morning delivery service to ensure we have the fastest turnaround times on the market.

In 2015, COLORFUL opened an office in the UK; this was to assist the country's recent rapid growth in sales and to offer an enhanced service to customers.

The soft signage market continues to evolve and we, at COLORFUL UK are happy to adapt to accommodate those changes.....we are known for, and respected as, market innovators.

Whether it's called tension fabrics, silicon edge graphics (SEG), large format textile edged banners, fabric tracking, soft graphics, even fabrics in a box that you need, COLORFUL UK has it covered.

What, would you say, is your most spectacular piece of machinery?

COLORFUL invested in a Regginei Renoi PLUS 340/16/16 which has the capacity to run at 700m² per hour and produce 3 million m² per year.

Equally as important, our Zund G3 3XL-3200 computerised cutting machine together with our experienced, dedicated sewing team, produce a finished banner that will always fit your frame. That is our guarantee.

Could you tell us a little more about your Lightbox Frames?

COLORFUL UK is a co-owned partner of Matrix frame.

Matrix Frame are arguably the world's leader for tension fabric frames and light boxes with silicon edge fabric graphics. Since the beginning, Matrix Frame has been manufacturing aluminium frames, lightboxes, accessories and silicon edge fabric graphics for retailers, exhibitors, museums, airports and corporate environments around the world.



*Martyn Hicks,
Director at Colorful UK*

Matrix frame has always been considered the pioneer of the tension frame industry and continues to set the standard by being the first to the market with several industry changing innovations, including curved and custom shaped light boxes and frames that can tilt and turn, magnetic shelving accessories and TV monitor units....the catalogue of options continues to grow, with some new announcements due early 2018.



Water-based dye sublimation inks

What's next for COLORFUL UK?

Things are fast-moving in every aspect of the business, not just printing. Innovation is a way of life for us.

We print with water based dye sublimation inks onto the world's best Georg + Otto Friedrich GmbH 220gsm textiles, already working with more than 1million m² of fabric a year; we believe this makes COLORFUL the biggest tension fabric printing centre in Europe. And that's not all. With a capacity for producing 3million m² a year, we are very excited for the future.

We will continue to work in line with our vision of using and adopting the leanest and most efficient methods to produce the finest quality, fastest turnarounds at the lowest possible price.



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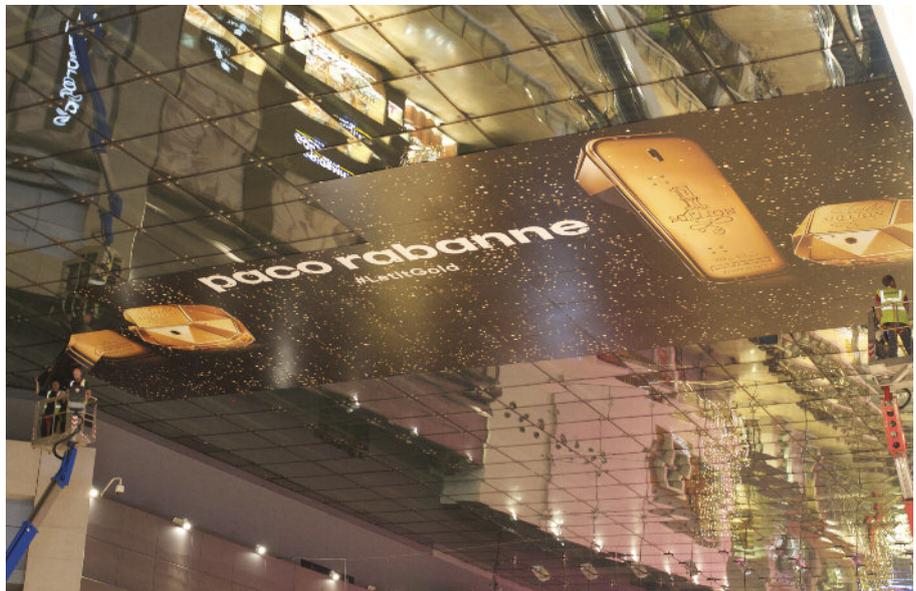
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Eye-catching banners and graphics for fragrance ad campaigns

Recent projects for PressOn include eye-catching campaigns for Paco Rabanne's fragrances: 1 Million and Lady Million for Out-of-Home media client Limited Space, and 1 Million for taxi advertising media company Verifone Media.

Having worked together for almost 10 years producing memorable campaigns for shopping centres across the UK, PressOn printed and installed a range of Out-of-Home media including atrium banners, Orbit digital screen graphics and a ceiling graphic. This campaign was seen across many locations including Westfield London, Manchester Arndale and Bullring, Birmingham.

Our state of the art machinery produces high quality vinyls and due to the frequency of campaigns we have introduced some major technical advancements in terms of production and delivery logistics to help them meet even tighter deadlines



PressOn printed and installed a range of Out-of-Home media including atrium banners, Orbit digital screen graphics and a ceiling graphic

The ceiling graphic, measuring 12.2m x 22.9m was printed to Blockout fire rated vinyl with a matt laminate. This eye-catching feature was the focal piece of the campaign and can be seen at The Bullring from all three shopper levels. The Orbit digital screen seen at Manchester Arndale was printed on removable vinyl with a matt laminate while the two banners measuring 3m x 5m each were printed to a double-sided white banner material with a thin

layer in between to make it Blockout on Presson's HP LX 3500.

PressOn's MD Andy Wilson said: "Limited Space is an extremely innovative client to work with and our cutting edge digital processes allow us to print several artwork solutions for the same campaign to further the creative appeal."

Verifone Media's Paco Rabanne campaign consisted of 41 liveries, 20 of which were regional and sent to Manchester and Liverpool while 21 remained in London.

The taxis were printed to a polymeric, conformable vinyl complete with gloss laminate on top, enabling the vinyl to be heated and shaped to the contours of the taxi and not shrink back flat afterwards.

"Verifone require a quick turnaround for print and delivery of their client's graphics to ensure taxis are off the road for as little as possible," said Andy. "Our state of the art machinery produces high quality vinyls and due to the frequency of campaigns we have introduced some major technical advancements in terms of production and delivery logistics to help them meet even tighter deadlines."



The taxis were printed to a polymeric, conformable vinyl complete with gloss laminate on top, enabling the vinyl to be heated and shaped to the contours of the vehicle

www.presson.co.uk



Oasis Graphic gives an uninspiring window the full impact

Available exclusively from CMYUK, Squid self-adhesive fabric, designed for covering glass of any type, shape or size, delivers a new innovation for aesthetic window screening with ergonomic values.

The luxury finish can be digitally printed or applied as a natural fabric with both effects offering one-way vision for privacy. The patented material is easy to install, with no fixtures or fittings needed.

Oasis Graphic Co, based near London, recently trialed Squid in their head office.

"We were very excited to be shown this Squid product and given the chance to print on it," said R&D Chris Boyd-Leslie. "The end result looks amazing, making what was an uninspiring window an impactful place for branding."

Production Aaron Warner commented: "We printed this on the Vutek and it handled it beautifully - no problems at all and a really amazing result."

www.cmyuk.com



Squid self-adhesive fabric delivers a new innovation for aesthetic window screening with ergonomic values

Fifteen-year-old entrepreneur shows Roland is technology of the future

Flash Design was established in 2016 by 15-year-old Joe Smith with a bit of help from his dad John. Initially supplying a range of printed sports apparel to local football teams – some of whom Joe played for – the company has expanded and now

offers a wide variety of design and print products and services to cater to its ever-growing client base in and around Canvey Island, Essex.

installed at the end of 2016 but as Joe was still only 15 at the time, he had to rely on Dad John to help him out as Joe explained:

In the spring of 2016 Joe visited Sign & Digital UK as he was keen to upgrade his existing Graphtec plotter to offer full-colour printing services and found Roland to be the perfect choice.

"You can't get a business account until you're 18 so all my purchases and invoices have to go through my dad's business for the time being."

"My goal is to provide a superior customer experience and offer tremendous value for my customers," said Joe. "Everyone I met with at the show recommended a Roland printer as being the ideal solution to meet my needs and to be honest, it was the only brand I considered."

Joe effectively rents the Roland from his dad and since its installation his business has gone from strength to strength. As well as expanding the product range he offers and growing his client base, he's been busy developing an online shop to further boost the business. Thanks to Joe Smith's new ideas and the vibrant colours of youth, Canvey Island's print business revival continues apace.

Having viewed the Roland DG TrueVIS VG-640, a versatile 64-inch inkjet printer/cutter, Joe decided to go ahead and make the purchase. The printer was

www.flash-design.co.uk
www.rolanddg.co.uk



The Roland DG TrueVIS VG-640 was installed at the end of 2016

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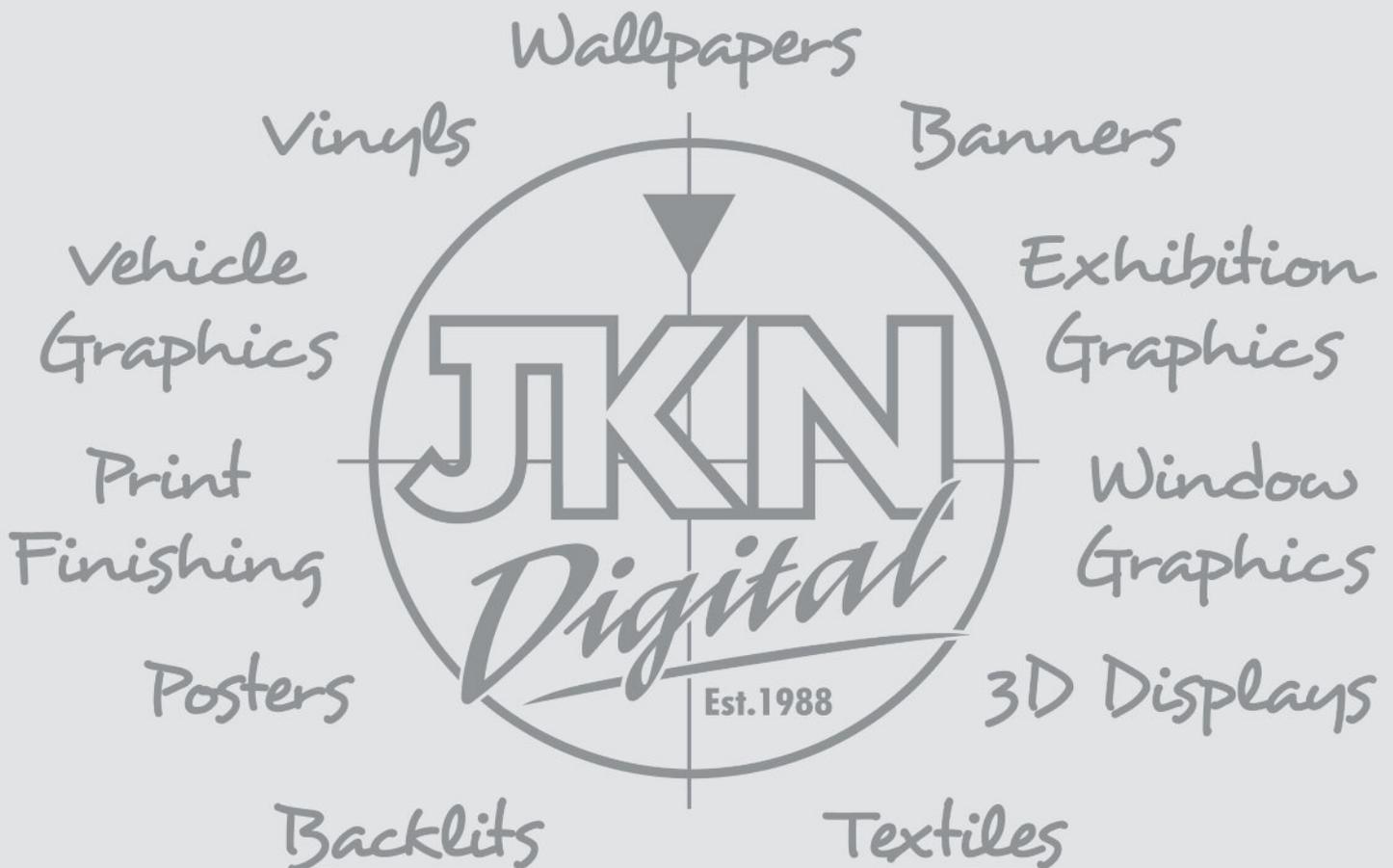
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Major kit investment for Rocket Print & Promotions

Following an excellent 2017 which saw Rocket moving to new premises and its business growing significantly, the company has invested in an Agfa M3200i RTR from used printer specialist Josero.

Rocket Print and Promotions is a specialist supplier to the events and exhibitions industry, handling projects from conception to realisation. It's their excellent quality and attention to detail that brought their success and convinced them to bring more of the print production in house. They provide a wide range of promotional tools for exhibitors from panel graphics to space only build.

The partnership between Rocket and Josero goes back many years and Josero was the logical supplier for a move into grand format printing.

The Agfa M3200i RTR is a high speed, high resolution, roll to roll UV printer that is not only perfect for the production of

exhibition stand backdrops but it will provide Rocket with greater flexibility and control over their print production.

Josero supplied the printer through their Agfa Partnership for approved second hand machines. The Agfa team who provided support and training plus a full year's warranty, normally provided for new machines, carried out an efficient installation.

Noel Reeves, Rocket Print & Promotions managing director said: "I am very pleased with the excellent service received from Josero. We've been working with Loic for a number of years and his printer knowledge was very helpful to choose the right machine for us. We settled on the Agfa Anapurna 3200i RTR because of its industrial build and the print quality. This has enabled us to bring a huge amount of production back in house as well as further taking control of our deadlines and customer service."

Noel was keen to have control of his grand format prints and the Agfa 3200i RTR was a perfect match

Josero managing director Loic Delor concluded: "Being a supplier to the exhibition industry doesn't leave room for reprints and second chances. Noel was keen to have control of his grand format prints and the Agfa 3200i RTR was a perfect match. It allows him to produce high resolution graphics with the reliability of an industrial solution within budget."

www.josero.com



From left: Noel Reeves and Loic Delor

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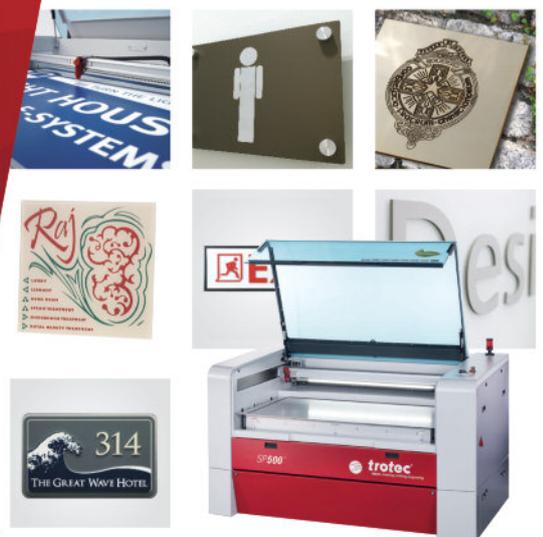
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AD Bell Sign Systems moves to solvent technology for car wraps

Harrogate signage and graphics company AD Bell Sign Systems has started the year with its first Epson printer, the SureColor SC-S80600 10-colour solvent inkjet system. This has replaced a latex model and won acclaim from car wrap designer customers who are impressed by the "punchier" vibrant colours now being achieved.

"We approached Perfect Colours who sell a range of large format equipment and they recommended a move to Epson and we could not be happier with the results," said managing director Simon Bell. "They gave us objective advice and introduced us to a user. The printer is easy to operate and does what it says but the key is that the colour match to any Pantone reference is spot on every time."

In March the company will be wrapping a truck, which will feature Astro Turf so the vinyls must match that green and AD Bell is now confident that can be done very easily. Typically it takes an hour to an hour and a half to print the vinyls for a car wrap and anything from eight to 12 hours to fit onto a vehicle. Company branding and contact details are often included so colour match and legibility is very important to its customers.

"A big advantage is that Epson supplies its own manufactured print heads and inks so you are not constantly recalibrating and the colour doesn't vary as you switch between ink suppliers," said Simon. "We have used both solvent and latex in the past but this is the best technology we have had to date in terms of its quality."



Company branding and contact details are often included so colour match and legibility is very important to its customers

The company specified the SC S-80600 with an Onyx RIP. This particular printer uses Epson's Micro Piezo TFP print head and for the black and each of the colours there are 360 nozzles applying ink from the 700ml ink tanks. The 10 colours for this printer are from the UltraChrome GS3 range, which provide a 1,440 x 1,440dpi resolution.

In addition to car wraps AD Bell provides window graphics, interior display and exterior fascia signage. The company describes the vehicle wrapping market as enjoying "steady growth". When vinyls for

this application were first introduced it went mad but now is an accepted service. "Having the technology that makes your customer go 'Wow!' when they see it is so pleasing and that really is what we are enjoying now," concluded Bell.

Perfect Colours, which supplied the printer, is an award-winning supplier of large format printers, consumables and servicing. Its headquarters is in London but it has offices in Watford and Sheffield and a distribution centre in Kent.

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FIXTURES & FITTINGS

Outstanding fixtures & fittings: the experts who nail it

Sue Mason investigates what's happening in the world of signage fixtures and fittings; looking at how versatile a market this is and how, when it's done right, you can achieve a seamless, flawless finish that secures even the sturdiest of signage. Seemingly, there is a growing demand for tamper-proof and vandal-proof products.

You can even use these often small, unnoticeable objects to enhance your signage; or take it a stage further still by making a feature of the fittings themselves, so that they become the signage. Here is what the experts had to say.

What sets Ultima Displays apart when it comes to retail fittings?

Our comprehensive portfolio of retail signage solutions is contemporary in design and available in custom sizes and colours. Our display solutions are lightweight and durable, quick and easy to install and come with simple graphic attachments. The Twista and Strata ranges are made to order, with a wide range of fixing options and finishes to blend perfectly into the retail environment.

For example, the Twista Lite Poster Rail is an easy to use 'snap action' poster rail, which has a smart, modern design. Whether it is wall or ceiling mounted, it can be used with a wide range of media including paper, card, PVC and fabric and is available in eight sizes between 500mm and 1,500mm.

The Vector Quick Fix range offers a cost-effective alternative with its custom manufacture low cost picture frame combined with TFS (Tension Fabric System) that is lightweight and easy to fit

and provides a taught finish that always looks good. The vibrant photographic quality graphics makes them a perfect alternative to traditional rigid displays.

When might a client use a product or products from your Strata Systems range and typically, what advice do you offer in this area?

Our signage solutions, such as our Strata and Vector Quick Fix ranges, are suitable for settings such as corporate office interiors, reception areas, public spaces, commercial, point of sale and retail environments. Our Strata portfolio of solutions can be used to create suspended graphic and poster displays.

Before choosing a display solution it's important to consider the following:

- Does the item need to be wall mounted or suspended?
- Does your display need to be customised?
- Does your display need to be illuminated?
- Does your display need to incorporate a display device such as an LCD screen or smart tablet?



Andy Jakes, Product Manager at Ultima Displays

"Our signage solutions, such as our Strata and Vector Quick Fix ranges, are suitable for settings such as corporate office interiors, reception areas, public spaces, commercial, point of sale and retail environments."



Attract attention with Ultima Displays' contemporary display solutions

Ultima Displays has several solutions that can be used alongside the Strata Cable Display System, including a Compact Variable Wall Plate, which has a hinged fixing making it ideal for wall to wall displays for variable angle cables. The Acrylic Poster Holder can be used to create cable suspended poster displays. The cables can be attached directly to walls and ceilings using screw fixings or to Cable Rails, which allow adjustment of position. They are available in either landscape or portrait and in five different sizes, from A1 to A5.

What other forms of fixtures and fittings are proving most popular, currently?

The Strata range can be illuminated and incorporate displays such as LCD screens and a smart tablet. This makes the solution very popular as the screens are perfect for illuminating advertising or branding visuals, offering incredible visual impact for any retail environment.

FK Moore, established in 1890: securely positioned in the industry

What developments, if any, do you envisage in the fixtures and fittings industry? What's next?

The world of fixtures and fittings is ever-changing. FK Moore was established in 1890, so we can safely say that we really do know our industry, inside-out. The business has seen many changes over the years and, as you would expect, from a company of our standing, we anticipate upcoming trends and we listen to our customers – their needs and wants – and we make any necessary changes or additions to our product range as a result.

We are pleased to be able to say, in fact, that we will be extending our range even

further in the very near future, including different styles and sizes on our externally and internally threaded coverheads and stand off fixings.

We feel that the industry is crying out for alternative finishes which is why we have brought Antique Brass, Antique Copper, Bronze and Bright Copper into our range in accordance with today's trends.

What tips do you give to a client who is unsure of what finish to go for? With such an extensive range, where do you start?

We have the industry's largest range of products for customers to choose from,



Adam Stokes, Director, FK Moore Limited



A sample from our extensive range of wall fixings

therefore we tend to advise them, based on what finish or colour would best suit the application. Our experience comes into its own here.

This is usually followed up with a free sample to ensure peace of mind before placing an order.

We like to do all we can to make sure that our customer is selecting the product that is right for them.

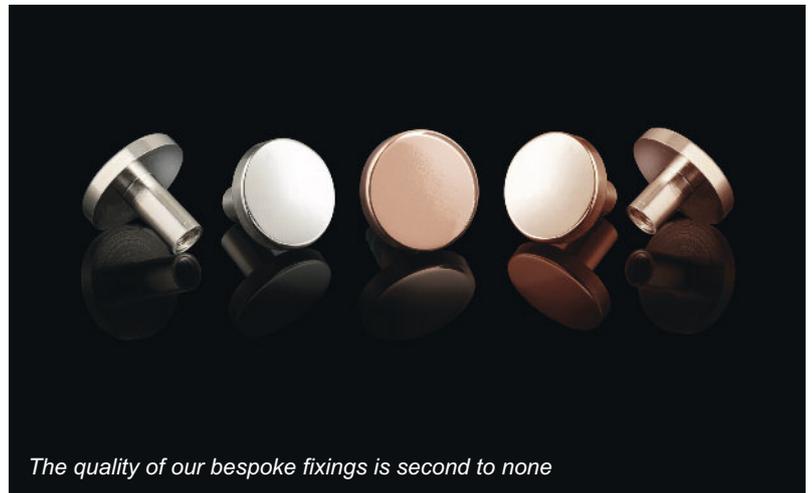
When a client needs something unique, what solutions do you offer?

We offer a comprehensive bespoke service, working closely with each client to design and manufacture a product that will ultimately bring their ideas to fruition.

Our extensive range of products and more details can be found at www.fkmoore.com.



Up close: a fitting example of a 3 Part Wall Fixing



The quality of our bespoke fixings is second to none

FIXTURES & FITTINGS

Versatility is Key for I Spi Trade

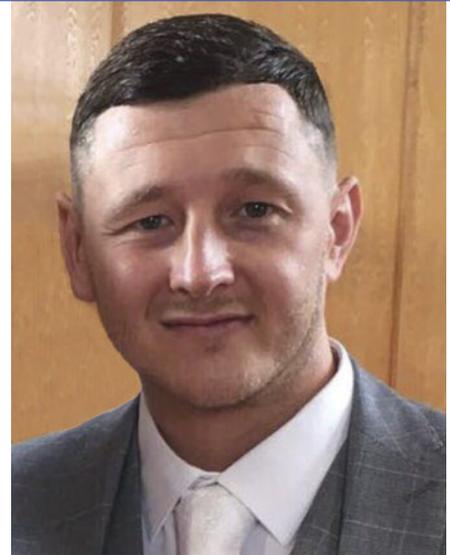
Tell us about the history and operations of I Spi Trade?

We're actually celebrating our 20th year in business this year, a milestone we are very proud of. I Spi Trade was founded by my late Father Chris Ferrie in 1997, originally as a signage manufacturer and installer. We later found a gap in the market and focussed the business on becoming a trade partner to the sign industry, not just a supplier.

Traditional family-business values are the backbone of the business and from inception our unrivalled knowledge of the sign fitting industry has been invaluable for customers.

And your renowned versatile sign fixings? Have you any examples of exclusive projects?

Sure, throughout the sign industry we regularly support customers with products ranging from stand-off wall fixings through to LED sign clamps, but we love it when customers approach us to support new, innovative ideas. Let's just say it's about seeing the products past their traditional use at times. For example, in the main picture below, stand-offs create a stunning standalone wall display. A hotel reception area comes to life, using a mixture of chrome, satin chrome and various projections, to create a stunning backdrop. The display is further accented with the use of clever LED lighting.



Stephen Ferrie, Director at I Spi Trade



Bespoke hotel reception display with various stand-off sign fixings



Building Directory created with Signalite illuminated wall mounts

Our illuminated, Signalite brand wall mounts also offered a perfect solution for another client, as seen pictured above. Something that stood out within the building environment.

Their directory wayfinding board was in an area that required soft lighting. We helped them choose a combination of products that draws a visitors' attention, guides them, whilst adapting well within the area.

We often chat with our customers, exploring their project challenges. It's about working together to drive solutions.

Our illuminated cable systems are also very popular. They provide a new opportunity to grab audiences' attention at night, within window displays.

iSpi Trade

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Do you see new products and techniques for the industry emerging in 2018?

Definitely. In the world of communication, marketing and messaging, consumers have a healthy appetite for information and promotion. The signage industry is developing continuously to keep up with trends and find new innovative ways to reach, engage and communicate.

It's safe to say that illuminated and digital displays continue to provide dramatic developments, engaging and inviting consumers to interact with signage and

displays that encourage them to take action on the information and promotions. LG has forecast a rise of around 30% in 2018 for new digital display installations.

It promises to be another exciting year!

"LG has forecast a rise of around 30% in 2018 for new digital display installations."



Aluminium Sign standoffs are available in a variety of colours and sizes



Illuminated Cable Systems can continue to attract customers after dark.

What exactly does 2018 hold for I Spi Trade?

A lot! We have launched our new ecommerce website, which like every other area of I Spi Trade, is not simply about products and purchasing them. We bring customers insight, news, project studies and the same innovative versatility that we deliver throughout our products and how we do business.

To find out more about I Spi Trade and view their product range, take a look at www.ispitrade.com.

FIXTURES & FITTINGS

Vista System on their panoramic range

What would Vista System consider the most important features, when launching a new product into the market?

We manufacture and sell a very wide variety of aluminium sign frames, from wall, suspended, table and post signs to pylons up to four metres high. Established 22 years ago, a key focus of our business is to provide our clients – namely, sign professionals – with easy-to-install products.

We understand that when our clients purchase the sign frames from us, this is only the beginning of their journey; that they still need to prepare the graphic inserts, insert them into the signs, then take the signs to the designated venue and install them on site. It's vital that their clients are pleased with the end result.

We carefully ensure that nothing more than a screwdriver will be needed for assembling – and perhaps some silicone gel, glue and a drill for most installations.

We have a great R&D team, who are always ready to provide assembly drawings and offer advice regarding installation and more. All you have to do is ask!



Vista Brochure Holders can be mounted on curved surfaces

Clients can also benefit from speedy and easy changing of graphics. For most sign frames, graphics can be printed and changed by the end user himself. All small signs can easily take paper graphics, if installed indoors. A single suction cup, supplied by Vista with every purchase, does the job. How great is that!?

That does sound great, Pnina. So, how does Vista System make sure that signs can be fitted to walls or floors securely for durability whilst still maintaining an aesthetically pleasing form?

Sometimes, the project and specifications may be a little out of the ordinary, for our clients, and when that happens, we are only too pleased to offer guidance. For example, if the walls are made of different materials, we recommend having a specialist on site to advise on the best screw or method of installation.

For larger signs, such as POST & PANEL signs or PYLONS, we may suggest the supervision of a construction engineer for anchoring the pylons into a concrete base, however, basic rules of thumb can be provided by our R&D team in the form of drawings for various anchor types, depth of inserting supports into concrete, etc.

We pride ourselves on the strength of our materials and the quality of production. Aluminium is our primary material and this was no random choice. It is durable, yet it does not corrode or get patina when installed outdoors. It withstands the elements beautifully and needs no particular maintenance, if fitted properly.

When installed indoors, it can last for decades, is easily cleaned and keeps a sleek and classic look.

Graphics used outdoors should be UV coated and made of durable materials such as film, vinyl or other water resistant types of substrates.

Vista's polycarbonate clear covers that are supplied with all sign types, are also UV coated and can withstand up to 50 degrees C.

For projecting signs, hung 90 degrees to the wall, we developed a wide range of wall brackets to fit all kinds of installation requests. Some of them are made of steel, for a more robust, heavy duty installation. There is also an aluminium wall bracket which was recently developed, and soon took the market by storm, for being both



Pnina Feldman, International Sale and Business Development Manager at Vista System

durable, beautiful and vandal proof. Yes: vandal proof products are growing in popularity.

The FS wall bracket is vandal proof. Its installation is done in two stages - one element is screwed into the wall, while the other slides over it and is closed by a hidden screw, using only a special Alan key.



Vista System Projecting sign with the new FS wall bracket

Our suspended signs are sold with correlating steel cables. Recommendations for additional cables needed are given to clients purchasing larger signs. Special ceiling fixtures are also provided with any suspended signs, creating both a strong and safe support for the sign and a beautiful cosmetic solution for a seamless and neat installation.

What colour does Vista's aluminium come in?

All our signage is made of anodised aluminium. Available colours are clear (natural silver aluminium), black and gold. However, we can also send all extrusions and end caps to a paint shop, to be RAL painted, if we have the right RAL number.

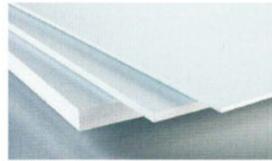
For more information, please visit www.vistasystem.com.

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Height	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	700mm	800mm	900mm	1200mm
3mm	0.90	1.18	1.28	1.50	1.87	2.41	2.94	3.32	4.01	4.65	5.89	7.49	8.56	9.63	11.77	14.45	18.19	32.10	39.49	48.00
5mm	1.30	1.77	1.93	2.46	3.10	3.75	4.23	5.78	6.90	8.03	9.36	10.70	12.84	15.52	17.91	19.26	25.15	32.10	48.15	62.00
10mm	2.50	3.00	3.96	4.92	6.15	7.86	9.15	12.84	13.91	16.85	19.30	23.01	26.22	30.50	34.24	38.52	53.50	78.11	100.58	130.00

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

£18 + VAT minimum charge + carriage

Height	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	700mm	800mm	900mm	1200mm
3mm	0.75	1.10	1.16	1.25	1.35	1.57	1.98	2.39	2.70	3.02	3.88	4.78	5.41	5.82	6.97	8.22	10.92	17.16	19.76	22.50
5mm	0.95	1.30	1.61	1.98	2.39	2.81	3.22	3.54	4.11	4.68	5.84	6.86	7.80	8.32	9.67	11.02	17.16	23.40	26.00	28.50
10mm	1.70	1.98	2.70	3.74	4.37	5.04	6.19	7.20	8.22	9.15	11.02	13.10	15.60	17.16	19.24	22.36	27.04	31.20	47.32	56.00
19mm	2.80	3.95	4.58	4.99	6.66	7.80	9.36	10.92	13.21	15.50	16.64	19.44	22.36	24.75	26.83	30.16	38.48	41.60	55.64	84.50

3mm ALUMINIUM COMPOSITE (Dibond, Alupanel)

£18 + VAT minimum charge + carriage

Height	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	700mm	800mm	900mm	1200mm
Colours	1.65	2.12	2.65	3.13	3.71	4.77	5.83	6.99	8.06	8.94	10.88	12.19	14.84	16.96	18.02	21.73	25.97	37.10	48.76	66.78
Mirror	2.50	3.06	4.24	5.30	6.89	8.48	9.54	11.66	14.31	16.96	18.55	21.20	24.91	28.09	29.68	34.45	40.28	50.35	54.06	102.29
Brushed	1.85	2.33	2.97	3.71	4.24	5.19	6.25	7.42	9.01	10.60	12.19	13.78	16.96	18.55	20.67	23.32	30.74	41.34	51.94	71.55

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

£18 + VAT minimum charge + carriage

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	700mm
2mm	2.88	4.03	4.56	6.10	6.89	7.69	8.69	10.02	11.13	12.24	13.52	16.80	19.93	28.51	38.16	49.50
3mm	3.20	4.45	5.09	6.25	7.21	8.06	9.01	10.28	11.50	13.25	14.79	18.97	22.68	31.69	44.52	66.00
5mm	3.50	4.88	5.83	7.00	7.84	9.01	10.18	11.87	13.67	15.74	17.76	22.95	26.50	36.84	51.94	71.60

EXTERIOR MDF

£18 + VAT minimum charge + carriage

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	700mm
6mm	0.58	1.10	1.72	1.92	2.84	2.99	3.47	4.15	4.78	5.67	7.25	10.24	11.81	13.39	15.70	47.78
12mm		1.90	2.23	3.11	4.46	5.15	5.99	6.74	8.03	10.08	11.03	12.81	15.23	18.48	20.74	62.95
18mm		2.70	3.42	4.46	5.57	6.77	8.35	9.35	11.60	13.39	15.96	18.27	22.31	24.05	31.45	94.11

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Height	152mm	203mm	254mm	305mm	380mm	457mm	610mm
Colours*	6.14	9.22	14.50	15.85	21.50	25.48	44.75

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FAST SIGNS Interview

Martin Hinchliffe (Sign Update) spoke to Catherine Monson (Global CEO of FASTSIGNS International Inc) about the various franchised business models offered by the company. Since establishing in 1985 they now have over 675 locations internationally.

What is co-branding and why would anyone want to co-brand with FASTSIGNS?

I would like to start by explaining the difference between co-branding and conversion models offered by FASTSIGNS. For 35 years we have offered franchises for sale, presenting people with an opportunity to get into the sign industry and then they develop that business over time. However, eight years ago, when I joined the business as CEO in the US, we started to offer a conversion franchise opportunity for people already operating in the industry who wanted to reap the benefits of trading under the FASTSIGNS brand name.

At the time we had 300 locations, the vast majority of which were in the US. At that time we had a \$5m a year advertising and marketing fund; franchisees are then encouraged to buy local media on their own to help raise awareness of their centre in their local area. Over the past eight years about 40 sign companies have wanted to join and trade under the FASTSIGNS name rather than operate under their own. It really is about the power of the brand including our advanced use of technology, training, marketing and advertising materials.

One real benefit for a franchisee is when they want to sell the business, they have a more saleable product; it's easier to sell a franchise where the buyers gets a great training and support package. The same is true for a business owner planning to retire who has children or grandchildren in the business. We could have many more franchisees but we grant them a protected territory with each location so do not allow another FASTSIGNS in the same area.



FastSigns spend a lot of time with their franchisees



Mark Phelps of Franchisee of the Year 2017 FS Kingston and Catherine Monson

Co-Branding is a unique concept that we introduced to our business model around four years ago, having received requests from small business that operate in related fields. These businesses, which are looking to increase their revenue streams and branch out into complementary industries, included camera and branded apparel retailers who wanted to co-brand with us. One such in the US was Prestige Printing which printed on paper; as a co-brand you now go into the premises and see Prestige Printing on the left and FASTSIGNS on the right; behind that it's kind of mixed together so you have the same graphic designers and sharing of equipment etc. At this point we have 32 co-brands in the US with just one in the UK - but looking to increase that number.

How is the US market different from the UK?

Digital Signage is far more advanced in the US, not only inside buildings but beside the road where there used to be static billboards. In the US, we use any available space we can for advertising and media. When I drive around the UK, I just don't see as many billboards alongside the motorways; it seems to be more regulated or perhaps just not as accepted. It seems to me that the US places greater emphasis on a company's branding and having it displayed everywhere. I have seen some vehicle graphics in the UK but it's a much smaller percentage of vehicles on the road. I think US companies are willing to spend much more on branding and visual graphics.

It's really common now in New York City, San Francisco, Los Angeles and even downtown Dallas to have the whole side of a high-rise building as one big sign.



FastSigns 2017 Awards Gala Dinner



FastSigns provide sales management training

I've not seen this in London but maybe I've just not visited the right areas. You can have what looks like a huge banner that is actually a window perforation so that people can still look out and see sunlight; the building can then charge the advertiser. Maybe in the US, we're more in your face; we're determined to get the message out. There's advertising everywhere.

Is digital signage a large part of the training?

We spend a lot more time with our franchisees, training them and their employees on digital signage, content and how to sell it. We have a digital signage specialist visiting the UK in 2018 to deliver a range of courses from introduction to creating content to more advanced courses, along with several online courses.

Our supply chain team negotiate with digital signage providers so that our franchisees will get a lower price buying a digital sign, whether it's a kiosk, digital wall etc. Likewise, they will pay less for a printer and other equipment due to the power of our brand.

In the UK I feel that quite often, if you make digital signage, you're going to be a specialist rather than a general signmaker; with developing technology is that changing?

I believe that is how it started, about eight or nine years ago it was the audiovisual companies that were doing digital signage but they were in a great position to do printing and static signage around this. Signage is forever developing with consumer tastes, therefore our skill set has to evolve, developing our capabilities in digital signage provides us with a real competitive advantage for us to sell both, providing a winning combination.

Do you have any ambitions for the UK market?

Our goal is to get FASTSIGNS to be the number one franchise in the UK market. We're looking to develop more locations, yet more importantly, to help our existing franchisees grow their profitable sales volumes. We've seen very significant growth in our average unit volume this year and expect this to continue as we provide training and expanded products and services. We provide sales training for franchisee's outside sales people as well as sales management training so that they can hire, manage, motivate and retain outside sales people.

Our model now in the US requires that a new franchisee hires an outside sales person within six months of opening. That's something we've been doing over the past three years. We're not requiring it in the UK yet but are encouraging it.

Isn't having an outside sales person quite an expense?

Yes, which is why it's just a recommendation in the UK at the moment. One of the requirements we've had since inception is that they employ a full-time designer.

Do you cater for a one-man band?

They have to fulfil our model; if they want to remain on their own we tell them that they don't need the model. Franchisees have to sign a contract that commits to a location, a certain look and design of the location and a showroom; and to staff it appropriately with a minimum of three people: owner, graphic designer and production person.

www.fastsigns.co.uk



Catherine Monson gets involved in training sessions

Applelec create built-up letters for award winning cultural centre

isGroup selected Applelec to create illuminated built-up letters for the new Storyhouse complex, situated in the heart of Chester's bustling city centre.

The Grade II listed Odeon building was recently restored and repurposed to create a £37 million cultural centre housing a theatre, library and boutique cinema. The building underwent a massive overhaul to revitalise the premises, resulting in Storyhouse receiving a number of awards for its design, signage and architecture.

As part of the refurbishment project, isGroup appointed Applelec to manufacture three sets of letters for the structural signs for internal and external applications. Created from Applelec's built-up metal letter range, the signs feature illumination from SloanLED modules to create modern branding that was sympathetic to Storyhouse's art deco design.

The external signage was installed at high level, with the first set mounted to the rear of the building and the second on the Storyhouse tower block, above the main entrance. At 1000mm in height at their tallest, the letters were fitted with opal acrylic and further enhanced with the integration of cool, white 6500K SloanLED modules in a combination of face-lit and halo illumination, creating commanding focal points.



The external signage was installed at high level, with the first set mounted to the rear of the building and the second on the Storyhouse tower block, above the main entrance)

Applelec's head of signage sales Andy Armitage said: "With Storyhouse located in the city centre, one of the challenges isGroup identified was to ensure lighting levels complied with regulatory standards, namely for the rear of the building.

This was achieved by creating these letters with halo illumination as this effect produces far less light pollution but still delivers a crisp and intense glow, required for this project."

For design consistency, built-up metal letters along with 6500K SloanLED modules were used for the internal sign, which stands at 760mm in height and mounted onto a hanging frame structure. To maximise the sign's impact, the letters were face-lit to create bright illumination that projected from the suspended sign, achieving a striking entrance way.

isGroup's sales director Paul Dyke said: "The letter design took influence from retro inspired fonts which reflect the 1930s era of Storyhouse. Applelec was consulted during the design process to draw upon their expertise to deliver high quality craftsmanship and products that helped us meet the requirements of the client."

isGroup completed the structural design and steelwork calculations needed in preparation for the high level sign installations.

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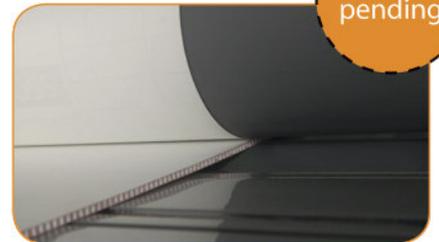
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Continued export growth drives Mimaki expansion at Gate 7

With the recently created Mimaki Digital Suite at the heart of its operation, Gateshead-based automotive component manufacturing specialist Gate 7 continues to take great strides in delivering on its promise of providing innovative print solutions on a global scale. The company lists major clients including JCB, Caterpillar, Kuhn and Volvo for whom it produces high quality decals and liveries for new vehicles that are subjected to harsh and unforgiving working environments.

As the digital revolution gained momentum it galvanised Gate 7's plans to source the right equipment, enlisting the services of Mimaki reseller Your Print Specialists as the company purchased its first Mimaki JV33.

Operations manager George Heads explained: "When we look back at this decision it raises a wry smile on all our faces when we consider the Mimaki Digital Suite now boasts a further five state-of-the-art printers including the revolutionary Mimaki UJF-7151plus flatbed LED UV, high speed, roll fed JV400 SUV and flagship JV300 and CJV300 solvent printers."

The group policy is to mirror its capital equipment throughout, offering the same quality products on a global scale. The latest Mimaki purchases have enabled Gate 7 to widen the scope of printable substrates to include polypropylene and membrane switch panels.

"We rigorously test all of the components that go into manufacturing a decal or membrane switch panel," explained



George Heads and Kate Wickham in Gate 7's Mimaki Digital Suite

Heads. "We offer our own unique warranty system that ensures all the components meet and exceed an outdoor performance characteristic of not less than five years and all the Mimaki inks are tested using our own in-house UV weather, substance and environmental testing equipment. Our challenge is to meet and exceed our customers' specifications."

Managing director Kate Wickham echoes this ethos: "Our customers have much higher expectations for decals. While screen printing still forms an important part of our business, our ongoing transition to digital is helping shape our customers and the way they present their products."

A recent global rebrand for agricultural supplier Kuhn has seen Gate 7 deliver new liveries for the company's machinery that far exceed its previous identity.

"Customers are looking for a global standard of quality and a global supplier, yet one that thinks and responds locally," continued Heads. "Our understanding of the technical capabilities of the Mimaki printers has ensured our products are superior to anything offered elsewhere. The addition of the orange and light black inks for the JV300 and CJV300

solvent printers is a case in point; it enables us to include finer detail, more sophisticated tonal work and powerful corporate colours in the designs and it's this sort of supplier-led innovation that's helping drive our plans for significant digital expansion in 2018."

"It is refreshing to see how Gate 7 has approached the production of decals and branding solutions and something myself and the team at YPS are extremely proud to have been involved in," said Your Print Specialists managing director Garry Brown. "Their whole process is quality oriented and visionary – a philosophy which breeds success. Seeing the operation in its entirety is inspiring and being involved with the Mimaki Digital Suite installations has added a real sense of purpose."

"Innovative decal design helps brands stand out," concluded Wickham. "Our graphics create visual impact for companies that compete in increasingly competitive markets and we're therefore an increasingly important partner for them. Flexible systems, investment in R&D and strong supplier relationships ensure we're unique in delivering this level of service and product."

Mimaki is exclusively distributed in the UK and Ireland by Hybrid Services.

www.hybridservices.co.uk



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Super-slim DPI UK lightboxes make vibrant impact for IT business

Headquartered in London and with locations worldwide, IT firm Over-C specialises in turning mobile phones into powerful productivity and data collection devices, designed to improve mobile business processes and operations.

Aimed at visiting clients, the new range of illuminated lightboxes around Over C's offices clearly present the business in a different and impactful way.

Ranging from 1500mm to 5 metres wide, these lightboxes are super-slim, measuring just 50mm deep, designed to take easily replaceable, tensioned fabric graphics and being back-illuminated, are vibrant and eye catching. Lightboxes create positivity, bringing a sense of wellbeing to the office environment.

"The reaction we've had from customers calling into the office for meetings and

training is that they now have a true sense of what Over-C delivers, based on the visual designs created by our in-house design team and with DPI UK," said CEO Michael Elliot.

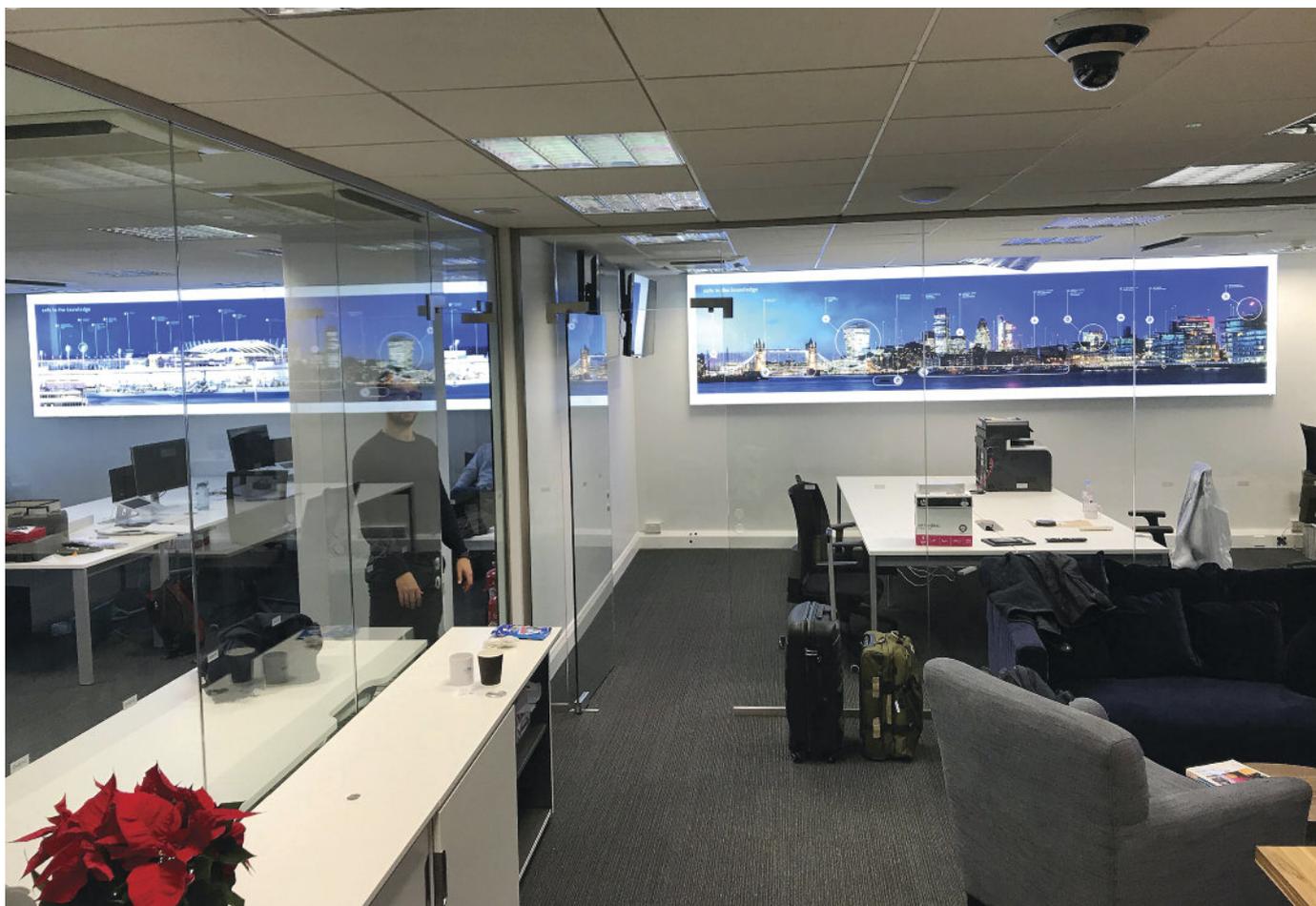
DPI director Paul Tomlinson commented: "We're really proud of this project; the finished lightboxes really do look spectacular. The beauty of this particular type of lightbox is that the fabric and hence design graphic, can be changed easily and in minutes. A replacement fabric graphic can be shipped on a roll and then pushes into the frame recess."

DPI UK's slimline lightboxes use high quality electrics and internally mounted drivers; the only thing that's outside the box is the cable and plug. All units are individually safety tested and allocated a certificate and serial number to ensure a quick response can be made in the rare case of any on-site failure.

DPI UK manufactures a wide range of aluminium frames and lightboxes for specific use with tensioned fabric graphics that can be wall-mounted, free standing on feet or even suspended from the ceiling

DPI UK manufactures a wide range of aluminium frames and lightboxes for specific use with tensioned fabric graphics that can be wall-mounted, free standing on feet or even suspended from the ceiling.

www.dpi-uk.com



DPI UK's slimline lightboxes in situ at Over-C



Allen Signs points the way to a successful college career

It's hoped a new signage scheme manufactured and installed by Allen Signs will inspire students at Lincoln College to aim higher.

The college wanted to create a more exciting learning environment and designed a series of wayfinding signs, infographics, interactive notice boards and internal wall graphics featuring images and quotes from famous people.

Sean Matthews from Lincoln College explained: "The brief was to improve the appearance of the hallways and stairwells so that they look neater and less cluttered. We stripped everything off the walls and set about condensing all the information into a few key messages.

"We wanted to give the students the opportunity to have their say which was the inspiration behind the interactive notice boards.



Allen Signs' signage scheme at Lincoln College incorporates quotes from the likes of Winston Churchill, Banksy and Jessica Ennis



It's hoped a new signage scheme will inspire students at Lincoln College to aim higher

"As well as inspirational quotes from the likes of Winston Churchill, Banksy and Jessica Ennis we've included stats on careers and employability. By highlighting the job opportunities available and demonstrating the achievements of recent college graduates we hope current students will feel more motivated and determined to succeed.

"We're really pleased with the end result and have received lots of positive feedback from staff, students and visitors to the college."

Altogether Allen Signs produced and installed 1,000 metres of print, 50 8ft x 4ft 3D panels and 20 sign-written mirrors across the campus over a four-week period.

Allen Signs director Glen Merryweather said: "The main challenge with this project was the tight timescale. Lincoln College wanted the work completing during the holiday period when the students weren't there and with the volume of print required it was always going to be close to the wire. However, thanks to a combined effort from our production, installation and account management teams we completed the project for the client on time as planned."

www.allen-signs.co.uk

Sign & Digital UK opens its doors on 24 April for three days of 'Creativity brought to life'

24-26 April 2018, Halls 17-18, NEC, Birmingham

sign&digital UK[®]

SIGNAGE | PRINT | DISPLAY | DÉCOR | DESIGN

An established fixture in the sign making industry calendar for more than 30 years, this show continues to offer an exceptional visitor experience. With new exhibitors and show features with an emphasis on practical advice and interactive learning, the 2018 event promises to deliver an informative and enjoyable day out.

Signmakers' Workshop sessions run each day of the show and are designed to help visitors learn some of the industry's most in-demand skills

Expanding the appeal of the show to include visitors from not only the signage sector but from across the print, display, décor and display industries, Sign & Digital UK will play host to nearly 200 leading suppliers. As an essential industry event it will offer expert advice on how to keep businesses competitive and information on where the industry is now and how it is developing for the future. Exhibitors who have confirmed their presence at the show so far include:

AG/CAD, Antalis, Atlantic Tech Services, Canon, CMYUK, Complete CNC Solutions, D & K Europe, Epson, Hybrid

Services/Mimaki, ITC, Josero, Perfect Colours, printMAX, Roland DG, Signgeer, Signmaster Systems, Spandex, Super-Wide Digital, Trimalco, UK Metalcraft and Ultima.

Exciting new exhibitors at the show include Aeoon Technologies, Ashby Trade Sign Services, ATA Engineering Processes, CWT Worktools, Longier UK, Modular Grid Systems.com, QCR Recycling Equipment, Rimex Metals, Signarama and Streetwise Digital.

The Sign Trade Services Pavilion - an area of the show dedicated to suppliers of small day-to-day sign making items - will play host to even more companies including Admiral Tapes, Award Crafters, Colgraphix, Latitude Mapping, Lumen LED, Mastergrave, PowerPax, PureImage, Standoffs.eu and Trade Etching Direct.

With so many brands under one roof, there's no better opportunity to discover the latest products and technologies, access industry expertise and take advantage of exclusive show offers.

In addition to being able to meet and learn from this extensive range of exhibitors, visitors will be able to benefit from some exciting show features.

New for 2018 are the live Demonstration Areas – Interior Décor Live in partnership with Antalis; Textile Printing Live in partnership with Hybrid Services and Wrapping Live in partnership with Spandex.

All three demonstration areas will run throughout the show and allow visitors to 'have a go' as well as being able to watch the experts demonstrating the latest techniques.

Visitors can make the most of an extensive free-to-attend seminar programme. A new TV Studio will host live interviews, panel discussions and debates, as well as practical case study based seminar sessions.

The popular Signmakers' Workshop will feature practical demonstrations from expert sign maker Paul Hughes. These sessions run each day of the show and are designed to help visitors learn some of the industry's most in-demand skills.

For visitors looking to get up to date with the latest software developments, the Adobe and Corel Theatres will return in 2018, providing visitors with the chance to learn and engage with the latest products and services on offer. CADlink Technology will also be hosting their Software Technology Showcase where visitors can drop in to find how to make their machines and design/production workflows more efficient.

www.signanddigitaluk.com

Opening times

Tuesday 24 and
Wednesday 25 April:
10.00 – 17.00

Thursday 26 April:
10.00 – 16.30

Entry is free and visitors can pre-register via the show website.

24-26 April 2018, Halls 17-18, NEC, Birmingham

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signanddigitaluk.com

Online information initiative hosts practical articles

The Sign & Digital UK team have announced the launch of Sign & Digital Explains, an area on the show website which hosts downloadable practical articles on topics of interest to visitors from across the sign and display sectors.

The first two articles cover Dye sublimation & heat transfer printing: from start-up to

specialisation and A guide to wide format digital textile printing - and set the standard for a series of scheduled reports and news throughout the year.

In the run up to the show Sign & Digital Explains will consider the topics: Getting into wide format, Wall décor and Vehicle wrapping.

“For our visitors from the creative industries there is a series of inspiring blogs with some great tips and ideas to help them stay at the top of their game.

A visit to the show in April will allow them to see this creativity brought to life.”



“As the leading event for the sign and display sectors we have access to a wide range of experts and leading companies whose knowledge and expertise will help visitors grow their businesses,” said event director Rudi Blackett. “The aim of this initiative is to give our visitor audience a year-round opportunity to find out about potential new revenue streams and development areas for their businesses.

“The articles, both in-depth comment and some shorter blogs produced ahead of the event, will be translated into seminars, debates and panel sessions at the 2018 show. Live demonstration areas will offer the chance to see these developing technologies in action.

www.signuk.com/sign-digital-explains

Sign & Digital UK gets interactive with live demo areas and TV studio

Sign & Digital UK will introduce a TV studio and three new demonstration areas to the 2018 show, taking place 24 to 26 April at the NEC in Birmingham.

For the first time in the show's history, a series of new practical, interactive sessions, panel debates and keynote talks will take place in the show's TV studio - Sign & Digital Live – and available for viewing on the SDUK website.

Marketing manager Jane Lewis said: “Following in-depth visitor research, this year's show will feature even more practical and interactive features in order to help our visitors discover potential new revenue streams and access expert advice. The Live TV studio will add both a fun element to the show and be a new hub for business ideas.”

In addition, Sign & Digital UK has teamed up with industry specialists to bring visitors a series of live demonstration workshops. Led by experts from Antalis, Spandex and Hybrid services, these will give visitors a practical insight into what can be achieved using newly developed technologies and products.

The Spandex team will show visitors how to apply the latest and greatest materials in an energetic Vehicle Wrapping Live demonstration.

Spandex marketing manager Gabi Parish said: “Vehicle wrapping is flourishing with more and more manufacturers bringing out new and exciting colours, effects and textures on a regular basis. “The introduction of adhesive systems that make it possible for beginners and

individuals to complete full vehicle wraps is helping to grow the market. It's an innovation that has further developed the ease of use and application, you really need to see it to believe it.”

Antalis' Décor Live demo will offer visitors a complete overview of the uses of large format inkjet technology and illustrate practical ideas and applications for all types of digital décor.

“With large format media playing an important role in the visual communications mix, we have designed our new Décor Live demos to offer practical guidance on all types of interior décor,” said Antalis head of marketing Katie Farr. “The sessions promise to be fun, informative and engaging and we urge all attendees to pop by.”



With a focus on retail application, Hybrid Services' Textile Printing Live demo will present an interactive digital production workshop where visitors can follow a printed textile product from design through to reality.

"The Textile Printing Live demo will be a great opportunity for visitors to take home not only a textile product they've produced themselves but some inspiring ideas for their business," explained Hybrid textile product manager Brett Platt.

"Getting up close for even just a few minutes can help those new to the technology appreciate the ease with which textiles can be decorated and attractive products added to their portfolio."

www.signuk.com/live-demos



Field of dreams – Graphicomm Digital wins at International Design Awards

Plymouth-based Graphicomm Digital has won the Office Award at the inaugural Antalis Interior Design Awards 2018 for its impressive display of artistic print in an extraordinary wrapping project.

The awards ceremony, which took place in Paris on 22 January, saw the design, print and architectural community come together to celebrate creative design and reward the exceptional projects entered into the competition. The competition, which received 300-plus entries from across the world, was judged by seven industry experts who hand-picked the winners.

Graphicomm Digital took home the top spot for the Office Award, which made best use of Antalis' pioneering Coala 2d Dynamic Polymeric Gloss White's printing and wrapping capability. Described as a 'metamorphosis', the wrapping job, which stood out to judges for its originality, saw an old shipping container transformed to a stunning hillside art piece.

Graphicomm Digital created a camouflage wrap using a number of high resolution photographs of the surrounding landscape of the container, allowing it to be seamlessly integrated into the countryside

scene. This was finished with Coala 2D Matt Laminate over the top to provide extra protection.

John Hardaker, director at Graphicomm Digital, said: "We are absolutely thrilled to have been recognised for the creativeness of our work, especially in such a highly competitive category. We thoroughly enjoyed working on this creation and look forward to taking on new design challenges this year."

One of the judges, Antalis' market manager for visual communication Agnes Lafarge commented: "It was a unanimous decision among the judges for Graphicomm Digital to be our Office winner. The demonstrated ability to transform an industrial container into a work of art was truly inspiring. We at Antalis take great pride in seeing our products form part of such an impressive project that combines ingenuity and originality."

www.antalis.co.uk

Using Antalis' pioneering Coala 2d Dynamic Polymeric Gloss White's printing and wrapping capability, an old shipping container was transformed into a stunning hillside art piece



ArtSystems installs Summa F1330 flatbed cutter/finishing system

ArtSystems has installed the Summa F1330 wide format cutter/finishing system into its Nottingham-based demonstration suite – a first in the UK. This latest addition to the Summa Professional Flatbed range builds on the success of the award-winning F Series and can cut media 129cm (51 in) wide and 305cm (120 in) long and up to 50m (164 ft) long in multi panel sections.

“Introducing the F1330 to the ArtSystems demonstration suite expands the range of solutions for print finishing, conceptual short run packaging and point of sale signage applications that can be demonstrated for reseller’s clients,” said divisional manager sign & display Andrew Edwards.

We can talk about the F1330 all day but until you get your hands on it and find out what it can do you’re only seeing half the picture



Introducing the F1330 expands the range of solutions that can be demonstrated for reseller’s clients

“The Summa F1330 Series Pro Flatbed System is a beautiful, award-winning solution for producing innovative signage, displays, samples, packaging applications and much more. With its ever-increasing arsenal of tools and optional add-ons, media handling has never been easier but we know that seeing is believing. We can talk about the F1330 all day but until you get your hands on it and find out what it can do you’re only seeing half the picture.

“As part of the ArtSystems’ culture of service and support for our resellers and their clients we always try to ensure we are able to demonstrate the right product for the job. Not having the F1330 in the UK meant arranging visits to Summa’s Belgium-based offices which was not always convenient for customers – and protracted travel time ate into most of the day.

“Now we have the F1330 on site here in the UK we can quickly carry out tailor-made

emos at a time to suit the client; we gain a much better understanding of the real needs of the customer and they enjoy more time to discover what the unit can really do to meet those needs. Installing the Summa F1330 in our demonstration suite means our demonstration team are going to have a busy time of it in 2018.”

www.artsystems.co.uk



CMYUK appointed UK exclusive distributor for PONGS Illuminati and Black Back Textile

From 1 January 2018 PONGS Direct-Tex Softimage Contrast (Black Back Textile) and Illuminati will be exclusively distributed in the UK by CMYUK.

"Direct-Tex Softimage Contrast is the perfect solution for large exhibition wall wraps and event backdrops," said CMYUK commercial director Michael Crook. "It has a true black reverse with excellent opacity and a super bright white print face. It has stretch, which makes the installation of super-wide graphics that little bit easier. It is printable from both dye sublimation and UV equipment, with excellent colour punch and image quality."

PONGS Illuminati – the latest backlit textile for dye sublimation printing - offers a natural soft textile feel, perfect stretch and excellent colour reproduction.

"The technology behind this new knitted textile eliminates pinholes when backlit and Illuminati's soft-touch structure greatly

reduces creasing and bruising, making it the perfect backlit textile for retail displays," said Michael. "The UK textile market is growing rapidly and PONGS Contrast and Illuminati spearhead this growth."

The textiles' supreme performance is reflected in sales growth as CMYUK notices a switch to more environmentally friendly PVC-free solutions within both retail and event sectors.

"We are thrilled to have CMYUK as a partner," said PONGS head of sales Roland Güthoff. "We've got complete faith that this is the right company to distribute our innovative textiles in the UK, especially for the digital print market. Our aim is to develop more technical textiles, maintaining our position as a world-leading manufacturer and innovator. It is reassuring to have such a professional company as CMYUK to walk this path alongside us."

CMYUK group director Robin East concluded: "These two new exciting materials from PONGS are groundbreaking developments and materials that the market has been waiting for in perfect form."

www.cmyuk.com

We've got complete faith that this is the right company to distribute our innovative textiles in the UK, especially for the digital print market



The latest backlit textile for dye sublimation printing: Illuminati offers a natural soft textile feel, perfect stretch and excellent colour reproduction

Standfast & Barracks creates Centre of Excellence with Durst

Manufacturer of advanced digital production technologies Durst and Standfast & Barracks have announced plans for a Centre of Excellence in the UK at the fabric printing company's headquarters in Lancashire.

Little more than two years after a devastating flood that closed the factory for more than four months, Standfast & Barracks has cemented its partnership with Durst with an investment in its new print and ink technology. The fabric printing company has installed two Alpha 190 systems, part of a new generation of super high-performance multi-pass printers with the One-Step Pigment Ink Greentex P.

These, together with the creation of a Centre of Excellence, will continue to drive digital textile growth for Standfast &

Barracks, which has already returned to similar business levels since before the flood.

Details of the Centre of Excellence were unveiled in the run-up to Heimtextil in Frankfurt Messe, Germany from 9-12 January where Durst and Standfast & Barracks both had an important presence.

Managing director of Standfast & Barracks Stephen Thomas said: "Our investment in Durst's digital technology has transformed the market dynamics for our business and helped trigger a new wave of innovation. Most of our collections on display at Heimtextil were printed using Durst technology – it's brilliant.

"The initial trials for the pigment inks have been extremely successful and we are looking forward to driving forward this

planned Centre of Excellence. Digital is by far our biggest growth area. Thanks to the huge advances in our digital fabric printing capabilities with Durst, we are now expanding into further industrial production for our premium quality products. Digital gives us unlimited opportunities and colour variations. This is another huge step forward for our business."

Segment manager Durst Textile Printing Martin Winkler said: "Standfast & Barracks is incredibly proud of its rich heritage and through Durst's digital technology, it is showing the company is capable of even bigger and better things. It is a perfect example of how a respected company is pushing the barriers and innovation in textiles by investing in new technologies."

www.durst-group.com



Martin Winkler and Stephen Thomas

RHM thrilled with the capabilities of their Kongsberg X44 digital cutter

A visit to CMYUK's Shrewsbury showroom earlier this year allowed RHM to have a demonstration of the Kongsberg X44 digital cutter. Its unrivalled versatility and 3KW router made RHM's decision to purchase the X44 an easy one.

Stuart Boyce from RHM commented: "Seeing the machine first hand was great; we were able to really understand the potential the machine would give us – both the roll-fed conveyor system for our flexible media and the powerful 3KW router for all our rigid work. The ease of use with respect to changing tools, media types and user interface when setting up new files, was much easier than we anticipated."

After the demonstration it was clear that the Kongsberg had surpassed their expectations, a great feeling for us and reinforcing the quality and versatility that is synonymous with the Kongsberg brand



"On delivery, the engineer profiled all our material types; all we have to do now is choose the material from a drop-down list, meaning anyone can operate it. We're doing jobs now that wouldn't have been possible without the Kongsberg. The machine is great and we're learning new things all the time."

Nick Reed from CMYUK added: "Working with RHM has been fantastic. They already had an older-style router and lots of experience on this kind of equipment so they knew exactly what they needed. After the demonstration it was clear that the Kongsberg had surpassed their expectations, a great feeling for us and reinforcing the quality and versatility that is synonymous with the Kongsberg brand."

www.cmyuk.com

Neon mercury ban end of 2018

The use of mercury in neon signs will be banned under Restriction of Hazardous Substances (RoHS) regulations from the end of December 2018, according to the British Sign and Graphics Association (BSGA).

The BSGA and the European Sign Federation (ESF) have managed to obtain an exemption from the RoHS regulations in respect of cold cathode lamps using argon and mercury to create neon signs.

"The exemption is due to expire at the end of 2018 and, as any application for an extension must be submitted 18 months before the expiry date, it seems that the full ban on the use of mercury will come

into effect on 31 December 2018," said chair of the BSGA's technical committee Mike Hall.

"This will mean that any production of cold cathode lamps using mercury must cease from that date and even repairs and maintenance involving the use of mercury will probably be affected."

"We are not aware of anyone making an application to extend the exemption but if anybody has knowledge of such, we'd like to hear from them. However, it does seem like the exemption will come to its natural end and the ban will be imposed."

www.bsga.co.uk



**BRITISH SIGN
& GRAPHICS
ASSOCIATION**

CMYUK and ESKO celebrate successful partnership

CMYUK and ESKO have celebrated a “fantastic” first year of collaboration in the UK signs and graphics market. Meeting at the remodelled demonstration and training facility in Shrewsbury in December, Esko business manager for CMYUK Nick Reed, paid tribute to the invaluable support the UK ESKO team had given him during the past eight months:

“It’s been a real whirlwind. The new and exciting products we’ve been able to offer our customers – not just the amazing Kongsberg digital cutters but the range of complimentary software products – has helped us to automate workflows better than we could have imagined.”

January saw the launch of CMYUK’s new demo centre and showroom based in Shrewsbury which will be home to a full

range of Kongsberg cutters, allowing visitors to experience complete workflow solutions – from automated file preparation to print and cutting.

“I have been thrilled to see how quickly the guys at CMYUK have got up to speed with the Kongsberg range; they have understood the Esko philosophy from day one,” said Esko UK sales manager James Mason. “It’s not just about having a best in class cutting table, it’s about how we can add value for our customers with an unrivalled fully integrated and automated software solution. The sell-out numbers for this initial period are nothing short of outstanding”.

www.cmyuk.com
www.esko.com



CMYUK group director Robin East; Esko regional business director north & indirect Karsten Nygard; CMYUK digital marketing manager Sarah Neate; CMYUK technical & demonstration manager Amira Bouchiba; Esko sales manager UK & Ireland James Mason; and CMYUK Esko business manager Nick Reed

Signs Express wraps up record year with MBO

Signs Express has marked the conclusion of its 25th year in franchising with record network expansion and sales and a management buy-out designed to further drive the growth of the business.

The MBO has been led by managing director as of 1 January 2018 Jonathan Bean who has worked for the franchise for over 13 years.

Craig Brown, who has been a joint shareholder and managing director since 2007, has worked for the company since its inception in 1989 and will leave to pursue other personal and business interests.

Jonathan will lead a board of directors which include network development director Aaron Davis and chairman Carl Fisher of CF Consulting, supported by marketing

director Ed Guichard and specialist consultants IT director Mark Poole and commercial director Mark Harvey.

Managing director Jonathan Bean said: “2017 has been a remarkable year for the business. We’ve proudly celebrated our 25 years in franchising and marked that milestone to help us achieve incredible growth in our network. Consequently, our trading has been exceptionally strong with our third successive record year. All of this adds up to a fitting tribute to Craig’s tenure as managing director and both I and the board team are really excited about building upon that legacy.”

The most recent MBO follows a two-year plan that has seen huge investment in infrastructure and support services for the Signs Express network, led by the Norwich based franchise support team. The business’s 2020 vision, which will see the brand reach 80 production centres, is well on-track with nine new franchisees on board in 2017 and new branches planned throughout next year.

Craig Brown said: “I am delighted to announce this MBO and to help transition the ownership of Signs Express to a hugely talented management team.”

www.signsexpress.co.uk



From left: Mark Poole, Ed Guichard, Carl Fisher, Jonathan Bean, Mark Harvey and Aaron Davis



FASTSIGNS' EFI H1625 LED helps cut costs and accelerate production

After investing in an EFI H1625 LED from CMYUK, FASTSIGNS were able to print direct to foamex and dibond at a more competitive rate, giving them an edge over competitors.

"Signs are used for a wide range of things from telling brand stories and maintaining compliance, to generating awareness of products and services and we now have the equipment to be top of our game," said managing director Mark Phelps. "Most of the competitors in our local area do not have the capabilities we have so it gives us an edge when tendering for different projects. We are able to provide the right solution every time."

CMYUK senior digital sales consultant Sarah Winterbottom commented: "Mark visited one of our open days in Shrewsbury to see how well the EFI H1625 ran his files and materials and, following a demonstration of the printer as well as one of our cutting tables, decided this was the right combination for his business."

It has radically changed the way they work day-to-day, cutting vinyl and laminating cost dramatically and speeding up production time. The company is now able to create low-cost point of sale material and had a lot of call for printing C-W-C for double-sided window graphics.

"The H1625 was perfect for them; key features were definitely the print direct to substrate, colour-white-colour and lower ink cost," said CMYUK group director Robin East. "It was a great investment and the results have been fantastic."

www.fastsigns.co.uk



The EFI H1625 LED has radically changed the way FASTSIGNS work day-to-day, cutting vinyl and laminating cost dramatically and speeding up production time

Top safety accreditation for Stocksigns

Stocksigns has been awarded accreditation from Alcumus SafeContractor for achieving excellence for health and safety in the workplace. Alcumus SafeContractor is a third-party accreditation scheme that recognises rigorous standards in health and safety management followed by contractors.

Stocksigns designs, manufactures and installs temporary and permanent signage solutions for companies throughout the UK. Their work is principally involved in the construction, health care and property

management sectors. The company, which is made up of Stocksigns, Messagemaker and First Call Signs, has provided signage to British businesses for over 60 years, helping them to understand the signage they need and how to ensure they are compliant with the International Organisation for Standardisation (ISO).

The company's application for SafeContractor accreditation was driven by the need for a uniform standard across the business; this will enhance their ability to win new contracts while insurers will

view its commitment to safety positively when the company liability policy is due for renewal.

"Major organisations simply cannot afford to run the risk of employing contractors who are not able to prove that they have sound health and safety policies in place," said Alcumus SafeContractor director Gemma Archibald.

"More companies need to understand the importance of adopting good risk management in the way that Stocksigns has done. The firm's high standard has set an example, which hopefully will be followed by other companies within the sector. SafeContractor plays a vital role in supporting our clients in meeting their compliance needs, while working with their contractors as they progress through the accreditation process."

Stocksigns project development manager David Harbison managed the accreditation programme on behalf of the company.

"I am delighted that the good practices we employ at Stocksigns have now been recognised with this official accreditation," said David. "As a company, we appreciate the importance of health and safety across our manufacture and installation processes and having an official recognition such as SafeContractor provides our customers and potential customers peace of mind when working with us."



David Harbison managed the accreditation programme on behalf of the company

www.stocksigns.co.uk
www.safecontractor.com

LINTEC EUROPE celebrates successful year

LINTEC EUROPE (UK) has experienced a year of sustained growth following the formal acquisition by its Japanese parent company, LINTEC Corporation on 28 November 2016. Since the acquisition, the wide-format, graphics and label substrate supplier has expanded its installed base across Europe, enabling both existing and new customers to have more immediate access to a wider range of LINTEC products.

The acquisition agreement involved the purchase and transfer of all shares of Lintec Graphic Films Ltd to LINTEC's wholly owned European subsidiary, LINTEC Europe B.V. based in Amstelveen City, the Netherlands. On 21 September 2017, Lintec Graphic Films changed its name to LINTEC EUROPE (UK) LTD as a reflection of its position as an integral part of LINTEC Corporation.

"We were confident the acquisition would be the beginning of an exciting new phase in the development of the Lintec brand on the European stage," said Andy Voss, managing director of LINTEC EUROPE (UK) LTD, who has welcomed the collaborative approach that LINTEC Corporation has adopted in targeting the European region.

"Over the past year we have taken on a number of niche products developed in Japan that are now being launched for the European market. Our commitment to meet and exceed client performance requirements is reflected in our pioneering work in the research and development of new technologies," concludes Voss.

www.lintec-europe.com





OKI Europe brings regional businesses together as one entity



To help further its vision of creating an agile, efficient and highly responsive operation, OKI Europe is bringing together its entire Europe, Middle East and Africa (EMEA) sales operation (with the exception of Russia) under one umbrella. From 1 January 2018 its current group of sales companies across EMEA, was combined under one legal entity, with Poland and Finland joining later that month.

For some time OKI Europe has been moving toward a single, more united organisation structure with consistent back office processes and efficient and effective sales and marketing programmes including pan-EMEA initiatives such as product launches, marketing campaigns and dealer incentives. It believes that replacing multiple and diverse activities

under different legal entities with a single, simplified structure will enable more agility and a stronger closer relationship both with the channel and end customers, backed by a larger organisation offering more stability and credibility than the current independent local companies.

“As we work in an environment which is highly competitive and where customer requirements are continuously changing, we recognise the need to be identified as a credible brand,” said managing director Dennie Kawahara. “Bringing all our sales companies into one legal entity with a strong yet simple structure and consistent approach will help us drive that confidence while maintaining sufficient flexibility to deliver on differing customer needs.

“We believe as a company OKI Europe has been demonstrating this flexibility, evolving our product lines with the changes in business brought about by the digital revolution and ever-present need for unique demands, while maintaining our high quality at affordable prices. Now, as one united business, we believe this decision further enhances our capability to serve our customers and partners in a more consistent, effective and agile way and we are in a good position to move further forward with more confidence as a single robust and resilient operation.”

www.oki.com/uk

Canon reaches wide format milestone

Canon has announced that its Océ CrystalPoint technology has reached an important milestone as 10,000 Océ ColorWave engines powered with this technology have been installed worldwide.

In 2008 the introduction of Océ CrystalPoint technology marked the launch of the Océ ColorWave portfolio, a family of versatile and productive wide format color printers. With Océ CrystalPoint technology, customers benefit from the best attributes of both inkjet and toner including crisp, high-quality, waterproof color and black & white prints, even on economical uncoated media and recycled paper. It is ideal for a wide range

of applications including CAD plots, maps and posters. The robust, instant dry prints are perfectly suitable for short-term outdoor use.

The Océ ColorWave 700 caters for businesses requiring a higher print volume, including reprographics, sign and display print providers and in-house printing applications in industries such as retail, hospitality, POS, education and government. The printer features cloud integration, multiple user support, secure workflow, an optional built-in scanner and a range of integrated output options. The multi-roll setup of enables it to handle many different jobs without having to load

and unload rolls in-between. The convenient Océ ClearConnect software suite makes it easy for customers to get documents where they need them, when they need them.

Utilising Océ TonerPearls, Océ CrystalPoint technology works on the principle of Solid In - Solid Out, for a clean system and no risk of air pollution. Océ TonerPearls come in see-through cartridges, so you can always see the remaining toner level per colour in the system. Once the Océ TonerPearls are fed into the system, they are heated into a gel. This gel is then jetted onto the media by the Imaging Devices. The gel droplets are positioned with extreme precision and keep their shape even on recycled paper. This ensures crisp print quality with no feathering.

Duncan Smith, director of industrial and production solutions at Canon UK commented: “Océ CrystalPoint technology was designed to support our customers in delivering an exceptional range of creative applications. It’s great to see the huge success that the ColorWave printer series has had over the past 10 years, helping customers to expand their application capabilities even further. By developing a single printer that can produce a high volume of colour jobs without compromising on quality and with instant-dry prints, customers can benefit from printed output that can be used immediately.”

www.canon.co.uk



Powered by Océ CrystalPoint technology, the Océ ColorWave 700 is designed for CAD/GIS and graphic arts applications, offering high quality prints

SAi agreement with Graphtec Includes Flexi-based software on company's vinyl cutters

SA International (SAi) has announced a worldwide agreement with cutting technology giant, Graphtec to supply three newly created cutting software packages with the company's range of large format vinyl cutters.

Driven by SAi's market-leading Flexi software, the feature-rich cutting solutions Cutting Master 4, Graphtec Pro Studio and Graphtec Pro Studio Plus have been designed to meet the varied requirements of print service providers and sign & display companies. The new three-tier offering replaces Graphtec's previous software solution (Graphtec Pro Studio) and provides users with access to the specific design and cutting tools to suit their respective needs.

"Our goal is to provide our customers with full access to a complete workflow to ensure that they can maximise the potential of our cutters," said Graphtec senior managing director Hiroyuki Takahata. "With the enhanced design and editing functions the new SAi software solutions work in conjunction with our cutters to deliver greater productivity and incredible output. This partnership brings with it fantastic opportunities to expand application offerings and improve business operations for users."

Graphtec's portfolio includes flatbed, roll- and sheet-fed cutters which deliver cutting widths of up to 162 cm/64 in. The new software packages comprise:

Graphtec Pro Studio Plus

Driven by FlexiSIGN, Graphtec Pro Studio Plus offers users the most comprehensive offering with a haul of new tools including smart nesting for designs that are larger than the substrate. Graphtec Pro Studio Plus will automatically nest the sections of the design that exceed the material into available vacant space. This ability to maximise material usage ensures that print service providers and sign & display companies can enjoy greater capital saving. The Animated Cut Viewer tool allows users to view and analyse the cutting order and amend this ahead of the cutting process for optimum productivity. This solution is available as a payable upgrade from Graphtec.

Graphtec Pro Studio

Graphtec Pro Studio offers an extensive catalogue of options when creating original designs. It includes enhanced functions such as auto-shapes. This enables faster and easier output of sign and display applications and crucially, reduces the time-consuming barriers of designing from scratch. Using the new Advanced

With almost 70 years' experience, Graphtec has built a reputation as the number one for pioneering cutters which is complemented by our industry-acclaimed Flexi-driven bundles

Registration Mark Sensing System (ARMS), users can easily achieve highly accurate results. Graphtec Pro Studio is included with all Graphtec cutters.

Cutting Master 4

Designed as a Graphtec plug-in software for Adobe Illustrator and CorelDRAW Graphics Suite, Cutting Master 4 enables users to drive the cutter with minimum input. New capabilities enable simple creation of registration marks to locate the design, which improves accuracy and allows users to enjoy greater production efficiency. This tool is included with all Graphtec cutters.

"We are proud to join forces with Graphtec and add it to a roster of leading strategic partnerships," said SAi CEO Mark Blundell. "With almost 70 years' experience, Graphtec has built a reputation as the number one for pioneering cutters which is complemented by our industry-acclaimed Flexi-driven bundles. This collaboration provides Graphtec customers the opportunity to enhance their business performance by increasing throughput and achieving premium quality applications."

Available now, Graphtec Pro Studio and Graphtec Pro Studio Plus are compatible with Windows, and Cutting Master 4 is accessible on both Windows and Mac platforms.

www.ThinkSAi.com



From left: Mark Blundell and Hiroyuki Takahata



Future of Alfreton business secured with MBO

A former apprentice of CCSigns has fulfilled a dream and secured the future of the company after purchasing the business from its owners.

Describing the deal as 'life changing', Paul Tugby has acquired the 43-year-old family-owned Alfreton business, securing all employees' jobs within the firm.

CCSigns specialises in estate agents' boards, providing a complete end-to-end service comprising design, printing and installation of signs; it employs 16 staff and has a fleet of 14 vans.

Paul joined CCSigns in 1993 as an apprentice before becoming a minority shareholder in 2007. Since then he has taken a leading role in running the business, developing it into one of the leading sign companies in the area.

"I am thrilled to have acquired CCSigns and still can't quite believe it," said Paul. "It's life changing. Having worked for the company for so long, it's amazing to now own this fantastic business. It's a great start to the new year."

Last year the owners of CCSigns, brother and sister Andrew and Liz Cullen, decided to retire and gave Paul the first option to buy their shares.

Paul explained: "I couldn't bear the thought of anyone else running CCSigns. I have put my life and soul into the



From left: Andrew McDaid, Paul Tugby and Caroline Thomas

business. I did everything I could to secure the funding for the management buy-out."

Paul used the Enterprise Finance Guarantee (EFG) scheme to secure funding from NatWest Bank to purchase the business. Chesterfield-based Mitchells Chartered Accountants and Business Advisers oversaw the management buy-out (MBO) and assisted Paul in the negotiations with NatWest and The British Business Bank, which manages the EFG scheme.

Andrew McDaid, partner at Mitchells explained: "Being able to assist Paul in the MBO has been a pleasure. We brought in corporate solicitor Caroline Thomas from Freeths who acted on behalf of Paul and

advised on the legal documentation for the MBO. I am confident that CCSigns will continue to go from strength-to-strength under Paul's now formalised leadership."

Commenting on his future plans for the business, Paul said: "All jobs have been secured as part of the MBO and I have every intention of keeping it running as it has been. I've been effectively running the company for the past few years and been a part of CCSigns for 24 years since leaving school. I know we're in a strong commercial position. Going forward, I want to build on the great reputation we have as a successful, growing, customer-focused business."

www.ccsigns.co.uk

Mimaki launches new website with focus on endless application possibilities



Mimaki's website has been redesigned to provide visitors with a more interactive and intuitive user experience

Mimaki has launched a new Mimaki Europe website designed to provide visitors with a more interactive and intuitive user experience, inspiring them with the endless application possibilities enabled by the company's range of digital printing and cutting solutions.

"Websites should never be static; they need to be frequently refreshed," said Danna Drion, senior marketing manager EMEA at Mimaki Europe.

"With the launch of this totally redesigned site, Mimaki Europe has taken this to heart by researching the most current and effective web design trends, gathering visitor feedback and

more to create what we believe will be a highly inspirational experience for visitors.

"Not only will visitors have faster and easier access to information about Mimaki solutions, they will be inspired by a very wide range of applications to take their own businesses to new levels of profitability and competitiveness. On top of that, we will feature more educational material, informative blogs and customer stories for a truly quality experience. We have also unveiled a fresh corporate look with the launch of our new website."

www.mimakieurope.com

From apprentice to management in three years

HNS Signs, an award-winning creative signage solutions business with Ted Baker, Budweiser and Yell as clients, boasts above average female talent in their management team. Founded and managed by fourth generation sign writer Michelle Henry, the day-to-day running of the business is now the responsibility of rising star Mary Hughes who at 22 years of old is Michelle's second in command.

Joining the global award-winning business as an apprentice sign writer and graphics designer in June 2015, little did Mary realise that her future would literally be paved with gold.

In just under three years Mary has gone from taking phone calls, managing enquiries, shadowing a senior designer and working with gold to rise to the top.

"I studied creative media with art and design at college and I just couldn't imagine working in an office; I need to be using my hands," explained Mary. "So when I saw the opportunity to work as an apprentice sign writer and designer, I had to take it.

"I absolutely love working with gold leaf and seeing it develop right in front of you. I enjoy sign writing by hand; this is my

true calling. When we hand finished one of our most innovative projects to date and won a global award in Hamburg at FESPA, it was the best moment of my career."

However, it's not been an easy ride and not all projects win awards and have the creative licence of gold leaf application.

"Just six months after my qualifying apprenticeship, I was given the opportunity to support my then superior on quoting, designing, manufacturing, organising and installing a huge project roll-out for Daisy," said Mary. "It was challenging in so many ways. We had agreed to do a significant cost-saving project to reuse existing signage and rebrand and were given short lead times with site locations, which needed a certain level of diplomacy and level of detail on my part."

The project had its moments and at times Michelle wondered how they'd deliver.

"Mary single handily, organised it all. Liaising with all of the project managers, ensuring all of the materials were ready in time (even with 48 hour lead times) organised the production, quality controlled all of the items," explained Michelle.

"With a couple of awards under her belt working as part of a wider team at HNS Signs, we can see a bright future for the talented, young sign writer and one that will be at the helm of the Birmingham based business."

www.hnssigns.co.uk



In just under three years Mary has progressed from taking phone calls to running day-to-day business

Ritrama's new tutorials now online

Ritrama has introduced a new section on its website completely dedicated to the application of its labelstock products on shop windows, walls or floors.

A complete handbook with videos and technical bulletins shows step-by-step strategies to adopt according to the type of surface being used.

The new section Technical Bulletins in the Tutorials menu comprises a series of 12 documents in order to provide the end user with a handbook that shows, clearly and accurately, the different steps and application methods of Ritrama's materials.

www.ritrama.com



A complete handbook with videos and technical bulletins shows step-by-step strategies to adopt according to the type of surface being used



Top prizes for 3M Print Wrap Film customers

3M is offering customers a chance to win prizes with every purchase of its new Print Wrap Film, including an HP printer worth over £17,000.

With the Let's Print & Wrap competition, there are more than 1,000 instant win prizes up for grabs. Customers have a one in 10 chance of winning one of a host of items from Bluetooth speakers and dash-cams to televisions and 3M products.

To enter, customers just peel back the specially-marked competition sticker on promotional boxes of Print Wrap Film by 3M and enter their unique code on the competition website - www.3M.eu/letsprintandwrap.

The competition opened on 1 February and entries must be received by 10 June 2018. Entrants receive guaranteed access to the grand prize draw for an HP Latex 365 Printer. The winner of this will be announced in June.

All entries made before the closing date will automatically get a second chance of winning any unclaimed instant win prizes.

Anyone who buys an HP Latex 365 during the campaign period can register this purchase on the competition website to be entered into the prize draw.

Pen Webley, marketing team leader for 3M Commercial Solutions division, said: "We wanted to do something special to launch our new Print Wrap Films by 3M and what better way to thank customers for buying our products than to give them a chance to get even more out of their purchase."

The range of Print Wrap Films from 3M offer great versatility for a range of projects and wrap everything from vehicles and trains to boats and buildings.

Promotional packs include Scotchlite Print Wrap Film by 3M 780mC-10R and Envision Print Wrap Film by 3M LX/SV480mC, as well as the following Print Wrap Films: IJ180mC-10, IJ180mC-114, IJ180mC-120, IJ180mC-10SLS, IJ180mC-10LSE and IJ180mC-10UR.

www.3M.eu/letsprintandwrap.



Anyone who buys an HP Latex 365 during the campaign period can register this purchase on the competition website to be entered into the prize draw

Mimaki appoints Danna Drion as senior marketing manager for EMEA

Danna Drion has joined Mimaki as senior marketing manager for EMEA. Drion previously held senior marketing positions at a variety of high tech, IT and telecom companies and her background in successful marketing of technical offerings in the B2B market will bring fresh thinking and expertise to Mimaki Europe's marketing efforts.

"I am excited to be joining Mimaki Europe," Drion said. "I've been impressed with the company's ability to rapidly introduce a large number of exciting and innovative products as well as the range of printing and cutting solutions Mimaki offers. This includes everything from printing on paper, plastics, rigid materials and cylindrical objects to its new 3DUJ-553 3D printer, the company's first foray into the growing 3D market. I'll be focused on a balance between Mimaki's local and international interests

with a goal of providing our growing partner network with the latest solutions and ensuring they have the training necessary for their success and that of their customers; 2018 will be an exciting year."

General manager sales Ronald van den Broek commented: "In addition to her strong marketing background Danna will bring deep knowledge and expertise in business intelligence and data analytics, helping Mimaki Europe strengthen its marketing efforts and further deepen customer relationships. She joins us at a very opportune time and has the right experience and knowledge to make significant contributions to the organisation. The truly deciding factor was her background as an inspirational, motivational and strategic manager for companies, both large and small. I know she will add real value to our marketing efforts."



Mimaki is exclusively distributed in the UK and Ireland by Hybrid Services Ltd.

www.hybridservices.co.uk

Reasons for optimism for 2018

The technology is right, the brand expansion opportunities are there and greater political certainty will return in 2018, argues Phil McMullin, sales manager of Epson UK.

"Expand the brand should be the print industry's motto for the coming year. Printers can and will continue to diversify, expanding their product portfolio by using wide format technology in new markets. Increasingly the industry is expected to take on a more advisory or consultancy role and as the keeper of a client's brand, printers are in an exceptional position to help their customers add value to their name and reputation.

"We will see a resurgence of eco-solvent technology as the ink set of choice for discerning printers who want to produce vibrant outdoor displays and vehicle graphics. There will be further expansion of dye sublimation technology for short runs of bespoke graphics, promotional products and textiles. Digital printing technology can now deliver outstanding quality across a wide array of applications without compromising productivity and printers need to take advantage or lose competitiveness to others. The investment level in this sector is very competitive.

"Printers should regularly check their calendars for special opportunities like the wedding of Prince Harry and Meghan Markle in May, which will undoubtedly provide interesting print opportunities. Regular events from London Fashion Week through to the FIFA World Cup might inspire promotional material.

"Over the past year Epson has introduced SurePress L-4533 aqueous series of label presses and the SureColor SC F-9300 dye sublimation printer. Epson invests €1.4m a day in R&D globally (about 5.2% of annual revenue) so undoubtedly there will be developments in the next 12 months.

"I am optimistic for the coming year. I think some of the political uncertainty will evaporate and business confidence will build. Printing is holding strong, at least in the sectors we serve and with the future-minded technology that we offer."

www.epson.eu



ArtSystems appointed trade distributor in UK&I for Sihl media

Specialist distributor ArtSystems has announced its appointment as trade distributor across UK and Ireland for Sihl, a leading manufacturer of print media in the digital print sector. All existing channel

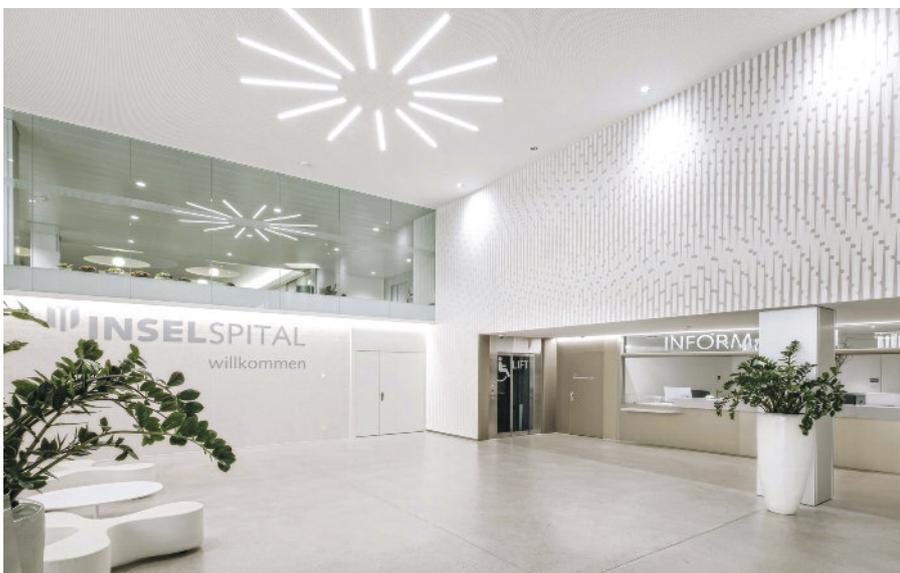
partners will still remain direct partners with Sihl for all key applications including specialist products for photo/fine-art and media for signage applications with paper-film combinations, self-adhesives and

coated papers and films.

"Sihl manufactures exclusively in Europe, meeting all environmental and legal compliance requirements, making it one of the most reliable suppliers of media in the market with clear chains of supply and production," said ArtSystems' divisional manager for consumables Paul Tarry.

"We're really pleased to have Sihl as a partner. The quality of the product is well established with users so now we can build on its existing reputation to help drive growth for channel business with our resellers. There are great opportunities for resellers to develop and enhance their media business with Sihl products.

"We have already begun strong sales and marketing activity. The Sihl product range is now online and new campaigns will soon be launched to target key application sectors and introduce the range to new resellers. Sihl brings an exciting new strand to ArtSystems' comprehensive portfolio and provides tremendous impetus for our resellers' 2018 business opportunities."



The Sihl product range is now online and new campaigns will soon be launched to target key application sectors and introduce the range to new resellers

www.artsystems.co.uk

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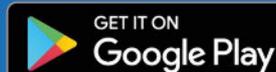
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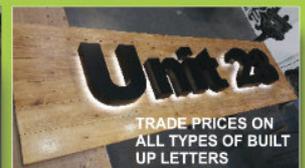
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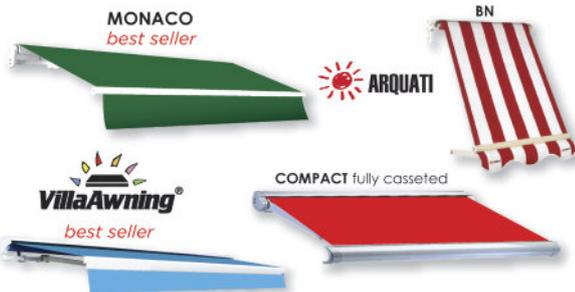
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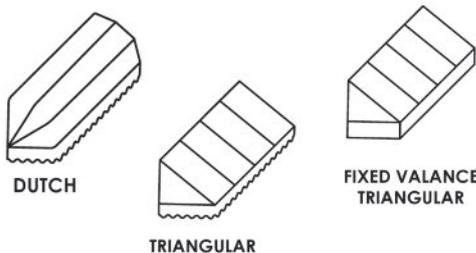
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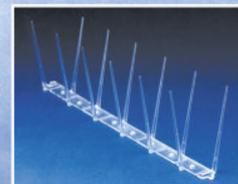


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Specialists in the manufacture of quality cast signs - mainly cast in polyurethane but also grp, bronze, brass and aluminium. All patterns are made by our in house pattern maker to your specification. A few millimetres up to several metres in size.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

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

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

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DESP has been trading for over 55 years. Chemical Etching, Screen Printing, CNC engraving, Laser Engraving, Heavy Duty Machine engraving (ALL CARRIED OUT INHOUSE), including artwork. So whether its a 1 off or 1,000s off, we can offer a quick competitive turnaround.

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

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

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

SIGN INDUSTRIES

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

TRADE ETCHING DIRECT LTD

10 Pywell Court, Pywell Road, Corby, Northants, NN17 5WA
Tel: 01536 203813
sales@tradeetching.com
www.tradeetching.com
Trade Etching Direct Ltd is a well-established chemical etching company specialising in high quality etched signage. Our work is 100% guaranteed. Our etching machines are specially designed for deep etching. We can offer gradient fills, a range of patina finishes and hand filled complex multi colours, on a wide range of metals. We can produce etched signs up to 4m x 2m in size.

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The Atacama range of CNC routers and Lasers offers a wide variety of options from 3 axis machines and 4 axis Routers and Metal and Non Metal Cutting CNC Lasers.

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

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

WARD SIGNS

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info@ward-signs.co.uk
www.ward-signs.co.uk
Wards of Bristol Specialise in manufacture, restoration and accurate reproduction of historic and modern coats of arms. We are able to produce from originals, information from heraldic associations, or even from a photograph. Check our website for recent projects.

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sales@mercuryphillips.co.uk
www.mercuryphillipsigns.co.uk
Manufacturers of plaques in stainless steel, brass and aluminium, chemically or machine engraved, colour filled to your choice. Logos and text from artwork supplied.

SIGN INDUSTRIES

Unit 3, Roberts Street, Forfar, Angus, DD8 3DG
Tel: 01307 463997
info@signindustries.com
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Sign Industries is one of the UK's leading sign making manufacturers, offering a broad range of memorial and commemorative plaques in many varying styles using the finest materials such as bronze, brass, stainless steel and wood. You can now create your own custom plaques and nameplates and order them directly from our website.

SIGNS OF THE TIMES LTD

Wingfield Road Tebworth, Beds, LU7 9QG
Tel: 01525 874 185
enquiries@sott.co.uk
www.sott.co.uk
Cast blue plaques with detail in relief. Usually cast in solid rigid polyurethane and painted blue background with white, silver or gold letters. Send us artwork or copy of the text for a quote.

WARD SIGNS

Maze House, Maze Street, Barton Hill, Bristol BS5 9TE
Tel: 0117 955 3385
info@ward-signs.co.uk
www.ward-signs.co.uk
Wards of Bristol have produced countless cast metal commemorative blue plaques, but also specialise in traditional bronze plaques and custom 3D hand crafted plaques, which are hand painted to depict scenes of historical events, places and figures.

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

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www.sign-here.co.uk

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www.sygnetsigns.com

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Signwaves is a UK manufacturer of sign and display products for internal and external use. The range includes pavement signs and a-boards (including Swinger and Ecoflex signage), snapframes, poster mounting and exhibition displays. Signwaves also offer trade exclusive Stand-Off Sign Fixings and Premier A-Board Frames with low prices guaranteed.

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Tel: 01274 774477
sales@applelec.co.uk
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Manufacturers of edge lit signs incorporating a variety of extruded profile options along with bespoke engraved acrylic panels. With award winning and cost effective LED modules and a choice of mounting or hanging shop fitting kits, Applelec supplies an unrivalled range of edge lit trade components. Please ask for an information pack or contact our friendly and experienced sales staff for assistance.

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EdgeLits are our speciality, we supply our tracks with integral or separate power supplies. Single colour or fully programmable RGB colour changing all up to 3mtrs long. Panels cnc engraved and lasered engraved. We supply three tracks the Reflex, Miniflex & Dualflex. For images and prices please visit our online shop or contact our experienced sales team.

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The complete sign service Engraved / Etched & Screen Printed signs Nameplates etc. in all materials. Very competitive prices, excellent delivery, highest quality, full design service, prompt response to all enquiries

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

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Superfast and reliable trade service with 100 years experience for all etching, routing and profiling. Specialists for nameplate and commemorative plaques in bronze, brass, aluminium, stainless and plastics. Logos and crests. High quality graphics - drawings free of charge. Precision industrial engravers of panels, labels and moulds. Keytop specialist. Presentation silverware and glass engraving experts.

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www.accent-signs.co.uk
Accent Signs have been supplying the sign trade with quality flat cut letters in Acrylic, ACM, Foam PVC, MDF and other substrates for over 30 years. Our letters are supplied with Plastic Locators, Brass Locators or VHB tape, complete with fixing templates or fixing stencils if required. Fast turnaround and confidentiality assured.

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

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sales@morcant-designs.co.uk
www.morcant-designs.co.uk
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www.sign-here.co.uk

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KINGS PLASTICS LTD

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For all types of sign. Individual flatcut & built up lettering, illuminated with LED's. Edgelite signs, Illuminated signs, Modular sign systems, Frames & panels, engraving on plastics, aluminium and brass, labels and stencils. LED's & convertors etc. Also material supplies cut to size & laser cutting. A complete service to the trade. For further information, check out our website & online shop.

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Signs & Graphics Installations offer a one-stop installation and maintenance service, providing a whole package: surveying, project managing, installation and maintenance. Once we receive your order our professional sign fitting crew will be able to install, maintain and finish your signage to the highest standard.

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www.sygnet-signs.com

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info@thinklaser.com

www.thinklaser.com

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SIMPLEX LTD

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www.mercuryphillipssigns.co.uk
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project.plastics@btinternet.com
www.projectplastics.co.uk
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accsign1@aol.com
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Tel: 0117 955 3385

info@ward-signs.co.uk

www.ward-signs.co.uk

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sales@logotech-ltd.co.uk

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accsign1@aol.com

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www.brettmartin.com

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

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Signwaves supplies poster displays suitable for both indoor and outdoor use. As the UK's largest manufacturer of point of sale signs and displays, Signwaves can provide you with high quality poster frames, snapframes, menu cases and lockable noticeboards. Standard stocked snapframes have guaranteed low prices with the Signwaves snapframe price match policy.

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www.signscape.co.uk

Serving the Sign Trade for over 40 years, we are a leading manufacturer of modular sign and display systems, notice boards & other information displays. Our 6 major sign systems are used and combined, to create a wide range of sign display solutions, including full signage schemes. With all products made to order, we specialise in tailoring solutions to suit each client, location and application.

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www.signwaves.co.uk

Signwaves offers sign and display systems suitable for both internal and external use. The Adresco Café Barrier system has stylish framework components and banner materials available to mix and match. Alternatively, freestanding Modular Pole Systems with a choice of poster frames, brochure shelves and banner sets for 2 channel or 4 channel poles can create informative internal displays.

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www.e-signfittings.co.uk

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PB WILLIAMS SIGN SURVEYOR
48 Durley Rd, Aintree L9 9AW

Tel: 07885 486 182
pbwilliams48@yahoo.co.uk
We specialise in sign surveying to the trade, with 30 years of experience as a sign fitter/manufacturer. I was contracted to large companies in the north west, and country wide. I am based in Merseyside and have PASMA, IPAF/PAL & CSCS qualifications and will travel UK and Europe. For further details please contact the above number or email.

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SIGNSCAPE AND SIGNCONEX LTD

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

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

SIGNWAVES

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Tel: 01493 419300
www.signwaves.co.uk
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sales@sygnetsigns.com
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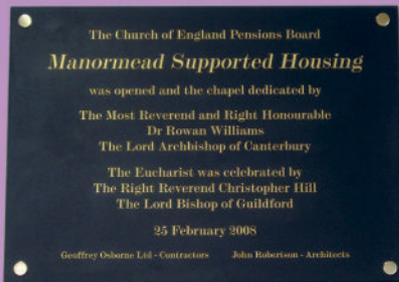
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