

SignUPDate

SEPTEMBER/OCTOBER 2018 ISSUE 180 £2.50

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ROLE	Hardware Development Manager
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0 | 6 | 6 | 8 | 7 | 5 | 1 | 5

CONTENTS

5	Welcome page
6	Product news and updates
16	Routing & Engraving Developments in technology are eliminating need to outsource
24	Product choice Who is using what and why?
32	Promotional Items How this market is accessible to newcomers to the sign industry
38	Project news Sign and graphic showcase
50	Education & Training Opportunities to invest in skills from apprenticeships to academies
60	Sign news Business and enterprise, events and people in the industry
77	Classifieds Job vacancies Businesses and equipment for sale Other advertising
85	Buyers Guide

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WELCOME Page

People skills

Sign makers are busy throughout the year, as demand does not tend to be affected much by seasonal changes. Nonetheless, despite heavy workloads, many businesses have organised open days during the summer to demonstrate their capabilities, machinery and technology. Others have been investing in expanding facilities and upskilling staff to ensure they stay on top of their game. This month's project and sign industry news sections report on the best of this activity while the BSGA calls for support for its initiative in protecting and promoting neon signs in the face of proposed RoHS regulations.

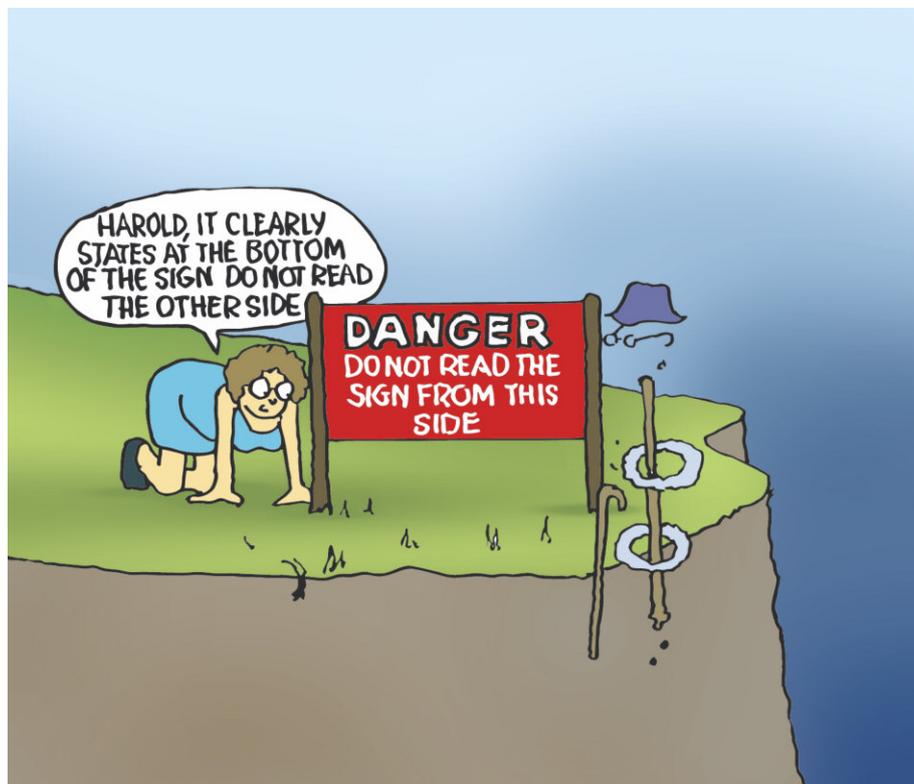
Investing in skills is of course a vital element for business growth and expansion. Our education and training feature looks at the range of opportunities including apprenticeships, on and off-site training and the benefits offered by training academies set up some of the leading suppliers to the industry.

A feature on routing and engraving includes developments in tooling and technology contributing to eliminating the need to outsource this process and thereby saving time and money for the sign maker. Entering the promotional items market requires a comparatively modest investment, making it accessible to newcomers to the industry; this feature also offers practical tips to maximise impact for customers.

In the November/December 2018 issue our regular sections on the latest products, applications, projects and industry news will support special features on built-up lettering and plotter vinyl.

Sue Deane

Editor

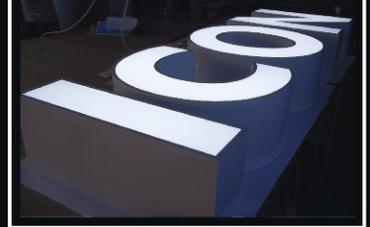


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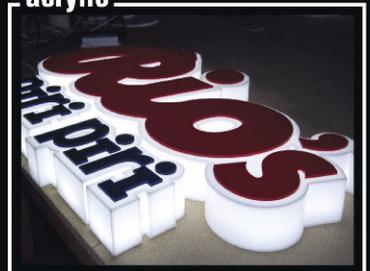
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New generation films combine innovation and cutting-edge technology

APA has introduced AP/610-FC (gloss white) and AP/618-FC (matt white) films combining innovation and leading-edge technology. "All-in-one" digital printing products featuring high conformability, superior stability and excellent covering power, they are said to be ideal for the most diverse applications to smooth, corrugated and shaped surfaces.

Designed to ensure extreme ease of application, the films feature the Air Free FTX System adhesive that favours air ejection upon application through micro-channels. Excellent print capability ensures vivid colours even on dark backgrounds. Both films are certified for reaction to fire (B-S2-D0 class). In addition, APA has launched L/111-KS (gloss) and L/118-KS (matt) laminations, specifically devised for protecting the two new films from UV rays, scratches and small abrasions.

www.apaspa.com



Excellent print capability ensures vivid colours even on dark backgrounds.

Flexible two-in-one roller banner solution



Mantis is said to be the first roller banner of its kind to incorporate a multifunctional top rail.

A multifunctional roller banner with a patent-pending top rail design which gives exhibitors a two-in-one solution, has been launched by Ultima Displays.

As the newest addition to the company's Economy range, Mantis is said to be the first roller banner of its kind to incorporate a multifunctional top rail. Enabling the option of either a self-adhesive or snap rail, it provides the flexibility of two top-rail solutions in one unit making it both cost effective and space-saving.

"Mantis' top rail design pushes the boundaries of the basic banner to a new level, giving Ultima Displays' trade partners the edge on their competitors," said product manager Andy Jakes.

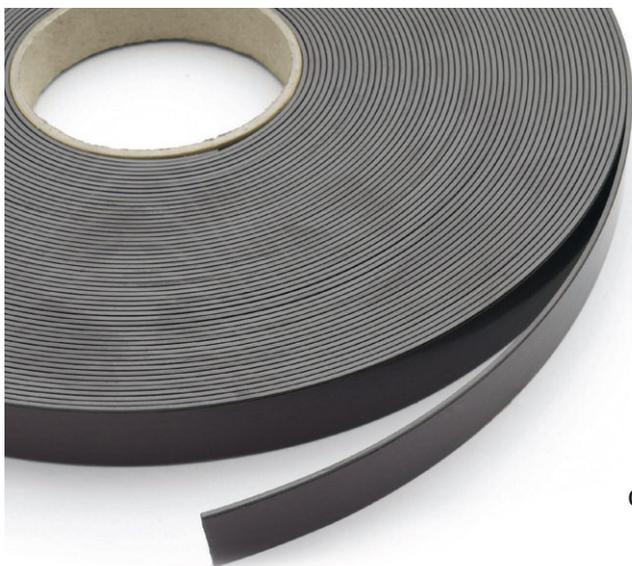
"Some medias work better with a snap rail but an adhesive style tends to provide a nicer finish. The Mantis is just one example of our continuous product development to provide customers with choice and innovation that exceeds expectations and eliminates the requirement to buy and stock two different types of banners." The economically-priced banner is

available in four widths (600mm, 800mm, 850mm up to 1,000mm) to cover the varying needs of customers and has a three-part elastic bungee pole design to support graphics of up to 2000mm high. A pole extension is available to support graphics up to a height of 2000mm on the 600mm width banner to truly elevate any brand message.

The Smartfix rail on the Mantis is aluminium with black ABS end caps, while the weighted base has twin, twist-out feet for added stability along with plastic moulded ends. The Mantis comes complete with a padded nylon bag, making it easy to access and comfortable to carry.

"The display industry is constantly evolving and Ultima Displays recognises the need for innovative, versatile and portable solutions that take standard offerings to the next level," concluded Andy. "We are proud to offer the first multifunctional banner to our customers, helping them to elevate their brand."

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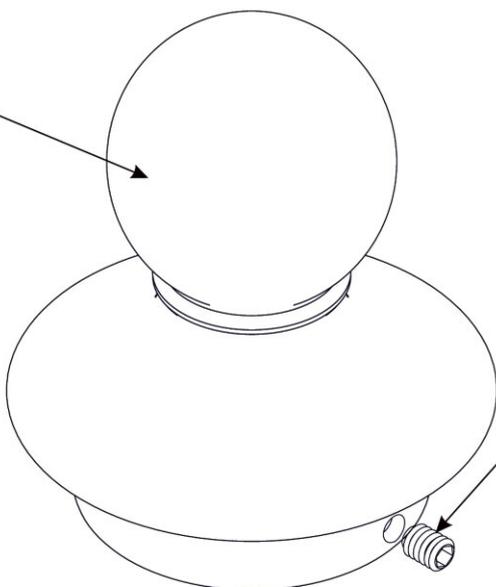
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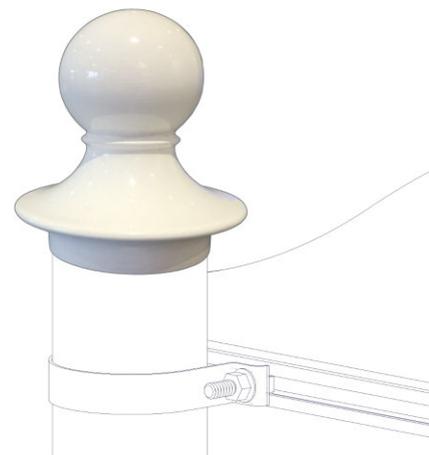
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Polyester materials portfolio offers cost-effective, sustainable alternatives

Antalis has announced two new ranges to its portfolio of polyester materials that will offer customers attractive alternatives to more traditional products.

MopGuard is a recycled polyester (PET) sheet designed for making protective tray bases for retail displays that is 100% recyclable in its own waste stream. This material is said to offer excellent rigidity at low thickness and provide sharp results when die cut and creased to shape.

Paul Neale, product manager for visual communications comments: "Mop trays are crucial in high traffic retail environments such as supermarkets to protect corrugated FSDU displays against knocks, spills and floor cleaning. MopGuard not only provides quality benefits but is a cost effective choice compared to similar thin gauge PVC and PP products."



Lumex A is suited to range of applications including printed POS and display, printed translucent or backlit signs and displays.

For customers typically using acrylic as its default material for graphical applications, Antalis has introduced Lumex A from 3A Polycasa, an extruded APET thermoplastic polyester sheet that is ideally suited to flat and arched applications. The sheets can offer a more cost-effective alternative to acrylic with the added benefit of being fire resistant and more impact resistant.

Lumex A is suited to range of applications including printed POS and display, printed translucent or backlit signs and displays, interior design, shop and exhibition design and poster covers or protective glazing (printed or unprinted).

"It is our belief that customers are over-specifying acrylic for many applications when products like Lumex A can do just as good a job and can be up to 20% cheaper," concludes Paul. "Lumex A offers better ink adhesion across most flatbed printers so we would encourage our customers who haven't tried it as an alternative to get in touch to see if it could work more effectively for them."

MopGuard comes in a range of sheet sizes suitable to fit standard FSDU footprints while Lumex A sheets are available in various thicknesses and suitable for outdoor use up to four years.

www.antalis.co.uk

Advanced waterjet cutting for sign making

A new range of waterjet cutting systems is now available from XYZ International, following the acquisition of the America-based WARDJet.

The machines are being stocked at and distributed from XYZ International's main UK facility in Telford where they can be viewed in operation at the company's

expanded showroom and product demonstration area.

Availability of these technically advanced waterjet cutting machines provides a more cost-effective solution to the processing of materials that traditional CNC routing/cutting systems cannot handle.

Typically these include stainless steel and other non-ferrous metals, glass, ceramic and similarly harder and thicker materials.

UK-based vice president (market development) Robert Marshall comments: "Since 1991 we have been and remain a major global supplier of CNC routing and knife-cutting solutions to key industries including sign manufacturing.

"With the addition of waterjet cutting systems to the extensive XYZ portfolio we will be able to maximise the potential that exists in other industrial sectors where waterjet cutting technology is the preferred option while enabling our customers to broaden their market reach beyond core manufacturing activities."

www.axyz.co.uk



A new range of waterjet cutting systems is being stocked at and distributed from XYZ International's main UK facility.

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Our new range of SMD LED Floodlights come in 30W and 50W configurations. Using the latest technology – Bridgelux SMD LEDs and Mean Well power supplies – allows these Floodlights to be small and very powerful. Respectively, the units output 3600 and 6000 Lumens. Both are available in Pure White (6000K) and Warm White (3000K).

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SIGNTRIM is a contemporary aluminium extrusion designed for fabricating sign frames; it provides a finish that is completely unblemished by screws or fixings. SIGNTRIM is quick and easy to install and is suitable for non-illuminated sign panels 5–6mm in thickness.



Additions to textile and flooring ranges

Soyang Europe has announced stock availability of several new products as the company grows its comprehensive collections of printable materials for the wide and super-wide format sectors.

"We continuously consult with our customers to find out what we can both manufacture and distribute in order to meet their ever-changing needs," explained managing director Mark Mashiter. "The textile market continues to grow and we have new backlit, black back and display polyester materials manufactured at our new factory in China and from our long-standing European partners."

Soyang Europe is now stocking its new ST608 Athena Backlit material, which is produced using the latest coating line technology, giving a smooth textile finish. Available up to 3.2m wide and suitable for both UV and latex inks, Athena is "ideal for the burgeoning retail and exhibition graphics markets".

Complementing its broad range of printable textiles are two new products from Endutex: Terra 260 BW FR Black Back and Sirius Backlit. Terra 260 is a black back textile ideal for retail and exhibition graphics where there's a requirement to have no light from the reverse, such as when disguising a supporting framework or concealing existing graphics. Available in widths up to 5m, Terra 260 can be printed with both UV and latex inks.



Grip Floor is a long-lasting, printable flooring with a rough surface, giving it satisfactory anti-slip performance.

Sirius is a high quality backlit fabric that is available in widths up to 5m which is uncommon for a backlit textile. Compatible with both UV and latex printers, Sirius is ideal for larger, more extensive graphics. Both fabrics satisfy the stringent EN13501-1 fire classification procedure.

"In addition to textiles, we're seeing continued growth and interest in the flooring market," continued Mark. "Across all sectors we're seeing that printed flooring is playing an increasingly important role in commercial, industrial and even domestic environments and our collection is expanding in response to this demand."

New to the UK flooring market are Universal Floor and Grip Floor, both

featuring FR certification and available from stock from Soyang Europe's Lancashire Distribution Centre. Universal Floor is a short-term solution, perfect for exhibition stands where a comfortable cushioned surface can be combined with printed graphics or designs. It is available in widths up to 4m and can be printed on larger UV and latex machines.

Grip Floor is a long-lasting, printable flooring with a rough surface giving it satisfactory anti-slip performance. Available in a 1.05m width and compatible with UV, latex and solvent ink types, this self-adhesive backed PVC flooring with anti-slip certification is also ideal for the exhibition and retail sectors.

www.soyang.co.uk

Software enhances job preparation, colour management and print production workflows

Building on the momentum of the original release of Digital Factory OKI TT Edition, CADlink Technology has released a new version of the software widely used by shops leveraging OKI transfer printing in the customisation/personalisation markets.

The software includes professionally created colour profiles for a wide assortment of transfer media options and specifically engineered drivers for most commonly used OKI transfer printers including the OKI 8432WT model.

"This new release includes new time saving, simplified tools that are essentially able to automate the entire printing process from job preparation to completed project", says director of marketing Michael Chramtchenko.

"The difference between profitable projects and money losers is the ability to bring in artwork, set it up for production and ensure the best possible colour output quickly and without having to reprint due to errors. The specific feature set included within this software enables shops to do this on a consistent basis."

CADlink says Digital Factory v10 OKI TT Edition includes many features not found in driver-based print solutions or other RIP software packages including white underbase choke to eliminate bleeding, easy queue adjustments, 'no-ink' patterns to improve image feel and wash fastness on garments, plug-ins that support sending of jobs directly from Corel and Adobe design packages and a number of layout template options.

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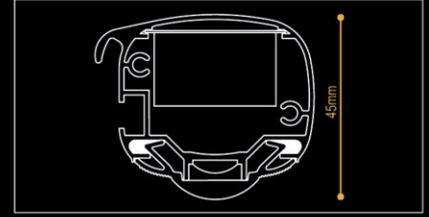
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Visual communications portfolio includes complete Stador offer

Antalis has extended its visual communications portfolio to provide customers with a complete product offer of Stador lightweight foam boards and finishing accessories. Available in a range of specifications and flexible size options suitable for interior and exterior applications, the launch follows the introduction of the Stador Easyprint range last year.

The Stador Easyprint lightweight foam board remains central to the collection. Made from Stadurlon compact sheets on both sides, allowing it to be bent or folded without breaking, it is ideal for three-dimensional signage and displays.

Milling V-shaped grooves enable the foam board to be foldable by hand while slot grooves allow various geometrical and cylindrical shapes to be generated, giving free reign when it comes to creative design options. Stador Easyprint is available in 5, 10 and 19mm thicknesses up to 3050x1530mm sheet size. Additional sizes and thicknesses up to 100mm are available on request.

Stador Sign SF is particularly suited to flat sign and display applications. Manufactured from a core of polystyrene foam with high quality 1mm foam PVC liners each side, this product is rigid while remaining lightweight; the 5mm variation of this product is 40% lighter than standard

foam PVC and as such is an attractive alternative to traditional foam board, foam PVC or any other rigid board.

Stador Viscom Edge is a polypropylene product designed for the quality finishing of exposed edges. As the ideal accompaniment to Stador boarding, these edging strips are available in widths of 10mm and 19mm, are self-adhesive and easy to apply. The edging can be easily scored or crimped to create 90 degree



corners and is available in black, white and silver variations.

Completing the new range is Stador's Powerfix adhesive designed to bond Stador to a range of alternative materials including wood, glass and plastic.

Product manager for visual communications Paul Neale commented: "The launch of Stador Easyprint was particularly well received by our customer base due to the strong demand for PVC-free boarding and we see the extension of the Stador portfolio as further strengthening this offer and providing additional options in this range.

"The benefits delivered through Stador's innovative technology and design flexibility makes it an ideal solution for a wide range of sign and display applications and we expect an equally positive response to these latest additions."

Available in black and white, Stador Easyprint and Stador Sign SF are suitable for a range of applications including digital printing, screen printing, POS/POP boards, signs for interior and exterior applications, exhibition displays and shop design. The Stador range comes in sizes from 2440x1220mm to 4050x2030mm and 5mm to 19mm thicknesses.

www.antalis.co.uk

Wide format media delivers pin-sharp print

ArtSystems has introduced a new wallpaper to the Xativa range of wide format media. Vista will initially be available in 150 gsm and has been designed to provide a "top quality wallcovering at a truly great price".

Divisional manager, consumables Paul Tarry explained: "We wanted to bring our resellers a Xativa wallpaper that would provide not only the very best output quality across the broadest range of ink technologies but retain the brand's celebrated value for money offering.

"The aim was to introduce top quality printability on an affordable wallcovering and Vista meets that criteria.

"The secret is in its formulation; it is a PVC-free, non-woven material ideal for digital printing that offers a soft smooth, matt surface structure and a forgiving, high-grade coating that delivers a superb, pin-sharp, photo-realistic print.

"Compatible with solvent, eco-solvent, latex, and UV printers, Vista enjoys outstanding scratch resistance.

"It is an all-round winner we are proud to offer to our reseller channels and we know they will find it a first-rate solution."

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Window film range extended to offer greater choice

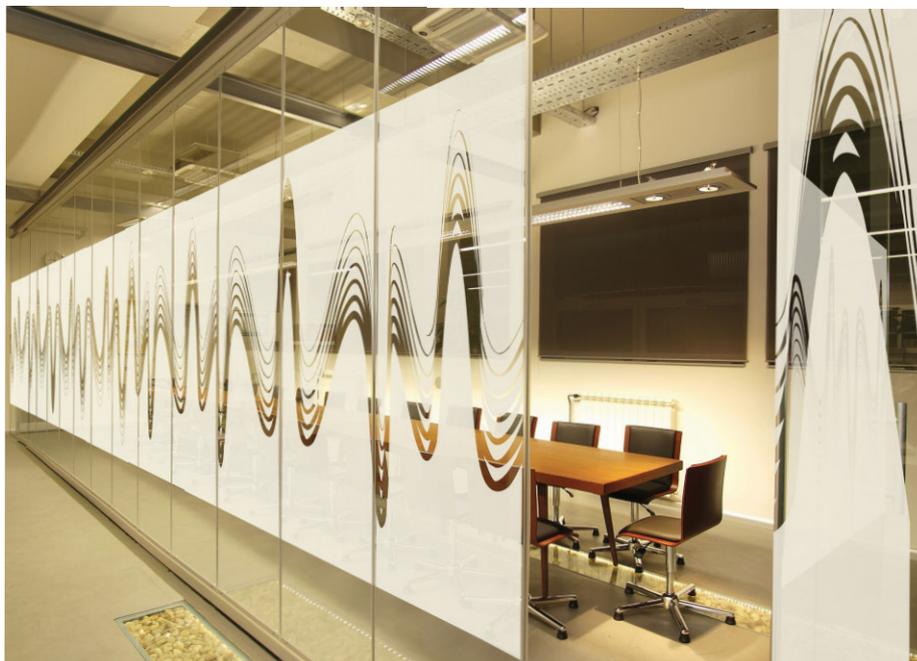
A new range of VION films from William Smith boast an array of patterns to transform the appearance of glass.

VION Décor can provide an element of privacy, combining aesthetics and functionality. The frosted films give the impression of sandblasted glass, obscuring the view while allowing light through. The colourful films in the range change the hue of any glass surface including windows, doors and tables while preserving the transparency with "truly spectacular results".

This new five-year durability polymeric decorative window film range is said to be ideal for internal applications to customise any flat glass surface. The ease and speed of application means they're a 'no-brainer' for businesses looking for a cost-effective solution with little disruption in the workplace.

Available in more than 40 patterns, the high quality films feature a matt finish, which is scratch-resistant and can be easily removed at any time.

Chris Bradley, head of marketing at William Smith, part of the William Smith Group 1832, says: "We're delighted to have expanded our increasingly popular VION range and offer a great variety of



Available in more than 40 patterns, the films feature a scratch-resistant matt finish.

films to our customers. The new films are ideal for privacy and decorative applications such as glass partitions in office environments. Thanks to the large amount of stock we can hold on site, all of the patterns are ready for next day delivery for orders received before 6pm."

The 40-micron self-adhesive polyester films are REACH RoHS compliant with a M1 Fire Resistance Rating. This latest addition to the VION range is available in sizes 1524mm x 30.5m in full or part rolls.

www.williamamith.co.uk

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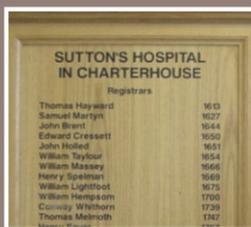
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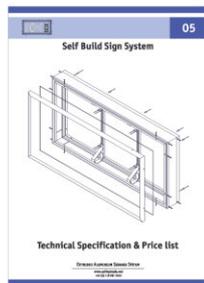
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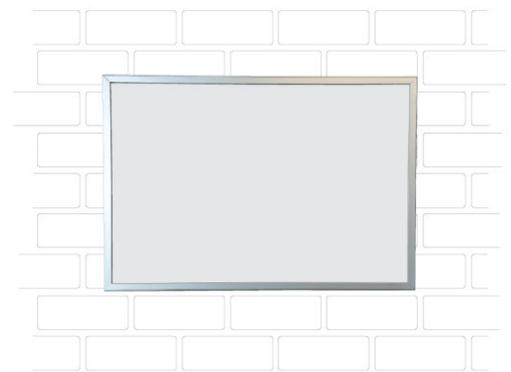
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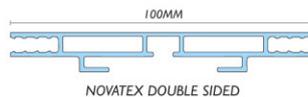
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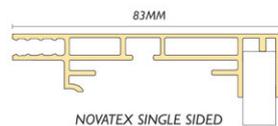
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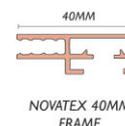
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NEW PRODUCT - EASY APPLICATION

NOVAEDGE

"The self-adhesive silicone edge that stays put". NovaEdge is designed for use with all the NovaTex profiles. The silicone edge strip is applied to the edge of the graphic eliminating the need for any stitching.



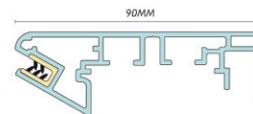
NOVATEX

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.

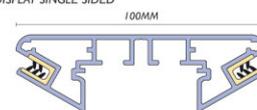


NOVADISPLAY

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.



NOVADISPLAY SINGLE SIDED



NOVADISPLAY DOUBLE SIDED

Machines keep quality high and costs low

Since 1991 XYZ International has been a major global player in the advancement of CNC routing, cutting and engraving technology, with a huge presence in the sign manufacturing sector. Robert Marshall, vice president (market development), discusses developments in this sector and the benefits for end users.

As part of a culture of innovation, the company has developed a wide range of machines and supporting software that comprehensively meet the changes and market diversification taking place, with the latest XYZ Trident combined routing and cutting print finishing system being a typical example.

Machines we supply are marketed under the XYZ, Pacer and Z power brands, with each offering both complementary and distinct benefits to sign manufacturers, contingent upon their size and the applications for which the machines are to be used.

A host of both standard and optional production tool enhancements include a customised ATC (automatic tool change) system, AVS (XYZ Vision System) for optimum material alignment and routing/cutting accuracy and the latest

“The benefits of CNC routing, cutting and engraving technology to sign manufacturers include the ability to eradicate the need for outsourcing leading to huge reductions in time and money”

integrated A2MC machine controller that comprehensively resolves problems such as ‘bounce’ and vibration caused by sudden machine acceleration/deceleration frequently encountered with less technically advanced controllers.



Close-up of XYZ Trident combined routing and cutting print finishing system

The XYZ Auto Zone Management facility ensures that the material being processed is always held securely during the routing/cutting cycle, while the helical rack and pinion drive system helps spread the workload more evenly, leading to a faster throughput, quieter operation and ultimately a longer than normal machine life.

Eradicating outsourcing

The benefits of CNC routing, cutting and engraving technology to sign manufacturers are manifold.

Primarily these cover the ability to eradicate the need for outsourcing (a particular benefit for the smaller sign manufacturer), leading to huge reductions in time and money, radically improved turnaround (up to 70%) on output by comparison with manual processes and an enhanced bottom line as a result of less material wastage (up to 30%) and the ability of machine operatives to deliver a perfect finished product on the first pass.



XYZ router profiling sheet aluminium for a signage project



Practical steps a sign manufacturer needs to take and common pitfalls to avoid when purchasing a CNC router are equally wide ranging. First and foremost, it is important to avoid the all too frequent temptation to purchase a machine based on price alone.

'Low-cost' machines are invariably 'off-the-shelf' productions with none of the necessary machine tool enhancements and with limited or invariably no technical back-up or access to essential spare parts and accessories.

"It is important to avoid missing out on essential tools and accessories in order to keep costs down and always to purchase from a supplier with a proven pedigree and capable of providing initial training, ongoing technical support and reliable spare parts availability"



XYZ router processing plastic sheet used for signage

Custom-built

In contrast, machines supplied by XYZ International are built to meet customers' specific requirements and therefore priced accordingly. In consequence, they can be configured to accommodate virtually any length and width of processing area. Significantly, there are currently in excess of 368,000 different machine configurations from which customers can choose.

The chosen machine needs to be fully upgradeable in order to meet both existing and future production requirements.

In addition, the supplier's servicing and repair network and its response capability need to be checked out prior to any machine purchase.

It is important to avoid missing out on essential tools and accessories in order to keep costs down and always to purchase from a supplier with a proven pedigree and one that is capable of providing initial training, ongoing technical support and reliable spare parts availability.

www.axyz.co.uk

Stand out signage with a classy finish

Demand for routed or engraved signage is high and continues to grow, says Andy Borrow of Impact Signs. Customers are always looking for something different that will really stand out and that's where materials like stainless steel and increasingly, Corian, really come into their own.

Commercial establishments such as top hotels or prestigious office buildings are asking for wayfinding signage and door plaques for example, engraved in Corian to give a classy and superior finish.

While the technology has not changed very much over recent years, the processes are getting faster, software is more user friendly and the growing range of materials available offer exciting opportunities. Metal, marble and stone effects, for example, look as good as the real thing yet are more affordable, lighter weight and easier to work with.

These materials are very convincing in appearance but still require 'traditional' skills to rout and engrave – this is where technology meets craftsmanship although advances in machinery are closing the gap little by little.

With years of sign making experience between us, we can create bespoke wayfinding signs in wood, metals, vinyl, Perspex or engraved laminate which can be coated with a range of finishes to create the desired result.

Special laminates

With a core of plastic that is coated with a finish of brushed brass, stainless steel or satin aluminium, special laminates make it possible to replicate a superior quality plaque at a much lower cost. The end result not only looks impressive, it is long lasting, requires less maintenance and is suitable for both indoor and outdoor use.

“Metal, marble and stone effects look as good as the real thing yet are more affordable, lighter weight and easier to work with”



A broad range of equipment includes CO2 and fibre lasers, rotary engraving machines and acid etching

Special laminates can be engraved with black lettering or logos which can then be infilled with colour as required. This enables us to accurately replicate a logo or produce an item that is consistent with a customer's branding. Special laminate plaques are widely used for both interior and exterior door signs in corporate and public buildings. They are also used as memorial plaques and on trophies, in recognition of achievements.

Stylish finish

Stainless steel offers a contemporary, stylish finish, which is both durable and maintenance-free. It doesn't rust, corrode or tarnish so requires no cleaning. We can provide stainless steel plaques with either a polished or brushed satin finish which can be engraved with any typeface or logo. It is often the chosen material for commemorative plaques, building and door signs for professionals.

Impact Signs has the technology to engrave stainless steel plaques using laser or rotary engraving or chemical etching. In addition, we can advise on the best option once we understand a customer's particular requirements. All engraving is carried out in house so we can provide the best possible service at the best price.

.....Continued on page 20



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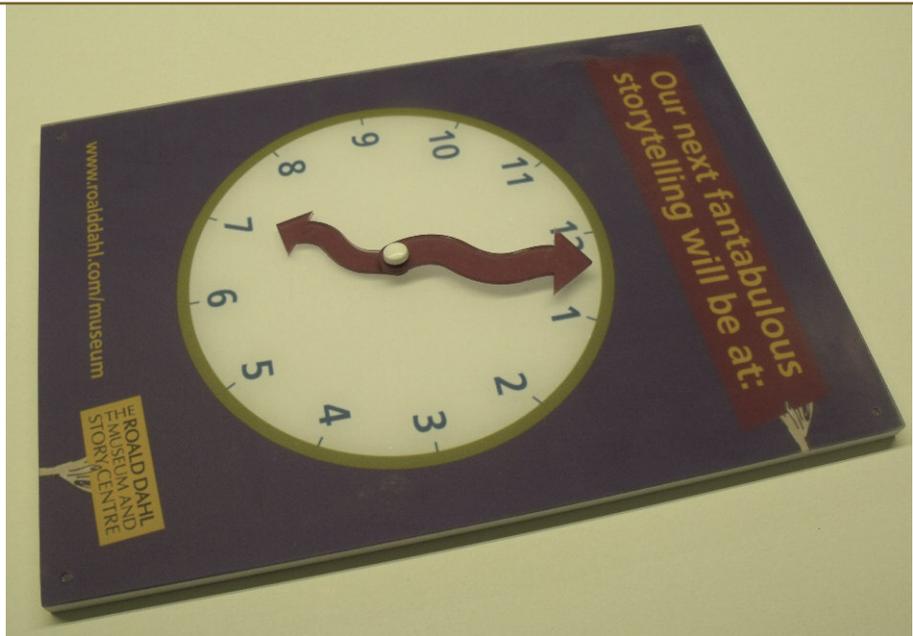
ROUTING & ENGRAVING Feature

.....from page 18

Perspex comes in a wide range of colours so it is possible to create a bold, eye-catching plaque. It can be cut to almost any size and shape, giving the option to really get creative with the design. Impact Signs will finish the product with either bevelled or flame polished edges and special anodised fixings. This gives the look of a glass plaque at a cost effective price.

We use a broad range of equipment including CO2 and fibre lasers, rotary engraving machines, acid etching along with EngraveLab software to produce the highest quality solutions for very customer.

www.impactsignsolutions.co.uk



Perspex can be cut to almost any size and shape, giving the option to really get creative with the design

Tool cuts route and rounds edge in one pass

Now an established and valued production machine for sign manufacturing, there is a continuing demand for the high quality CNC router tools supplied by Regal Tools.

CNC routing of acrylic is particularly demanding on quality and a feature increasingly favoured by customers is to show off that quality when routing thicker

substrates by rounding the edges. Crown Norge offers an Edge Rounding tool (NR) with a negative radius of 4.1mm and this tool is increasingly popular.



This single tool can now cut out route and simultaneously round the edge in a single pass

However, first routing out a shape with one tool and then rounding the edges with another has meant using two different tools; cutting out with a router tool, then making a tool change and then taking additional machining time.

All of this adds cost to the process but it is no longer necessary with Crown's Route & Round (NRR) 3mm diameter AC acrylic router tool with an integrated negative radius edge rounding part. This single tool can now cut out route and simultaneously round the edge in a single pass, giving significant tool change and machining time savings. The NRR tool is available in four router lengths for common substrate sheet thicknesses of up to 10mm, 12mm, 14mm and 18mm.

www.regaltools.co.uk



Small machines can make a big difference

The market for personalised items is fertile and engraving plays a big part. A fairly modest investment can result in sizeable profit, writes Rob Goleniowski, head of sales UK & Ireland at Roland DG.

Take Etsy, for example— if you search the site for engraved gifts, it will return over 250 pages of products. This demonstrates the wide range of possible applications and the impressive potential for generating revenue. For example, wooden items are popular from jigsaw puzzles to tools with engraved handles but when it comes to generating big profits, look no further than small metal items.

Five minutes in an impact engraver can add a huge mark-up to small jewellery items like lockets. The METAZA MPX-95 is a compact and affordable impact engraver from Roland DG which sells for £3999. Based on typical prices of blanks and engraved lockets on Etsy, you could recoup this investment in as little as two months selling only five units per day. Corporate gifts like engraved metal business card cases, have great profit potential. In the short time it takes to get a return on the initial investment in an engraving machine, you could stand to make up to 900% profit per item.

Compact machines

As you can see, a small impact engraver is a great way to get your new venture off the ground and start generating income but if you're already established as a personalised gift retailer, these compact engraving machines can also help cut out some of the costs of your existing business, as well as boosting your efficiency.

Claude Fournier of Montrehologramme creates custom wristwatches with engraved faces and his orders were often delayed by several weeks. He was outsourcing his engraving to a laser engraving company who frequently sent his watch faces in the wrong size or the wrong thickness.



The Roland EGX-350 comes with software featuring a wide choice of fonts

"These delays had an impact on his bottom line and, more importantly, on our reputation," says Claude. "Everything changed when he invested in an impact engraver from Roland DG. "The images were crisp and extremely realistic, of much better quality than laser engraving."

Claude reaped the benefits of bringing his engraving jobs in-house but he isn't alone.

"In the past we asked the soap manufacturer or third parties to make the impression stamps but it was expensive and very limited in terms of creativity," says Françoise Descheemaeker of Say it with Soap.

She created a business from the ingenious idea of heat-embossing bars of soap with custom messages but soon realised that she needed a more efficient way to create stamps. Once she bought a Roland EGX-350 desktop engraver her output increased and she gained the freedom to let her imagination loose,

"Trying things out was tricky," says Françoise. "Now we can experiment ourselves and create examples for our customers."

Whether you have a fledgling business or you're trying to increase your existing profit margin, you needn't assume that an engraving machine will cost the earth or take up a lot of space. Just like the many gifts available on online gift stores, small things can make a big difference.

"In the short time it takes to get a return on the initial investment in an engraving machine, you could stand to make up to 900% profit per item"



Say it with soap adds personalised messages, slogans and emojis to bars of soap using a desktop engraver

www.rolanddg.co.uk

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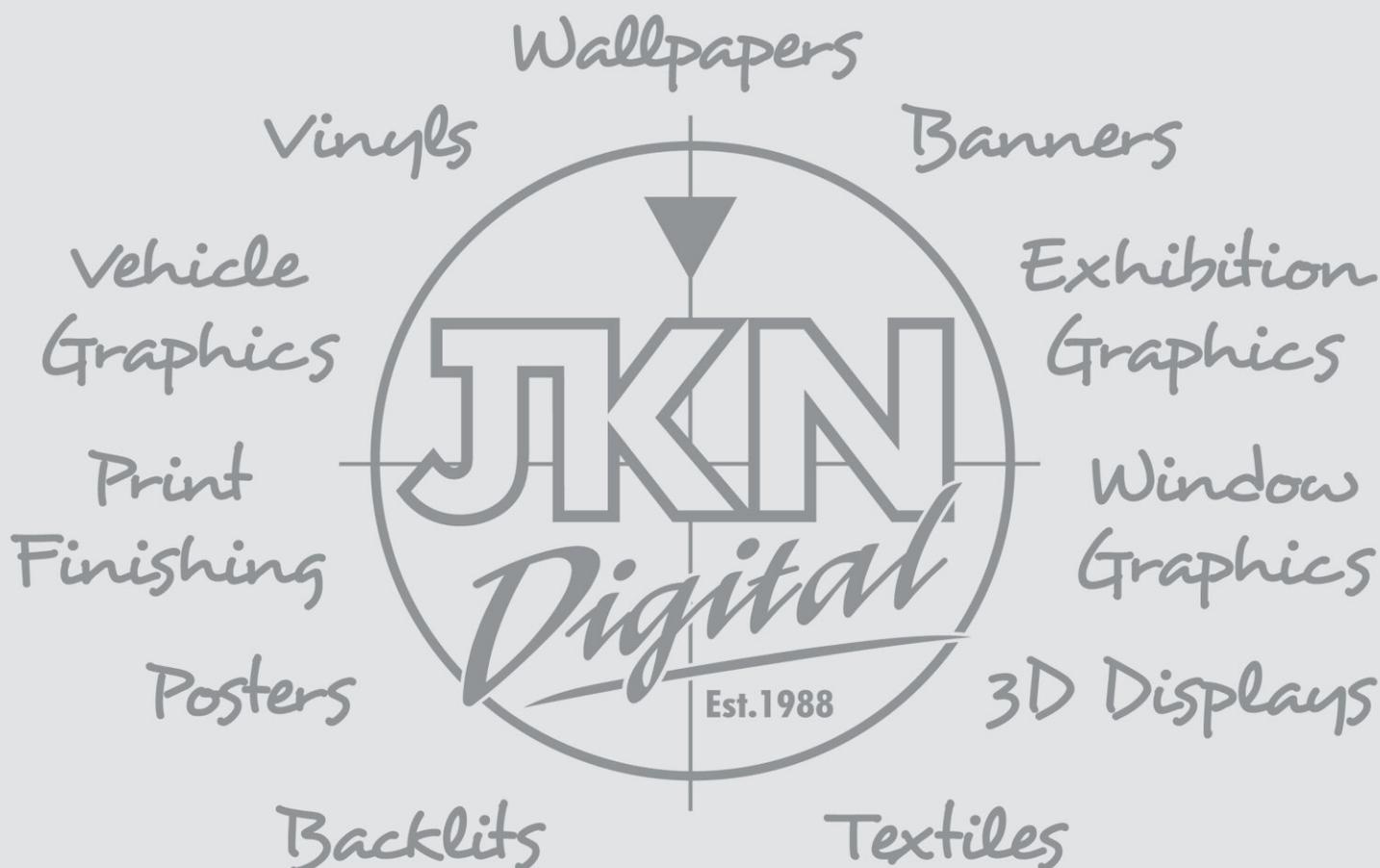


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Machine combination opens up new opportunities

Thomas Leach Colour has purchased a Komori B2 press, large format Océ Arizona 360 and a DYSS X7-1624C digital cutting table from AG/CAD as part of an investment program that has seen the business invest over £1m in the past few years.

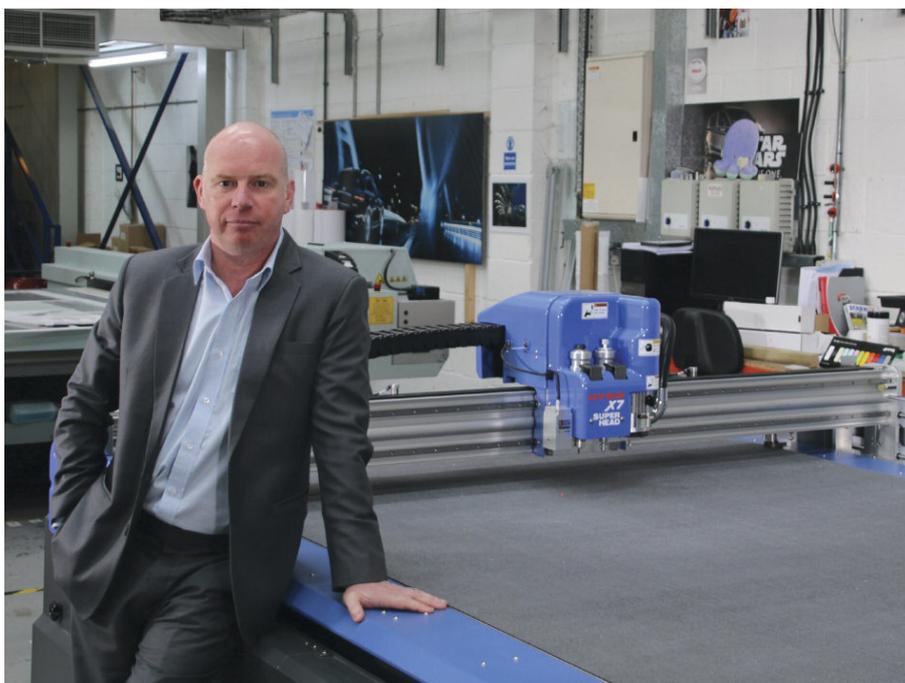
"We found that more customers were looking for vendors to provide a single source solution to fulfil complete marketing campaigns that often incorporated large format print projects including posters, banners and PoS displays," explains sales director Dave Mullord. "Customer needs were clearly evolving and we knew we either had to invest or subcontract the work out and face the consequence of losing process control and the additional cost constraints.

"We bought our first large format Océ Arizona three years ago but hand cutting limited our finishing capability. We knew we needed a digital cutting table and the DYSS X7 was the answer."

The Océ Arizona enabled the print specialist to process a greater range of substrates and increase its offering to customers but this involved hand cutting; a laborious job with several limitations.

First, the company could only cut straight-line profiles with any level of precision; shaped profiles still had to be subcontracted out. The precision and edge finish quality of hand cutting was often inconsistent and liable to operator error. Additionally, the company was unable to cut vinyl, acrylics, display units or car graphics.

Choosing a machine that would complement its large format printer, Thomas Leach Colour specified a DYSS X7-1624C with a 1.6m by 2.4m cutting table and Superhead configuration with an oscillating knife tool, routing head and creasing wheel, complemented by the K-Cut Vision Pro system and KASEMAKE CAD software.



Dave Mullord is delighted with the DYSS machine

"We have eliminated bottlenecks, streamlined production and reduced lead times to create extra capacity"

"The DYSS and Océ complement each other perfectly," concludes Dave. "They have opened new doors for our business and we are targeting new opportunities with great success. The combination has opened up the signmaking industry for us, adding to our turnover."

Thomas Leach Colour also has the flexibility and capability to process decals, wallpaper and vinyl.

"The growth we are witnessing is coming from the DYSS X7 giving us the ability to open new revenue streams and target work previously beyond our remit. We have eliminated bottlenecks, streamlined production and reduced lead times to create extra capacity," concluded Dave.

"We have reduced our costs considerably. The K-Cut Vision System delivers impeccable precision while the Superhead generates exemplary cut quality; both elements have eliminated waste and scrappage. This is particularly prominent on pop-up displays where the cut quality, precision and fit is critical.

"Large format print has rapidly grown within our business and the DYSS X7 will enable us to rapidly evolve this side of our business. We are extremely pleased with the way it works in synergy with our large format printer."

www.agcad.co.uk



Automatic maintenance and self-cleaning saves time

Signs Now has installed a new Océ Arizona 1260 XT system after asking Canon to provide the best way forward as part of a major upgrade to build business revenues.

After more than a decade using an Arizona 250 GT, Signs Now took the plunge to invest again to keep the company at the forefront of production. The installation was completed in May.

"We did some in-depth research over six months," says manager Carlo Matarazzo. "Whereas other vendors seemed to focus on speed, Canon took a consultative approach and really wanted to understand our business to help us grow. We haven't looked back. The machine has been brilliant in terms of speed, quality and the add-on features.

"It's still early days but we know already it has seriously reduced labour costs and we feel sure it will open up many new business opportunities going forward."

Machine operator Will Fallon comments: "I absolutely love this machine; it's a huge step forward. One of the real benefits for me is the automatic cleaning system, which means I don't have to spend up to 90 minutes a day cleaning and vacuuming."

Important benefits from the investment for Signs Now include further uplift in quality and a system four times as fast as the previous Arizona 250 GT system with printing of up to 35m²/hour and the ability to print directly with white (including text) instead of having to tape up the material and use a cutter beforehand.

Easy operator controls and pins automatically align work instead of labour-intensive manual operations while automatic maintenance capability and self-cleaning and head testing capabilities free up valuable time. The machine has the ability to print wider on the double flatbed and offers advanced production software and a roll-to-roll option.

Signs Now has four sites and a £3 million turnover, employing 35 staff. It covers the UK and EMEA work that includes all kinds of signage for shop fronts, retail parks, schools and blue-chip companies.

Canon UK's head of sales for display graphics, industrial and production solutions Neil McMinn said: "As a partner that can be trusted to help organisations work more efficiently, achieve growth and stand out in an always-on world, we're delighted that Signs Now has once again invested in one of our world-class Arizona systems.

"It's still early days but we know already it has seriously reduced labour costs and we feel sure it will open up many new business opportunities going forward"

"Canon combines heavy investment in research and development and dedication to launching disruptive technologies to help customers face today's complex business challenges. The Arizona is a perfect example of how companies can open new doors and increase the bottom line through latest advancements such as automation and software."

www.canon.co.uk



Important benefits include further uplift in quality and a system four times as fast as the previous Arizona 250 GT system.

CNC cutter allows for more diverse product offering

Helping to increase efficiencies at Victoria Court, a Zund G3 L2500CV CNC cutter will allow the team at FASTSIGNS Chelmsford to carry out more in house manufacturing and is welcome news for the team of eight.



The CNC cutter will help the company increase capacity

"We've had a very successful year so far and the arrival of this new machinery is the icing on the cake," says managing director Roselyn Itopa. "In addition to the obvious benefits of the increased speed at which we can now complete a more diverse range of projects, it will allow us to increase our capacity and provide a more innovative and varied product offering."

"We've been in operation now for over 21 years and during that time we've seen the industry evolve at a rapid pace with new techniques and machinery leading the way," concludes Roselyn. "We know just how important it is to move with the times and this new Zund cutter is just one of many changes we have on the horizon, which are all geared toward helping us further increase the service we provide our customers."

www.fastsigns.co.uk

"The increased speed at which we can now complete a more diverse range of projects will allow us to increase our capacity and provide a more innovative and varied product offering"

Latest print technology expands creativity

Delightful Living makes bespoke personalised signs and gifts. Having started by hand-painting everything, they have been working with UV print technology since 2013. A Mimaki UJF3042HG and Kebab purchased from CMYUK has enabled the firm to scale and grow their business while retaining a handmade element to the finishing process.

Managing director and co-founder Paul McGreevy explains: "We already had two UJF3042s which were coping well with the day-to-day grind and busy gifting periods when we would see our production demands increase significantly. We were looking to upgrade one of our machines so that we could experiment printing directly onto bigger objects and wanted to explore the options of the Kebab on cylindrical objects. The biggest reason for wanting the Mimaki UJF3042HG was to expand our range, creativity and explore new techniques, while still being able to do the day-to-day print fulfillment.

"Sue Hayward from CMYUK has been a major influence on our whole working experience within the print industry in the past five years and with her help and advice she has steered and guided us in the right direction. She set everything up and liaised with Hybrid so that installation

went without a hitch. Martin Cole was then assigned as our service and training installation engineer and he was just brilliant; his calm and thorough approach enabled us to fully get to grips with the new machine's capabilities and to provide our first introduction to Rasterlink 6, which we use with the Kebab."

The Mimaki UJF3042HD offered the company deeper head height and the eight inks meant their set-up could incorporate clear, white and primer. It gave a lot of new options for very little disruption.

www.cmyuk.com



The team is now beginning to experiment with new substrates and work with suppliers to develop new ideas and create new products

(Price Reductions on Ex Demo Models)

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Ex-Demo 'Desk Top' Co2 Laser Cutter/Engraver 300 mm x 500 mm with Rotary Axis	£2,795.00 + VAT
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XY trimmer saves time and reduces costs

The UYR Group started out as a graphic design agency but soon realised that due to the size of its clients and the volume of print required, there was an opportunity to take more control of the production process.

In 2006 the company invested in its own print facility and from that point has naturally progressed into a full service organisation.

As business has increased along with the throughput of its wide format digital printers, so a more efficient trimming mechanism was required to keep up. UYR produces posters for many well-known brands and it was in this area that that company was experiencing a bottleneck when it came to finishing.

Previously all trimming was done by hand but this was inevitably slowing down the print process and daily finished output volumes. Litho Supplies recommended the Kala KalaXY XY Trimmer distributed by Colourgen.

"It now takes just 15 minutes to trim a 50m roll of printed media which previously took a day to do manually"



The 65"-wide Kala KalaXY automatic XY trimmer quickly cuts prints from a roll into sheets, providing a significant time saving in poster finishing

This 65"-wide automatic XY trimmer quickly cuts prints from a roll into sheets, providing a significant time saving in poster finishing. This XY trimmer can cut substrates up to 1mm thick including photo paper, vinyl, laminated media and light PVC banner. With a simple, robust design and ease of use, it integrated easily in to UYR's workflow.

"It now takes just 15 minutes to trim a 50m roll of printed media which previously took a day to do manually. A year on and it's not missed a beat," says production manager Joe Canning.

This investment has subsequently led to cost savings, improved efficiency and above all, faster turnaround for time-conscious customers. In this high volume environment, its ease of use and mechanical robustness is an absolute necessity to increase productivity and customer satisfaction.

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Investment brings jobs in-house as demand increases

Selectequip has refurbished its Wakefield sign company and been shortlisted for a best small business award. With strong growth over the past 18 months, the company's purchase of a Mimaki JFX200-2531 and Kongsberg X24 Starter has allowed them to keep up with increasing demand.

"Sue and Nick from CMYUK helped us to identify the machinery we required and explained exactly what it would do for us in the short, medium and long term," says managing director Henry Spence. "We know we can grow into the new machinery as we continue to learn new skills."

In addition, Selectequip purchased iCUT Suite software that makes adding cut lines and bleed easy and ArtiosCAD software, giving their designers access to an array of rescalable PoS display stands and packaging designs.

"The training from CMYUK has been excellent; they have ensured we are in a position to get the machines working for us

"We know we can grow into the new machinery as we continue to learn new skills"

and allowing us to learn more and expand our capabilities each day," continues Henry. "When we have hit a road block CMYUK has been there to help us move forward; the support is invaluable."

ESKO business manager at CMYUK Nick Reed comments: "When we met Selectequip during their visit to the CMYUK demonstration facility, we could tell they were very passionate and

determined to purchase the very best machinery for their requirements. Listening to their plans for the future of the business, the Mimaki and Kongsberg pairing made perfect sense."

The JFX200-2531 benefits from leveraging innovative LED UV curing technologies and highly productive print speeds up to 252/h and 12.5m²/h with simultaneous white ink printing. With a working area of 1680mm x 3200mm, the Kongsberg X24 Starter is perfect for a wide range of signage materials. The air-cooled milling bit assures edge quality during high-speed milling of acrylics and other synthetics, allowing Selectequip to bring jobs in-house.

"CMYUK has been absolutely brilliant; they have communicated, answered, delivered and been with us every step of the way; when the time comes, I will be buying more machines from them," concludes Henry.

www.cmyuk.com



With a working area of 1680mm x 3200mm, the Kongsberg X24 Starter is perfect for a wide range of signage materials

Digital wide-format investment unlocks new applications

After installing Roland DG VersaUV LEF-20 and Roland DG TrueVIS printers, QuickPrint has discovered a wealth of new applications.

After spotting a market for exterior print such as banners, QuickPrint invested in digital wide-format printing systems to produce them. In so doing, they unlocked a range of other exterior print applications including shop signs and vehicle graphics followed by large format exhibition graphics, roll-ups, pop-ups, posters and labels.

All these are produced to order on a Roland DG TrueVIS VG-640 combined printer/cutter, which replaced an older VS-640 around a year ago. It is integral to QuickPrint's mission to continually discover new services, products and ideas.

"The VS-640 stood us well for years but the new TrueVIS gave us increased speed and quality – a massive bonus," explains Richard Frayne, director of QuickPrint (South West). "Customers are demanding fast turnaround, full-colour work and the TrueVIS VG offers both speed and quality. It's a win-win."

Alongside the TrueVIS VG-640 is a Roland VersaUV LEF-20 UV flatbed printer, a compact device with a built-in carbon extractor in the base. This can print an extraordinary range of colours including white and gloss highlights and even unique textures onto practically any material or product up to 100mm thick. For QuickPrint this includes printing designs of famous aircraft such as the Spitfire onto gold-plated ingots. QuickPrint receives the ingots from a

"We can offer quotes to other business for more unusual work, thanks to the LEF; it's a very versatile machine"



After installing Roland DG VersaUV LEF-20 and Roland DG TrueVIS printers, QuickPrint has discovered a wealth of new applications

specialist mint company, prints a layer of white on the VersaUV LEF-20, and then over-prints with stunning CMYK colour images.

A course at the Roland Academy enabled Richard's team to learn more about the potential of the LEF.

"When we provide large format work to our customers, it's nice to offer the full service," he says. "We can also offer quotes to other business for more unusual work, thanks to the LEF. It's a very versatile machine; it can print onto almost anything up to 100mm high. If you can print it, we can offer it – we're a one-stop-shop, always looking for new products and new services."

Most of QuickPrint's clients are repeat trade customers for whom the business produces wide format, commercial print work and promotional products like golf balls and pens but increasingly, the company's ecommerce website is attracting more consumer sales.

"We never stop looking at new applications," says Richard.

www.rolanddg.co.uk



Latex printer enables entry into new markets

Sign Rite Grafix is winning new customers thanks to the deployment of a new HP Latex 365 printer. In recent months the company has seen an increase in enquiries for large format printing including murals and wall décor. Company founder Phil Alipho purchased the printer to enable his business to broaden its offering and meet this growing demand.

With several new requests in the pipeline, Sign Rite Grafix will be able to offer large wall coverings, murals, event banners, building/vehicle wraps and a host of other treatments, creatively designed and beautifully produced with the HP Latex printer. The company aims to diversify into new markets including retail, large-scale outdoor signage and interior design.

“We are already seeing a great deal of demand for printed wallcoverings and murals so investing in this technology will help us to tap into this fertile market”

“With the addition of the HP Latex 365 printer we can really diversify as a business,” explains Phil. “We are already seeing a great deal of demand for printed wallcoverings and murals so investing in this technology will help us to tap into this fertile market. Our industry is constantly evolving and by working with HP we’re able to keep abreast of market trends and new customer demands.”

The company has historically used solvent inks but with the HP Latex 365 printer and HP Latex Inks, the company can safely print interior work without the hazardous fumes produced by solvent ink.

www.hp.com



Sign Rite Grafix aims to diversify into new markets including retail, large-scale outdoor signage and interior design

Capitalising on growth

Everyone loves a giveaway and businesses are always looking to increase brand awareness. As such, the market for promotional products offers a huge opportunity to print service providers (PSPs), writes Epson UK sales manager Phil McMullin.

At the end of 2016 the value of promotional merchandise in UK and Ireland was put at £996.4m (Sourcing City), up 6.1% on the previous year and the three years before that had seen annual growth of 9.2% (2013), 4.5% (2014) and 8.7% (2015). These are the figures viewed as realistic by the British Promotional Merchandise Association. Other sources quote a range from £700m to £1bn but the variation is explained by whether items like workwear and apparel are included.

Promotional merchandise remains a very popular option with marketers because it works. It increases brand awareness, can

win new business, reward customer loyalty and make recipients feel good. Products that remain popular are pens and electronics but items that stand out from the crowd and are of good quality are the most valued and influential. Getting the product that fits the occasion – be that a T-shirt for a music festival, a flag for an international sports occasion or a water bottle for a marathon – will enhance the impact and effectiveness of the promotion.

Increased demand

Epson has seen a great rise in interest in promotional products and its dye sublimation range of printers combined with a vacuum oven (the choice will depend on the range and size of product you want to handle) can make that possible. A PSP can purchase a SureColor SC-F6200 for under £5,000 and an oven from around £3,000; there is a growth path with models up to the SureColor SC-F-9300 launched last year.

“Understanding the customer’s brand and becoming an adviser on enhancing that image creates a valued bond well beyond that of a normal printing company”

This type of printer can handle soft signage and other textiles, of course, but by using polyester coated substrates it can as easily produce hard surface products including phone cases, picture frames, fobs, helmets, plates, cutlery and jewellery.

Promotional products are a great market for the more inventive PSP because beyond the staple memory sticks, pens and mugs there is the opportunity to create and sell unusual and inventive products to a brand owner and to second think upcoming events and see how that might create an opportunity for the brand owner to shine with giveaways.

Winning new custom

Understanding the customer’s brand and becoming an adviser on enhancing that image creates a valued bond well beyond that of a ‘typical’ printing company. As they see the benefit (winning new customers and cementing relationships with existing ones) the business relationship grows and strengthens.

In addition to dye sublimation, direct to garment (DTG) offers a different profit option with the Epson SureColor SC-F2100 ideal for printing T-shirts, bags, hats and other bespoke and short run cotton-based items. It is fast, reliable and can create one-off print designs using Epson’s Garment Creator software. The ideal model for a pop-up shop at a school or an event, it costs about £11,000 although the PSP may need a pre-treatment unit for about £3,500 and a heat press (variable costs).



Using polyester-coated substrates hard surface products can be easily produced including phone cases, picture frames, fobs, helmets, plates, cutlery and jewellery.



Maximising impact

Whether choosing the dye sublimation or DTG route, there are certain tips to bear in mind with promotional products to maximise impact and return on investment for the customer (as well as the producer). Knowledge of the target audience is critical; this might cover age, gender, geographical location and income range but it's even better if it includes their values, attitudes and interests. This will influence the type of product proposed. Ensure the printed item is seasonally relevant; after all, no-one wants a beach bag for Christmas or gloves in the summer.

People prefer gifts that are functional and they can use or wear without embarrassment. Humour works but not bad taste. Sports retailer First XV is using its SureColor SC-F2100 DTG device to produce T-shirts for rugby fans with logos like 'Eat Sleep Rugby Repeat' through to 'Harry Propper' (rugbystuff.com) which are absolutely right for their target market.

Make sure your client incorporates a call to action, be that an incentive to visit their



In addition to dye sublimation, DTG offers a different profit option with the SureColor SC-F2100 ideal for printing T-shirts, bags, hats and other bespoke and short run cotton-based items.

web site or participate in a social media challenge like sending in a photo of you drinking from the thermos sent.

Digital print has opened up opportunities for promotional products because it is economical to produce in short runs or as bespoke items. PSPs must remember that what they produce reflects on the brand so

having good quality kit that consistently outputs great results is critical. Epson manufactures its own chassis, printheads and inks so that the quality control is guaranteed and always optimised. That means peace of mind for the producer and user of branded items.

www.epson.co.uk



Tips to maximise impact

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Customisation advances make for affordable personalisation

Have you been to an exhibition or a trade show in the past year? If so, you might have noticed a small war being fought between the stands and shell schemes. On every counter, the ammunition is on display and everyone, whether they admit it or not, is engaged in an 'arms' race. Rob Goleniowski, head of sales UK & Ireland at Roland DG, discusses what is required to get a toe-hold in this potentially lucrative market.

“Even for small orders variable data printing lets you print items for different clients in a single print run, creating a direct relationship between the size of your print bed and your potential profit”

Companies both large and small are looking for that special, 'unique' giveaway that their visitors cannot keep their hands off. Whether it is a pen with a built-in LED light, branded sunglasses or a fidget spinner, everyone is hunting for the holy grail of promotional items that will leave an impression on visitors, tyre-kickers and yes, potential sales leads.

The appetite for the perfect promo gift is so great that these businesses will devote a sizeable chunk of their exhibition budget to it. That's where you, the savvy print professional, come in. Luckily for you, advances in product customisation have come a long way in the past five years and now UV LED printing solutions are more reliable, more affordable and easier to use than ever before.

Low entry barrier

If you run a small print shop and want to add product personalisation to your portfolio, the barrier to entry is mercifully low. The VersaUV LEF-12i from Roland DG is only £12,999 and you can do a lot with its 335 mm (13.2 in.) X 310 mm (12.2 in.) print bed. In a single print run of around 10 minutes, you can turn a bed of 30 blank pens into 30 custom branded promotional gifts. Even if you only print for four or five hours a day, you can effortlessly see a return on your investment in six to nine months.



If you're prepared to step outside the box and offer something truly distinctive, your customers will pay almost any price

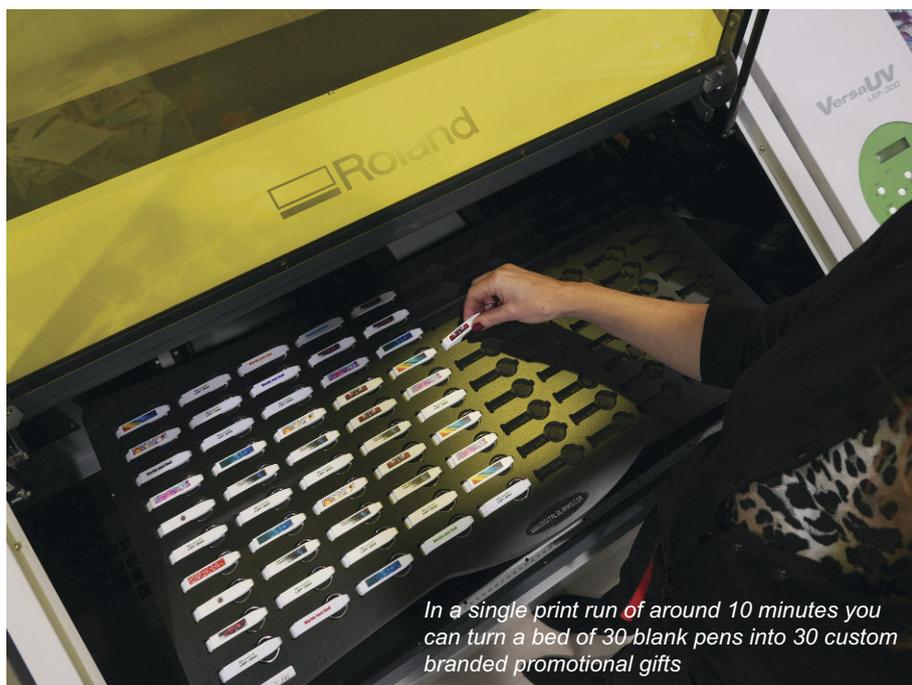
This example illustrates the low end of the spectrum, selling low margin pens printed on an entry level UV LED machine. The real potential of promotional items is much more impressive, with the mark-up on mobile phone cases, for instance, being much higher. These two promo gift ideas are standard fare for the typical trade show but if you're prepared to step outside the box and offer something truly distinctive, your customers will pay almost any price.

Variable data printing

Portable fans powered by your phone socket, lens covers for the security conscious or smartphone wallets are items that have appeared in recent years. It's good news for print companies that many of these branded gifts are mobile phone accessories, meaning they can be printed in bulk in a relatively short time.

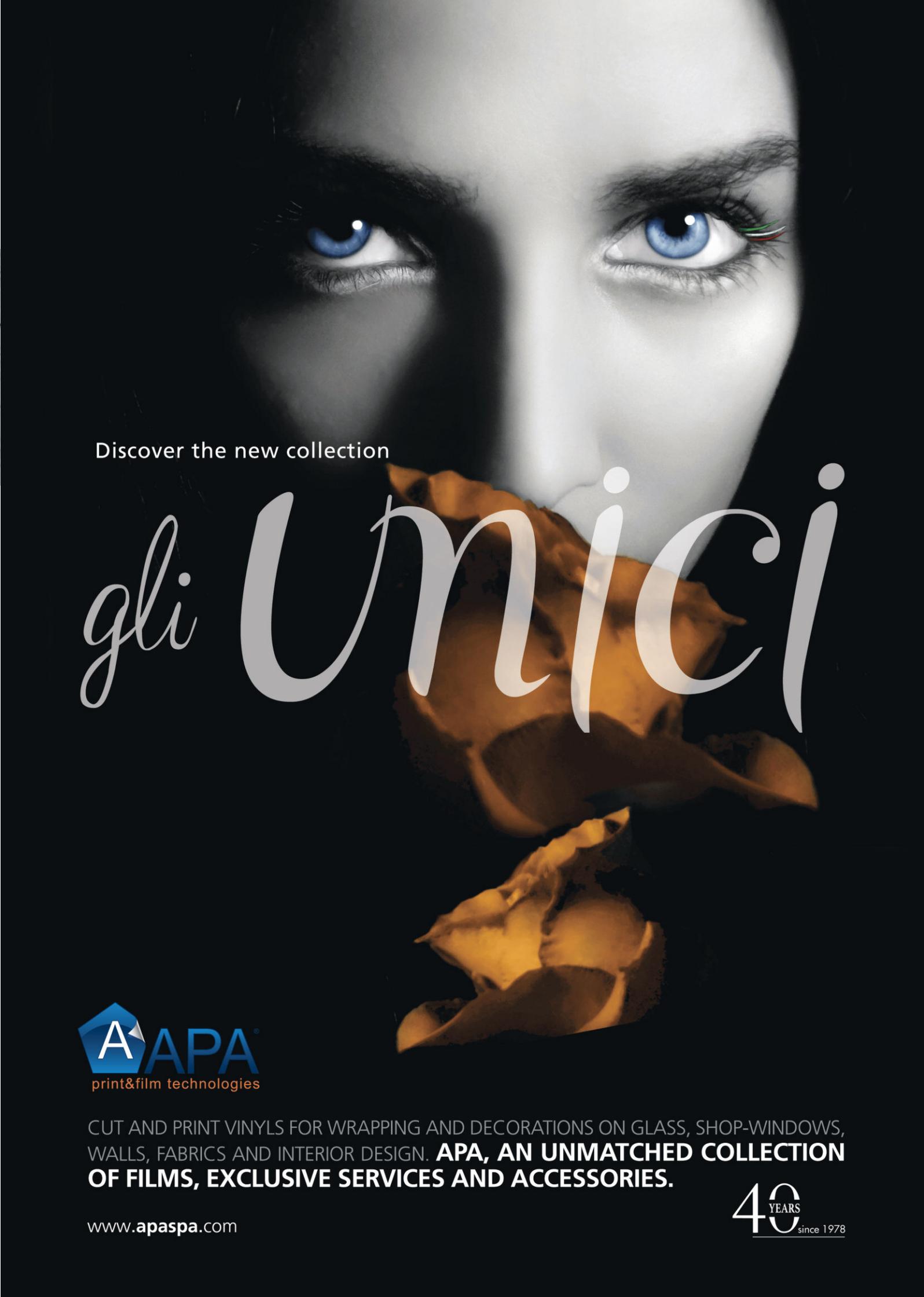
Even for small orders variable data printing allows you to print items for different clients in a single print run. This creates a direct relationship between the size of your print bed and your potential profit.

Today, you need to be quick off the mark to catch the trends while they're still hot. With every trade show, some new giveaway lands on the scene to draw the crowds. You need to be sure that your print solution can flex according to sudden changes and scale according to demand.



In a single print run of around 10 minutes you can turn a bed of 30 blank pens into 30 custom branded promotional gifts

www.rolanddg.co.uk



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Join the transfer revolution

Imagine being able to produce full colour transfers from a toner-based laser printer that can be applied to almost any garment or promotional product regardless of fabric, substrate or colour; does not require any cutting or weeding and has superb durability. Well, reality is here, the transfer revolution continues, writes Jim Nicol, managing director of TheMagicTouch.

TheMagicTouch image transfer process has evolved over the years into an integral part of the sign industry with so many companies adding garment decoration to their product portfolio. Our transfer solutions are reliable, durable and very affordable.

In today's competitive environment digital image transfer offers a great opportunity for users to add a new dimension to their business and increase their product range to existing and future customers without major capital investment. Customers have a higher expectation for personalised products in both print quality and presentation.

Peace of mind

TheMagicTouch process allows the 'peace of mind' factor as customers can evaluate and approve an actual pre-made sample



Transfer papers offer the ability to decorate PU surfaces, leatherette, glass, metal, wood and tattoos - almost anything, any colour, any time

in advance of any significant order. We offer a range of nine transfer papers, all compatible with selected toner-based colour printers.

These include the award winning WoW and T.One transfer papers with their fusing temperature properties as low as 110 °C, enabling most fabrics including nylon, neoprene, leather, cotton and polyester to be easily decorated without scorching or

"In today's competitive environment digital image transfer offers a great opportunity for users to add a new dimension to their business and increase their product range without major capital investment"



Customers can evaluate and approve an actual pre-made sample in advance of any significant order

heat press marks. The remaining seven offer the ability to decorate PU surfaces, leatherette, glass, metal, wood and tattoos - almost anything, any colour, any time.

Entry-level to TheMagicTouch technology involves a TMT/OKI CMYK or CMYW A4XL or A3 printer, now available for less than £400 (includes three-year warranty), a good quality heat press and the transfer papers.



“Exploit the ability to affordably produce a personalised sample for customer evaluation, giving you a massive marketing advantage, especially when the sample is free and unexpected”



Entry level to the TheMagicTouch technology involves a TMT/OKI CMYUK or CMYW A4XL or A3 printer

Personalised sample

Those involved in the sign industry must consider TheMagicTouch as a 'sales tool' enabling personalised samples from a comprehensive product range to be targeted to existing and potential clients. With more sign companies today not employing any dedicated sales and marketing staff how do they expect to generate new business? Admittedly lots of new business is generated by repeat orders and recommendations but nothing beats the effectiveness of a printed personalised sample.

Exploit the ability to affordably produce a personalised sample for customer evaluation, giving you a massive marketing advantage, especially when the sample is free and unexpected. It's far easier to get an order when the customer understands they can have what they want, when they want. The sign industry needs to simplify the selling and marketing part of the business thus helping to create new business as opposed to the spiral trend of selling on price.

TheMagicTouch offers a range of sublimation transfer solutions together with a comprehensive range of flex, flock and glitter materials for single colour garment decoration, with lots more new innovation to follow for many years to come. We invite you to be part of the revolution.

www.themagictouch.co.uk

Easy apply thermo-adhesive films for textiles

APA has introduced its renewed series T-Shirt film, thermo-adhesive films for fabrics said to ensure easy application and excellent results on cotton, polyester and nylon; a complete range that "fulfils the needs of a market increasingly eager for first-rate products, able to combine high-tech materials, innovation and practicality".

In addition to an extensive range of films from the T-FAST line, APA has introduced the T-SOFT extra-soft cutting film, which can be instantly transferred to the fabric - pressing takes eight seconds.

The T-SHIRTFILM range is enhanced by the T-GLITTER effect in various colours; T-LUMIX photo-luminescent film; T-METAL reflective metallic effect in several colours; T-FLOCK film with high fibre density; and T-WAY extra-soft film for decorating nylon and waterproof fabrics.

The T-FAST series is available in the T-FASTPRINT digital printing version: these films can be printed with solvent, eco-solvent, UV and latex inks.

www.apaspa.com



T-SOFT extra-soft cutting film can be instantly transferred to the fabric

Space transformed with wall and flooring media

Since its inception in 2001 ImageCo Visual Imaging has become one of the UK's leading companies for all things project and print, specialising in wide-format print, signage and exhibitions. What better place to showcase their capabilities than its HQ in Leeds.

"We wanted to turn the space into something inspirational that made people stop in their tracks"

"We wanted to turn the space into something inspirational that made people stop in their tracks," says director and co-owner Nathan Swinson Bullough. "We used top quality print media from CMYUK and are thrilled with the results."

The floor was covered with UDECO Crystal Floor, which has a reverse printable, clear media print side and crystal textured anti-slip top surface. It is a durable, soft PVC material suitable for a wide range of applications within retail, expo and architectural environments.

The walls were decorated with CMYUK's own brand Utack – a thin and woven self-adhesive polyester fabric which is easy to print and install and removes without damage or residue. CMYUK provides a range of materials sourced from the very best manufacturers worldwide, pushing the boundaries of digital print production by offering cutting edge materials.

www.cmyuk.com



ImageCo Visual Imaging transforms a room using materials provided by CMYUK

Built-up metal letters creates striking reception space

Newport Norse selected Applelec to manufacture a series of built-up metal letters to provide new branding for the reception area at St. Andrew's Primary School in Wales.

The reception was recently refurbished to create a more contemporary and visually striking entrance within the school's Victorian building, help develop the children's creativity and provide a calming environment.

Applelec was tasked with manufacturing a series of built-up metal letters to form the

ST. NDREW'S section of the logo. At 600mm in height, the logo was created in brushed stainless steel to achieve the required modern aspect for the scheme and contrast with the towering, freestanding letter A.

Fitted on top of the magenta-coloured A, the ST section of the logo was punctuated with a hollow, 154mm diameter circle, which represents the full stop. The centre of the disc was filled with a flat cut, stainless steel star, created to reflect the school's 'learning together, we reach for the stars' motto. Running the full length of the reception desk, the NDREW'S letters were finished with rounded edges to ensure the signage would be safe for the low level installation.

Head of signage sales Andy Armitage says: "The positioning of the ST part of the logo meant the lettering would be visible from both inside and outside the reception area. To accommodate this, the signage was manufactured with a double-sided finish, where the letter returns were meticulously hand-shaped and manipulated by our metal fab team to achieve a seamless and precise seal for the logo."

"The signage was manufactured with a double-sided finish, where the letter returns were meticulously hand-shaped and manipulated to achieve a seamless and precise seal for the logo"

Newport Norse's architectural designer Andrew Herrington comment: "The refurbishment had to be completed within six weeks and because of this tight timeframe an efficient turnaround was crucial, which was achieved by a collaborative effort from Applelec and our regular contractors. Coordinating the procurement along with exacting size, style and finish of the built-up metal letters was a technical challenge and one that was met with good communication and craftsmanship from Applelec."

www.applelec.co.uk





Museum pays tribute to Fab Four with graphics and digital media

Widnes-based Bold Display has recently completed signage and display graphics for the Magical History Museum displaying Beatles memorabilia, which opened to the public in July.



Each of the six large windows at the front of the former Victorian warehouse is covered with a graphic image of each Beatle

The brother of the Beatles first drummer Pete Best, contacted graphics manager Peter Cliffe and his team having received a recommendation from another customer. Roag Best created the museum to house his collection of Beatles artefacts gathered over many years.

After visiting Bold Display and discussing his requirements Roag was keen to give them the job.

"Bold Display really got it," he says. "The team are very creative, efficient and fast. They did a superb job for The Magical History Museum."

Situated in Matthew Street in the heart of Liverpool, the low-level entrance signs are self-adhesive vinyl graphics, which have been applied to Dibond. Each of the six large windows at the front of the former Victorian warehouse is covered with an image of John, Paul, George, Ringo, Pete Best and Stuart Sutcliffe, digitally printed directly onto 3mm Dibond.

Inside the museum, some of the walls are covered with Ahlstrom's Spray & Up EasyLife digital media, which is distributed by Pyramid Display; as the name indicates, this is sprayed onto the media with no need to paste; easy to apply, align and reposition.

The team are very creative, efficient and fast; they did a superb job for The Magical History Museum "

Each museum exhibit bears a small descriptive plaque, which Bold Display made from 5mm Foamex with a Gerber Edge graphic.

Bold Display is a long established sign and exhibition company, supplying everything from simple self-adhesive labels and banners to vehicle graphics and architectural corporate signage.

www.bold.co.uk

LED printer delivers fast turnaround

London-based Park Communications was recently contacted by New York based creative consultancy and design studio Askew, at 10:30pm and asked to produce three high quality fashion posters mounted on 1/4" white foamcore (24x36in) for the following day.

"We confirmed we could meet the deadline and recommended printing straight onto foam board," says MD Alison Branch. "Printing directly onto the substrate achieves a better finished result, eliminating any potential ripples or bubbles as well as being cheaper for the customer. The final artwork file was transmitted to us from New York at midnight and the board was ordered at 8.30am in the morning."

With its production level speeds and continuous print functionality, the ink-curing technology of the EFI VUTEK

GS3250LX Pro LED hybrid printer supplied by CMYUK, allowed a quick turnaround and high quality finish avoiding ripples or bubbles. With virtually no VOCs, fewer consumables, less waste, lower energy consumption and the ability to print on recycled and other heat-sensitive materials without warping or head strikes, it's also a greener printing solution.

With 'cool cure' LED technology and increased productivity, the EFI VUTEK GS3250LX Pro offers eight colour plus multi-layer white print capability.

The boards were printed to the highest photographic quality and delivered to Four Marketing in London less than 24 hours after the order was called in from NYC.

www.parkcom.co.uk



The boards were printed to the highest photographic quality

Self-adhesive film speeds into the future at Shell Eco-marathon

Drytac's SpotOn was used for eye-catching vehicle graphics on innovative racing car designs at Shell's Eco-marathon held in London in July.

The Shell Eco-marathon brought together 143 teams of young engineers from 24 countries at the Queen Elizabeth Olympic Park, where they put their STEM skills to the test to attempt record-breaking levels of energy efficiency in single-seater cars.

As a main sponsor for the event, HP provided all the PC and printing equipment for the student teams to produce their own graphics including an HP PageWide XL large-format printer running SpotOn SynPaper. As a product designed specifically for this HP system, this was the material of choice for the vehicle decals speeding around the track.

A printable, matte white, self-adhesive film, SpotOn SynPaper has been developed to be easy to apply with a bubble-free finish, which meant the Eco-marathon teams

could install their graphics themselves. The cars were made from a variety of materials including polystyrene and silk fibres in order to achieve the highest speeds with the lowest amount of energy.

Drytac has ensured that SpotOn SynPaper, as a polypropylene film, is recyclable, in keeping with the sustainability ethos of Shell's Eco-marathon programme and simple and clean to remove, thanks to its smart dot pattern and pressure-sensitive polyacrylate adhesive.

"The Shell Eco-marathon was a really exciting event with the innovation of the teams matched by the speeds of the cars," comments Shaun Holdom, global product manager for Drytac. "We love to see unusual applications for our products and Drytac SpotOn SynPaper graphics printed on HP PageWide XL technology worked brilliantly on the track. The event was all about the energy-efficient cars of the future, making it a great setting for our advanced graphics media."

"The event was all about the energy-efficient cars of the future, making it a great setting for our advanced graphics media"

SpotOn SynPaper is said to produce excellent results with aqueous and UV inkjet printers, delivering 12 months' durability for interior applications; the 120 micron-thick material is available in 1016mm-wide rolls.

www.drytac.com



As a main sponsor for the event HP provided all the PC and printing equipment for the student teams to produce their own graphics



Rainbow wraps for Pride in London vans

A fleet of Automobile Association (AA) vans turned heads at this year's Pride in London Parade thanks to colourful wraps fitted by Fleet Livery Solutions (FLS) using 3M products.

FLS gave the 10 vehicles their rainbow-inspired half wraps using Scotchlite Print Wrap Film 780mc-10R. This product offers high retro-reflectivity day and night, giving vehicles impressive visibility and maximum design impact. In addition, the white print film is highly conformable and has excellent heat recovery properties.

"Visibility of our vans is always important as they need to stand out and be seen," says AA president Edmund King. "These limited edition rainbow vans are a welcome addition to our fleet and certainly make a positive statement."

"We were honoured to add a big splash of colour and all things rainbow to our summer this year by supporting Pride. It is an uplifting celebration of diversity and our support underlines our fundamental commitment to ensuring equality is embedded within the AA."



The rainbow design is a twist on the AA's usual livery

FLS has been a 3M Authorised Vehicle Wrapper since 2015 and wrapping AA vans for seven years and producing its graphics for four. The company applied the AA's rainbow wraps in Banbury, Oxfordshire over three days.

FLS managing director Ashley Gloyn comments: "When the AA asked us to come up with a design for Pride in London we knew we had to do something a bit special, which is why we decided to do the whole thing using Scotchlite Print Wrap Film 780mc-10R by 3M."

"These limited edition rainbow vans are a welcome addition to our fleet and certainly make a positive statement"

"When the sun hits it, it's really vibrant and at night it shines – just like switching a light on – so the design really stands out. It's perfect."

The rainbow design is a twist on the AA's usual livery featuring a giant yellow-gradient beam on each van's side, pointing to the company's web address on the door. Before 2018 all AA vans were wrapped using Envision Print Wrap Film 480 by 3M with highlights of Envision Print Wrap Film 680 by 3M. Now they use Scotchlite Print Wrap Film 780mc-10R by 3M. For maximum visibility and safety all AA vans feature Diamond Grade reflective sheeting by 3M, which is used for many emergency services vehicles.

"We're delighted to have been a part of this project," comments Pen Webley, marketing manager for the 3M Commercial Solutions division. "The vans look fantastic and certainly something for the AA to be proud of at the Pride in London Parade."

www.3M.co.uk/graphicsolutions



Scotchlite Print Wrap Film offers high retro-reflectivity day and night, giving vehicles impressive visibility and maximum design impact

Signage, vinyls and graphics transform London hotel

FASTSIGNS Islington has been involved with revamping the New Road Hotel in Whitechapel - a former textile factory which houses 80 bedrooms, hot tubs, a penthouse and Marco Pierre White restaurant Mr White's English Chophouse.

The project included designing and fitting fascia lettering across the front of the building using a 15m cherry picker; three projection signs; window graphics and stitching; internal vinyls; illuminated window menus; a banner; directional signage and frosting and acrylic wall graphics.

"This has been a really fantastic project to work on," says FASTSIGNS Islington owner Shahzad Ahmad. "New Road Hotel is a really unique space steeped in history

so it's great to have played a part in breathing new life into the venue.

"Projects of this scale often pose many difficulties, not least when you take into the account the challenges involved with using cherry pickers at such a height. However, we're pleased to have completed the project in such a short space of time; from first contact to installation took just two weeks and we are thrilled to have helped transform the space into a truly fantastic, individual hotel."

John Davies, managing director of FASTSIGNS UK, comments: "A massive well done to Shahzad and the team at Islington for what has proven to be a very strong first six months trading. The fact that they were able to complete a project

"We're pleased to have completed the project in such a short space of time; from first contact to installation took just two weeks"

of that scale in such a tight timeframe is a testament to their hard work and expertise and I look forward to seeing what success the next six months will bring for them."

www.fastsigns.co.uk



The project included designing and fitting fascia lettering across the front of the building using a 15m cherry picker



Printer/cutter helps Rage Designs get back to its racing roots

Rage Designs has a solid reputation as a producer of custom bodywork and helmet graphics for motorcycle racers but says its newly installed Roland printer/cutter will see it return to its roots in the fan community.

Until 2008 the company had outsourced all its vinyl graphics work before forming a partnership with a local signmaker with whom it shared a VersaCAMM printer/cutter. The scale of demand was such that Rage Designs decided to bring all graphics production entirely in-house. Owner Michael Boote bought a Roland VersaCAMM SP-300i, which allowed the company to monitor quality as well as significantly reduce turnaround times.

"It's the machine I dreamed of having," says Michael. "It's just brilliant. Everything you see on our social media photos has been produced on the Roland – I don't know how the company would work without it."

Michael admits that there was a learning curve involved after the VersaCAMM SP-300i was installed earlier this year but the team soon got to grips with the VersaWorks RIP software and features of the printer/cutter hardware.

A typical job for Rage Designs is to print and cut motorcycle body decals with sponsors' logos. These are around 600mm wide but each race requires around 50 for each design to allow for damaged decals to be replaced. It's common for these stickers to be given out to fans at race events.

It's these fans that have directed the next step for Rage Designs. The company works with the biggest names in motorsport – racers, teams, bike brands and sponsors but Michael wants to work more with the community.

"It sounds like a backward step but it isn't really – we produce exclusive work for high profile racing teams but I want to

"We are very happy we chose a Roland product and hope to continue a long relationship to produce many more stunning helmets and bikes"

work for race fans, the guy in the street, as well," he explains. "Recently we had an order for a BMW graphics kit from a private individual and he couldn't believe that a company who works with such famous riders would even reply to his email. When he received the work from us a few days later he sent a really cool thank-you message.

"The Roland printer/cutter means we can do more of that – really reconnect with the fans."

Michael has entered the Roland Hero Awards to share the story of Rage Designs with the world. Having picked up a Bronze Award at the MACTac Creative Awards for its bodywork for Shaun Muir's team at the 2018 World Superbike Series, Rage Designs is speeding ahead in 2018.

"We are very happy we chose a Roland product and hope to continue a long relationship to produce many more stunning helmets and bikes," concludes Michael. "I absolutely love my Roland machine."

www.rage-designs.co.uk
www.rolandhero.com



Typical job for Rage Designs is to print and cut motorcycle body decals with sponsors' logos

Illuminated signage catches the eye

Distinctive illuminated signage is lighting up the entrance to a UK artisan yogurt producer. Signs Express was awarded the contract to create new signage at Ann Forshaw's Alston Dairy in Longridge near



Aluminium signs with LED lighting and acrylic edges to allow for illumination were created

Preston. The firm's designers created 10 new aluminium signs with LED lighting and acrylic edges to allow for illumination. The results can now be seen at the entrance to the dairy on the B6243 Preston Road and on the dairy buildings.

"Creating a sign with a glowing green edge was something that I had never seen before," says Tom Smith who designed and installed the signage. "Making that happen over such a large sign proved a challenge but the final result is stunning. It certainly catches the eye and gives a green glow over Longridge at night."

Emma Coupe, development director at Alston Dairy comments: "The signage was part of an ongoing development project we have been undertaking to increase our capacity capabilities. We found the process of designing to installation of the signs very easy, with the whole team at Signs Express very willing to help with any queries we had."

"We would highly recommend the company and wouldn't use anyone else for any future signage and graphics work."

"We have had so many lovely comments about the new signs and are extremely pleased with them"

We have had so many lovely comments about the new signs and are extremely pleased with them."

Signs Express has previously provided eye-catching graphic for Ann Forshaw's vehicle fleet and other external signs around the Lancashire dairy farm.

www.signsexpress.co.uk/branch/preston

Halo-illuminated signage reflects company branding

After moving to larger premises in Gloucester, TBS Engineering recognised their facility needed prestigious signage to reflect the brand and company ethos and called on the experienced team at Signs Express (Gloucester) to help.

The high specification business premises needed an impressive solution for their fascia signage and Signs Express (Gloucester) specified two large sign trays,

fitted at high level with powder coated built-up lettering depicting the company logo. For added impact and night-time visibility, the lettering was halo illuminated.

In addition, three freestanding stainless steel totem signs were installed at the main and goods-in entrances to provide a striking first impression in addition to vital way-finding guidance to visitors to the premises.

"For added impact and night-time visibility, the lettering was halo illuminated"

Internal signage comprising an edge-illuminated reception sign and large display graphics complement the eye-catching entrance signs.

Signs Express offered a complete sign solution, delivering the specification, manufacture and installation of the project to meet the official site opening.

Operating from custom premises on Eastern Avenue Trading Estate, the sign making team share over 100 years industry experience and offer clients in Gloucester, Cheltenham and the surrounding areas a comprehensive signs and graphics service, which includes vehicle graphics.

www.signsexpress.co.uk/gloucester



Two large sign trays fitted at high level with powder coated built-up lettering depict the company logo



LED and solar solutions guide homebuyers to new development

Zeta's bespoke Solar Signage Kit and Light Guide Panel (LGP) has enabled visual marketing solutions company 4site Implementation to illuminate signage at Countryside Properties' Marham Park, Bury St Edmunds development.

Countryside Properties commissioned 4site to create totems at the development's two entrances in addition to wayfinding signage within to direct potential new homebuyers to the marketing suite and show homes.

With construction at the very early stages, there was no on-grid connection and the cost to dig and run cables would have run into tens of thousands of pounds. The Zeta LGP combined with the Bespoke Solar Signage Kit provided the perfect solution to light the totems and signage, avoiding the high costs associated with linking to a mains connection.

The Kit includes discreet aluminium backed PV solar panels, which capture the sun's energy during the day. Zeta's patented Energy Management System (PS800 Controller), an integral part of its LED solar-powered solutions, regulates the amount of power consumed by the LEDs at night and maximises the power going to the long-life batteries during the day, ensuring year round reliability.

Using both products which are designed to work together, 4site designed two 2.5 metre x 5 metre totems which are installed at the site's main entrance, making it easy for passers-by see the development is open and to guide potential new homebuyers in. Two additional solar-powered totems standing at 2 x 4 metres were sited within the development, pointing visitors to Countryside Properties' marketing suite.

"The solutions are straightforward, easy to work with and install and delivered the desired results"

With a brief to effectively highlight the main entrance to the development, 4site created a 4 x 4 metre sign which ran along the wall, illuminating the site name and opening hours utilising the wholly flexible Zeta LGP which is available in single and double sided options as well as bespoke sizes.

Zeta's off grid solution not only delivers superior lighting performance; the LGP has a grid pattern etched into the acrylic which ensures shadow-free illumination and uniform light distribution and offers the ultimate energy saving and cost-efficient way to illuminate signage. Solar-powered systems consume zero energy so there are no ongoing running costs and they are maintenance-free.

Director of 4site Paul Brand says: "This was a test site for us and we and our client are impressed. The solutions are straightforward, easy to work with and install and delivered the desired results. We are looking to do more with Zeta's solar-powered systems."

www.zetaled.co.uk



At Marham Park the Bespoke Solar Signage Kit includes discreet aluminium backed PV solar panels, which capture the sun's energy during the day

ACRYLIC PERSPEX® Colours Gold & Silver add 10% for Gold & Silver

£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	0.90	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

Add 20% for locators and layout Add 30% for 3mm letters Add 30% for Cladded fascia drawing

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Colours*	6.14	9.22	14.50	15.85	21.50	25.48	44.75

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Star Wars X-Wing Fighter wheelchair costume fulfils teenager's dream

Massivit 3D has unveiled the "world's first" 3D printed Poe Dameron X-Wing Fighter charity wheelchair costume at Comic-Con International.

The costume was the vision of non-profit organisation Magic Wheelchair and created for Star Wars fanatic, 13-year old Vedant Singhania. Companies who collaborated with Magic Wheelchair to make this project a reality include Pixologic who was responsible for the design and modelling, Dangling Carrot Creative who 3D printed the costume with Massivit 3D donating the printing materials and Monster City Studios who completed the assembly and finish.

Utilising the high print speeds and dual print heads of its Massivit 1800 3D printer, Dangling Carrot Creative produced 50 individual costume pieces in just over two weeks. The 2.44m-high and 3m-long (8' x 10') spaceship provides Vedant with his very own Star Wars X-Wing fighter jet, crafted by some of the original Lucasfilm prop fabricators.

Magic Wheelchair provides bespoke costumes to kids with wheelchairs at no cost to their families. As part of Comic-Con's special 'Star Wars experience' this

year and its partnership with Pixologic – the supplier of ZBrush digital sculpting software – Magic Wheelchair selected Vedant to receive the extraordinary 3D printed costume.

Paul Gaboury, 3D product development manager at Pixologic, explains: "We connected with Magic Wheelchair realising that our technology and modelling expertise could help them with the amazing work they're doing for children in wheelchairs. After we designed the costume Dangling Carrot Creative was the last piece to the puzzle. The company gave us the capability to 3D print life-size parts to help eliminate the need for moulds or casting, saving considerable time and money."

Avner Israeli, CEO at Massivit 3D, says: "Together with our customers like Dangling Carrot we're constantly discovering new and exciting applications achievable with our 3D printing solutions for the entertainment market."

"This project has been an extraordinary opportunity to test the true value of our technology and put young Vedant in the spotlight for the right reasons. There's nothing quite so wonderful as bringing joy to a child."

"This project has been an extraordinary opportunity to test the true value of our technology and put young Vedant in the spotlight for the right reasons"

The costume was presented to Vedant at the Comic-Con International show. He said: "It's mind-blowing. I didn't expect the costume to be so big and I'm thrilled that it's an X-Wing Fighter because I love Star Wars. I was really excited during the parade. I was so happy because all the people were taking pictures of me. It made me feel like a celebrity."

www.massivit3d.com



Vedant Singhania parading San Diego with Magic Wheelchair in 3D printed X-Wing



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Height:
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Training matters

Kathryn Johnson explores what training and educational opportunities there are in the industry, and talks to one company that is placing apprentices and their development at the heart of their expansion plan.

Antalis Academy

The Antalis Academy, in its sixth year, was originally set up to provide an internal resource for employees seeking to upskill in digital media. Due to popular demand, the facility was subsequently opened up to customers. They quickly became a 'centre of excellence' for digital print advice and training through providing best practice, practical workshops and access to industry experts.

Fast forward 30 courses and over 1,000 attendees later, the Academy has expanded beyond just digital media to include a host of new workshops. All led by independent experts, they cover business skills such as social media training and sales techniques, in response to customer demand. The result is the ultimate training resource for any print business, says the company.

Chris Green, Head of Channel for Visual Communications at Antalis, said: "Since the beginning, the Academy, being the first training resource of its kind in our sector, has attracted a huge following as more and more customers have sought to upskill and expand their offering into new areas in digital print and associated applications. In recent months, we have seen a shift in demand from those looking to diversify their skill-set even further and are therefore providing workshops that offer wider business skills.



The Antalis Academy has expanded beyond digital media courses to include others such as business skills

"For us, it's an incredibly exciting time to be in the industry, with an abundance of opportunities which go beyond just digital media to include cross-selling, diversification and specialist applications – and the Antalis Academy is a vehicle to help printers, signmakers, agencies and brands alike to take advantage of this."

In 2018, the Academy team introduced a series of informative, expert webinars, on a range of subjects such as key business skills alongside breakfast seminars. Both of which have been designed to offer brands, agencies, printers, signmakers and trade organisations the opportunity to learn and, importantly, be part of topical discussion.

www.digital2business.co.uk/antalis-academy



Over 1000 people have been on a course at the Academy



Based at their head office in Leicestershire, the facility has the latest digital kit to inform and educate participants

UK material supplier launches new education facility to inspire businesses

The Training Academy, part of the William Smith Group 1832, will train those in the sign, graphics and interiors industries, which it has worked with for over a century.

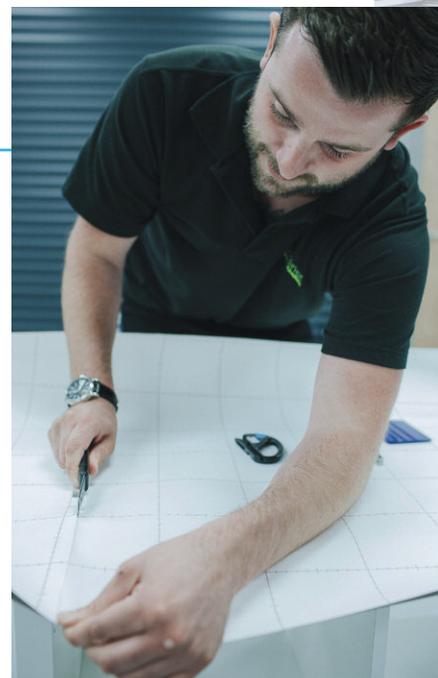
The Training Academy offers 10 courses, ranging from application and wrap training to sales, 'underlining the company's commitment to develop skills, introduce new services and boost businesses in the industries it works with'.

Based within the firm's state-of-the-art Inspiration Centre, The Academy hopes to give assistance and support to those who are looking to become trained installers; learn how to sell the products; or just seek an insight into the architectural and vehicle wrap markets.

William Smith Group 1832 recognises that the interior decor and refurbishment sector is not a traditional market for the sign and graphics industry. To support its customers to enter this potentially lucrative market they have developed a new dedicated interiors division, Architextural.

The majority of the courses are delivered by Architextural and delegates on the courses have the option to become part of the firm's Installer Network. This provides fantastic business opportunities in the UK and ongoing support through sales and marketing materials to help increase sales, according to the company.

Architects, designers and specifiers who attend Architextural's courses, which cover training in the use of 3M™ DI-NOC, Cover



There are 10 courses to sign up to, to develop new skills and boost business



The Training Academy is based in the group's Inspiration Centre



Styl' and Avery Dennison Facade Film, will benefit from the company's memberships of trade groups. This gives them the chance to form partnerships with the likes of the National Association of Shopfitters and Interior Contractors and Finishes & Interiors Sector.

With accredited training courses, access to the group's growing installer network, product support and sales tools, Architextural aims to educate participants in the benefits of using vinyl for refurbishment projects.

Vehicle wrappers who are looking to develop their skills could benefit from a comprehensive two-day Vehicle Wrap Training Course, which covers all the basic techniques using a range of branded digital print and coloured wrap films, such as Avery Dennison, 3M™ and Arlon.

Marketing manager of Architextural, Lindsay Appleton, said: "We are incredibly excited to have launched The Training Academy. We predict the architectural market will continue to flourish as we are seeing surface finish products become specified more and more. Wrapping is not just for vehicles anymore.

"We are thoroughly committed to the industries we work with and to show our passion and dedication we've invested in The Academy and Inspiration Centre.

"We know that every surface brings the possibility to redesign and reinvigorate space, and we want to share our knowledge to help firms realise these opportunities as well as help open up lucrative opportunities for businesses."

www.williamsmith.co.uk/training

Mission Motorsport's Dave Turnbull gets the learning bug

Learning something new is sometimes daunting, sometimes a little confusing but it's always an exciting and rewarding experience. But learning is also a form of therapy, which is a fact that Mission Motorsport is built on. The Forces' Motorsport charity exists to help injured veterans return to the workplace by acquiring new skills. Their motto 'Race. Retrain. Recover.' says it all.

The organisation teaches a wide range of skills around the motorsport industry and provides vocational support for engineers and mechanics. Since every race car needs distinctive decals and livery, they needed a way to print it, which is how they crossed paths with Roland DG.

As time went on and personnel changed, they found themselves in need of a new livery manager. With some major projects on the horizon and nobody else in sight, Dave Turnbull volunteered for the job. He didn't really know what to expect, but when he came face to face with the TrueVIS SG-540, he started to wonder what he'd gotten himself into. "Coming from a military background, I knew absolutely nothing about printing. Coming in with no handover, seeing this huge printer and the software package, I didn't have a clue."

Despite his lack of experience, Dave gave it his best shot.

"The SG-540 is actually quite easy to understand, and even VersaWorks is straightforward, but I wasn't sure of the right workflow, for example how to print, laminate and then cut."

Determined to master his new skill, Dave decided to enrol in Roland Academy's Introduction to Digital Print course.

This is just one of several courses offered by Roland DG in a rolling curriculum designed by Academy Manager, Joe Wigzell. "I'm lucky because I talk to a lot of print professionals in a lot of different industries," says Joe. "After a while you can see that they all have similar learning needs and even though they work in different fields, they all want the same things from their printers. It makes it easier for me to create courses that are relevant to as many people as possible."

Dave's experience at Roland's Academy HQ in Clevedon, Somerset gave him what he needed to take on his challenge with newfound confidence. "The Introductory course is just at the right level," he says, "The way that Joe goes through it, it's easily understood, it's not complicated; and for the level that I'm at, relevant to what I need to know."



Dave Turnbull at Mission Motorsport

It must have made an impression, because Dave turned up later that week to take the Intermediate Digital Print course, and he said that the lessons built upon what he'd already learned and added extra depth of understanding. And he wants to improve his skills even further: "I need to come back here and do the Vehicle Wrapping course because although I've done a little at work, I haven't had any formal training for it. Also, since I've had virtually no experience on the computer side of things, I'd like to try the Adobe Illustrator course too."

rolanddg.co.uk/academy

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FASTSIGNS UK

John Davies, managing director of FASTSIGNS UK, tell us about education and training at the franchise:

“Training and development are at the heart of FASTSIGNS. Frequent education and training is vital to the growth of any business and it’s important that those at the top are encouraging a culture of continual learning.

Our own team takes part in training workshops and seminars throughout the year to ensure they are fully up-to-date with the latest trends and technology in signage. Our schedule is regularly updated and is closely aligned with the demands of the market to ensure we aren’t just meeting customer expectations, but surpassing them.

Training sessions are either delivered face-to-face at one of our FASTSIGNS centres in the UK or digitally via our online skills hub, University of FASTSIGNS. It’s about offering our franchisees a choice of training methods to best suit their needs, ensure they are fully immersed in the brand and feel supported by the network.

We also believe in knowledge sharing between our different global networks and regularly welcome specialists from the United States to deliver training. These sessions cover the latest signage applications and are supported by online webinars for those who can’t make it. At the end of the year, we are looking forward to welcoming back our global CEO

Catherine Monson, who will be sharing her knowledge with our UK franchisees and sales teams as part of our annual conference.

Our franchisees should be well used to the level of support and training that they receive from us, as it’s something that we focus on from the very start of our journey together. Before the doors even open at a



Training at the annual FASTSIGNS Conference



John Davies, Managing Director of FASTSIGNS UK

new centre, the franchisee and key team members are guided through a four-week training programme to develop a deep understanding of the FASTSIGNS brand and, of course, our industry.

Part of this involves two weeks at our global head office in Dallas to learn about our business model and all the tools available to them to make their business a success. A great deal of time is also spent taking a hands-on approach to signage production and graphic design.

Once back in the UK, new franchisees are then paired with a ‘mentor centre’ to help show them how their new-found knowledge can be applied on a day-to-day operational basis; before working alongside one of our FASTSIGNS Business Consultants at their new centre to make sure everything is ready for launch.

Those businesses who place training and staff development at the heart of operations are the ones that want to do more than deliver just a good service. They are the ones that want to deliver something exceptional each and every time, and that’s certainly FASTSIGNS.”

www.fastsigns.co.uk



Global CEO Catherine Monson

BSGA Young Signmaker of the Year winner

Natasha Berry from Lyncraft Marketing & Exhibitions won this prestigious award in 2017. We asked her about her experience as an apprentice and her subsequent work.

Sign Update: What made you get into the industry?

Natasha Berry: I had a project in school that focused on the design, development, production and research of a model kit. I really enjoyed going through all the different stages of design and production, correcting issues and seeing those rough sketches come to life. The project was really enjoyable and I wanted to do more of it as a career.

SU: When did you become an apprentice?

NB: five years ago

SU: How did you get the role at Lyncraft?

NB: I was referred to it by the job shop at Walsall college. They rang me up saying there was an opening for a job and would I be interested. The interview was the next day.

SU: How did it feel winning the Young Signmaker award?

NB: Overwhelming! It took a while to sink in.

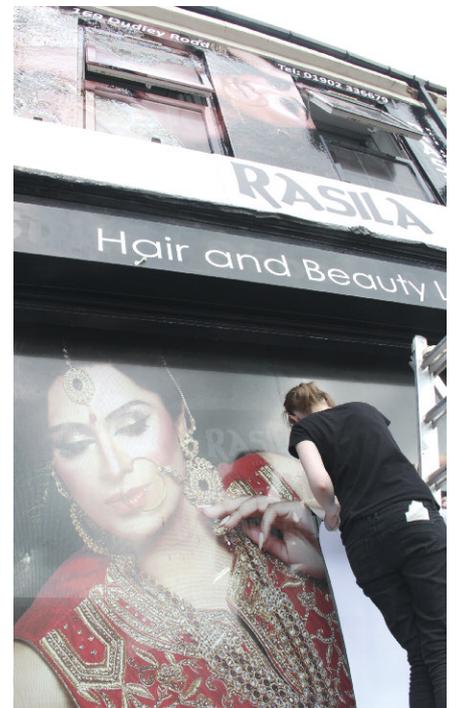
SU: What sort of training/education did you have or do before during the apprenticeship?

NB: I started college in a level 3 graphic design course. Then I did a year in media at college as I was looking for a job and felt university wasn't the right path for me. From there I got into the apprenticeship. Throughout the apprenticeship I have completed level 2 and 3 in Signmaking through Walsall college, as well as a course in customer service and first aid.

SU: How did you find the work when you first started?

NB: I was used to working in a classroom so the change to working on live briefs in a working environment took a bit to adjust to. It was exciting to learn new things and everyday was different.

SU: What do you enjoy most about your work?



NB: I enjoy the variety. Some days we are designing banners for an office the next we are on a two-day build of an exhibition stand we got the brief for three days before. It mixes things up and keeps things interesting.

SU: What skills are you interested in developing further?

NB: I would really like to be trained on powered access equipment

SU: What advice would you give for someone joining the industry?

NB: It's a fast paced environment - you will never know everything and you won't do everything right in the first try. But seeing the finished product that you created and put together, makes it all worth it.

SU: Advice for someone contemplating an apprenticeship

NB: Do it! Apprenticeships enable you to learn while you earn. It's on the job training while completing related education. Some things you can't learn in a classroom, and experience in a working environment working from the bottom up has great benefits in the long run.



Natasha with her 'Young Signmaker of the Year' Award from BSGA

.....Continued on page 56

Rising star

Keith Milford from Lyncraft Marketing & Exhibitions, who also trade as Printdot in Wolverhampton, comments on why they recruited an apprentice and what it means to their business and the industry:

Printdot is a trading arm of Lyncraft Marketing & Exhibitions Ltd and was set up to address the slowing down at that time of the exhibition side of the business during the last recession. The premise was that if we set up a printing arm then we could appeal to a wider audience to increase our customer base, while producing in-house graphics for exhibition stands. Today we are not only busy on the print side; but have grown the exhibition and event side as well. Our services cover all areas of design, print and install from signage through to vehicle graphics.

Our strategy to establish and grow the business meant it was important to have the right staff in place. A college local to us runs Signmaking Apprenticeships so we knew that with the right candidates we could develop the business. We have now taken on two apprentices and it was made clear at the interview stage that we were looking for future employees with full time positions. They knew there was a job for them, and that we would support them in any way we could, so that they could successfully complete their course. We are now advertising for another apprentice, and in some ways this will be more challenging to find a fit into an already established team. So we are prepared to wait until the right candidate comes along.

The transfer of knowledge and skills will help safeguard the future of any company

The format has recently changed from one day in college a week, to the apprentice staying at the company throughout the week and 20 per cent time set aside for course work. When we take on our third apprentice under this new system we will have a better understanding of the support that will be offered. I expect the regular visit from the college every six weeks to continue but with much of the coursework being online distant learning. The support will be less face to face and there will be less interaction with others on the same course, which is unfortunate.



One of the signage projects Natasha was involved with

Our approach has been to make apprentices central to the growth strategy and so they are a valuable asset. The transfer of knowledge and skills will help safeguard the future of any company.

The courses available provide a good background and understanding to the running of a business, health & safety etc but there is no substitute for good on the job training to learn the skills. While it can be quite traditional, it would be beneficial if modern techniques could also be featured in the learning process.

There are many challenges for young people thinking of a careers in signmaking, but to secure a placement in a company that can offer support and recognise the benefits of taking the apprenticeship through to full employment after training, is key.

We put Natasha forward for the BSGA Award because she has always shown a high degree of skill and dedication to her work; and stands out as an example of the important contribution apprentices can make to the success of a business. Her value cannot be over stated as she has been instrumental in growing the business by 148 per cent since joining us.

Natasha has developed the ability to take jobs through the whole process from enquiry, quoting, and creating designs to generating print ready artwork, setting up and printing on different substrates using several printers and print finishing equipment. She also frequently takes her skills off site and is proficient at fitting signs, wall graphics and even assists in the building of bespoke exhibition stands in different venues, which is an important part of the business.

Under pressure, Natasha is the consummate professional, always calm and unassuming. She always looks for the best solution in any situation and is a reliable and respected member of the team. Natasha was given the work keys after only five months and is frequently left in charge to run the business when the Directors are away, interacting with suppliers and customers and managing the workflow.

Comments are views and opinions of Keith Milford and Natasha Berry, Lyncraft Marketing & Exhibitions Ltd also t/a Printdot based in Wolverhampton. keith@printdot.co.uk



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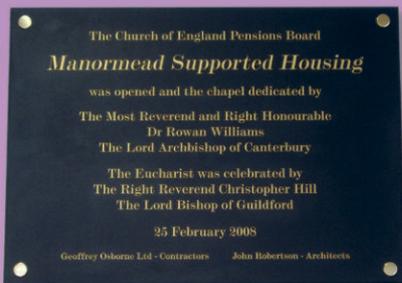
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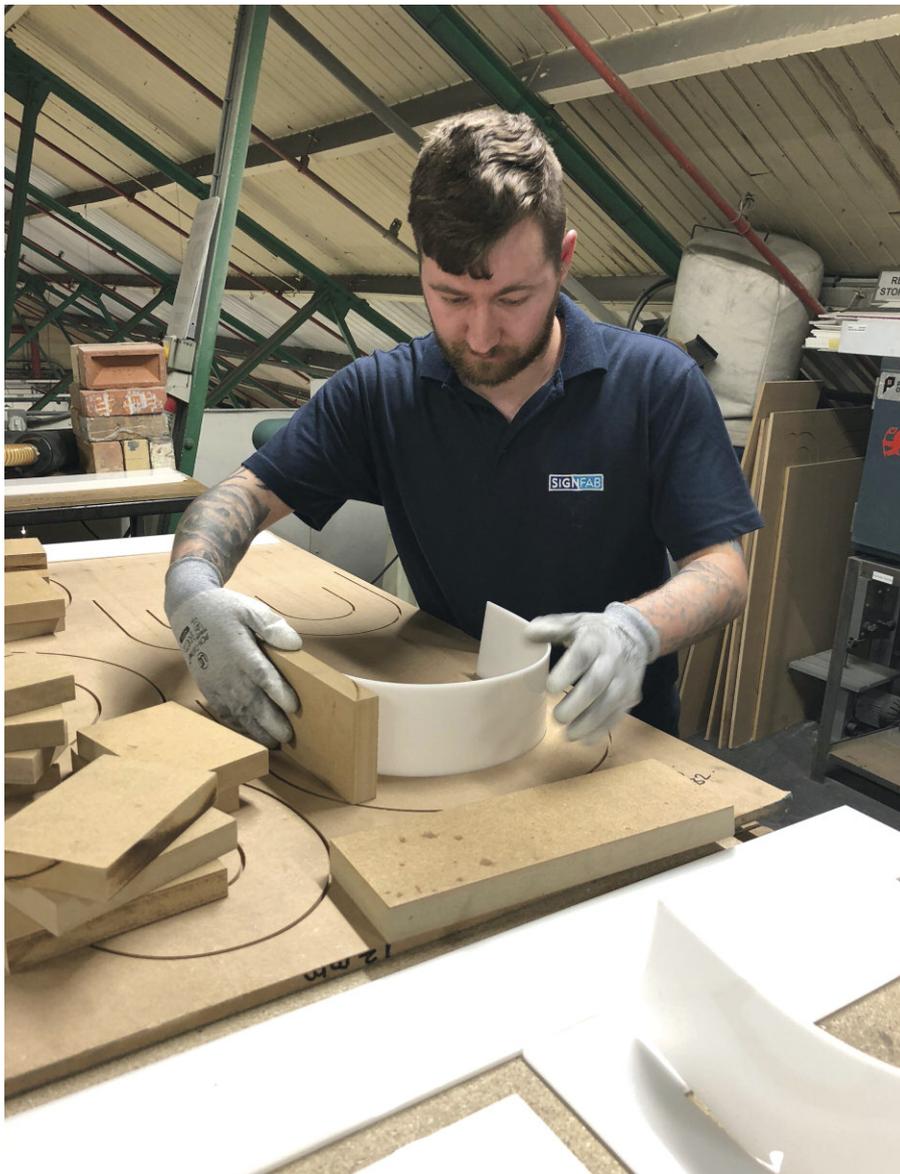
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Getting hands-on with materials and methods

Some companies offer very specific training about working with their own vinyl, software or printers, for example. However, finding a practical course on general sign making can be hard to find. Martin Hinchliffe from Sign Update attended a one-day course presented by Sam Armstrong of Make it Happen Signage Consultancy.

Held at different venues, this one took place at the offices of SignFab (UK), a large trade signs manufacturer based in Leicester. Courses are also offered at Smith Sign & Display in County Durham throughout the year and also at client's own premises.



Built-up acrylic letters being manufactured

Sam brought a large selection of samples so we could see and touch different types of materials available along with the various manufacturing processes involved. There were many issues discussed that covered a lot of information at a fairly brisk pace that would probably not be suitable for someone new to the signage industry. However, a beginner's course is planned for the future.

I have been in the industry for a number of years but nevertheless learned a lot from this course. Comprehensive and informative, it was very useful for a wide range of people in the sign making sector, in particular designers, sales people and estimators, as it gets each group to think about important considerations including design limitations.

Topics included flat cut and built-up letters which considered some of the problems encountered with manufacturing letters with serif fonts where the letters can be very slim; letter heights and why it is important to determine with customers how this is measured; a discussion on routing versus laser cutting addressed which process will give acrylic the better polished edge, tools to use, speeds etc.

Further areas covered which materials to use to produce a desired effect and a hands on workshop with a range of samples; fixings, studs, plastic and brass locators, fixing rails and how to use them (and design with these in mind); rimless or rim and return; totems, lightboxes, stencil cut panels, illuminating letters, engraving and printing; and aspects to take into account when producing curved panels.

Terminology explained

Terminology was a useful subject, for example, stencil and fret cut are different names for the same procedure; we also looked at tapes and adhesives; points to consider when using built up brass and copper signage; aluminium, stainless steel, layered panels; halo illuminated letters, cabochon bulbs and LED.

Subjects such as installation services, running costs and design considerations were really practical including example images of bad jobs, ones that I could see may have looked good in theory but didn't work in practice for various reasons.

The day included a tour of the SignFab premises, seeing how all the signs are being made, with the opportunity to speak one on one to workers on the floor. I really got a feel for what is required to make the built-up letters and why a sign maker would consider using a specialist for this job.

All Make it Happen training programmes are officially CPD (Continuing Professional Development) accredited. This means that every attendee will receive CPD points that will count toward an annual total.



SignFab (UK) invested significantly in their custom built automatic powder coating rail system, allowing them to coat the signs to a level of consistency previously unattainable.

“I have been in the industry for a number of years but still learned a lot from this course; it is useful for a wide range of people in the sign making sector”

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Make it Happen is an exclusive resource to the signage industry providing products, services and support to corporations, SME and individuals. Its mission is to expand on current knowledge and encourage new ideas and practices that can enhance the services our clients provide.

www.makeih.co.uk



The attendees got to watch and speak to the fabricators as part of the tour

Sample tips

Aluminium composite material is a great material to work with but you need to be aware of colour variations between sheets of different sizes; always use the same sheet size for the same colour on the same job.

With reflective materials like mirror finish stainless steel, think of what colour the letter will take on by looking at the surroundings and how it may be different at night and when the sun is at different positions.

Rimless built-up letters with stainless steel returns and acrylic fonts have size limitations due to the fact that the materials have different expansion rates.



Sign & Digital UK launches 2019 'Face-to-face' show website

Sign & Digital UK has announced the launch of its 2019 show website and striking new design that reflects the power of face-to-face marketing in building business and the innovative and creative nature of the sign and display industries.

Marketing manager Jane Lewis said: "2018's Creativity Brought to Life campaign was about positioning what Sign & Digital UK represents. It focused on how we showcase the opportunities our industry offers businesses to realise amazing creativity. It was very well received so we know the message was the right one."

"This new campaign is about building on the success of that message. A fresh visual approach combines a contemporary, design led influence with images of the materials and technology that are driving the industry forward. It cements the link between creativity of the mind and the creativity of our industry and communicates how Sign & Digital UK delivers a cutting edge experience for exhibitors and visitors alike. It's a message of opportunity for everyone involved."

The website showcases leading suppliers from across the signage, print, display, décor and design industries. More than 75

companies have already booked for Sign & Digital UK 2019 including AG/CAD, Atlantic Tech Services, Blackman & White, Boxford, CMYUK Digital, Complete CNC, D & K Europe, Graphtec GB, Gravograph, HEXIS UK, InkTec Europe, RA Smart, Sabur Digital, Signgeer, Spandex, Tecna UK, Ultima Displays, William Smith Group 1832 and Zund. The show is also welcoming first time exhibitors ABC Display, M3 Online, NEPATA, PROTEK and UK Industrial Tapes.

In addition, the website contains a library of industry articles, videos and news and visitors will be able to curate content into personal wish lists based on topics of particular interest to them.

New show features to be announced will continue to focus on free-to-attend interactive demonstrations and workshops plus practical advice from industry experts in the Main Stage theatre. Sign & Digital UK 2019 takes place in Halls 3 & 3A at the NEC, Birmingham on 2-4 April 2019 and is free to attend.

www.signanddigitaluk.com



Brunel Engraving celebrates ISO 9001 2015 accreditation

Brunel Engraving has achieved the latest ISO 9001 2015 accreditation in recognition of its excellence in customer service and delivery, enabling the company to do business with an increasing number of companies in specific industrial and commercial sectors where the latest accreditation is considered essential.

Brunel, which offers a wide range of services to the trade, including sign makers, engraving companies and trophy shops, has completed an extensive refit and expansion of its production facility at Clevedon near Bristol.

A new mezzanine level has been created within the premises and the interior of the building has been opened out, increasing workshop space by 25% to improve efficiency and to accommodate new technologically advanced laser and etching equipment.

The expansion and refit will enable Brunel to further extend the breadth of services on offer to the trade, continuing to provide its customers with a cost effective and

efficient service. In addition to rotary engraving the company offers laser engraving, chemical etching, anodic print, dye sublimation print, flatbed UV print and wide format UV print.

Brunel was the first engraving business in Europe to take delivery of an Epilog G2 Galvo Laser System in June 2017 and continues to invest in the very latest

technologically advanced engraving equipment.

"We have been in the engraving business for 29 years and always worked to industry standards and invested in the latest technologies to improve our efficiency and enhance our portfolio of products," says managing director and founder Martyn Wright.

"We are able to offer all our services to sign makers, engraving companies and trophy shops on a trade basis, giving them the chance to provide a far wider range of products to their customers without increasing their costs.

"ISO 9001 2015 accreditation will open up markets where this standard is considered to be essential, moving Brunel Engraving to a different level in terms of our professionalism and our ability to handle a wide variety of engraving specifications for trade, retail and industrial and commercial customers."

www.brunelengraving.co.uk



From left: Martyn Wright and production manager Phil Wright display the company's ISO 9001 2015 accreditation certificate

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Signage company upskills entire workforce

Astley has invested in the development of each member of its workforce by partnering Gateshead College using funding from the European Social Funding Agency. The business, which makes signage for some of the world's leading brands, employs 135 people and is headquartered at Team Valley.

Delivered by 3P Training, the programme enables employees, working as part of cross-functional teams, to gain a better understanding of Kaizen, Visual Management and 5S.



From left: 3P Training director Trevor Norman with Gavin Redhead

In addition to company-wide learning initiatives, leadership training has been undertaken by those in a supervisory role, focusing on team leading principles and managing effective teams.

Commercial director Gavin Redhead says: "As a company we are committed to investing in our staff as part of our succession planning programme and long-term plans for growth.

"In a company like ours there are many different departments, all of which have an important part to play in our overall offering and we really wanted staff to have a chance to learn more about disciplines outside of their own skillset.

"Every single employee will undertake the training programme and we believe it will put us in a strong position to grow; our staff are key to this and we want them to feel valued and know that, no matter what stage of their career they're at, there are opportunities at Astley to develop."

Team leader and former apprentice within the company Ian Dixon comments: "The training was such a good experience as while I had some understanding of other business processes, spending time with colleagues from other departments was invaluable. It really has helped me gain a better understanding of everything the business does and how each one of us can contribute to its success."

"The training really has helped me gain a better understanding of everything the business does and how each one of us can contribute to its success"

Eighteen months ago Astley made a significant step in expanding its national portfolio with the acquisition of Sign of the Times, based in Kettering, Northamptonshire. The deal boosted the company's offering to customers and further accelerates its expansion into new market with more digitally printed services and bespoke work, especially in the south of the UK.

www.astleysigns.com

CDS updates Transparent LCD Displays FAQs

CDS has updated its Transparent LCD Displays Frequently Asked Questions (FAQs) document with the latest products, developments and forthcoming products and technologies.

The company believes this is the most comprehensive document on transparent displays available worldwide today and no other company offers such an overview.

This helps many customers and potential users of the technology better understand the implications and pitfalls of the technology to help them achieve the optimum solution for their application.

According to CDS, when utilised correctly, the translucent technology creates that all important 'wow' factor and grabs the attention of consumers immediately.

This can be seen here on its Transparent case study page where CDS has achieved and supported many designs across the globe.

CDS' highly experienced sales staff and technical team work closely with customers regarding installation and service worldwide.

www.crystal-display.com



Translucent technology immediately grabs the attention of consumers

Wrap like a king challenge invites submissions

Avery Dennison Graphics Solutions' Wrap Like A King challenge will run until 15 September 2018 and again includes Regional Wrap Kings, Continental Wrap Kings and the crowning of the King of the Wrap World.

Wrap installers from 53 countries can submit commercial, full print or colour change wrap projects to be judged to win thousands in prizes. The prize packages for 2018 are worth a combined total of over \$30,000, available to Regional Wrap Kings, Continent Wrap Kings and the King of the Wrap World.

"Wrap Like A King is a strong representation of our commitment to the vehicle wrap community and its astonishing creativity," says Oliver Guenther, senior director, marketing and channel strategy. "We aim to make the most efficient, appealing vinyl wrap products and rewarding the most

impressive wraps from our talented customers is a tradition that maintains our focus on where the industry is heading."

Wrap installers will submit projects featuring Avery Dennison Supreme Wrapping Film, the Conform Chrome series, MPI 1105 Digital Wrapping Series or a combination of car wrap films to be evaluated against their regional peers by a panel of judges.

The overall winner will be chosen by the judges as the best in show and crowned King of the Wrap World at the 2018 SEMA Show, 30 October-2 November 2018 in Las Vegas.

The 2018 judges panel includes Mark Richardson, director of Elite Wraps and Vehicle Graphics. In the sign industry for 24 years and the wrap industry for 15, he is a trainer for Avery Dennison, running workshops in Northern Europe.

"Rewarding the most impressive wraps from our talented customers is a tradition that maintains our focus on where the industry is heading"

Car wrap installers are encouraged to enter a vehicle wrap project using Avery Dennison Supreme Wrapping Film or digital Supercast films at avydn.co/WLAK2018.

www.graphics.averydennison.eu



The Wrap like a king challenge runs until 15 September

Scorching Mimaki offers for summer season

Exclusive UK and Irish distributor for Mimaki, Hybrid Services is offering a raft of summer promotions across a broad range of its printers and printer/cutters until 28 September 2018.

Heading up the promotional heatwave is a price reduction on the Mimaki UJV55-320, saving investors £6,000 as the RRP drops to £59,995 with a free second year gold warranty.

"The UJV55-320 has been a game changing product for the market as it brings super-wide roll-to-roll UV printing within reach of many signmakers with its competitive pricing," explains Hybrid chief operations manager Brett Newman.

"This is a great opportunity for businesses to diversify into super-wide printing and is ideal for printing onto textiles with UV inks, especially backlit signage, with an extra year's warranty giving further peace of mind."

On the Mimaki UJF MkII range, a trade-in and free delivery is being offered, saving up to £6,000.

"We're inviting print providers to trade in any solvent, latex or UV machine and receive between £2,000 and £6,000 along with having their new UJF delivered for free," says Brett.

The UJF flatbeds give direct-to-object printing potential perfect for

"This is a great opportunity for businesses to diversify into super-wide printing onto textiles with UV inks, especially backlit signage"

personalisation, promotional goods and bespoke giftware. The Mimaki UJF MkII is ideal for printing individual items or small batches because it can handle custom data and print highly efficiently on small runs.

Print providers can take advantage of £2,000 cashback when investing in a 1.3m or 1.6m JV150 printer or CJV150 printer/cutter. The offer is available on both solvent and dye-sublimation ink

configurations, giving a flexible product option for new start-ups or established printers looking to upgrade their existing hardware. Mimaki's easy to use and versatile sign and graphics range provide the perfect blend of speed and quality.

When print service providers invest in a 1.3m or 1.6m JV300 printer or CJV300 printer/cutter they will receive a free Mimaki LA-160 laminator worth £4,995. The JV300 is a versatile, high performance printer delivering stunning photo-quality prints at class-leading speeds and its CJV300 printer/cutter counterpart gives additional cutting capabilities.

In addition, Hybrid is giving away three free sets of inks with any Mimaki Tx300P-1800 direct-to-textile printer, offering the opportunity for printers to generate a rapid return on investment while diversifying into the textile market.

"This provides the added incentive of having enough free ink to effectively generate the income to pay for the printer," concludes Brett.

With a compact footprint, the Mimaki Tx300P-1800 is ideal for printing high quality output on all types of fabrics and its compatibility with reactive, pigment, sublimation or acid ink makes it a versatile option.

www.hybridservices.co.uk



Heading up the promotional heatwave is a price reduction on the Mimaki UJV55-320, saving £6,000 with a free second year gold warranty

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CIM Signs & Graphics invests in premises, machinery and staff

CIM has acquired additional premises next door to its unit on Mackintosh Road to boost the company's vehicle graphics facilities by 30%, allowing the company to work on fitting new livery and graphics on up to six vehicles at a time. The purpose-built facility is climate and temperature controlled, enabling installers to operate in a dust-free zone for the application of vehicle graphics and wraps.

Expansion into the bespoke vehicle livery facilities has freed up workspace for CIM to invest in new printing equipment and machinery. A Rollroller flatbed applicator machine will aid in the production of large format laminating, helping to save around 80% on the application time of vinyls and digital prints for materials including signs, exhibition panels and point of sale. The flatbed will increase productivity, quality and accuracy, while providing a higher quality finished product.

"Our customised climate controlled facility gives us greater capacity and improves the efficiency of our application and drying processes"

Two additional wide format printers and a laminator have been purchased to increase the output of wide format print for wallpaper and bespoke wall covering - products which continue to grow in popularity among CIM customers.

A £34,000 grant from the New Anglia Local Enterprise Partnership's (LEP) Growing Business Fund in 2014 enabled the company to purchase new machinery and begin the next stage of development of its services and capabilities. Since then, CIM has grown from nine employees to 18 and turnover has increased by 82%.

Managing director Mark Baker says: "In 2017 we completed over 500 vehicle graphics and wraps. Our customised climate controlled facility gives us greater capacity, as well as improving the efficiency of our application and drying processes. "It's a very exciting time. Business continues to grow, enabling us to further invest in new facilities, machinery and staff. We're passionate about what we do and the success of the company is down to the dedication of the entire team who all work together to create stunning signs, liveries and print with great customer service."

www.cimdisplay.co.uk

UK customers see power of automation

Esko's UK team hosted an open house in June with partners Data Image, Clarity Software and reseller CMYUK to showcase the latest Esko C66 digital cutting table with the new Robotic Material Handler and Esko's fully automated workflow solutions.

"By automating our finishing department we will be able to manage any large format job"

The high attendance was a clear indication that companies are increasingly aware of the benefits of having a fully automated large format digital production and guests were able to see examples of how to address shorter lead times and handle waste. The open house looked at the

market's demand for equipment to handle more complex designs using a greater variety of substrates and increased automation for continuous production.

With a full agenda, the one-day event included demonstrations on Esko Automation Engine for file processing and the reduction of bottlenecks, WebCenter for ordering and job approval and Artios CAD for layout and design.

Clarity Software's Richard Gamlin spoke about the need for accurate pricing and end-to-end solutions for the large format and graphics industries.

Rob Farfort, founder and owner of Data Image discussed how investment in Esko solutions transformed the business. He concluded by saying: "being a part of this exciting journey with Esko developing the technology for the future of the large format industry is what Data Image is all about."

Tim James of NEC Graph-fix explained how his company recently installed the Esko C64 cutting table and Esko feeder and stacker. "With Esko tools we can say yes to a wider diversity of jobs," said Tim.



Esko's Robotic Material Handler in action at Data Image

"By automating our finishing department we will be able to manage any large format job out there. As an ideas, innovation-led business we believe we have found the perfect partner to take us on to the next level and beyond."

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Mimaki laminator available for demonstration at Hybrid

The Mimaki LA-160W laminator launched at FESPA 2018 is now available for demonstration at Hybrid Services' Crewe, Cheshire showroom.

Designed to complement the popular UCJV Series LED UV printer/cutters, along with other staple products from its sign and graphics ranges, the laminator is available at 158 cm-wide and heat-assisted to a maximum temperature of 60°C.

This improves overlamine film adhesion, particularly to surfaces printed with UV curable inks and reduces the potential for the silvering effect created by pressure sensitive overlaminates.

"Thanks to their instant curing, LED UV inks tend to have a slightly uneven surface which can trap air bubbles during the laminating process, causing silvery specks that can take away from the appearance of the product," says chief operations manager Brett Newman. "Immediate finishing with the LA-160W gives a quick,

easy and high quality solution for the occasions when a protective overlamine is required."

The Mimaki LA-160W sports fast laminating speeds of up to 7.5m/minute and is simple to use, thanks to it containing all its functions on one control panel. It features convenient access to the pressure handle and foot pedal and a take-up reel enables one operator to control the entire process.

Designed specifically for use with LED UV curable inks and the new LA-160W laminator, Mimaki has launched a dedicated film to ensure an integrated solution is provided. Mimaki Vision Laminate 310 Gloss film offers fine finishing with a glossy feel while maintaining the colour brightness of the print. This high quality, heat assisted overlamine is a cost-effective alternative to cold laminating films.

www.hybridservices.co.uk

"Immediate finishing with the LA-160W gives a quick, easy and high quality solution for the occasions when a protective overlamine is required"



The Mimaki LA-160W offers fast laminating speeds of up to 7.5m/minute and is simple to use



The future is bright, the future is neon

Despite recent alarm bells ringing from certain sections of the lighting industry, neon signs do have a future but there will have to be changes to maintain this.

It was proposed that the use of mercury in neon signs would be banned under the RoHS Regulations at the end of 2018 throughout Europe.

However, after much consultation and challenging work by colleagues in the industry, along with the BSGA, this ban will now not apply for the majority of neon signs.

future? It is clear that this situation will eventually change as the BSGA and their European colleagues in the European Sign Federation (ESF) expect that at some point an Authority will say: what about high voltage neon signs with mercury? and set about including them in the ban.

With this possibility in mind, the BSGA and others are currently working with the ESF to formulate a plan of action and registration system for glass shops and installers of EcoNeon. The intention is to have a system of auditing fabrication techniques, accounting for materials used, waste disposal etc, in place to defend the continued use of mercury in neon signs. This will benefit those businesses engaged in this industry.

"The aim is to demonstrate to the European Authorities that neon signs need not be included within the mercury ban," explains David. "The key to this happening will be for the people who make, install and sell neon signs and artwork to take an active role to defend their livelihood and the market for neon signs".

The BSGA ask that if you want to play your part in protecting and promoting neon signs in the future or require further information, contact the BSGA's Technical Committee Chairman Mike Hall at mike.hall.t.s@gmail.com. The BSGA will announce any further developments as and when they happen.

www.bsga.co.uk

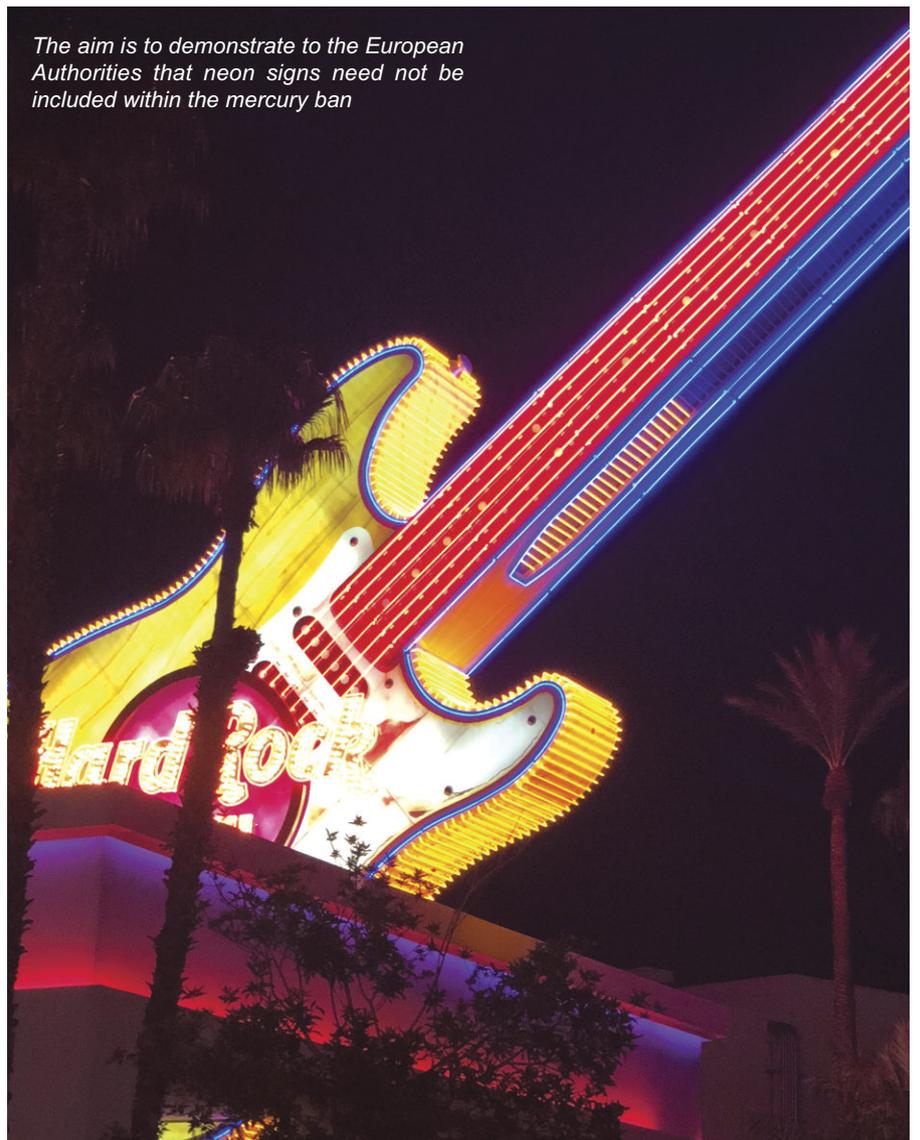
"High voltage signs using mercury lamps are currently outside the scope of the RoHS Regulations, as are 'large installations' when the sign uses more than 1000V to drive the lamps"

"A close re-read of the exemption application and the consultants' report to the European Commission, highlighted some issues," says BSGA president David Derbyshire. "It is true that individual low voltage cold cathode lighting lamps containing mercury should no longer be produced after December 2018. However, high voltage signs using mercury lamps are currently outside the scope of the RoHS Regulations, as are 'large installations' when the sign uses more than 1000V to drive the lamps."

BSGA research has found that the clear majority of neon sign installations fall into this category of over 1000V.

All well and good for the high voltage neon sign industry for now, but what of the

The aim is to demonstrate to the European Authorities that neon signs need not be included within the mercury ban



Innotech Digital appointed authorised distributor for GF vinyl

Innotech Digital has been appointed Authorised UK Distributor for General Formulations (GF) wide format digital print media, self-adhesive vinyls, over-laminates and mounting films. GF specialist medias can be used on carpets, warehouse, floors, walls, motorbikes, cars and commercial vehicles and installed in restaurants, classrooms, offices, homes and retail outlets.

"General Formulations medias are extremely well established in the US and we're thrilled to be recognised by this appointment in the UK," comments Marcus

Norman, regional sales manager at Innotech Digital. "We will hold stock of all their most popular ranges. This will allow our printing and signmaking customers to create brilliant new products for a greater variety of markets than before and we aim to have stock available for next day delivery from our central UK warehouse."

Two of the products that Innotech will be stocking are especially interesting to signmakers and print service providers. Traffic Graffice Matte Carpet vinyl creates vibrant, durable and eye-catching floor signage for carpets that really stick and

"Holding stock of all the most popular GF ranges will allow our signmaking customers to create brilliant new products for a greater variety of markets"



GF specialist medias can be used on carpets, warehouse, floors, walls, motorbikes, cars and commercial vehicles

won't damage, peel or curl. Concept 285 Roughmark is a conformable, calendared, hi-tack vinyl that can be applied to any rough surface such as bricks and rough walls but removed without leaving any residue up to six months after installation.

Managing director at General Formulations Murat Zekeriya Kurdu says: "We're delighted to welcome Innotech as our authorised UK distributor for our range of wide format medias and vinyls. They are a reputable supplier to the industry with a strong and knowledgeable sales team, a great reputation for customer service and the capacity to stock the largest choice of our materials in the UK. We're looking forward to growing our brand with them in the UK and seeing some of the wonderfully creative projects that their customers will produce in the future with our products."

Norfolk-based Repro Arts has recently started to use the new General Formulations range. Managing director Clive Hill comments: "We are well known for our vehicle wrapping service. We tried the GF Automark product and were very impressed with the results; it goes on easy and the print finish is outstanding. We will definitely be back for more."

The full range being stocked by Innotech Digital includes WallFrog, MotoMark, Matte White Semi-Rigid Vinyl, WallMark Canvas, Static Cling, Dry Erase Laminates, AutoMark, Gloss Clear Vinyl, Polymeric Gloss, Polymeric Matt, Traffic Graffice and Rough Mark.

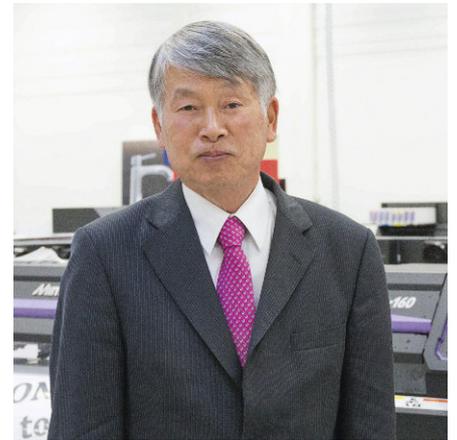
www.innotechdigital.com



Mimaki Europe chairman retires

Mimaki chairman Sakae Sagane, who also served as executive vice president for Mimaki Engineering Company, has retired effective 28 June 2018. Sagane grew Mimaki Europe from a small Mimaki subsidiary to the business unit that contributes the most revenue in comparison to its other subsidiaries.

Under his leadership, Mimaki Europe grew its network of dealers and distributors across the region, completed acquisitions and positioned itself as a major industry player, strengthening its position in signs and display graphics and textiles, while beginning to establish a foothold in 3D printing.



"Mimaki Europe has truly prospered under Sagane's leadership, as have our customers," said managing director Yuji Ikeda. "His vision took us from a small regional player to a force to be reckoned with in the markets we serve and helped us successfully navigate through and overcome the difficulties of the European debt crisis. Mimaki Europe started out with only five employees back in 2005 and this number has grown to more than 100 today. We sincerely thank him for his many years of service. He will be missed."

Peter Mitchell, director of Mimaki's exclusive UK and Irish distributor Hybrid Services said: "We are immensely grateful for the help and support that Mr Sagane has given to the UK and Irish market and in particular, in the past 12 months with the introduction of the Mimaki Tiger 1800B industrial textile printer. We wish him well in his richly deserved retirement."

"The time I spent developing Mimaki Europe has been extremely rewarding," Sagane said. "We have an outstanding team that has been a delight to work with and a cadre of loyal and innovative customers that both pushed us to higher performance levels and rewarded us with their business. It is with mixed emotions that I leave this vibrant and growing business to take on the next phase of my life."

www.hybrid.co.uk

"We are immensely grateful for the help and support that Mr Sagane has given to the UK and Irish market particularly in the past 12 months with the introduction of the Mimaki Tiger 1800B industrial textile printer"

Campaign highlights technically advanced vehicle wrap offering

William Smith, part of the William Smith Group 1832, offers a superior product range for vehicle wrapping including reputable brands 3M, Arlon, Avery Dennison and iSee2 and knowledgeable experts who are on hand to provide valuable advice.

As the professional's choice, the company's new campaign aims to

crystallise its material portfolio as one which provides technically advanced wrap films from around the globe including films for automotive window tinting, vehicle colour change, digital print and paint protection.

The firm has delivered 150 courses over the past decade, successfully training nearly 1000 individuals, providing budding wrappers with the essential skills they need to develop. The courses are designed to educate wrappers in the very latest techniques and processes from the wrap world and are still one of the most popular courses, which are now held at the company's education facility, The Training Academy.

"Whatever your needs, we have the film for the job," says head of marketing Chris Bradley. "From films for colour change, special effects and vehicle detailing to digital printing kits and high-performance tools and accessories, we have it all.

"We only stock and sell high quality films that we have confidence in"

"At any one time we have almost 1000 rolls of vehicle wrapping films in stock in our warehouse ready for dispatch, with most materials available to order before 6pm for next day delivery.

"We only stock and sell high quality films that we have confidence in. Providing a meticulous service is at the heart of our entire operation and our onsite experts are here to meet the expectations of the professional."

www.williamsmith.co.uk



The company's new campaign aims to crystallise its material portfolio as one that provides technically advanced wrap films from around the globe



Brushed aluminium composite panels have five-year external warranty

Perspex Distribution has improved its aluminium composite offering with the announcement that its stocked range of Alupanel brushed aluminium composite panels are now produced with a five-year external warranty. Brushed aluminium is one of their most popular specialist finishes for signage, displays and printed graphics.

“Alupanel is the only brand of aluminium composite manufactured in the UK and the improved warranty marks a further development in this locally produced material,” says marketing manager Luke Martyn.

Alupanel brushed aluminium can be used to create high quality, eye-catching projects in a variety of areas including retail design, sign making, POS/POP, interior design and furniture construction.

The full range includes one of the widest ranges of metallic finishes available with all other brushed metals and mirror finishes supplied with a five-year internal warranty. All Alupanel products are manufactured with A5005 alloy offering enhanced corrosion resistance, improved cutting capabilities and superior routing performance.

www.perspex.co.uk

“Alupanel is the only brand of aluminium composite manufactured in the UK and the improved warranty marks a further development in this locally produced material”



Alupanel brushed aluminium can be used to create high quality, eye-catching projects



Open day puts UV printer through its paces

Roland DG flew the flag for England at its Clevedon Creative Centre in June with a day of World Cup-themed footie fun and innovative printing.

New and existing Roland customers attended the event near Bristol, which featured an exciting table football competition with the winners taking home official footballs and England shirts. Print pros became soccer stars by printing their own pocket-sized toy figurine in their favourite team's colours on the VersaUV S-Series printer.

The S-Series was put through its paces with a 'What Can You Print?' challenge, where the UV printer's versatility and 200mm of vertical space was put to the test with objects supplied by visitors. The new system is available in flatbed and belt configurations and is already being used to create everything from packaging prototypes to printed flight cases.

Alex Liggett from The Vinyl Guys was on hand to share his tips and tricks for running a successful print business, while Paul Butler from Fatree5 ran fabric decoration demonstrations on the Roland Texart RT-640 dye-sublimation printer. As Roland users themselves, Alex and Paul know these applications inside out.

One visitor commented: "It was great to see your customer care side and interesting dental, 3D, engraving, foiling and technologies. What great knowledgeable staff you have – along with the Roland Heroes."

Launched earlier this year, The Roland Heroes Awards recognise and celebrate Roland users doing business across EMEA. There was plenty of buzz about the awards at the open day, with much to inspire visitors to enter, says Roland DG.

With plenty to inspire visitors to get printing, Academy and Creative Centre Manager Joe Wigzell hosted a 'Learn with Joe' clinic, fielding a huge variety of questions.

"The event was a great success, with all visitors saying they took something away from the day," commented Rob Goleniowski, head of sales, Roland DG, UK & Ireland.

"As well as getting to see the latest printers in action, the highlight for many people was the inspiration that came from discussing applications with the Roland DG team. This was a key part of

"As well as getting to see the latest printers in action, the highlight for many people was the inspiration that came from discussing applications with the Roland DG team"

what we set out to achieve so we're delighted to say the mission was accomplished."

www.rolanddg.co.uk



The UV printer's versatility and 200mm of vertical space was put to the test with objects supplied by visitors



HNS Signs looks for new creativity to continue legacy

Fourth-generation signwriter Michelle Henry is set to leave her mark on an entire city, having built up Birmingham's HNS Signs into an award-winning business. Thanks to its combination of Roland digital printing systems and traditional signmaking techniques, the company's work has a distinctive style which Michelle will now leave in the care of a new owner as she moves abroad.

"I find signmaking relaxing and therapeutic and it's second nature to me, having been brought up around my grandparents' business, which they sold in around 2000," she says. "I'm gutted to say goodbye. The buyer has to be right with a lot of creativity to match that of the HNS team."

This creativity is clear including the investment in Roland systems, which was an innovative business decision on Michelle's part. In 2010 HNS Signs decided to move into larger premises, intending to share the 5000ft² building with another party. However, that company pulled out and the signmaker had space to fill and rent to pay.

"I decided to invest in equipment which would enable us to move more work in house, increasing profit margins, so with a government grant I bought a Roland SOLJET Pro 4 XR-640 printer/cutter," she explains. "I had seen the machine at our existing print equipment dealer's premises and knew Roland had a great reputation."

"I love how quick it is; it's so simple and produces great quality print – other companies' work doesn't have a patch on it. The Roland gives us more freedom and control over our work. For example, if we're printing wallpaper or a vehicle wrap and have to re-print a panel, we can do that immediately in-house with no delays from outsourcing."

The Roland SOLJET Pro 4 XR-640 large-format system combines accurate contour-cutting technology with high quality print in CMYK, metallic and white inks. It is ideal for applications including vehicle wraps, fine art, labels, decals and POP displays.

"I decided to invest in equipment which would enable us to move more work in house, increasing profit margins so bought a Roland SOLJET Pro 4 XR-640 printer/cutter"

Michelle says the addition of a Roland digital printer and Roland plotter means HNS Signs has the technology to upsell new products to existing customers. For example, the business can offer interior wallpaper to buyers of exterior signs.

It is this fusion of traditional signmaking with Roland digital print-and-cut that has built an award-winning style for HNS Signs. Its project for the Arcadian centre in Birmingham's Chinese Quarter earned both a FESPA Award and the Innovation Award at the BSGA British Sign Awards in 2017 and its signs for the refurbishment of Pennyblacks bar at Birmingham's canal-side Mailbox complex won the Craftsman Award at the 2014 BSGA Sign Awards.

HNS Signs undertook a stealth project to turn The Bulls Head into the Shelby family's pub The Garrison for the BBC's premier event of Peaky Blinders in just five days. The company is currently working on-site at The Kettleworks, a major residential development in Birmingham's vibrant Jewellery Quarter.

www.rolanddg.co.uk



The Roland SOLJET Pro 4 XR-640 large-format system combines accurate contour-cutting technology with high quality print in CMYK, metallic and white inks



Innovation brings strong growth

In the past 18 months Very Displays has grown from a five strong team to over 35, is looking for a bigger and better premises and almost doubled its product range. In a saturated market it's essential to have an edge and a long list of product USPs to survive and that's exactly what the company has set out to do.

"In my experience innovation leads to greater long-term, commercial success," says MD Andrew Burdett. "Day-to-day consumer products are important to any company but everybody is doing more or less the same thing with the same products so we should be looking to supply new, innovative products to help

keep the industry on its toes. We thrive on delivering exceptional service, speed and consistency and always go above and beyond to make life that little bit easier for our clients."

Following a trip to China to increase its product offering and seek out the best suppliers, Very Displays has teamed up with other design talents from across the pond to really step up R&D and product development. The company now directly employs its own engineering and logistics specialists in China helping to measure and improve the quality and consistency of products while they push the limits of what can be achieved.

"Everybody is doing more or less the same thing with the same products so we should be looking to supply new, innovative products to help keep the industry on its toes"



From left: Gary Parker, Andrew Burdett and Mahesh Patel

Very Displays currently offers exclusive designs of roller banners, tension banners, pop-ups, tube systems, flags, outdoor products, profile extrusions, LED lighting and cases.

www.verydisplays.com

Sun Chemical releases 2017 Sustainability Report

Sun Chemical has released its 2017 Corporate Sustainability Report, which details the work the company is doing to increase its use of bio-derived raw materials in its products and shows positive progress on its eco-efficiency goals.

Highlights from the report focus on Sun Chemical's commitment to the development of eco-friendly solutions including how solvent-based liquid inks use resins responsibly sourced from certified forests; water-based liquid inks use bio-derived resins that do not impact ink performance; printed biosensor technology detects levels of pyruvates in onions to determine pungency; bio-based food colorants are using spirulina derived from photosynthetic bacterium; and its MirrorTech inks reduce waste by replacing metalised board with printable metallic ink.

"Sun Chemical is committed to doing its part to be a sustainable organisation,"

says global product stewardship leader Michael Simoni. "We want to show our customers that we are continuously working with suppliers and challenging ourselves to improve the eco-efficiency of our processes and products. Our latest sustainability report shows a variety of exciting ways we're increasing the use of bio-derived raw materials in our products."

The report outlines Sun Chemical's sustainability roadmap, which uses a phased approach to improve the eco-efficiency of each production and non-production facilities' processes and products by monitoring key metrics to understand and manage its environmental impact. Its internal key sustainability metrics measure: energy consumption/conservation, energy carbon footprint, process waste reduction, water consumption, material and employee safety.

www.sunchemical.com/sustainability



Highlights from the report focus on Sun Chemical's commitment to the development of eco-friendly solutions

Entry deadline approaches for British Sign Awards

The deadline for entry to the 2018 British Sign Awards, organised by the BSGA, is fast approaching.

"The closing date for submitting entries is midnight on Friday 7 September so any sign makers out there who have completed work they are proud of should get their submissions ready now," says director David Catanach.

There are 15 award categories covering every facet of sign making from large scale structural signs, through wayfinding schemes to wide format projects and multi-site roll-outs.

"We have a special award for the Young Sign Maker of the Year which is open to anyone working in the industry aged 25 or under and which, for the first time, carries cash prizes for the winner and runners-up," says David. "The award recognises the role young people play in the industry and highlights the importance of providing them with the right type of training."

There is also a change in this year's vehicle graphics awards.

"Advances in materials, technology and application skills means that virtually any vehicle can be either wrapped or liveried and we have given the judging panel the facility to make a range of awards in this category," continues David. "So, depending on the quality of the entries received, we could end up with awards for Best Van Wrap, Best Fleet Livery, Best Sports Livery. "We want the awards to reflect what's happening in this sector of the industry and this year's format gives every business involved the opportunity to gain recognition for their outstanding work."

A special award for the Small Sign Business of the Year is open to any business employing five or less people and they are invited to submit a selection of work completed over the past 12 months.

"Winning the Small Sign Business title can be a major boost for a small enterprise, giving it the impetus to move on to the next level," says David.

Industry experts, manufacturers and suppliers are invited to nominate products



Some of the 2017 winning entries: Dakota by Signbox; Convoy by RGVA; Natasha Berry, 2017 Young Sign Maker of the Year; and Hilton by Signs Now

for The Product of the Year award, which is decided by the sign maker members of the BSGA who are polled for their votes.

"Winning the Product of the Year award is marketing gold so anyone who has introduced a new product to the UK sign industry should make sure they don't miss the opportunity," concludes David.

Entry is free and open to all UK sign and associated businesses (eg specialist vehicle wrappers); membership of the BSGA is not a requirement.

www.britishsignawards.org

FASTSIGNS centre confirms commitment to excellence

The Kingston upon Thames centre of FASTSIGNS has become the latest of the franchises to achieve an Idealliance G7 Master Qualification. The G7 accreditation is an industry-leading set of best practices that recognises excellence and consistency in printing processes across all signage mediums, materials and substrates.

The accreditation helps the centre to deliver a superior service to its customers by creating a grayscale definition via an ink calibration method, which ensures the desired grayscale pantone is achieved. Customers benefit from this attainment of exacting standards and consistency of reproduction as they are able to confidently order the same sign on multiple occasions or have them produced on different substrates with the assurance that the colour variance within each individual sign is correct and consistent.

The Kingston upon Thames centre joins Hammersmith, Leeds and Manchester centres that achieved the accreditation in 2018.

"All our centres work hard to produce an exceptionally high quality of work but an achievement of such a well recognised, industry code of excellence gives their customers further assurance that they are engaging with a company that is working at a gold standard," says FASTSIGNS UK managing director John Davies.

"Over the coming months a number of other centres in our UK network will be working toward achieving their Idealliance G7 Master Qualification in line with our commitment to aspiring to and delivering industry leading standards and quality. This type of accreditation is something we believe is important both for our centres and our customers."

"Achievement of such a well recognised, industry code of excellence gives customers further assurance that they are engaging with a company that is working at a gold standard"

Each centre that achieves the accreditation will retain it for 12 months, after which it must go through the accreditation process again to ensure the high standards are consistently maintained.

www.fastsigns.co.uk

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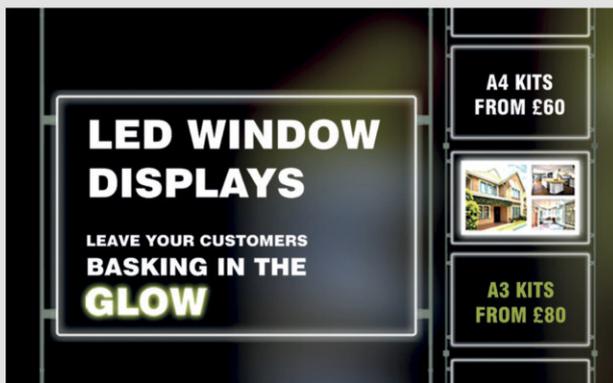
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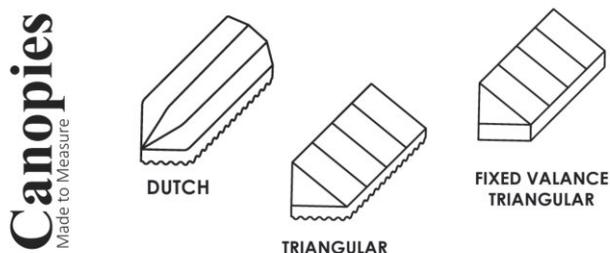
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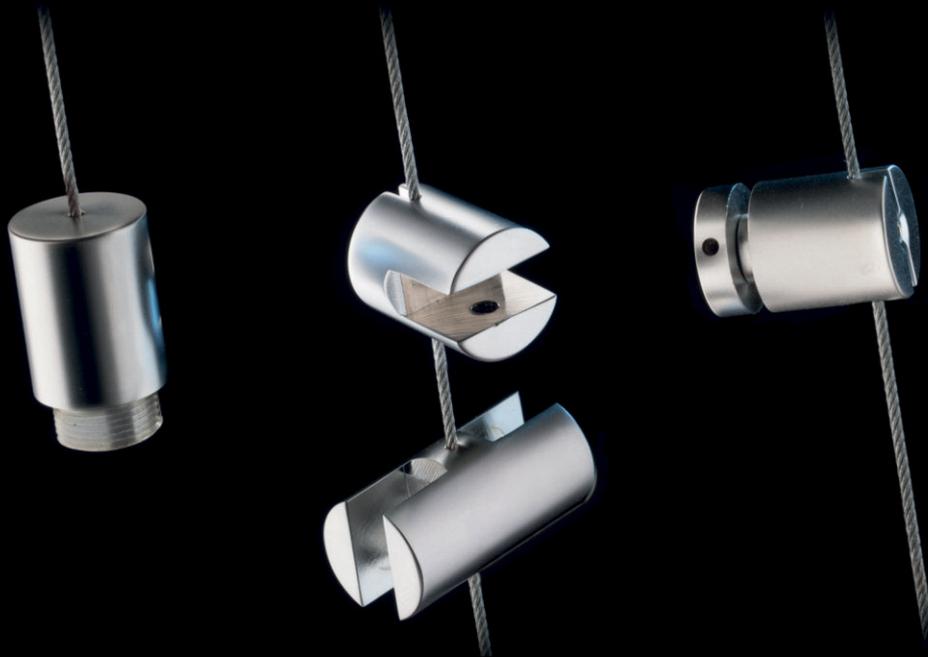
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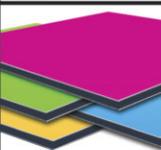
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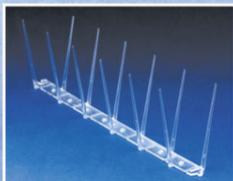
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Specialists in the manufacture of quality cast signs - mainly cast in polyurethane but also grp, bronze, brass and aluminium. All patterns are made by our in house pattern maker to your specification. A few millimetres up to several metres in size.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

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Maze House, Maze Street, Barton Hill, Bristol BS5 9TE
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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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Unit 4 Power Works Industrial Estate, Slade green Road, Erith, Kent DA8 2HY
Tel: 01322 340 194
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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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REAL Trade prices for chemical etching, brass and stainless steel a speciality. ULTRA FAST DELIVERY

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Manufacturers of all types of plates or plaques, chemically etched (large format) or machine engraved using a variety of materials, brass, stainless steel, aluminium, copper and bronze. For high quality and intricate detail with colour infills to your choice.

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

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Tel: 01307 463997
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

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

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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

Maze House, Maze Street, Barton Hill, Bristol BS5 9TE
Tel: 0117 955 3385
info@ward-signs.co.uk
www.ward-signs.co.uk
Wards of Bristol Specialise in manufacture, restoration and accurate reproduction of historic and modern coats of arms. We are able to produce from originals, information from heraldic associations, or even from a photograph. Check our website for recent projects.

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MERCURY & PHILLIPS SIGNS 51/59 Waterworks Rd. Norwich NR2 4DA

Tel: 01603 666699
sales@mercuryphillips.co.uk
www.mercuryphillipssigns.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
www.signindustries.com
Sign Industries is one of the UK's leading sign making manufacturers, offering a broad range of memorial and commemorative plaques in many varying styles using the finest materials such as bronze, brass, stainless steel and wood. You can now create your own custom plaques and nameplates and order them directly from our website.

SIGNS OF THE TIMES LTD

Wingfield Road Tebworth, Beds,
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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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Shetcliffe Lane, Bradford BD4 9RW

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sales@applelec.co.uk
www.applelec.co.uk

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

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Tannery Works, 12 Whingate,
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Tel: 0113 224 2124
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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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LE3 5EZ

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

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Specialise in manufacturing signs to the trade with over 40 years' experience in the signage industry. 3D Built up letters, Flat cut letters, Projecting Signs, Facia Signs, and Illuminated Light Boxes. All work undertaken in house. Competitive prices and prompt service.

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

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www.signwaves.co.uk

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

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www.mactacgraphics.eu
Mactac is a global manufacturer of self-adhesive materials for wide-format digital printing (solvent, eco-solvent, latex & UV), with ICC profiles for the highest printed quality. Our innovative products help you to express your talents, across applications that include interior decoration, commercial architecture and visual communications – on buildings, windows, points of sale, vehicles & boats.

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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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Tel: 01279 467999

sales@firstsignsandlabels.co.uk

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www.signscape.co.uk

Serving the Sign Trade for over 40 years, we are a leading manufacturer of Fingerpost sign systems. Our high quality Fingerpost systems combines aluminium or steel posts, with double skin finger-arms, making it highly durable, and ideal for public locations. We have two systems available; Our Traditional fingerpost system and our "New" Waypoint fingerpost system.

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accsign1@aol.com

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Trade suppliers of flat cut out letters,
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Trade service for flat cut lettering &
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From a single letter to a fully illuminated
sign ready for installation. For a quote
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materials such as acrylic, foamex,
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which are supplied with or without
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Brownings is one of the largest, TRADE ONLY suppliers of signage products. We manufacture poster frames, menu cases, slimlocks, signtrim, troughlights, acrylic-faced light boxes, flexfaced signage and now our new Texsign frames for internal use. The two versions of poster holders, the slimlock and menu case are both thin, lockable and hinged. They are available in any practical size and colour.

SIGNSCAPE AND SIGNCONEX LTD

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

Tel: 01934 852 888

sales@signscape.co.uk

www.signscape.co.uk

Serving the Sign Trade for over 40 years, we are a leading manufacturer of notice boards, modular sign systems & information displays. Our Avenue poster case provides high quality yet affordable, external poster display in a variety of sizes.

SIGNWAVES

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

Tel: 01493 419300

enquiries@signwaves.co.uk

www.signwaves.co.uk

Signwaves supplies poster displays suitable for both indoor and outdoor use. As the UK's largest manufacturer of point of sale signs and displays, Signwaves can provide you with high quality poster frames, snapframes, menu cases and lockable noticeboards. Express made to order service is available for a selection of custom coloured Slimlok Menu Cases, Poster Cases and Noticeboards.

UK POS

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

Tel: 0161 431 4400/4411

www.ukpos.com

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

PRINT/POSTER FRAMES

BROWNINGS LTD

157 English Street, Hull, HU3 2BT

Tel: 01482 380900

sales@browningsltd.co.uk

www.browningsltd.co.uk

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

SIGNWAVES

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

Tel: 01493 419300

enquiries@signwaves.co.uk

www.signwaves.co.uk

Signwaves supplies poster displays suitable for both indoor and outdoor use. As the UK's largest manufacturer of point of sale signs and displays, 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.

UK POS

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

Tel: 0161 431 4400/4411

www.ukpos.com

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

PROJECT MANAGEMENT SERVICES

PERFECTIONIST PROJECTS LTD

Dittons Road, Polegate, BN26 6HY

Tel: 01323 489361

www.perfectionistprojects.co.uk

We produce Schematic Drawings showing all significant components, parts, and their interconnections by means of standard symbols. Schematic diagrams for a project may be used for preparing preliminary cost estimates. We are very experienced in processing Advertising Consent Planning Applications for all sectors including Retail High Street, Petroleum and Corporate, all at very competitive rates.

PROJECTING SIGNS

IRON DESIGN

37A Douglas Rd., Poole, BH12 2AU

Tel: 01202 463573

enquiries@ironsigns.com

www.ironsigns.com

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

SIGNWAVES

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

Tel: 01493 419300

enquiries@signwaves.co.uk

www.signwaves.co.uk

Signwaves is the UK's leading manufacturer and supplier of projecting signs, fabric flags and flying banners. A selection of wall mounted, glass mounted and freestanding options are available, with many units suitable for interior and exterior use. All of Signwaves' projecting signs and flags can be printed to order if required.

REFLECTIVE VINYL/TAPES

ATC LTD

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

Tel: 01706 633043

sales@apptape.co.uk

www.apptape.co.uk

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

SIGN TRADE SUPPLIES LTD

Britannia House, Granville Road, Maidstone, Kent ME14 2BJ

Tel: 01622 689 410

orders@signtradesupplies.co.uk

www.signtradesupplies.co.uk

Supplying a variety of sign making supplies nationwide including aluminium signs posts, post clips, fixings, vinyl and tools. We have a large UK stock of Image Perfect vinyl, sign fixings and aluminium extrusions ready for same day despatch. We also provide trade manufacturing service including diamond edge polished acrylic, flat cut acrylic lettering, sign trays and more.

ROUTER CUTTERS/ PLOTTER BLADES

ATA ENGINEERING PROCESSES

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

Tel: 01442 264411

sales@ataeng.com

www.ataeng.com

Extensive range of high quality solid carbide, PCD, carbide tipped and HSS cutters manufactured by ONSRUD CUTTER offer routing solutions for most types of material.

EDWARD MATHIAS & CO

PO BOX 121, Frodsham, Cheshire, WA6 1AA

Tel: 01928 739 799

info@edwardmathias.com

www.edwardmathias.com

Specialist manufacturers/suppliers of tungsten carbide plotter blades and router cutters. We don't just sell blades, we are the UK's leading manufacturer. Note - we have no connection with any other company who sell or re-sharpen blades.

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DARTFORD ENGRAVING & SCREENPRINTING LTD

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

Tel: 01322 340 194

mail@desp.co.uk

www.desp.co.uk

DESP has been trading for over 55 years. Screenprinting, anodic printing, correx boards, stickers, overlays, signs, chemical etching, engraving processes also covered (ALL CARRIED OUT INHOUSE), including artwork. So whether its a 1 off or 1,000s off, we can offer a quick competitive turnaround.

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Unit 1, Raynham Close, Raynham Rd Ind Estate, Raynham Road, Bishops Stortford, Herts, CM23 5JP

Tel: 01279 467999

sales@firstsignsandlabels.co.uk

www.firstsignsandlabels.co.uk

We specialise in high quality screen printing. We are suited to meet print requirements onto many substrates. We have finishing capabilities with die cutting and CNC routing. We offer a fast and efficient service, should you require 1 off's or larger run's give our team a call.

HT SCREEN PRINT

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Tel: 01383 824522

info@htscreenprint.co.uk

www.htscreenprint.co.uk

Trade screen printing of garments, estate agency boards, pvc, vinyl, acrylics, metals, glass, wood, POS, anything flat. HT Screenprint have been in business for over 20 years, supplying the highest quality screen printing to the trade at very competitive prices. Our experience produces quality quickly!

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4DA

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www.mercuryphillipssigns.co.uk
High quality screen printing to all types of rigid and flexible base materials ie. self-adhesive vinyl, paper, plastic and metal. From single to full colour and small or large runs.

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

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

TELEGAN PRESSED PRODUCTS LTD.

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

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3GN

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sales@visionsinplastics.co.uk
www.visionsinplastics.co.uk
Stocks of Mirrored Extruded Acrylic in clear, 19 colours, See-Thru, Two sided, Anti Scratch, Anti Fog. Mirrored Polycarbonate, Petg and Polystyrene. Non mirrored sheet in Acrylic, ABS, Polycarbonate, Polystyrene and PVC Foam.

SIGN & DISPLAY SYSTEMS

PLEX DISPLAY LTD

The Furlong, Berry Hill Industrial
Estate, Droitwich, Worcestershire,
WR9 9BG

Tel: 01905 798 123
sales@plexdisplay.com
www.plexdisplay.com
Established in 1994, Plex Display are hardware designers and manufacturers of Display, Café Barrier and Signage systems. We offer the trade highly competitive pricing, unrivalled stock levels and same day despatch, all backed by first class customer service and technical support. So whether you are in the exhibition, display, signage or large format printing industries we have products to suit you

SIGNSCAPE AND SIGNCONEX LTD

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

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

SIGNWAVES

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

Tel: 01493 419300
enquiries@signwaves.co.uk
www.signwaves.co.uk
Signwaves 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.

VERY DISPLAYS LTD

17 Boston Road, Gorse Hill
Industrial Estate, Leicester LE4
1AW

Tel: 0116 232 3156
Sales@VeryDisplays.com
www.VeryDisplays.com
Our aim is to set the benchmark for trade display solutions by providing innovative, high-quality products at the most competitive prices. Trust Very Displays to enhance your brand and exceed expectations, from a personalised service through to same day dispatch. Get in touch today to find out more about our comprehensive range of products.

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F. K. MOORE LTD

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

SIGN POSTS & FIXINGS

SIGN TRADE SUPPLIES LTD

Britannia House, Granville Road,
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Tel: 01622 689 410
orders@signtradesupplies.co.uk
www.signtradesupplies.co.uk
Supplying a variety of sign making supplies nationwide including aluminium signs posts, post clips, fixings, vinyl and tools. We have a large UK stock of Image Perfect vinyl, sign fixings and aluminium extrusions ready for same day despatch. We also provide trade manufacturing service including diamond edge polished acrylic, flat cut acrylic lettering, sign trays and more.

SIGN SUPPORT SYSTEMS

E-SIGNFITTINGS HOBDAY LTD

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

Tel: 0121 608 4431
sales@e-signfittings.co.uk
www.e-signfittings.co.uk
E-Signfittings are one of the largest suppliers of Sign Standoffs, Cable & Rod Display Systems in the UK. We have large stocks available on next day delivery for orders received before 3pm and are equipped to supply orders from a few pounds up to thousands of pounds. Products in our range include Screw Head Covers, Poster Hanging Systems, Sign Hanging Systems, Leaflet Holders and Poster Displays.

I-SPI LTD

47 Mansionhouse Road, Mount
Vernon, Glasgow G32 0RP

Tel: 0141 764 1600
sales@ispitrade.com
www.ispitrade.com
I-SPI Trade supplier of sign support systems. Our range includes wall mounts, cable & rod display systems, screw covers, LED lighting and much more all at THE REAL TRADE PRICE. Massive stocks and next day delivery. See our products on our web site or give Stephen or Sean a call for a brochure.

SHOPKIT GROUP LTD

Unit B, 100 Cecil Street, Watford,
Hertfordshire WD24 5AD

Tel: 01923 818282
sales@shopkit.com
www.shopkit.com/brochures/
Shopkit manufactures a wide range of sign support systems in our UK FACTORY, offering COMPETITIVE PRICES on quality products, working in different metal finishes with an ONLINE SHOP with next day delivery and quick lead times on CUSTOM ITEMS. Products include project fixings & sign standoffs, banner systems, rod signage supports & cable signage systems all for both interior & exterior use.

UK POS

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

Tel: 0161 431 4400/4411
www.ukpos.com
UK Point of Sale leading manufacturers of display products Acrylic & PVC poster holders, Sign Supports, Aluminium Snap Frames, A Boards, Poster cases & Point of sale fittings.

SIGN SURVEYOR

PB WILLIAMS SIGN SURVEYOR

48 Durlay Rd, Aintree L9 9AW

Tel: 07885 486 182
achromesigns@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.

PERFECTIONIST PROJECTS LTD

Dittons Road, Polegate, BN26 6HY
Tel: 01323 489361

www.perfectionistprojects.co.uk
Whatever the size of your Project, we can provide you with fast, cost-effective and accurate sign surveys anywhere in the UK. Before leaving Site we utilise the latest digital technology (SPIKE) to communicate data and photos directly to you as a PDF, High-Res JPG (with measurements or images only) or URL and we can provide helpful positional data (Latitude, Longitude, Altitude).

SIGN TRADE SUPPLIERS

BROWNINGS LTD

157 English Street, Hull, HU3 2BT
Tel: 01482 380900

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

SIGN TRADE SUPPLIES LTD

Britannia House, Granville Road, Maidstone, Kent ME14 2BJ

Tel: 01622 689 410

orders@signtradesupplies.co.uk
www.signtradesupplies.co.uk
Supplying a variety of sign making supplies nationwide including aluminium signs posts, post clips, fixings, vinyl and tools. We have a large UK stock of Image Perfect vinyl, sign fixings and aluminium extrusions ready for same day despatch. We also provide trade manufacturing service including diamond edge polished acrylic, flat cut acrylic lettering, sign trays and more.

SIGNSCAPE AND SIGNCONEX LTD

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

Tel: 01934 852888

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

SIGNWAVES

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

Tel: 01493 419300

enquiries@signwaves.co.uk
www.signwaves.co.uk
Signwaves is a UK manufacturer of 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.

SYGNET SIGNS LTD

129 Humberstone Rd, Leicester, LE5 3AP

Tel: 0116 262 6288

sales@sygnetsigns.com
www.sygnetsigns.com
At Sygnet Signs, we've been creating bespoke and off-the-shelf signage for the trade since 1974. Whether you require Fascias, Built-Up or Flat-Cut Letters & Logos, Custom LED Illuminated Signs, our specialists will cut them using a laser or CNC router. We use the latest 3D/CAD development in the design and manufacturing processes, and all this happens on-site at our HQ in Leicester city centre.

SOLAR POWERED SIGNS & DISPLAYS

SIGNSCAPE AND SIGNCONEX LTD

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

Tel: 01934 852 888

sales@signscape.co.uk

www.signscape.co.uk

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

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Tel: 01706 633043

sales@apptape.co.uk

www.apptape.co.uk

Suppliers of various speciality films including Etch glass, Reflective, Fluorescent, Reflexite daybrite, Reflexite prismatic reflective, Hi intensity reflective, Photoluminescent, Cast metallics, 2yr Fluorescent, Gemstone metallics, Multi lens, Transparent colours, Checker plate, Mirror colours, Prismatic colours, Glitter colours, Brushed aluminium silver and gold.

MACTAC UK LTD

Room 232, Victory House, 400 Pavilion Drive, Northampton Business Park, Northampton NN4 7PA

Tel: 01604 644697

www.mactacgraphics.eu

Mactac is a global manufacturer of many different PVC, PET, PP and PE self-adhesive films. Specialities include etched films, fluorescents, phosphorescents, mirror films, rear projection films, erasable films and textured laminates – all designed to complement and enhance your creative talent.

STREET SIGNS

SIGNS OF THE TIMES LTD

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Tel: 01525 874 185

enquiries@sott.co.uk

www.sott.co.uk

Street signs in a variety of materials. Cast polyurethane, aluminium and bronze. Die pressed street signs for council specification. For a quotation send us the text required on your signs and specify what material is required.

TEXTILE SIGNAGE

BROWNINGS LTD

157 English Street, Hull, HU3 2BT

Tel: 01482 380900

sales@browningsltd.co.uk

www.browningsltd.co.uk

We manufacture poster frames, menu cases, slimlocks, signtrim, troughlights, acrylic-faced light boxes, flexfaced signage and now our new Texsign frames for internal use. Frames range from a 17mm "retro" extrusion to a 180mm deep double-sided application. The profiles can accept a digitally-printed image by way of a rubber keder attached to the edges of the print and can be changed in seconds.

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THE MAGIC TOUCH

Unit 4, Apex Business Centre, Boscombe Road, Dunstable LU5 4SB

Tel: 01582 671 444

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www.themagictouch.co.uk

Manufacturers of Transfer Papers and Materials used in conjunction with Laser Printers and Copiers (toner based) for full colour image transfer onto T-Shirts, Caps, Polo's, Mugs, Mousemats etc. Plus Magicut® film for use with Plotter/Cutter for heat transfer.

TROUGH LIGHTING

BROWNINGS LTD

157 English Street, Hull, HU3 2BT

Tel: 01482 380900

sales@browningsltd.co.uk

www.browningsltd.co.uk

Brownings is one of the largest, TRADE ONLY suppliers of signage products in the UK. We manufacture poster frames, menu cases, slimlocks, signtrim, troughlights, acrylic-faced light boxes, flexfaced signage and now our new Texsign frames for internal use. The troughlight comes complete with a high impact, hinged polycarbonate face. We supply in any size, colour or quantity.

VECTORISING SERVICE

DRAWUK

Woodside Chapel, Tabbits Hill Lane, Corfe Castle, Wareham, Dorset BH20 5HY

Mob: 07833 087 686

james@drawuk.com

www.drawuk.com

At DrawUK, we specialise in artwork reproduction or vectorizing as it's commonly known. Taking your JPEG/BMP images & turning them into high quality vector images. We have been producing vector images and artwork since 2003 making us highly experienced in this field. So if you have any images that you need converting or you just require a better quality one, please don't hesitate to get in touch.

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info@midasignservices.co.uk

www.midasignservices.co.uk

Specialist applicators of all types of vinyl and graphics. Vehicle application, Windows, Wall & Floor graphics etc. Fleet specialists. Nationwide service.

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Tel: 01323 489361
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Our unbranded installation crews are very experienced, fully qualified and are all directly employed by us, we do not sub-contract out work - this ensures clear and accurate communication at all times. We are available at short notice to assist your company anywhere in the UK with a complete range of professional services.

VINYL SUPPLIES

3M COMMERCIAL SOLUTIONS

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commgraphics.uk@mmm.com
www.3m.co.uk/graphicsolutions
3M are global manufacturers of a wide variety of 'Matched Component System' Warranted graphic materials: 3M Scotchcal™, 3M Controltac™ Plus, 3M Scotchlite™, 3M Diamond Grade™, 3M Light Management™ film technologies, 3M Panaflex™ flexible substrates, Comply™ Adhesive Technology, 3M DI-NOC™, Scotchprint® Graphics™ and 3M™ Envision products.

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One of Europe's main vinyl manufacturing companies supplying own brand self-adhesive plotter vinyl and Digital Print media. Plotter vinyls from short-term up to 10 years including Truck, Cast, Vehicle Wrapping, Frost-effect, Solar, Reflective and an extensive range of Print material for UV, Solvent and Dye/Pigment inks, all application aids are available.

ATC LTD

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Tel: 01706 633043
sales@apptape.co.uk
www.apptape.co.uk
Distributors of Ritrama UK's full range of signmaking vinyls including their complete portfolio of Digital Films. We also have available a full range of signmaking vinyls manufactured in the UK by KPMF. We stock a range of application tapes from R Tape USA and various Digital Media manufactured by LG Hausys. Discounts available on credit card payments.

AVERY DENNISON

Nelson Way, Cramlington, NE23 1JR
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Avery Dennison is a leading manufacturer of high-performance self-adhesive materials, for vehicle and building graphics – including digital, cut and screen applications. We innovate constantly to make graphics exciting and easy to install. Decades of know-how and the latest technologies (e.g. Easy Apply Technology and Supreme Wrapping Film) help you to transform your ideas into impactful messages.

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Tel: 01262 602 222
sales@greenstikmaterials.co.uk
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Suppliers of Ritrama vinyl & application tape, Poli-Tape HTV and digital media, R-Tape vinyl EFX digital printable media. Trade conversion available on state of the art machinery – we can convert your vinyl & digital materials to any size required. No account needed

MACTAC UK LTD

Room 232, Victory House, 400 Pavilion Drive, Northampton Business Park, Northampton NN4 7PA
Tel: 01604 644697
www.mactacgraphics.eu
Mactac is a global manufacturer of self-adhesive films designed to bring out your talent. Our highly innovative printing and marking products transform interior decoration, commercial architecture, signage and visual communications – for applications that include buildings, windows, point of sale, vehicles and boats. Mactac solutions are used by some of the world's most prestigious brands.

MDP SUPPLIES

Unit 3 Lumina Park, Bromborough, Wirral CH62 3PT
Tel: 0151 272 1234
info@mdpsupplies.co.uk
www.mdpsupplies.co.uk
Distributor to sign makers and garment printers. Stocking Ritrama, KPMF, DeTape and many other leading brands. Order online at www.mdpsupplies.co.uk, by phone or at any of our 9 branches across the UK. No account needed. Last order time - 6pm for next day delivery.

PYRAMID DISPLAY MATERIALS LTD

Head Office, Unit 5 Westpoint Enterprise Park, Clarence Avenue, Trafford Park, Manchester M17 1QS
Tel: 0161 872 5666
sales@pyramid-display.co.uk
www.pyramid-display.co.uk
We supply a huge array of different sign vinyl products with options suitable for virtually any sign vinyl application you may need. Choose from monomeric vinyl, polymeric vinyl, premium cast vinyl, reflective vinyl translucent vinyl, fluorescent vinyl and etched vinyl, produced by leading manufacturers such as MACtac, Avery Dennison, LG and Aslan.

SIGN TRADE SUPPLIES LTD

Britannia House, Granville Road, Maidstone, Kent ME14 2BJ
Tel: 01622 689 410
orders@signtradesupplies.co.uk
www.signtradesupplies.co.uk
Supplying a variety of sign making supplies nationwide including aluminium signs posts, post clips, fixings, vinyl and tools. We have a large UK stock of Image Perfect vinyl, sign fixings and aluminium extrusions ready for same day despatch. We also provide trade manufacturing service including diamond edge polished acrylic, flat cut acrylic lettering, sign trays and more.

WAYFINDING SIGNS

APPLELEC

Unit 1, Wharfedale Business Park, Shetcliffe Lane, Bradford BD4 9RW
Tel: +44 (0)1274 774477
sales@applelec.co.uk
www.applelec.co.uk
Trade suppliers of curved or flat-faced way-finding and aluminium display systems with directories incorporating wall mounted, projecting, and totem signs. Poster display frames with a snap side profile to allow for easy interchange of inserts and an exterior light box series are available. Please ask for an information pack or contact one of our friendly and experienced sales staff for assistance.

I.C.E.

Tannery Works, 12 Whingate, Leeds LS12 3BL
Tel: 0113 2242124
sales@icesigns.co.uk
www.icesigns.co.uk
Suppliers of internal and external wayfinding and directory systems to DDA (1995) guidelines if required.

SIGNSCAPE AND SIGNCONEX LTD

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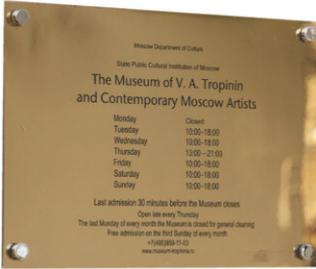
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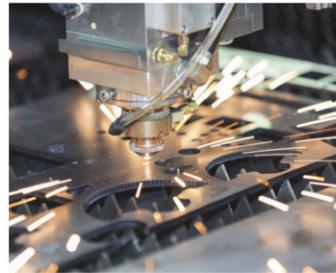
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