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SignUPDate

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Floodlights

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).

Floodlight

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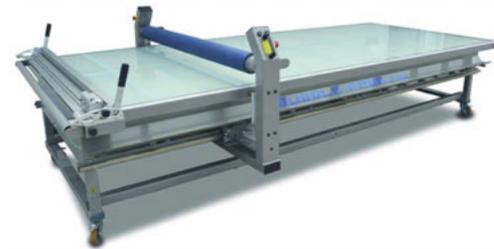
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Sign Update is always delighted to receive correspondence hints and tips for articles which should be sent in the first instance in outline form, together with the author's name and address. Manuscripts, photographs and other materials will not be returned unless accompanied by a stamped address envelope. No responsibility is accepted for any unsolicited materials.

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WELCOME Page

Digital opportunities

Inkjet textile printing continues to present a key growth area in printing, according to the latest research from Smithers Pira, with the market projected to grow to €4.90 billion in 2023 which contrasts with a much slower growth in non-textile printed media. However, digital textile printing still forms less than 5% of this global industry, leaving significant market share that can be targeted. In this issue we feature some of the latest digital technologies that are meeting an increasing demand for personalised products including direct-to-garment (DTG) and dye sublimation printers.

A further growth area is digital or electronic signage – very much in evidence in retail parks and travel hubs with large screens but also representing an opportunity for smaller sign makers to get a foothold in what is proving an increasingly popular means of communicating a message. This feature shows how combining print with digital makes good business sense.

Additional features look at vinyl cutters and a glance back to the first solvent printer, while the Toolbox tackles the problem of producing a polished finish on acrylic consistently and on a large scale.

In the next issue features include Wayfinding and Lighting along with the regular product and sign news, applications and projects.

Sue Deane

Editor



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Materials, consumables and finishing solutions strengthen textile collection

Soyang Europe has announced a raft of new products to further strengthen its textile collection including materials, consumables and finishing solutions, broadening the company's offering to this growing sector.

Soyang Europe is now stocking the ST-217 Eclipse blackout material, which has a palatable white reverse, making it more pleasing to the eye.

"This market driven release has been developed to meet customer demand," explains managing director Mark Mashiter. "Available up to 3.2m wide, this triple layer textile weighs in at 310gsm and is ideal as a backing liner for textile tension frame systems or backdrop graphics printed with either dye sublimation or UV print technologies. Polarlight is a coated backlit fabric that has been treated to make it print receptive and then coated again on one side with resin, which allows you to print UV on the coated side with high resolution. It's made from 100% polyester, giving a super smooth surface, great wrinkle resistance and good light transmission."

Two of Soyang's popular printable textiles: ST-216 Nightstar and ST-601 Starlight have been released in 5m widths, making them available for the grand format exhibition and retail markets.

"Starlight is our go-to backlit textile that works like a dream with UV and latex inks



ST-603 Polarlight is a 100% polyester backlit fabric ideal for high resolution UV printing.

to create impressive lightbox displays," says Mark. "Now that it's available up to 5m wide, we're envisaging a positive uptake for grand format applications and large, seamless backlit displays. Nightstar is a black back fabric ideal for backdrops; it has a slight stretch which works well with frame systems."

A further addition is a finishing product: GreenStrip Keder, a specially-formulated, PVC-free keder for textile tension frame

applications. "We're really pleased to offer the GreenStrip Keder as part of the Soyang Europe portfolio," explains Mark. "There's a very real demand for products to assist with the finishing of textiles including those for lightboxes and frames and GreenStrip is an ideal solution. Its green credentials make it suited to retail textile applications where environmental responsibility is a hot topic."

New to its consumables portfolio, Soyang Europe has available from stock the Transjet Boost coated sublimation transfer paper for digital transfer printing with water-based dye sub inks, especially suited for high speed printing.

"We have a number of substrates available for the sublimation transfer market and the introduction of Transjet transfer paper is extending our portfolio so that our customers can get everything they need under one roof," says Mark.

"Sublimation transfer printing is popular with some of our customers for use with stretchier materials and for those without direct sublimation hardware. Transjet Boost provides a great solution for enhanced colour release and densities along with excellent ink absorption and drying for our transfer sublimation customers.



GreenStrip Keder, a specially-formulated, PVC-free keder for textile tension frame applications.

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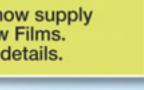
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Extended architectural film portfolio

The launch of the latest selection from William Smith, part of the William Smith Group 1832, has reinforced its promise to continually grow and strengthen its Architectural architectural and building-related films division.

Complementing the 1,000 patterns in its wider 3M DI-NOC extended range, more than 120 on-trend finishes make up the new Architectural Trend Line. Incorporating the top sellers of 2018 and new finishes including matt, dry wood, textile, stone and metallic, Architectural's updated portfolio provides installers with a greater choice for their projects.

The advanced matt patterns are fingerprint-resistant and boast a realistic texture, recreating the visual effect of natural materials at a fraction of the cost and even diffusing reflection, producing astonishing designs.

Architextural marketing manager Lindsay Appleton says: "We've listened to installer feedback and created a portfolio that matches our customers' needs, providing even more choice, truly unique finishes and we can even offer samples and prototypes, helping customers win projects. The investment from William



Architextural's updated portfolio provides installers with a greater choice for their projects.

Smith into the architectural market sends a strong statement that we are dedicated to the driving the architectural market."

The flexible PVC vinyl can be used to wrap almost any 3D surface. The films are lightweight and can be applied on-site to existing substrates quickly and easily, with less likelihood of error and waste, without

any disruption to businesses. 3M DI-NOC patterns are proven to be hardwearing with unrivalled impact and UV resistance. The entire 3M DI-NOC Trend Line finishes are available by the metre for next day delivery on all orders made before 6pm.

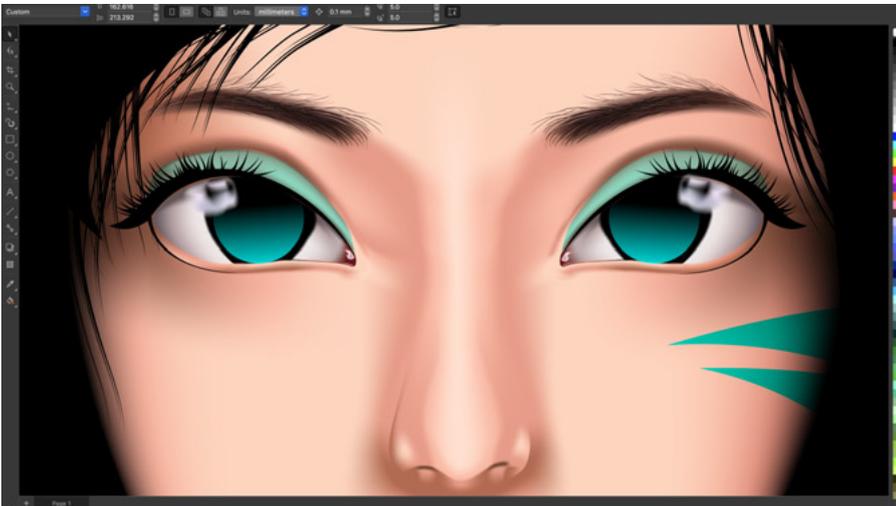
www.architextural.co.uk

CorelDRAW 2019 extends reach beyond Windows

CorelDRAW Graphics Suite 2019 has dramatically expanded its product line with a powerful new version for Windows and

an all new, graphic design software suite built specifically for macOS. Designed from the ground up to make the

most of each platform, both packages include the CorelDRAW.app for easy, on-the-go graphics creation.



CorelDRAW Graphics Suite 2019 extends its reach beyond Windows with a pro-powered suite for macOS and the CorelDRAW web app.

With CorelDRAW.app designers can show off and annotate their work on the go or quickly create new projects from virtually anywhere. Whether they have a passion for pixels, an obsession with output or a love of layout, users can take control of their individual creative journey and dare to design differently.

"CorelDRAW has built its reputation as a leading graphics suite that's focused on professional results, output, and ease of use," says John Falsetto, senior director of products, CorelDRAW and productivity. "When it comes to delivering outstanding projects every time, designers deserve real choice. With 2019 we're bringing the power of CorelDRAW in a truly native experience to the Mac, delivering the high end tools professionals need."

www.coreldraw.com



InkAnswers video makes technical support “even easier”

Nazdar Ink Technologies is marking the ongoing success of InkAnswers with the launch of a brief video explaining how this award-winning and free of charge Q&A service works.

One of the ways Nazdar is working to provide the best technical support in the industry, InkAnswers@nazdar.com email service helps inkjet, screen and narrow web printers worldwide find solutions to their printing ink needs.

A team of 22 ink technicians, scientists and industry consultants fields questions regarding multiple print applications including graphic screen, narrow web, inkjet and pad printing. This diverse knowledge allows them to quickly provide suggestions and/or product recommendations in less than an hour.

Director of technical service Bruce Ridge explains: “Typical questions we receive are varied, wide-ranging and span numerous print technologies. Common questions are for ink application recommendations, colour match formulas and regulatory documentation for specific inks. This service is designed to provide



The diverse knowledge of the InkAnswers team allows them to quickly provide suggestions and/or product recommendations to most questions in less than an hour.

technical support to busy printers and distributors that would rather email their questions in order to receive a detailed response in writing that they can read at their convenience.”

For further information visit: <https://youtu.be/ggo1vR3hv7w> or email

questions to InkAnswers@nazdar.com To ensure that your request is processed quickly and accurately, provide as many details as possible including your project's S.A.F.E. (substrate, application, finishing, end use) information.

www.nazdar.com

Complete vector/bitmap design and production signmaking software

EasyCut Studio has launched Easy Cut Studio version 4.1.0.6, an intuitive and user-friendly cutting plotter application that aims to offer you all the necessary tools in creating vinyl signs, letterings, decals and general logos that you can cut using your vinyl plotters.

This latest version provides support for more than 60 different vinyl cutting plotters including HobbyCut, JinKa, PrismCut, MOMO, KingCut and Vinyl Express Panther cutting plotter. Both Mac and Windows versions of software has been tested to work with these cutting machines above. In addition, it is fixed default baud rate setting for Refine and PixMax cutters.

Easy Cut Studio brings all vinyl cutting software needs into one simplified, easy to use program. Create text, shapes and freehand graphics at any size to cut in vinyl. It includes a more robust set of



Easy Cut Studio brings all vinyl cutting software needs into one simplified and easy to use program.

signmaking tools including image tracing, shadows, scanning, welding, text on arch, objects on path, node editor, Rhinestone, gradient fills, transparent fills and special

effects. In addition, all major cutting plotters are supported.

www.easycutstudio.com

Wrap film for simple to moderate curves and short to medium term durability

Spandex has extended its wrap film range with the introduction of Arlon Fusion Wrap, a cost effective solution for applications with simple to moderate curves requiring short to medium term durability. This latest innovative addition to the Arlon range has been designed for vehicle wraps and in particular fleet work.

Fusion Wrap is compatible with eco-solvent, solvent, UV-cured and latex inks and is certified for use with HP latex inks, providing users with peace of mind that the material will perform in line with expectations. Fusion Wrap is designed specifically for fast and effective installation of vehicle wraps and graphics. It incorporates Arlon's FLITE technology repositionable system based on an adhesive and liner combination that allows graphics to float over a substrate until firm pressure is applied.

Fusion Wrap features a low profile air egress liner and a tinted, permanent pressure-sensitive adhesive that creates enough opacity to ensure a vibrant print.

General manager Leon Watson says:



Fusion Wrap is designed specifically for fast and effective installation of vehicle wraps and graphics and incorporates Arlon's FLITE technology repositionable system.

"Fusion Wrap is the perfect product for applications that do not require a 3D cast product but demand improved performance compared with a polymeric film. The inclusion of FLITE Technology is a great advantage for customers looking for optimal ease and speed of application."

Fusion Wrap is available from stock through Spandex at 1.372 and 1.524 metre widths and a variety of roll lengths, in conjunction with the matching overlaminates Arlon Series 3170.

www.spandex.co.uk

Trade-in program for spectrophotometers

TECHKON is offering a trade-in program for SpectroDens spectrophotometers until 30 June 2019. Customers can receive a discount of up to 600 Euro for the Premium and up to 500 Euro for the Advanced version. TECHKON or competitor's colour measurement devices are accepted. The SpectroDens series makes colour measurements "quick and easy, solving the widespread problem of measuring and matching colours on various substrates and surfaces".

In addition to 1 second measurement time and high accuracy, the SpectroDens instrument offers customers to measure with standard light conditions by supporting all measuring conditions inclusive of M1. This device is fully compliant with ISO 13655:2009 measurement standards to fulfil the requirements of matching proof to press across many substrates. SpectroDens devices offer measurements of M0, M1,

M2 and M3; an integrated scanning function for up to 200 patches/40 inches; support of CxF standard for easy data exchange colour display, offering intuitive controls minimising the time for operators



To match requirements and budget, the device is available in three versions.

to learn the instrument. The InkCheck function quickly and easily determines adjustment recommendations and if operators can achieve satisfactory matches; automatic detection of patch types (solid, paper, half tone, grey balance) avoids operator error and speed measurements; while integrated tools determine at a glance if materials are within variety of standards (ISO, G7, PSO) as well as in-house standards/processes.

To match company's requirements and budget, the SpectroDens device is available in three versions. The spectrophotometer is able to work seamlessly with powerful software solutions for the printing industry including TECHKON SpectroConnect, ExPresso, ChromaQA supporting Pantone LIVE and Matchmycolor Ink Formulation Colibri.

www.techkon.com

Why compromise on quality?

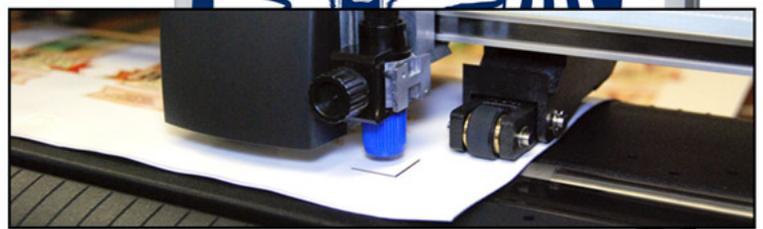
Part of Graphtec's family of professional class of cutting plotters, the latest CE6000 series is now available with new and enhanced features that enable even higher levels of productivity. Featuring an electronic design and a manufacturing process that minimises lifetime environmental impact, the 6000 series is also cleaner and 'greener'.

Key design features include:

- Graphtec ARMS (Advanced Registration Mark Sensor) system
- Contour Cut Pre-Printed Graphics
- Up to 300 & 450* grams of force *available only on the 48" model
- Tangential Emulation
- Table-mounted, desktop-size machine (15")
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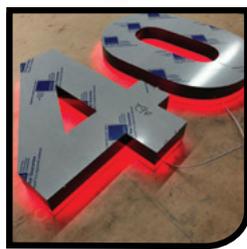
Contour-cutting with the best Auto Registration Mark System of printed graphics from all major printers. Kiss-cutting and die-cutting of flock, flex, vinyl, rhinestone templates, paper, card and a whole host of other media



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High performance overlamine provides durable barrier for heavy duty applications

In a bid to provide its customers with an innovative solution for heavy duty and power sport applications, William Smith has added Arlon's new high performance overlamine to its ever-expanding range of materials.

Arlon has developed the ProTec Series 3960 overlamine, which acts as an extremely durable barrier to protect decals and graphics while maintaining excellent clarity.

Providing the perfect protective overlamine for racing, dirt bikes and other recreational vehicles, the ProTec Series 3960 is a flexible, 305-micron overlamine on a clear synthetic liner.

Ideal for applications needing exceptional robustness and abrasion resistance, the overlamine has a 2-year durability with a clear, permanent pressure sensitive adhesive. With efficiency in mind, ProTec Series 3960 is designed to be laminated cold without heat. Thanks to its quick 'wet-out' adhesive system users can achieve pristine image quality, minimised silvering and ultimate gloss retention.

Chris Bradley, head of marketing at William Smith, part of the William Smith



Providing the perfect protective overlamine for racing, dirt bikes and other recreational vehicles, the ProTec Series 3960 is a flexible overlamine on a clear synthetic liner.

Group 1832, says: "We know our customers are constantly seeking new, advanced materials to enhance their offering and this overlamine will certainly do just that. It can be used in conjunction with Arlon's DPF 8000 Ultra Tack or DPF 8200 High Tack film and will be available

in 1370mm wide, 9.14m or 22.86m rolls. We continue to cement our commitment to supplying the UK with the best quality materials and we believe the ProTec Series 3960 will be popular."

www.williamsmith.co.uk

UV adhesives cure on demand in seconds

Eurobond Adhesive's range of ultra violet light (UV) curing adhesives are ideal for bonding acrylics, polycarbonate and many other plastics, either to themselves or to metals and even stone. They offer huge potential to sign making businesses over traditional solvent weld bonding.

These adhesives are optically clear, solvent-free and contain no VOCs, making them environmentally friendly. They offer 'cure on demand' properties. This means they will only bond two surfaces together when the glue line is exposed to high intensity, controlled UV light delivered by a special high power LED UV torch, laser pen or hand or flood lamp.

Unlike solvent weld products, bonding occurs in just a few seconds, leaving perfectly clear, bubble-free, stress crack-free and extremely high strength joints.

This fast curing process increases production, saving you time and money. In addition, the high quality finish will give signmakers a competitive advantage and



UV curing adhesives are ideal for bonding plastics including acrylics and polycarbonate.

open up a whole new revenue stream for their business.

Eurobond Adhesives are recognised by many leading plastic fabricators, film and TV prop makers, film studios, blue chip high end retail chains and museums throughout Europe as one of the leading authorities on using UV adhesives. We have trained thousands of fabricators, craftspeople and artisans throughout the UK in how to use our UV bonding adhesives to produce the highest quality products. Eurobond's UV adhesives are used to manufacture signs, acrylic display cases, polycarbonate machine guards, high end PoS items, trophies and awards and acrylic furniture. UV adhesives can add a whole new creative dimension to your business.

www.eurobond-adhesives.co.uk



Fused filament fabrication solution complements sign and display printers

Hybrid Services has launched the Mimaki 3DFF-222 3D printer. The fused filament fabrication (FFF) solution, which made its debut at Sign and Digital UK 2019, has been developed as an in-house design and production tool for parts such as jigs used in direct-to-object printing and tools for producing 3D signage.

“The release of the 3DFF-222 is a marker in the sand for sign and graphics companies looking for a cost-effective way of creating jigs for direct printing using Mimaki’s desktop UV flatbed printers,” comments chief operations manager Brett Newman. “It’s a simple and straightforward way of manufacturing jigs in-house and expands the creative potential of Mimaki’s UJF Series printers.”

The 3DFF-222 prints in PLA material using easy-to-load filament cartridges. Printing parts up to 210mm x 200mm x 195mm (W x D x H), it offers remote monitoring of each print job through a Mimaki app.

“Flexibility and ease-of-use are key features of the new desktop 3D printer,” says Bert Benckhuysen, senior product manager at Mimaki Europe. “It’s been developed so that you can have it sitting in your office without disruption. The 3D



The Mimaki 3DFF-222 a simple and straightforward way of manufacturing jigs in-house.

printer complements our sign and display printers seamlessly with time and cost savings through efficient in-house manufacturing of eye-catching colourful indoor signs and channel letters, which are 3D printed first and then decorated using Mimaki’s UV printers in Long-Drop mode, allowing high quality print on three-dimensional objects.”

“Following the launch of our flagship 3DUJ-553 3D printer, Mimaki continues to

explore opportunities in 3D printing,” concludes Benckhuysen. “Our new desktop 3D printer is designed to fit the needs of modern print production environments and it is suitable for a broad range of uses. The introduction of this latest product demonstrates our commitment to driving innovation and providing our customers with profit-enhancing solutions.”

www.hybridservices.co.uk

Entry level solution for high quality digital signs



Bitvu’s fully integrated signage media players reliably and securely play high quality digital signage messages.

Bitvu has introduced Screenspace - a “breakthrough in both pricing and technology” for entry level digital signage.

“Screenspace is a fully integrated digital signage system costing just £7.50 a month with no fixed term contract,” explains sales director Mark Easterbrook.

“With hardware and software designed from the bottom up to do one thing only, we believe Screenspace delivers a simple and reliable digital signage solution at a price that simply can’t be ignored.”

Bitvu’s own fully-integrated digital signage media players are designed and manufactured to do one thing and do it well: reliably and securely play high quality digital signage messages.

Bitvu has recently launched a series of

regular introductory webinars and online training sessions that are proving very successful, both with resellers looking to add digital signage to their product range and end users themselves.

The weekly online sessions demonstrate how Screenspace can be set up out-of-the-box in a matter of minutes.

With no prior experience, users can create beautiful advertisements using text, images, video and animations, with a choice of nearly 200 ready-made templates to help them get started.

www.screenspace.live

Innovative metallic LED-UV inks expand business opportunities

Mimaki's recently announced metallic LED UV ink was on show for the first time at Sign & Digital UK on a Mimaki UJF-7151plus, enabling the production of high end graphics for packaging, small to mid-format signage and bespoke décor and giftware.

"The addition of a metallic ink to Mimaki's line-up of LED UV flatbed printers offers significant revenue generating opportunities for graphics professionals to leverage," says Hybrid's chief operations manager Brett Newman.

"Hybrid demonstrated the creative potential and breadth of possibilities this exciting new technology presents."

A further innovative ink was unveiled in the form of a clear option for the UCJV300 Series LED UV printer/cutters. The addition of clear to the LUS-170 range of inks offers a host of new design possibilities and expands business opportunities by creating captivating displays using either gloss, matte or textured finishes.

"Utilising flexible UV inks that cure instantly allows customers to quickly print and immediately deliver the finished



Mimaki's metallic LED UV ink was on show for the first time on a Mimaki UJF-7151plus.

product without waiting for drying," explains Brett. "The UCJV printers feature white ink, enabling users to produce brilliant colours on transparent, coloured or metallic substrates.

"The introduction of clear ink places the UCJV300 series into the prototyping and packaging environment."

A further debut was the high performance Mimaki TS55 dye sublimation printer; the 1.9m transfer paper printer is suitable for companies producing soft signage, retail graphics, fashion and sportswear and benefits from a winning combination of low running costs and high productivity.

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LS6090	900 x 600	80**	CO ₂	5,250
LS1290	1200 x 900	100	CO ₂	6,250
LS1690	1600 x 900	100	CO ₂	7,500
LS1390	1300 x 900	750	Fibre	68,000

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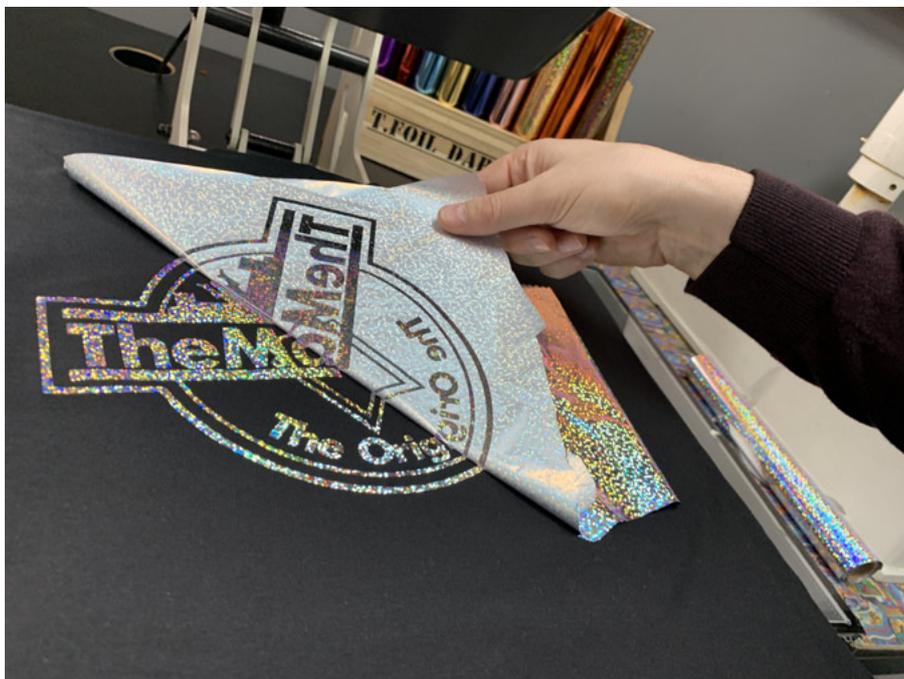
Affordable process for garment printing with metallic and sparkle effects

As part of the ongoing crusade by TheMagicTouch in the UK to assist customers in reducing production cost and time when decorating garments, the company has introduced a further innovative and affordable process that “ticks all the boxes” and offers great opportunities. In the past the decoration of garments with metallic and sparkle effect designs has involved the traditional method of cutting and weeding which becomes somewhat a challenge when producing intricate designs or short-run production orders quickly.

The T.Foil Dark transfer process offers the ability for the user to produce stunning results quickly and very cost effectively onto almost any garment regardless of colour or textile composition and involves no labour intensive cutting and weeding.

The process involves printing the required design with a “composite” black toner onto the T.Foil Dark transfer paper using either an enhanced CMYK or CMY plus white toner based printer powered by the installed SpaceControl software. The printed transfer paper is then applied to the garment using a traditional heat press. From a choice of over 18 stunning foil colour options, the design is covered and pressed again resulting in foil only attaching to the toner area. The finished transfer has a final press to ensure outstanding feel, look and durability.

T.Foil Dark is compatible with the latest entry level CMYK OKi printers (C612 & C332 models) which both have their own version of the SpaceControlBasic software available to manage T.Foil Dark and the



The T.Foil Dark transfer process offers the ability for the user to produce stunning results quickly and very cost effectively

other 9 compatible transfer papers available and assist in colour management. The printers including the installed software are available for less than £300 making the whole process affordable for all. The SpaceControlBasic software is available to purchase separately for those already with the CMYK printer models.

Available in rolls 30cm x 25m, the foils include Metallic Silver, Gold, Red, Purple,

Blue, Green, Pink, Rainbow, Navy Blue, Baby Blue, Olive, Rose Gold, Charcoal, Orange and Bronze plus Sparkle Effects in Gold, Silver and Bronze.

The T.Foil Dark is available in either A4 or A3 sheets. The bottom line is the user is able to produce transfers (transfer paper and foil) for less than £1 up to A4 and £2 for A3 quickly and profitably.

www.themagictouch.co.uk

Coating improves surface finish performance

ITC has introduced its knife tool regrinding service alongside the new IRIDIS coated line of tools said to deliver unprecedented tool life and surface finish performance on aluminium and aluminium composite materials (ACM).

“We have been trialling the new IRIDIS coating technology in our test facility as well as conducting industrial trials with customers and the results are impressive and conclusive,” says ITC’s Sally Hunt. “On aluminium and ACM materials we are significantly improving tool life,

performance and consistency. In trials with customers, the new tools are improving tool life from 30 to 50%. Additionally, the already impressive surface finishes from



our tools has been further improved by the new coating technology.”

The IRIDIS coating technology has now been added to ITC’s most popular tooling ranges including the 180 A-Series and STA series of standard and balanced routing tools.

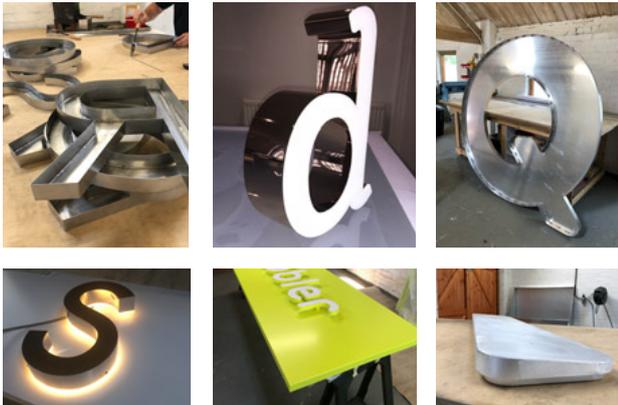
ITC is ramping up its support network, expanding its regrinding service for its knife blade product lines.

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Multi-purpose CNC router to set new benchmark

XYZ Automation Group has announced the first of a series of new product innovations. The XYZ Infinite multi-purpose CNC router builds on the legacy of previous XYZ machines in terms of outstanding build quality, reliability and higher productivity levels. With a fresh design concept and optional machine enhancements, the Infinite is aimed at setting a new benchmark for machine configurability, flexibility and price/performance productivity.

For over 30 years, XYZ routers have been renowned for their ability to meet the sometimes complex requirements of companies in many diverse industries for which advanced CNC routing/cutting technology has been a major contributor to business growth and profitability.

With around 367,000 different machine configurations currently available, XYZ routers have been able to accommodate every conceivable routing/cutting requirement from bespoke one-off and/or small batch through to high volume production runs at what are acknowledged to be the most competitive prices currently available. Key design features of the XYZ Infinite include a heavy-duty solid steel frame construction to accommodate more vigorous machine operation and a new carriage design that provides easier access for servicing.

The machine can be configured with a choice of single, dual or triple routing/cutting heads, with a processing bed size of 3,251mm (width) by 15.24 metres (length). A more efficient dust



Key design features of the XYZ Infinite include a heavy-duty solid steel frame construction to accommodate more vigorous machine operation

extraction system is designed to radically reduce clogging of the router and eliminate consequent unwanted and expensive machine downtime; and an improved misting system enables more efficient machine cooling and lubricating functions.

The XYZ Infinite can be supplied with the latest optional VCarve Pro and Aspire design and production software programs, both of which provide all of the necessary tools for 2D and more complex 3D applications. With the Aspire option, machine owners can now engage with specialised work such as solid surface panel processing, engraving and milling and 3D model-making, opening up new market opportunities and increasing profitability. XYZ Automation Group

customers have access to a wide range of optional machine enhancements. In particular, the XYZ ATC system that provides up to 33 tool-change stations for work involving multiple tools, the XYZ Zone Management facility for optimum material hold-down efficiency and the latest A2MC machine controller with integrated AVS facility.

The latest helical rack and pinion drive system incorporating a multiple gear teeth configuration helps spread the workload more evenly, resulting in faster throughput speeds, reduced machine wear and material wastage and a longer than normal machine life.

www.xyz.co.uk

Next generation high speed laser cutter



Offering a next generation experience of laser processing, the Speedy 400 has a 1016 x 610mm working area.

Trotec Laser unveiled two laser machines at Sign & Digital 2019 in April.

Visitors viewed a range of applications demonstrated on the budget 900 x 1300mm R500 machine as well as the flagship Speedy series including the new Speedy 400 model launched this year.

The all new Speedy 400 is a redesign of Trotec's flagship flatbed laser machine.

Offering a next generation experience of laser processing, the machine has a 1016

x 610mm working area with an engraving speedy up to 4.2m per second and 5g acceleration.

At up to six times faster than comparable laser cutters, the Speedy 400 provides additional productivity features which were previewed at the show alongside Trotec's newest glass DC laser, the R500 which provides an affordable solution for laser cutting tasks using acrylic, wood, laser laminates and other common materials.

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Scratch-resistant film products extend application possibilities

KlearWipe is a long-term clear dry-erase lamination film with a very innovative surface, specially developed for long term dry-erase usage. Focus was set on guaranteeing perfect writability with all types of whiteboard markers as well as offering suitability for liquid chalk markers and opening new application opportunities for the film. Markers can always be erased without damaging the film or leaving any ghosting. Moreover, KlearWipe is the most scratch resistant dry-erase material you'll find in the industry, says Kernow.

It is manufactured with a new adhesive designed for lamination on UV-cured inks (along with all the other inks) and for manual wet application. It is compliant with the EN Standards EN71-3: 2013 which is required for the safety of the toys. KlearWipe will be offered in 1372 and 1524 mm widths.

WallSharK is a new film for wallcoverings: it is self-adhesive, PVC-free, slightly textured, very stable and scratch resistant; it will not shrink even after longer application and enables perfectly invisible butt-joint applications.

This coating will offer excellent colour gamut options for all types of wide format inks. The 170µm film was developed from FloorSharK using the same shark-skin ink-receptive technology.

The adhesive is designed for internal smooth walls with an emphasis of a good adhesion and suitability on most wall paints and lacquers. The stability of the material is very forgiving and will not distort or stretch when there's a need for repositioning during the application of the material. WallSharK will be offered in 1372 and 1524 mm widths.

Wide format product manager Renée Kruit says: "Is it because it's PVC-free or that you don't need to laminate? Or because it is so much more tear resistant than PVC and will not distort or stretch when applying? It's a combination of these features and more.

"With FloorSharK you can cover big areas of floor and still have a perfect alignment of your panels, making it an industry favourite all over the world."

www.kernowcoatings.com



KlearWipe is a long-term clear dry-erase lamination film, specially developed for long term dry-erase usage.



WallSharK is self-adhesive, PVC-free, slightly textured, very stable and scratch resistant

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Digital textile printers deliver fast, precise colour matching

HP has launched a portfolio of digital textile printers that “deliver fast, precise colour matching alongside efficient, simplified processes.”

“Décor and fashion application trends, on demand production and personalisation are boosting digital print growth,” says Santi Morera, head of graphics solutions business. “The digitally printed textiles market is experiencing double digit annual growth, forecast to reach \$5.5 billion by 2023, according to Smithers Pira. We look forward to more digital print transformation with the arrival of the HP Stitch S series.”

The printers couple HP Thermal Inkjet technology with industry standard dyes for superior colour durability while the first built-in spectrophotometer enables fast and exact colour matching. The series includes the HP Stitch S300 64-in, HP Stitch S500 64-in and HP Stitch S1000 126-in printers. The HP Stitch S300 printer holds the “first user-replaceable printhead”, resulting in reduced down times and service costs. It was designed specifically for new-to-dye sublimation



The HP Stitch S300 Printer was designed for new-to-dye sublimation professionals, prototyping departments and growing print providers.

professionals, prototyping departments and growing print providers.

“Our experience with HP Stitch S300 has been much easier and faster than other dye sub printers we’ve used;” says Teunis Roos, Colour Concepts. “With its automated performance, we’ve experienced a 50% reduction in time.”

Designed for high production sites, the S500 enables predictable dye sublimation

colour and less media waste. With symmetrical 2xCMYK printhead configuration and Optical Media Advance Sensor, it allows for saturated and reliable one pass mode for true top speed. HP has launched a set of dye sublimation papers, designed and tested as a system with HP dye sublimation inks and the HP Stitch S Printer series to achieve excellent image quality and colour consistency.

www.hp.com

How to make cut acrylic shine like a diamond

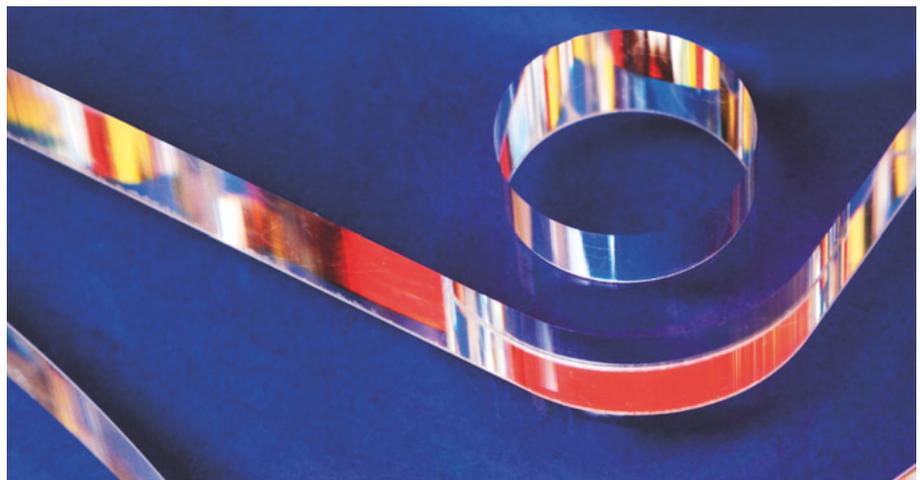
Polishing acrylic has been done in a number of ways over the years depending on equipment, skill and the technology available. Today, in most cases, a polished finish straight off the CNC router is something which people want but very few seem to be able to consistently master it on a larger scale. Liam Hodson, machining & tooling consultant at LKH shares some practical tips.

This problem is partly due to variables faced by the machine and operator alike. Hand finishing in most cases can give mixed and inconsistent results. A laser is often the first port of call but in some cases that's not possible. What if there are bevelled edges or rebates to consider? The heat also distorts the edge making it prone to cracking in certain conditions. It's not an exact vertical cut so it's not an option for assembled products, in a display environment for example.

Flame polishing can be time-consuming and labour intensive. It's not consistent and suffers from the same issues as the laser but in addition, holes are near impossible to polish. This technically can be very challenging and would require a good level of experience to attempt pockets and bevels. Hold the flame in one place for too long and it will distort the surface, giving uneven results. So what other options are available to achieve polished edges?

With the right settings a CNC router and balanced tooling from Crown Norge, specifically designed for acrylic (available from LKH Tools) can get very close to a polished finish. Although this may not be what is seen on the material face, it can be more than acceptable for some or most applications. The desired consistency can also be obtained due to the rigorous quality control at the manufacturing stage of the tool. This ensures the tools are same geometry, sharpness, balancing and high grade of carbide as the previous tool. A stable platform is required to obtain the best results. A smooth motion, rigid machine construction will provide this, along with a well maintained and high quality routing spindle. An unbalanced routing head, collet or tool holder will not produce the desired result. The additional balancing flutes of the Crown Norge tools reduces the unwanted vibration even further. This ensures less ripples or oscillation marks in the material edge.

A strong vacuum hold down is essential when trying to obtain the best finish. Wherever possible this needs to be



With the right settings a CNC router and balanced tooling can get very close to achieving a polished edge.

concentrated into the area used to maximise the vacuum pump flow or pressure (depending on which type used). Extraction needs to be of a good standard and any debris removed before any clean up or polishing pass can be applied.

If a collet and lock nut system is used, then consistency on how the tool is tightened is a further factor. Too much

“Flame polishing can be time-consuming and labour intensive; it is not consistent and suffers from the same issues as the laser and in addition, holes are near impossible to polish”

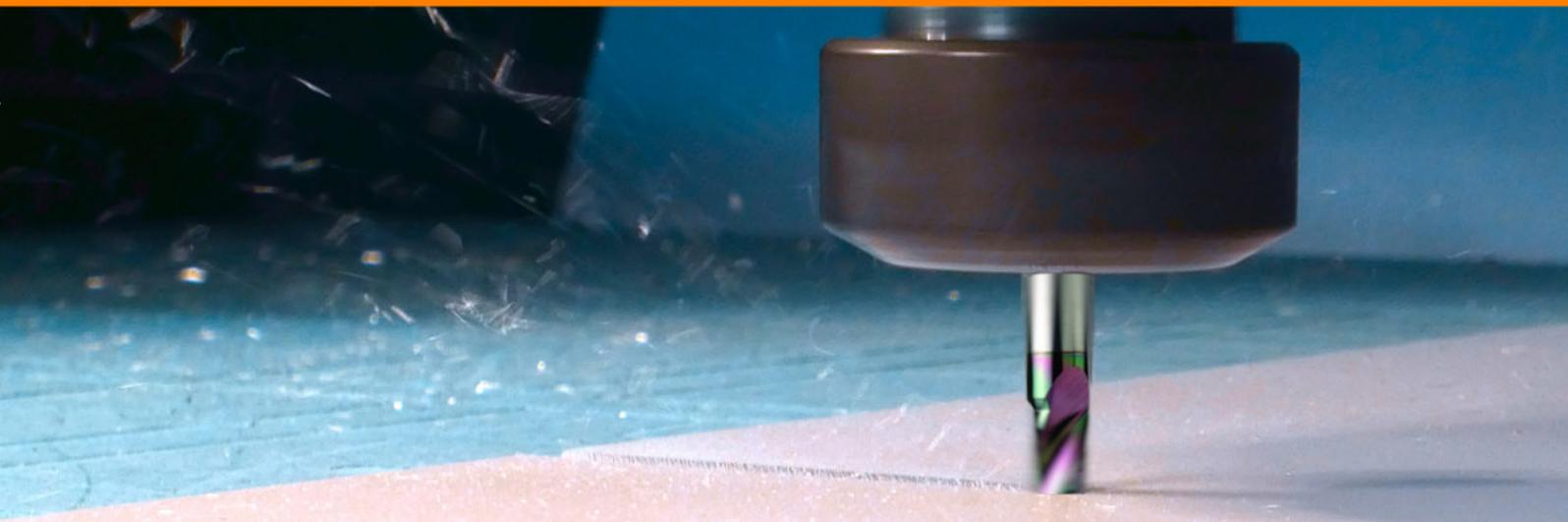
pressure on a lock nut will put a slight imbalance in the tools rotation. A torque wrench is a good way to solve the issue and will mean each tool is tightened to the same level; a good tip: if more than one machine operator is setting the machine.

Doing this will provide a certain level of gloss to the edge but to truly achieve the best results then a MCD or PCD diamond tool must be used. This is not to cut the material in its entirety but to take a small amount (0.05-0.1mm) of material after the initial cut performed with the acrylic routing tool. This polishing pass transforms the edge, giving the translucent finish, which is very much desired. Not only can these tools provide a polished pocket but a chamfered edge is available with the V-shaped version.

This would allow polishing of countersunk holes for example. Crown Norge PCD and MCD tools are from the highest quality diamonds and are balanced to provide the best finish and quality available. Although high speed spindles (60,000 rpm) will provide faster feed rates on polishing, similar results can be achieved from standard 18,000-24,000 rpm spindles.

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It's Time for Textiles

By Jack Gocher

Digital print technology has become faster and more cost-effective and the designers of tomorrow are embracing the opportunities it offers.

Digital printing was quick to dominate the soft signage sector but now it is making inroads into a much wider range of textiles, fashions and décor markets. The scope for growth is enormous given that globally it is reckoned to represent only \$320m of a \$2.3bn printed textiles market (Textintel). The interest in the sector has led to development in the printing hardware, software, supporting equipment and, of course, materials suitable for digital print.

Epson believes it has a key advantage by having control of the manufacture of the printheads, inks and software as well as of the SureColor printer hardware used in this market. It is also rapidly evolving its Epson Edgeprint software, although users still have access to third party solutions from suppliers that include Wasatch, Caldera and Onyx. Spending an amazing \$1.5m a day on R&D means rapid development from Epson has been assured and printers have become faster, better quality, more flexible and cost competitive over time.

Epson's other advantage is the diversity of its product portfolio. With the ability to offer small format direct to garment printers (its SC-F2100), as well as its SC-F range of dye sublimation printers, starting from as little as £5,000, right up to the direct to fabric Monna Lisa industrial textile printers (manufactured by subsidiary Robustelli), Epson can meet the needs of a diverse range of textile needs.

Direct to Garment (DTG) is ideal for bespoke or personalised products, teamwear or stand out fashion on to cotton-based materials, which could include T-shirts and polo shirts, aprons, bags and hats. As corporate wear moves from a formal tie and shirt to more casual options, especially at exhibitions and other events, there is a great growth potential for this technology. The equipment's portability also makes it ideal for pop up shops or event print services.

Dye sublimation printing is increasingly popular, not least spurred by the growing range of polyester fabrics that can emulate a range of materials, including velvets and silks, as well as the growth of Athleisure garments. Another growing trend is the use of faux leather, easier to use than real leather and meeting the needs of the



Oscar Doak, designer from University of Westminster, used Epson textile print technology at London Fashion Week

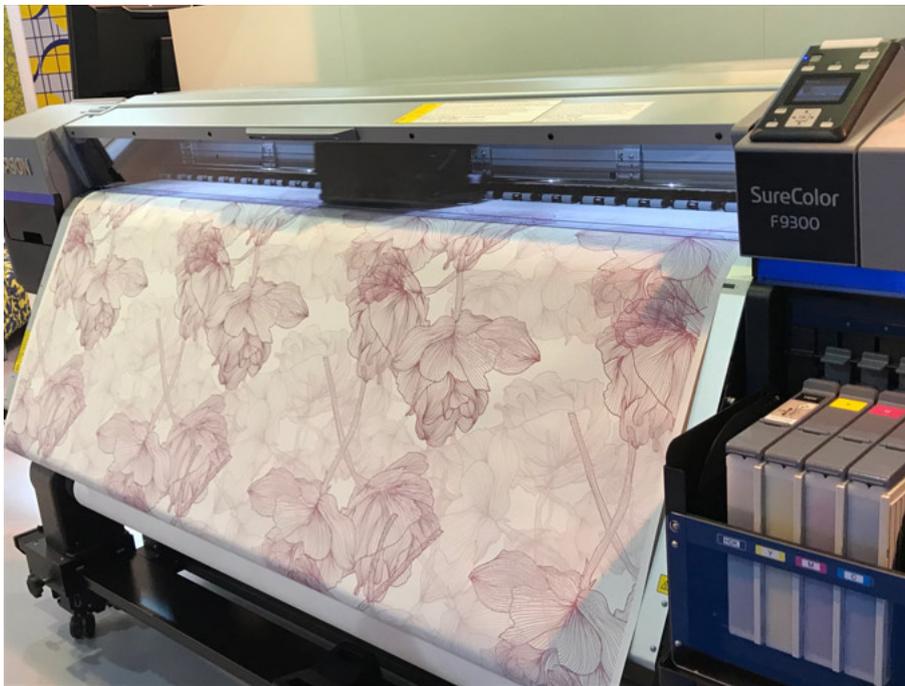
vegan consumer. Synthetic leather is ideal for digital printing, offering textile solutions for jackets, shoes and bags with the ability to create one off and unique designs but could also take printers into non-traditional sectors like automotive and motorcycle upholstery.

Heather Kendle, market development manager at Epson Europe, says: "Working with students from Central St Martins, University of Westminster and Birmingham City University we see the innovative ways tomorrow's textile and fashion designers are approaching digital printing. They push the boundaries of what the technology can do, experiment with materials and combine print with a range of different options including embroidery and knitting. We hold workshops to help them better understand colour, for instance, but we learn from them and they inspire some of our developments. It really is a mutually beneficial programme."

Students are increasingly conscious of the environmental impacts of traditional textile production today and are looking to see whether they can exploit new technology



Students from Birmingham City University who designed the t-shirts worn on the Epson stand at Sign & Digital 2019



Epson's SureColor SC-F9300 textile printer

to improve creativity and reduce wastage. Using technology such as Epson with its Precision Dot technology for its dye sublimation products including a halftone module, look-up tables and micro-weave helping to make an instantly noticeable difference to print quality, and make it easy to get quality results straight out of the box. Furthermore, Epson's wide gamut CMYK input profile combines with UltraChrome DS inks to ensure the maximum possible colour gamut, for accurate reproduction of even the most complex designs.

The University of Westminster students showed how effective this can be during London Fashion Week in the spring and they explained their love of digital print. Scottish student Oscar Doak, who spent a substantial amount of his placement year with Chanel in Paris, produced a collection inspired by his roots by combining different tartans combined in a jacket (including the Brown tartan for his partner and the Armstrong tartan for his grandmother). He used Epson printing to give an opaque effect on mesh and on latex, on polyesters and transparent materials. "I had really

been into hand embroidery before but this year I discovered print which has offered new opportunities and it's been a lot of fun," he says.

Ruffles featured strongly in the work of student Bruna Ignatowska who showed an eclectic collection from florals to pastels and a vibrant yellow dress. Her work started with a laser cut doily and turned into a scanned file for printing. "I made the print very large and used shirring elastic to make it shrink on the fabric so that I could get that layered look. I also printed the tights. Printing with the Epson printer makes colours super-bright and amazing," she says.

I had really been into hand embroidery before but this year I discovered print which has offered new opportunities and it's been a lot of fun

Students from Birmingham City University designed polo shirts for the Epson team on stand at Sign & Digital last April and another group on the Textile Design course also provided a range of décor items produced on Epson dye sublimation equipment for Fespa in Munich. The students learn to work to a brief, experiencing a project that has to meet a pre-determined set of criteria. Epson gains from eye-catching and innovative work.

Diversification is key today. There are signmakers entering the textile markets and textile producers using dye sub printers to manufacture promotional products. This is the tip of the iceberg. Print has a strong future because new digital technology allows it to have so many more applications than ever before and because tomorrow's designers are embracing the technology. The future looks bright.

www.epson.co.uk



The Epson SC-F2100 printer is a small format direct-to-garment printer

Big Business for Roland

According to Roland, printed textiles are big business. A quick look at social media will show a fashion for bold, vibrant colours, exemplified by Pantone's Color of the Year, the vivid Living Coral, on everything from clothes to home interiors to restaurant decor. Part of this trend is people's desire for uniqueness; customised products that show off their personality and make them stand out. And this is more achievable than ever thanks to digital textile printing. Designs can be infinitely varied and personalised, with clear, crisp text and bright colours. A one-off product is as affordable to produce as many, allowing print businesses to experiment with new ideas and respond to market trends, on-demand.

Digital textile printing is also more accessible to small or diversifying businesses as they avoid the mess, fuss and time-consuming processes of traditional printing techniques. It's a safe, fully enclosed process that keeps

chemicals, heat, steam and other health and safety concerns away from users, and is easy to learn from day one.

Rob Goleniowski, Head of Sales – UK & Ireland – Roland DG (UK) Ltd, says, "Recently Roland responded to customer demand for a multi-functional textile printer with the launch of the Roland Texart RT-640M. This smart, large-format device is designed to enable printing both directly onto transfer paper using dye sublimation technology and direct-to-textile onto polyester-based/coated substrates. It uses the same Texart ink and ErgoSoft Roland Edition 2 RIP for both functions. Using the direct-to-textile technology businesses can easily produce double-sided flags, banners and backdrops, achieving a double-sided image from a single-sided print with many different materials, plus soft signage, POP/POS displays and lightboxes. Soft signage is a fantastic product for many sectors and industries – sports events, trade shows, festivals and other outdoor events. As it's easier to transport, and more flexible compared to rigid alternatives, the production costs are relatively low, especially for unusual applications."

He adds, "The versatility of the Roland Texart RT-640M is great for sign companies as it enables them to diversify. Alongside those banners, flags and other

Soft signage is a fantastic product for many sectors and industries – sports events, trade shows, festivals and other outdoor events

graphics, it can print directly to textiles including bed and table linen – ideal for reaching the domestic interiors and hospitality markets. The indirect dye sublimation method is compatible with even more applications including fabrics for home decor, sportswear and fashion, and rigid materials such as mugs, ChromaLuxe photographic panels and ceramic tiles. Investing in a single machine that enables the production of so many different products can really help a business become a one-stop-shop for its customers."



The versatile Roland Texart RT-640M is ideal for sign companies

For a smaller outlay and physical footprint, Roland has also developed the VersaSTUDIO BT-12 direct-to-garment digital printer. Designed to give immediate access to the custom apparel market, this compact digital system prints directly to T-shirts, tote bags, baby clothes, pet accessories, home decor items like cushion covers, custom gifts and more. The Roland VersaSTUDIO BT-12 is as easy to use as a desktop office printer but can offer sign business customers a host of professional, personalised product options.

“All Roland systems are developed with the customer in mind, and are therefore designed to be safe, easy to use and fully supported by Roland experts. For businesses considering entering the digitally printed textiles market, there are many options to explore,” concludes Goleniowski.



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Mimaki's Material Advantage

The textile printing market is one of great variety, with each sector developing at a pace as new hardware, inks and materials are brought to market, expanding the creative frontier of textile applications. Brett Newman, Chief Operations Manager at Hybrid Services, says, "Mimaki's heritage in textile printing is unrivaled, covering technology across both direct and transfer printing techniques, encompassing sublimation, UV, solvent, pigment, reactive and acid ink technologies."

Popular for a number of reasons, printed fabric graphics for use in retail displays, lightboxes, exhibition graphics and external soft signage, offer a number of advantages. Typically produced from polyester, they are lightweight and easy to install, with most being used within some form of tension system. This also makes them easy to swap out, creating more opportunity to change the prints regularly, keeping the customer's message current and generating additional revenue for the printer.

Textile graphics are also more resistant to damage in transit and have a smaller carbon footprint, thanks to their compact, packaged dimensions relative to their



The Mimaki UCJV Series of integrated print/cut machines is a versatile solution for sign-makers

finished size. Send the new print out in a jiffy bag and more often than not, it can be installed by a visual merchandiser rather than requiring a team of fitters.

Newman says there are creative advantages too, "Spectacular backlit graphics printed on the Mimaki UCJV or UJV Series LED printers are produced in a single process and when installed, deliver a powerful and appealing message as well as an ambient light source. It's no

small coincidence that the more switched on retail chains are evolving their customer experience to take maximum advantage of lightboxes as they seek to create attractive and experiential in-store environments."

The Mimaki UCJV 300 Series

"A great option for digital printing onto textiles is the Mimaki UCJV300 series," say Newman, adding, "This versatile integrated print and cut machine can fulfil all the everyday requirements for a sign-maker, such as printing onto vinyl, banner or paper. It also gives them the opportunity to enter the market for the production of lightbox displays with its ability to print to backlit fabrics. It has a relatively low cost of entry and with a maximum 1,600mm print width, can provide quite substantially sized backlit displays for retail use, or even front-lit fabrics that fit within tension graphics systems. These graphics are easy to transport, quick to change on site and when used with illumination, provide an attractive ambient light source."

The printer's integrated cutting functionality is capable of delivering volume production of labels, decals, window clings, floor graphics, POP displays, vehicle markings, packaging, prototypes and more in a single unit. Additionally, UV ink technology prevents





common problems such as film separation and other issues related to post-cutting that can occur with solvent and latex inks. Prints are instantly cured at even the highest production speeds, allowing users to print rapidly and immediately move to the finished product, unlike other technologies that require slower production to accommodate for drying time or out-gassing. For many jobs; instant drying, high scratch resistant UV printing can also eliminate the need for additional finishing like laminating, enabling print companies to reduce cycle time while benefiting from further cost savings.

Newman concludes, "The Mimaki UCJV Series has the lowest running ink costs per m2 in its class, as a result of its innovative application of the latest LED UV ink technology and its sparing ink usage. The printer's ability to output to a vast range of media, including low cost products combined with a highly competitive ink price ensures running costs are kept low and profits high."

www.hybridservices.co.uk



Textile signage delivers a flexible, easy to install solution

Soyang Drives Textiles



Backlit graphics can transform a shop or exhibition stand

Textile printing is booming and the demand for printed textile applications, such as fabric backdrops or lightbox displays in the retail and exhibition sectors, is increasing. As a leading supplier for technical textiles for the sign and graphics industry, working closely with Chinese manufacturing partners at Soyang Technologies, Soyang Europe has continued to bring to market pioneering new textiles that work together with hardware and inks to expand the creative possibilities.

Printed textiles are currently leading the way in retail, exhibition and large display graphic applications and Soyang Europe has a huge range of solutions to allow print providers an opportunity to maximise the potential of this rapidly expanding sector.

The benefits of printable fabric graphics are wide-ranging, with their ability to cover large spaces with lightweight, easy to transport and install and difficult to damage print.

.....Continued on page 30

DIGITAL PRINTERS Feature

Increasing Textile Applications

Backlit graphics can transform a shop or exhibition stand with a striking image that, at the same time, creates an ambient light source.

Soyang Europe's substantial range of printable textiles, includes products suitable for a variety of ink technologies, in widths from 1.6m up to 5m, all available from UK stock for next day delivery. Tim Egerton, Sales Manager at Soyang Europe explains, "Two of our most popular printable textiles – ST-216 Nightstar and ST-601 Starlight have recently been released in 5m widths, making these already sought-after products available for the grand-format markets. As well as becoming more innovative, textile applications are increasing in size. New grand format displays and lightboxes are becoming a common sight in large retail stores and the release of our Nightstar and Starlight in 5m widths is reflective of this demand.

"Starlight is our go-to backlit textile that works like a dream with UV and latex inks to create impressive lightbox displays. Now that it's available up to 5m wide, we're envisaging a positive uptake for grand-format applications and large, seamless backlit displays. Nightstar is a black back fabric ideal for backdrops. It has a slight stretch to the material which works well with frame systems."

He continues, "The drive for the in-store environment to offer an ever more pleasing shopping experience is leading to retail chains investing more heavily in the graphics and displays used to create this. As such, printed textile point of sale is the big trend-setter at the moment, with new substrate technology producing a wide selection of finishes that are tactile and practical."

The drive for the in-store environment to offer an ever more pleasing shopping experience is leading to retail chains investing more heavily in the graphics and displays used to create this



Soyang offers a broad range of fabric products for backlit retail displays

A further new textile material is now available from Soyang Europe, ST-603 Polarlight. "Polarlight is a coated backlit fabric that has been treated to make it print receptive and then coated again on one side with resin, which allows you to print UV on the coated side with high resolution. It's made from 100% polyester, giving a super smooth surface, great wrinkle resistance and good light transmission."

Egerton concludes, "Smaller retail outlets are also now demanding the same style and quality of graphics as the larger, high street brands and there's a real requirement for this type of print, both small and large. The move away from rigid output in PoS graphics has opened the door for backlit technology, which is a trend that's set to continue."

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Printing on Textiles with Mutoh

Mutoh is a Japan-based manufacturer of digital wide format piezo inkjet printers for both direct to textile and dye sublimation applications up to a width of 2.6 metres. Mutoh believes textile printing is growing business.

Kris Berghs, Area Sales Manager for Mutoh Europe, says, "Digital printing has now reached a good level of maturity with regards to technology, quality, reliability and print speeds, factors, which have proven to be acceptable for traditional textile printers to consider digital print for their short run needs."

What is clearly noticeable is a shift from centralised production and stocking of printed fabrics made with analogue equipment towards local and on-demand production of digitally printed textiles, specifically linked to the key benefits of digital inkjet technology. There is also a trend towards direct printing on natural fibres like cotton, using water based pigmented inks for applications such as home furnishings, upholstery and fast fashion. One of the advantages of water based pigmented inks is that prints only need to be fixated after printing, making the manufacturing process a lot shorter and easier.

Mutoh offers both direct to textile printers as well as dye sublimation printers. Dye sublimation involves printing on paper and

subsequent transfer of the printed image onto all kinds of polyester fabrics (and/or objects) using dye sublimation inks.

Berghs adds, "With Mutoh DS2 universal dye sublimation inks, you can print directly onto polyester-based closed fabrics and also print on transfer paper. Direct to textile printers enable you to do exactly that, without the need for additional equipment. The process of digital textile printing involves an after-treatment process, which will largely depend on the type of textile and ink that is being used."

Digital dye sub/direct textile printers offer a number of unique advantages over conventional analog printing. These include the ability to produce plateless multiple products, even at low volume as well as endless full colour design possibilities. There are lower production cost compared with analogue technologies and there are no setup cost, even for one-offs. Digital textile offers high added value, with huge opportunities for personalisation and variable data production vs. mass production. The products also offer more environmental advantages, with greener output and no need to clean plates after printing.

"Latest newcomers in the Mutoh products range are the high speed 1900mm wide ValueJet 1948WX digital dye sublimation printer with four printheads, which offers sellable production speeds up to 125 m²/h. The robust and reliable ValueJet



Mutoh can provide heat transfer and direct to garment printers for stunning results

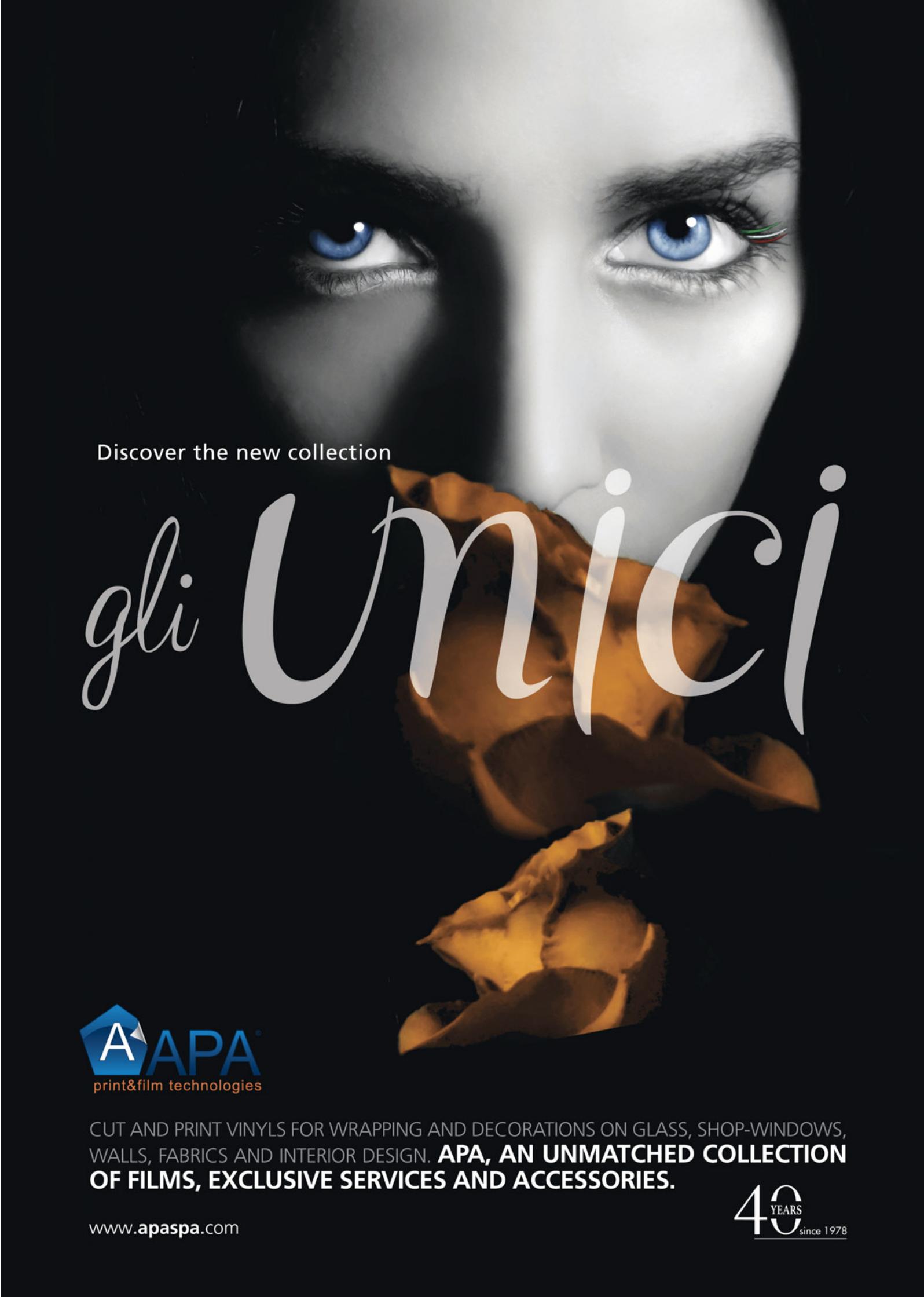
1948WX is a top choice for production oriented customers and businesses looking for a high quality volume printer for intensive use. Application possibilities encompass both transfer to and direct printing of fabrics as well as transfer to rigid materials," explains Berghs.

He concludes. "For direct to textile print applications including natural fabrics such as cotton, Mutoh offer the 1900 mm wide dual headed ValueJet 1938TX. The printer allows printing on closed, open non stretch and limited stretch fabrics thanks to an incorporated ink gutter and a high end fabric feeding, tensioning and take up system for worry-free feeding and transport of fabrics. This printer is targeted at sampling of short-run, on-demand and local digital production of garments, upholstery, fashion, swimwear, interior deco fabrics, home textiles, flags and much, much more."

www.mutoh.eu



Digital printing onto textiles opens up many new application areas, including upholstery



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A Cut Above the Rest

By Jack Gocher

Vinyl cutters represent a solid investment, with many advantages to be gained including a rapid return on investment. They are very durable devices, often subject to hard labour for ten years or more in the field and when they eventually do need replacing, most sign and graphics companies are keen to reinvest to ensure vinyl cutting operation continue in their business.

We take a look at some of the leading products available for cutting, with a particular focus on integrated printer/cutters, which provide versatility and a breadth of applications. An integrated machine allows sign-makers to extend their business offering with the ability to produce printed graphics alongside cutting capability within the same machine.

For the sign-maker, this offers the benefit of saving space and cost by having two key pieces of equipment within the same machine. The manufacturers provide the software to make this easy to manage and with the right ink and media, sign-makers can add a host of new applications and faster turnaround to their portfolio. Being able to offer additional applications and



The Mimaki CG 160FXII is a great example of a solid and reliable cutter that will last for years

services to both new and existing customers is critical to success in an ever more competitive marketplace.

Brett Newman, Chief Operations Manager at Hybrid Services, the exclusive distributor for Mimaki in UK and Eire, says, "Mimaki's cutting technology has a strong heritage in the sign and graphics industry with a broad range of products from entry level cutting plotters up to production-level integrated printer/cutters. This cutting technology, which for many years has been incorporated in its integrated printer/cutters, has recently been added to its UV printer line-up, with the new UCJV series printer/cutters sporting built in cutting capability."

Mimaki's range of both standalone and integrated print/cut machines is very impressive. This choice is important for sign-makers who all have their own specific requirements in terms of budget, space and the type of work they specialise in. The integrated machines in particular enable sign-makers to diversify into new business areas more easily, such as vinyl lettering, vehicle graphics and labelling.

He adds, "These state-of-the-art machines offer sign-makers and print-service-providers an unrivalled opportunity to diversify their product range using just the one machine with the new UCJV capable of producing cut vinyl, printed and cut stickers, signage, point-of-sale, banners, canvas, and even textile backlit output. Mimaki is also pushing the development of integrated cutting software and recent advances have been made in the packages that are included with all Mimaki cutters to incorporate bar-coding into registration marks for print and cut applications."

Newman concludes, "The reliability and flexibility of Mimaki's standalone cutters and integrated printer/cutters offers significant productivity benefits, enabling the sign-maker to set a job running and then attend to other areas of the business, safe in the knowledge that the inbuilt automation will accurately and consistently reproduce the artwork. Choosing separate machines or an integrated print and cut solution is very much down to the workflow requirements of the business and personal choice; Mimaki's portfolio presents solutions for both."



The Mimaki CJV-150 Series brings print and cut together into a single machine

www.hybridservices.co.uk

Business built on Roland

Roland is another company with an excellent pedigree in cutting solutions. Rob Goleniowski, Head of Sales – UK & Ireland – Roland DG (UK) Ltd, says, “Roland’s customer-focused approach to technology development has made our combination printer/cutters essential hardware for a variety of businesses around the world. While the printing element is second to none, it is integral that the cutting feature is equally powerful, efficient and reliable and that the two systems work in harmony with each other.”

Goleniowski claims that many businesses have been built on the superior combination of Roland printing and cutting on a single integrated system. The TrueVIS VG2-540 and VG2-640 wide-format inkjet printer/cutters, with their ability to both print in vibrant colours and contour-cut output like decals, are particularly suited to vehicle graphics specialists. West Midlands-based The Vinyl Guys grew from a hobby in a spare room to a specialist business occupying a 1,300 square foot unit in four years thanks to an investment in a Roland TrueVIS SG-540 printer/cutter. “My Roland hasn’t just supported my business, it’s been the making of it,” comments Owner Alex Liggett.

Renault Sport F1® Team uses a TrueVIS VG2-540 to produce racing car graphics for Grand Prix events around the world – around 1,400 stickers for every race to allow for damaged graphics to be replaced with exact replicas on-site. “As well as the car stickers, the Renault Sport F1® Team prints, everything that you see on-track and in the hospitality areas’ on the

TrueVIS.” says Head of Paint and Graphics Joe McNamara, “From steering wheel labels inside the cars to graphics for large trucks. Similarly, The Vinyl Guys produces labels, clothing graphics, signage, cards and leaflets on its TrueVIS.”

Goleniowski adds, “While Roland’s latest print and cut devices continue to make headlines, we cannot forget the rich heritage of their cut-only systems. Just outside of the spotlight, the GS-24 desktop cutter and the GR series of wide-format cutters form the backbone of hundreds of businesses worldwide. Renowned throughout the industry for their reliability, these versatile devices let signage and graphics professionals create lettering, window graphics and more with ease, and indeed, they have been the first step



The cutting carriage on the Roland GR series cutter

towards creating a business for many of these professionals. In most cases, Roland cutters become trusted machines in the corners of print workshops. Since they are such simple devices, their feature lists may look quite slim in comparison to our latest print and cut solutions, but for Roland’s customers, their cutters simply need to cut accurately and reliably.”



Roland's TrueVIS VG2 series 2 offers top class printing with integrated cutting functionality



Renault Sport F1® Team uses a Roland TrueVIS VG2-540 to produce racing car graphics for Grand Prix events around the world

If they don’t need particularly wide graphics, the GS-24 is a perfect companion to a busy print house and owners can confidently take care of other business while it performs its cut jobs. The larger GR Series of cutters makes a great solution for those performing print then cut operations. In tandem with Roland’s print-only solutions like the RF-640 8 Colour, the GR Series’ advanced crop mark registration ensures accurate cutting between devices.

“Whether they need separate devices, or an integrated printer/cutter, Roland’s customers can be sure of finding a solution that works perfectly for their business, complete with expert advice and support, concludes Goleniowski.

www.rolanddg.co.uk

Mutoh Contour cutters

According to Mutoh, contour cutting industry's current focus and demands lie more than ever on saving time, improving performance and avoiding waste due to badly or wrongly cut pre-printed stickers. Print businesses and professional sign-makers require a reliable, worry-free, automated print and cut process.

Mutoh has been a pioneer in cutting plotter technology since 1994 and has more than 30,000 Mutoh cutting plotters installed in Europe. Their high-performance cutting plotters are designed for vinyl cutting, contour-cutting and through-cutting. Mutoh believe that sign-makers can enjoy the multiple benefits and comfort of Mutoh's alternative print & cut approach, which is to have two machines working in perfect tandem as well as independently.

Kris Berghs, Area Sales Manager for Mutoh Europe, comments, "At Mutoh, we believe a perfect collaboration of the individual cutter with any printer capable of printing on PVC for contour cutting of pre-printed signs and stickers is the best approach. Mutoh print and cut combo solutions offer the highest level of flexibility for print, cut and print-to-cut applications."

For print-to-cut applications, Mutoh's print and cut combos offer an automated workflow, controlled from a single production software. Mutoh cutting plotters are available in widths from 77 cm to 190 cm (30" - 75") and are fit for vinyl cutting as well as for contour-cut and through-cut applications. They all integrate a laser sensor, which will recognise registration marks on preprinted graphics. This way, the cutter will know perfectly in which area it will have to do contour-cutting or through-cutting. "With our Lite 140, Advanced 160 and Premium 160 cutters, manual intervention can also be fully eliminated thanks to integrated barcode reading, offering a truly foolproof print-to-cut workflow."

The Mutoh ValueCut cutters are designed to work seamlessly with any printer capable of printing on PVC for contour cutting of pre-printed signs and stickers. A complete set of high quality cutting blades is available, tuned to give perfect cuts and easy weeding. Thanks to the incorporated innovative tangential simulation mode, you can make miniature letterings, intricate graphic shapes and obtain perfect cutting quality in thick materials.

Mutoh's ValueCuts are equipped with 3 pressure rollers and can cut a broad range of sign making materials ranging from self-adhesive PVC to sandblast, up to



Mutoh's Print and Cut combination solutions are ideal for producing vehicle graphics

a maximum thickness of 0.8 mm. The cutting force up to 600 g guarantees optimum cutting results on a wide range of materials. Cutting speed is adjustable up to 1080 mm/s at a maximum acceleration of 3 G, which enables a cutting speed up to 1530 mm/s and an acceleration of 4.2 G in diagonal movements.

He concludes, "In a nutshell, as opposed to an integrated print and cut device, you can print and cut simultaneously, print faster on the widest variety of substrates, cut faster, cut heavier and stiffer substrates, cut longer rungs with the highest accuracy and cut full pre-printed rolls without user intervention. It also important to remember that the economic life cycle of a cutter is much longer compared the economic life cycle of the printer."

www.mutoh.eu



Print and Cut combination can offer a range of vibrant displays and applications

World's first solvent printer made in the UK

When you consider the origin of your printer churning out graphic after graphic, who do you first think of? A US tech giant perhaps or maybe an innovative Japanese manufacturer?

Well, if that printer's heritage comes from solvent and sign technology, its birthplace is a little closer to home. In 2001 in the workshop at Granthams Technology in the centre of Preston city centre, Dale Whittaker and the team were hard at work trying to shoehorn one inkjet technology into the chassis of another. They believed that more durable solvent inks could work through the modified tubes and head of a waterbed printer and they weren't going to stop until the job was done.

The meetings and introductions were orchestrated by Sophie-Matthews Paul, a well-known and influential name in the sign industry. It would take a while. Trial and error, misfires and mishaps but eventually Dale had the first fully working solvent printer anywhere in the world. Inks from Lyson worked in conjunction with a head and system from Roland.

Two separate systems joined together within one machine that no longer suffered from the shortcomings of the water-based ink system that was the only choice at that time. Water-based dye inks have a wide colour gamut and a punchy vibrant appearance. Water-based pigment inks were more hardwearing but lacked the vitality of their dye base cousins. With inkjet at this time it was a permanent trade-off between looks, quality and longevity. Unfortunately, you couldn't have all three. With Granthams' hybrid however, you could have more of the colour range and zip plus a hardwearing, scratch-resistant, waterproof print.

"With the Resolve, Granthams beat HP and Roland themselves to research, develop and successfully market the first solvent machines"



Marketing material pre-digital 20 years ago for the Resolve X21 first Solvent ink outdoor durable ink onto vinyl.

It wasn't long before this new machine, now named the Resolve X21, was making waves throughout the print industry. It was the perfect evolution between screen-printing and the (still in its infancy) digital printing industry. In a sign making world where only single colour CAD/CAM plotter vinyl lasted for vehicle graphics and outdoor signage was limited in lifespan, the Resolve X21 made full colour graphics a much simpler task.

Keeping up with demand

As the Resolve X21 took off and caught the attention of more customers (and competitors), Granthams struggled to keep up with demand and Dale was duly despatched to Lyson to continue producing. It was testament to the quality of the original Resolve X21 that when manufacturing moved to Lyson, Granthams' blueprints remained the foundation for ongoing mass production of the printer. As other companies started to put together similar hybrid machines, only Granthams' Resolve came with the official endorsement of Lyson inks.

It's worth bearing in mind that in 2001 Mutoh, Mimaki, HP and Epson didn't have printers that ran solvent ink natively or

could be adapted. With the Resolve, Granthams beat HP and Roland themselves to research, develop and successfully market the first solvent machines. However, British brains and expertise weren't enough to halt the new machines coming in from other manufacturers. They had watched the explosive growth of the Resolve and pushed through new equipment as fast as they could to compete. The big names we now take for granted took over and slowly the Resolve found itself not quite as revolutionary as it once was.

As with so many modern inventions we now take for granted from the MP3 player to the vacuum cleaner and electric kettle, it was here in the UK from Hope Street in Preston to the roads of London and Manchester where a bit of British ingenuity created a spark that still shines brightly.

Even though the Resolve is now just a footnote in print history, this same dedication to innovation has become part of Granthams' customer service ethos when providing the latest machinery from Mimaki and HP.

www.granthams.co.uk

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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

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Height	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	700mm	800mm	900mm	1200mm
3mm	0.75	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

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2mm	2.88	4.03	4.56	6.10	6.89	7.69	8.69	10.02	11.13	12.24	13.52	16.80	19.93	28.51	38.16	49.50
3mm	3.20	4.45	5.09	6.25	7.21	8.06	9.01	10.28	11.50	13.25	14.79	18.97	22.68	31.69	44.52	66.00
5mm	3.50	4.88	5.83	7.00	7.84	9.01	10.18	11.87	13.67	15.74	17.76	22.95	26.50	36.84	51.94	71.60

EXTERIOR MDF £18 + VAT minimum charge + carriage

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

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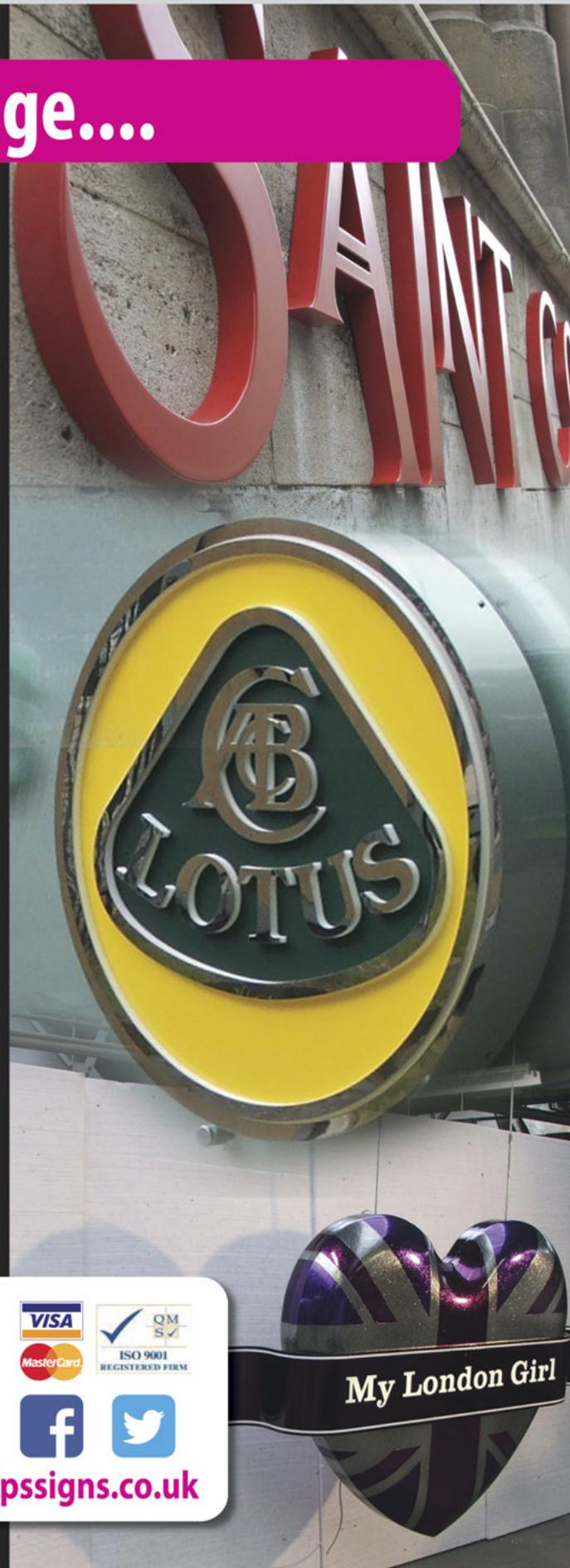
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Combo head digital cutter improves response times and flexibility

Derwent Displays has invested more than £1.75m in the past two years to underpin its strategy of employing the latest technology to continue its growth trajectory while enhancing customer service and experience. The investment program has included a FujiFilm Onset X2 digital printer and DYSS X9-1630C combo head digital cutter from AG/CAD. The company installed the Onset X2 printer with a robotic arm unloading system and similarly, the DYSS X9-1630C incorporates sheet handling automation.

Commercial director Paul White says: "The display industry is extremely competitive and the demand for ever faster prototypes and samples with rapid turnaround times can be the difference between winning and losing business. Both the Onset X2 and the DYSS X9-1630C are making a huge difference by creating improved response times, flexibility and of course, bringing in new business."

With an older existing digital cutter running flat out at the two-shift company, Derwent needed additional capacity and further capability to handle a wider variety of substrates.

"We cut a lot of paper-based corrugated and display boards plus plastic corrugated but more frequently we are faced with the prospect of cutting boards up to 10mm thick," explains Paul. "Anything above



The DYSS X9 with finished parts ready to be unloaded

5-6mm was beyond the capability of our existing machine; it is too thick for die cutting with cutting formes. In addition, we are increasingly asked to quote for jobs that require the cutting of Di-bond, Foamalite and polypropylene. The increasing market diversity meant we needed to look for a machine able to handle this sort of work as well as our bread and butter work".

With a specific set of demands, the DYSS X9-1630C combo head machine was selected for its versatility with its variety of tools for heavy duty cutting, creasing, V-cutting, kiss-cutting and a powerful routing spindle that is perfect for processing more diverse rigid material types and thicknesses with impressive speed, precision and edge finish. Equally important was the synergy between the DYSS and KASEMAKE CAD software as Derwent was already utilising it to drive its existing cutting table and design studio.

With automation being a major element of the business strategy, Derwent specified the DYSS X9-1630C with an automatic board loader.

"We already had an ageing cutting table with a hand loading capability and wanted to fully automate the loading process on the new machine," comments Paul. "AG CAD delivered the X9 machine with a fully integrated loading solution that can accommodate a stack of boards up to 3.2m by 1.6m, the same size as the maximum cutting area. It can hold upward of 70 sheets of EB flute or varying quantities of boards of different thicknesses. As soon as a sheet is loaded and the cutting process started, the auto-loader will pick the next so that it is ready for moving forward once the previous finished sheet is advanced off the front of the machine to be stripped, stacked and packed."



Paul White with the DYSS X9-1630 C

“The flexibility of the cutting head combined with the cost savings and speed of turning around prototypes and small run jobs is generating additional business with existing customers and new business in market segments that would have previously been outside our scope”

With 70% of the work flowing through Derwent being production runs from 500 to 3000, the loader equipped DYSS X9 offers an automated production alternative to die cutting without the cost of cutting formes.

The remaining 30% of output is prototypes and smaller runs. For many jobs, the DYSS X9 has now eliminated the need for cutting formes.

Derwent Displays has historically ordered around 35 sometimes very complex tools every month. By rapidly processing jobs in the 200 to 500 range, the DYSS has reduced the requirement for cutting formes



The combo head was selected for its versatility

by up to 15 tools per month, reducing the cost of externally produced formes by up to £1500 per month.

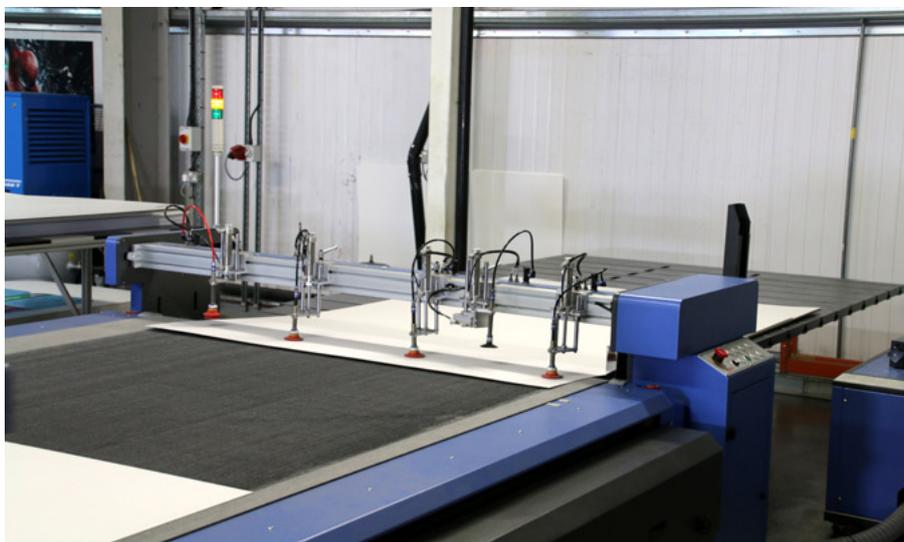
“Not only have we cut costs, we have been able to reduce lead times,” explains Paul. “Completing jobs on the DYSS instead of die cutting and ordering cutting formes has reduced lead times on many jobs by an average of two days, significantly improving throughput. Equally important is the ability to eliminate the cutting forme cost from small quantity jobs, something that has deterred some customers from placing smaller orders. We can now reduce costs on these jobs and make them more viable for the customer by passing the savings on. We are winning more business as a result. Moving forward, we have hundreds of existing cutting formes in racks and the DYSS will help us to reduce our dependency on these and therefore reduce our storage requirement.”

“Previously, we had one operator running one cutting table but having the DYSS X9-1630C next to the older machine is making us twice as productive. Not only have we doubled productivity, we still only require one operator to run both machines in this department, effectively incurring no additional labour cost while doubling production.”

Credit for some of this productivity has to be afforded to the KASEMAKE CAD software which Derwent uses to design its projects and creates cut files in the office. These programs are immediately accessible on the DYSS X9, eliminating potential machine downtime as the operator only has to quickly prep and run jobs as opposed to on-machine design time.

“We have only had the DYSS for a short period of time but are already realising the benefits,” concludes Paul. “It has lowered costs, reduced lead times and increased productivity. One of the key benefits to our business is the potential it is offering. The Combo head gives us the ability to cut all material types and this is opening new doors and bringing us new business opportunities. The flexibility of the cutting head combined with the cost savings and speed of turning around prototypes and small run jobs is generating additional business with existing customers and new business with new clients in market segments that would have previously been outside our scope. We will endeavour to exploit every opportunity the DYSS machine is presenting to us”.

www.agcad.co.uk



The loading table with powerful suction precisely locates each sheet on the cutting bed

Roll-to-roll UV inkjet printer improves quality in a single pass

A second investment in systems and software from Durst has revolutionised wide format printing for RMC Digital Print, whose turnover has grown by 20% to £3million in the past two years.

Durst has installed a Rho 512R Plus 5 meter wide 12-picoliter UV inkjet machine with Durst Quadro Array printheads along with Variodrop technology and uses multiple impulses for modulating drop sizes after a £1million programme of investment for additional print capacity and doubling production workspace.

The roll-to-roll production printer complements the Durst Rho P10 inkjet flatbed installed two years ago, which included a white configuration to enable the company to continue producing multi-layered backlit work. Now with a

double white configuration on the 512R Plus, RMC Digital Print can produce better quality, partly illuminated flex face and textile graphics for the signage and exhibition sectors.

"We need highest quality production for exhibition, signage and other work, which the Durst machines can provide," says operations director Nicole Spencer. "The quality on the Dursts is really, really good, particularly with fine text and for high density colours. One exhibition client has found that instead of double-striking to get the green it can now all be done in a single pass and we can leave the machine to run on its own in the evening with unattended printing due to the carbon fibre bars and encompassed tracking software. It's marvellous."

"One client has found that instead of double-striking to get the green it can now all be done in a single pass and we can leave the machine to run on its own in the evening with unattended printing"



The Rho 512R Plus 5 meter wide 12-picoliter UV inkjet machine with Durst Quadro Array printheads along with Variodrop technology uses multiple impulses for modulating drop sizes

Commercial manager Alex Wood comments: "Our new 5m-wide Durst will revolutionise the way we look at wide format printing. I have never seen quality like it in all my time in the industry. This printer is an amazing bit of kit and will change the way we look at flex face skins and soft signage in particular."

Peter Bray, managing director of Durst UK and Ireland, says: "Unattended printing and low production costs make the Rho 512R Plus one of the most economical printers of all time. We're delighted to learn that both Durst systems are opening up important new business opportunities with RMC Digital Print's trade clients, for signage, museum and exhibition work. The high levels of consistency are matched by unprecedented quality and production."

www.durst-group.com



Textile printer brings high performance and versatility

The Clever Baggers is a specialist textile printing company producing a range of high quality bags, tea towels, tableware, cushion covers and aprons and recently purchased a Mimaki CJV150-75 from CMYUK.

The company had previously owned a Mimaki and knew that they wanted to purchase another.

“The printer provides high performance, creativity and versatility with vibrant ink including new orange and light black, allowing us to offer brighter products”



The Mimaki has allowed the company greater flexibility in order to expand within the gift market

“We didn’t have any problems with the old Mimaki, it had worked perfectly for us for so many years,” says fulfilment manager Sarah Evans. “It was simply time to upgrade it. It was a no brainer to go with another Mimaki. The CJV150 is as good as the old machine but bigger and allows

us to match to Pantones, which is great when you need to switch print method but want the exact same colour.”

The Mimaki has allowed the company the flexibility to offer one-off orders within the gift market while producing orders amounting to tens of thousands. The CJV150 Series provides high performance, creativity and versatility with vibrant ink including new orange and light black; another appealing feature to The Clever Baggers as they can offer brighter, more vibrant products.

“The whole process was flawless thanks to CMYUK” concludes Sarah. “From discussions about the machine to instalment; from training to the aftersales service they offer. We couldn’t be happier.”

www.cmyuk.com



The CJV150 Series provides high performance, creativity and versatility with vibrant ink

Hybrid flatbed/roll-to-roll printer cuts production time by nearly 10%

JCT Developments which specialises in advertising and POS signs as well as display graphics, is expanding with a recently installed EFI VUTEk HS125 F4 hybrid flatbed/roll-to-roll printer from Electronics For Imaging (EFI). The printer allows the company to increase printing capacity and focus on new business.

"The machine is far outperforming all expectations, cutting the production time of 100 double-sided set-size Foamex boards (1200mm x 1700mm x 5mm) from eight hours to 45 minutes," says managing director Julian Turner.

The VUTEK HS125 F4 printer's production speed, which is faster than anticipated, enables JCT to further improve print capacity and focus on expanding its business. Turner expects good growth for his company in 2019.

JCT Developments' new VUTEk is a versatile 3.2-metre hybrid flatbed/roll-to-roll inkjet printer, featuring Fast-4 technology

that uses eight ink channels in a CMYK x 2 configuration for high speed throughput. This results in higher speeds for outdoor- and distance-viewed graphics. The machine prints up to 225 boards per hour with resolutions of 600 or 1000 dpi and greyscale print capability.

The EFI VUTEk HS125 F4 performed better than any other machine JCT Developments tested. Moreover, the fact that the printer is a hybrid flatbed and roll-to-roll solution brought an additional bonus to the company; JCT Developments now has even more capacity to produce short to high run work on an extensive selection of flat sheet and roll fed substrates.

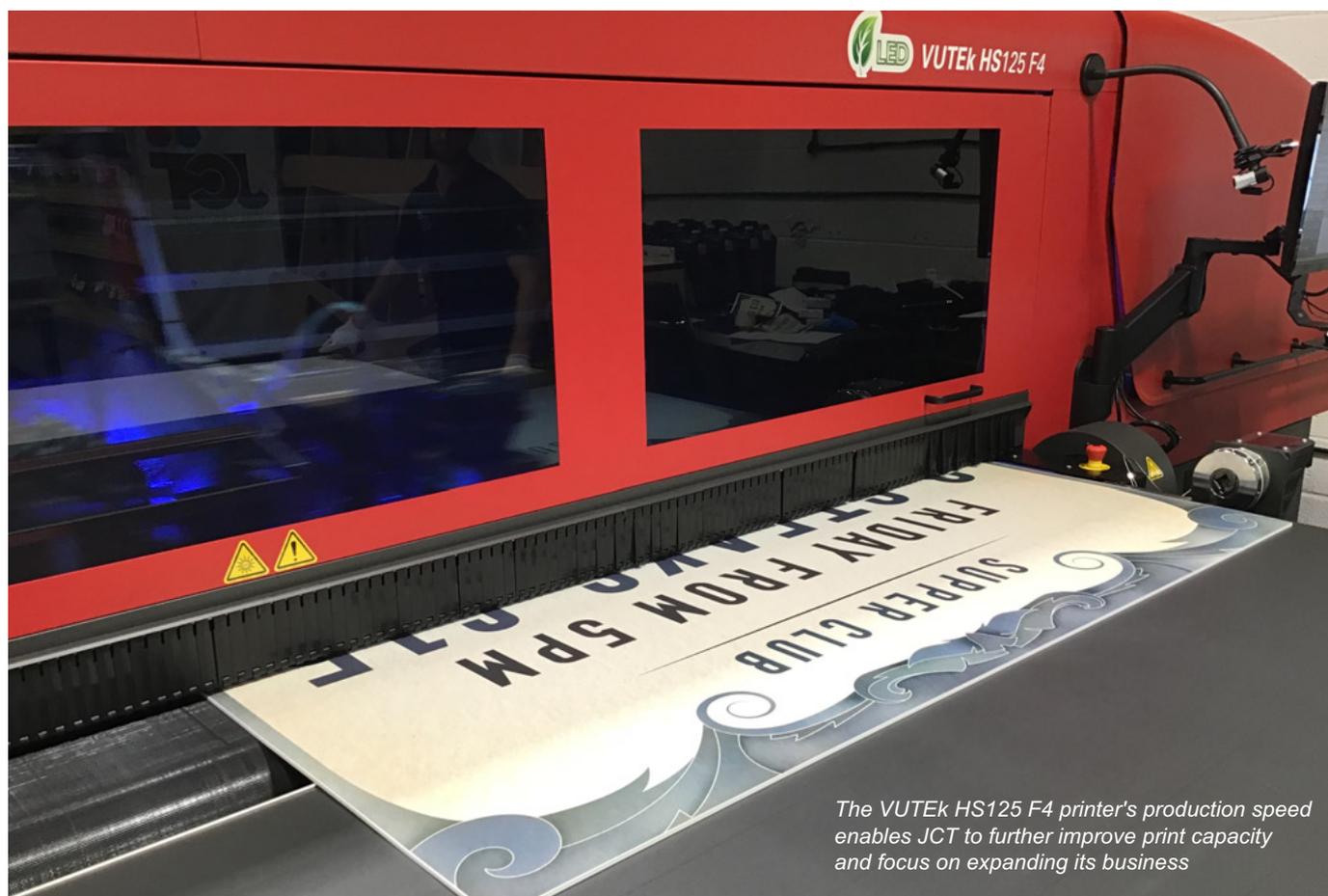
Julian was particularly interested in the printer's ink adhesion and the manufacturing process on Correx, a corrugated plastic. According to him, the adhesion proved to be outstanding and the best he had ever seen, with no loss of colour gamut or speed.

"Correx is a very hard substrate to strike a happy medium on but we can run it full

"The machine is far outperforming all expectations, cutting the production time of 100 double-sided set-size Foamex boards from eight hours to 45 minutes"

throttle on the HS125 F4," explains Julian. "It quickly became clear that the HS125 F4 is not only fast but provides good quality of print plus less expensive ink prices compared to other suppliers I use".

www.efi.com



The VUTEk HS125 F4 printer's production speed enables JCT to further improve print capacity and focus on expanding its business



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Flatbed LED UV printers boost productivity

In recent years Badgemaster has transitioned to take advantage of the latest digital technology and a suite of Mimaki printers sits at the heart of its production.

“Our continued investment in Mimaki flatbed LED UV printers has brought new techniques and capacity to the business,” says managing director Ian Bradbeer. “We typically offer a 3-5 day turnaround time for existing clients and this ensures we deliver.”

A significant recent project involved supplying John Lewis and Waitrose with around 85,000 badges that were incorporated into their rebrand.

Senior sales account manager Claire Geere says: “We were able to rapidly prototype a range of concepts using the Mimaki flatbed printers, assisting the design signoff and approval process”.

The addition of two new Mimaki UJF MkII printers through Authorised Partner Sabur Ink Systems, that coincided with the John Lewis and Waitrose job, gave much needed capacity to the business.

“We were astute enough at the time to make the investment,” says manufacturing manager Scott Warren. “The new Mimaki printers almost trebled the throughput we could achieve, with their latest generation

print heads, larger bed size and ‘logical seek’ function that reduces the time the head carriage takes to move between print areas.”

“We make a point of maintaining regular contact with our customers, especially after a machine has been installed,” says Dan Jeffries, business development manager at Sabur. “When we upgraded Badgemaster’s older Mimaki equipment to the new UJF MkII printers, we employed a multi-day training programme to introduce the new technology into their existing workflow to ensure they were in a position to deliver the output in the timescale their client required.”

Badgemaster’s online Badge Designer tool caters for customers who require much smaller runs, even catering for one-off designs.

“We’ve introduced this facility to continue our support for customers who require very short runs but at any stage we’re just a phone call away if they need assistance setting up artwork or determining the most appropriate material or effect,” explains Ian.

This commitment to service and support is something Badgemaster recognise in their relationship with Sabur.

“The ‘customer first’ approach we experience working with Sabur consistently benefits our business,” says Ian. “When we promise to go the extra mile for our customers, it’s refreshing to work with a supplier that does the same for us.”

By combining printing and manufacturing techniques, Badgemaster can deliver a highly bespoke solution.

“We’re printing four to five times faster than previously and our delivery times and customer satisfaction have improved”



Badgemaster MD Ian Bradbeer with one of the company's new Mimaki UJF MkII LED UV flatbed printers

“We spotted the original UJF on UK Mimaki distributor, Hybrid’s stand at Sign & Digital UK many years back, tested the printer with a range of substrates at their showroom in Cheshire and saw immediate advantage over alternatives,” recalls Scott. “The opacity and brightness of the white, the detail of the imagery and the adhesion of the ink were all beneficial to our business and made choosing Mimaki easy.”

The company now sports eight Mimaki printers including roll-to-roll print and cut, grand format flatbed and several of its core small format UJF models.

“The new Mimaki UJF MkII printers have ensured that print has ceased to be the bottleneck in the business,” concludes Ian. “We’re printing four to five times faster than previously and our delivery times and customer satisfaction have improved.”

www.hybrid.co.uk

Printhead delivers speed and precision for flexible media applications

The versatility and performance of the Xaar 1201 printhead is ensuring that the latest Pixeljet printer from Monotech Systems delivers the speed and precision for graphics and wide format media printing.

The Pixeljet miniRTR 6 printer equipped with Xaar 1201 printheads can handle a broad scope of flexible media for indoor and outdoor applications. This printer is available in six colour and four colour plus white varnish versions, with the latter having the capability to print white in different modes. This improves the opacity of the printed material as well as increasing colour contrast and readability. The Pixeljet miniRTR has been designed for customers who are wanting to move from eco-solvent to UV printing and provides stability, high

precision and speed within an entry level solution supported by the Xaar 1201 printhead.

The Xaar 1201's Thin Film Piezo Silicon MEMS technology is capable of jetting a range of relevant fluids (EcoSolvent, UV-curable and Aqueous) for wide format graphics (WFG), direct-to-garment (DTG) and textile applications. With its 1280 nozzles and capability to produce print with an apparent resolution of over 1440 dpi, the Xaar 1201 delivers simple integration for manufacturers looking for a flexible, small four colour yet affordable printhead for a low cost WFG or textiles printer.

"We chose the Xaar 1201 because a single printhead can support four colours at high speed and has the lowest drop size



The Xaar 1201 print head is easy to clean and maintain

compared to its competitors," comments managing director of Monotech Systems T P Jain. "The simple and stable cleaning function makes it easier to maintain than other available printheads and unlike the competition, the Xaar 1201 is only available through direct channels which gives our team the confidence to promote our Xaar 1201-based printers. Overall we are very impressed with the Xaar 1201 printhead as it delivers reliable, cost effective and exceptional quality print to our Pixeljet miniRTR 6 printer customers."

"With its high print quality, robust and industrial design together with the ability to jet a range of relevant fluids, the Xaar 1201 is the ideal printhead for manufacturers looking for a cost-effective solution within the WFG and textiles sectors," concludes Gary Jenno, senior product manager at Xaar. "We are delighted to see the Xaar 1201 technology deliver for Monotech Systems with the successful launch of their new Pixeljet miniRTR 6 printer."



The Xaar 1201 printhead delivers reliable, cost effective and exceptional quality print to Pixeljet miniRTR 6 printer customers

www.xaar.com

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Are you ignoring your next big opportunity in signage?

Traditional signage will always be at the heart of what you do but digital is the new kid on the block. Susan Deane approached some new faces and leading players for advice in getting on that first rung. Bitvu CEO Murray Kenneth explains why digital signage will help retain customers and acquire more.

Think about one of your best customers. You've supplied all their signage and POS requirements for 10 years and have a great working relationship. The customer has started to notice the appearance of 'digital posters' and would like to learn more so they ask you of course.

As their existing supplier of signage, do you have a solution you can offer them or will they end up looking elsewhere? If this sounds a bit close to the bone, that's because it's a real life scenario that we heard over and over at this year's Sign & Digital. It's easy to dismiss digital signage as "not what we do" but think again.

Traditional signage will always have its place at the heart of what you do but digital is the new kid on the block, just like neon bulbs and vinyl graphics once were.

Using screens for signage has come a long way in a short space of time as technology costs have plummeted and internet connectivity has enabled customers to update their adverts remotely at the click of a button. For your customers, it's a compelling technology that's difficult to resist. Imagine how



effective their marketing can be when they can change the message several times a day without even visiting the location.

As with any emerging technology, it's a complicated and confusing landscape for the uninitiated with too many choices and too much complexity. Last time I checked there were hundreds of options with vastly

different feature sets and a range of prices that makes it impossible to compare like with like. It's no wonder it can feel a bit overwhelming. So how does a signage business capitalise on the digital opportunity in a way that reinforces lasting, profitably relationships with their customers and maybe wins them some new ones too?

Dispel the myth

Digital signage is an opportunity, not a threat. In addition to providing hardware and installation services, the supplier can enjoy a share of ongoing subscription income as well as added value design and screen management services.

Leave hi-tech to the experts

If a customer wants integrated artificial intelligence, interactive screens and personalised messaging, they need deep pockets and a conversation with a specialist. Cutting-edge features come at a price only the biggest brands can afford.

Simple and fit-for-purpose

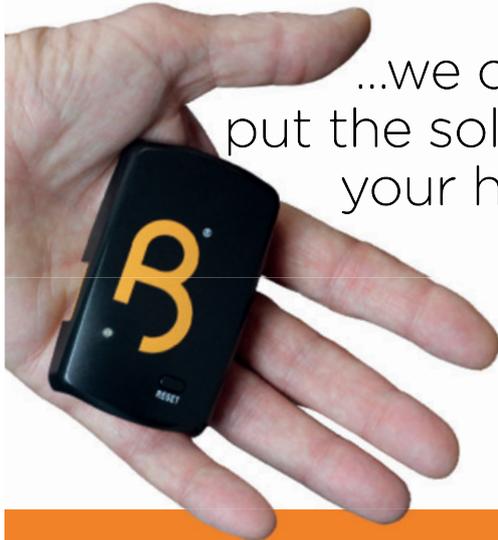
Simple digital signage should not require specialist IT or AV skills to install and operate. Unless your customer has



Using screens for signage has come a long way in a short space of time as technology costs have plummeted and internet connectivity has enabled customers to update their adverts remotely

“Next time one of your customers asks about using screens for signage, make sure you have an answer ready or someone else will beat you to it”

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sophisticated requirements, the ability to create, schedule and publish beautiful looking ads featuring HD video and images will be enough to transform their communication strategy.

When we first conceived Screenspace our mission was to make digital signage technology accessible to the mass market through innovation, simplification and the elimination of unnecessary cost. By designing our own hardware we remove the risk that comes with buying a fragmented system from multiple suppliers. We offer an end-to-end solution that's made to deliver a fantastic digital signage experience at a remarkable price.

In the same way that e-book readers have not killed off the publishing industry and mobile phone cameras have led to a boom in photo printing, digital signage is an exciting opportunity rather than a threat. So next time one of your customers asks about using screens for signage, make sure you have an answer ready or someone else will beat you to it.

www.bitvu.com



Digital signage does not have to be complicated or costly

Until recently digital signage was something that the majority of sign and display printers considered a costly and complicated solution that detracted from the business of selling print. Brian Storey, managing partner at Kapow Network explains why combining print with digital signage makes sound business sense.

Digital signage is fast gaining ground with many of our industry's leading display printing companies. It's no surprise really given that an attractive digital display can be supported by a wealth of decorative printed display materials. The reason it's become so popular is that it engages with the audience in a much more effective way than with static signage.

There has been a massive up take from the retail sector where it can be used in store to promote brand awareness and special offers. However, education facilities, local councils, hospitals, GPs and other businesses are increasingly using digital signage to deliver internal messaging and information.

In addition, digital signage can be set up as a network which can be as complex or as simple as you like, scaling from control

of one, two or three screens up to however many you can handle. Screens can be divided into 'zones' which means you can send the same content to multiple screens or just a few. Rather than approaching the market from the perspective of a display printing company adding digital signage to complement its service offering, Kapow Network is connecting shoppers and businesses on the high street via a series of digital screens located inside local, independent retail premises where customers spend at least 30 minutes.

Digital posters

The screens, or digital posters, run advertising both for the retailer and from external sources. These digital posters are becoming the accepted method to deliver dynamic content to consumers. Screens are engaging, bright and unlike print can be refreshed easily, keeping shoppers



better informed of local events, special offers and deals. I met Chris Rushton at an aspiring London marketing services provider as creative director and sales director respectively. The business idea was formed after chatting about some of the earlier deployments of digital signage that we thought were poor. Whether it was the look and feel of the screens themselves or the quality and strategy of the content, we felt strongly that there was a gap in the market and because there are already plenty of bigger players in digital screen advertising, we had to ensure that we had a different proposition.

This is made clear in both the location of their screens and the type of network they have built. Most of the larger media owners' screens tend to be where the audience is passing by. This is known as point of transit (POT) where the screens almost always play 100% advertising. This makes sense as they have little time to capture the viewers' attention.

With POT, each ad is generally shown for about six seconds, so not much time to capture someone's attention. Kapow Network's sites are known as point of wait (POW) where the audience is likely to spend at least half an hour in the vicinity of its screens. POW advertising means the company can run each slide for longer and thereby making its ads more than twice as



Most of the larger media owners' screens tend to be where the audience is passing by.



long as those used in a POT environment. Unlike TV, our audience is not expecting entertainment so the goals of our advertisers and our audience are matched from the outset.

Although from a content strategy point of view, this adds complexity. You need a minimum fifteen-minute loop of content that the audience will find interesting in order to catch their attention and have to ensure that it's kept refreshed.

A broad breadth of skills are required in order to make a business like Kapow Network succeed. We soon discovered that we needed to know a lot more about stuff outside our comfort zone such as writing code, understanding the hardware and even installation skills such as site surveying.

Kapow Network quickly realised that in order to create, maintain and run a successful digital screen network it was necessary to form strong relationships with the supply chain. This came in the form of their technology partner Assured Systems, which has been operating in the digital signage world since 2011 so when it came to advice on hardware such as the screens and signage players, as well as potential software suppliers, they've been invaluable, giving help and advice to this

unique tech start-up. In addition to its own network, Kapow works with other end user brands, helping to maximise their ROI in digital signage. We can bring creative agency thinking but with the added knowledge and understanding of the power of a good content management system. The flexibility of digital screens compared to print is actually very difficult to get your head around to begin with so we help companies take small steps until we are in a position to hand over the keys and let them drive.

Digitally enabled high street

Since its launch last year Kapow Network has completed over 20 installations, with our latest network going in to London's only Olympic-sized ice skating rink which has over 1 million visitors a year.

We believe that what we are doing is helping to level the playing field by accelerating the high street's transition to a better connected, digitally enabled, more sustainable high street of the future.

Until recently digital signage was something that the majority of sign and display printers had been ignoring, putting it down as a costly and complicated solution that detracted from the business of selling print. In fact, many have been guilty of ignoring digital signage

“The flexibility of digital screens compared to print is difficult to get your head around to begin with so we help companies take small steps until we are in a position to hand over the keys and let them drive”

in the hope it will simply go away but the situation is now very different as Kapow Network has clearly demonstrated. Now just might be the time to take a closer look at how digital signage/posters can add further revenue streams to your display printing business.

www.kapownetwork.com

Bridging the gap between design concept and final installation

Philips Professional Display Solutions' has launched Arc, an immersive augmented reality app. Designed to extend brand engagement, the Augmented Reality Configurator (Arc) has been received as “a game changer” by both partners and clients. By offering the ability to precisely recreate how a Philips PDS signage display would look on any size and type of wall allows partners to ‘walk’ their customers through the product selection process, instantly helping them to find a model and screen size that will deliver the optimal results for their business.

Arc is easy to use thanks to a fully functional augmented reality toolkit accessed via a connected tablet or smartphone to guide the buying process. By using the device's camera, the app captures and measures any selected space and allows the user to find the most suitable screen by showing selected models mounted on the virtual wall. The



app can even automatically populate the space with multiple screens, allowing users to configure a video wall without climbing a ladder or opening their toolbox.

EMEA business management director at Philips Professional Display Solutions, Martin Ware, says: “ARc is a great

example of the work our teams are doing to inspire and lead innovation in the AV marketplace. We've been blown away by the really positive feedback we've received from our partners and they are all keen to get their hands on this useful technology.”

www.phillips.co.uk

The right touch is central to today's customer journey

Interactive digital signage is at the heart of the customer journey. Ian Crosby, sales & marketing director at Zytronic, explains how 'phygital' (physical and digital) tools are being increasingly employed by 'bricks and mortar' retailers to good effect.

Despite the rapid growth of online buying, customers still want to see, feel and try the product they are considering and it is therefore essential that high street retailers not only entice them through the door but make them feel comfortable in completing the transaction while in store and not going back home and purchasing online. Phygital tools include interactive windows, 'endless aisle' displays, kiosks and touch tables which all typically rely upon contact through a touchscreen.

To raise the bar in performance and enable new features in interactive kiosks, displays and video walls, Zytronic has introduced new ZXY500 multitouch controllers. These enable a minimal touchscreen border in line with the trend towards slim bezel displays. For example, a 55" diagonal touch sensor can now be designed with sub 10mm borders.

Furthermore, the controllers have increased the speed of touch response to enhance the user experience and additional functionality including contactless payment, loyalty card



recognition and even wireless phone charging can be more easily integrated alongside or behind the touchscreen.

RFID, NFC and wireless phone charging all generate electromagnetic signals that can interfere with the operation of conventional capacitive touchscreens but

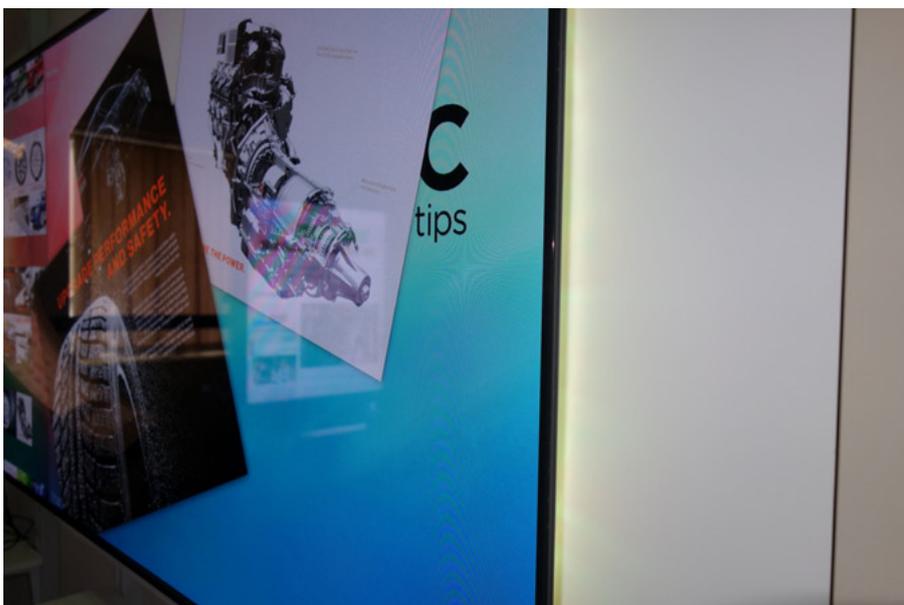
the ZXY500 controller has an industry leading signal-to-noise ratio and sophisticated algorithms that change dynamically to reject interference in the operating environment. Zytronic has tested each of these technologies with the ZXY500 controller and demonstrated that they can be implemented very close to active touch area without impairing the performance of the touchscreen.

The controllers support up to 100 simultaneous touches enabling true multi-user interactivity together with improved 'palm rejection' functionality to tune out erroneous touches, such as when a user leans on the table. The new proprietary ASIC (application specific integrated circuit) at the heart of each controller has significantly increased the speed of touch response to just 1ms at the controller output, reducing touch latency by a third compared to previous generation controllers and improving the overall user experience. Designed specifically for use with Zytronic multitouch sensors, the ZXY500 achieves exceptional performance and noise immunity on displays from 10" to around 90" diagonal, thanks to its ASIC, 40V on-board drive signal and in-house developed touch detection algorithms.

In addition, the controllers' outstanding noise immunity enables the air gap or optical bond between the display and the sensor to be decreased, reducing or eliminated parallax and enhancing the appearance of the display.

Critically, for unattended self-service applications, the ZXY500 controllers can reliably detect touches through over 10mm of glass, even with gloved hands and is unaffected by rain, dirt, oil or ice on the surface of the touch sensor, making it ideal for outdoor installations.

The new controllers have been designed to be HID (human interface device) compliant providing 'plug-and-play' operation with Windows, Linux and Android operating system designed for multi-touch. All settings including calibration data can be stored in non-



Designed specifically for use with Zytronic multitouch sensors, the ZXY500 achieves exceptional performance and noise immunity on displays from 10" to around 90" diagonal.



“Customers increasingly expect to interact with technology in everyday life to obtain information, communicate and make purchases, just as they can with their smartphone or tablet computer”



By harnessing the best available touch technologies, companies and brands can give their customers the experiences they desire.

volatile memory on-board the touch controller so that once an initial touchscreen (‘golden unit’) has been optimally set up, these parameters can be copied directly into the controller firmware and used to configure further touchscreens in production without the need to repeat the set-up and calibration process each time.

Customers increasingly expect to interact with technology in everyday life to obtain information, communicate and make purchases, just as they can with their

smartphone or tablet computer. By harnessing the best available touch technologies, companies and brands can give their customers the experiences they desire. A great example of this is a recently completed project that combined the use of video walls in cinema foyers with self-service functionality.

A total of 55” Zytronic Zybrid touch sensors fitted with ZXY500 controllers were utilised

to meet customer expectations by producing a complete front-of-house solution that helped simplify and expedite the user experience. The large, tiled multi-screen video walls show exciting visual content and movie trailers to entice customers to approach and then switch the lower screens to self-service kiosks as they walk up to purchase tickets.

www.zytronic.co.uk

Digital solution simplifies customer experience at the movies

Zytronic and digital solutions provider TouchMate have produced a complete front-of-house solution to help simplify and expedite guest services for Australian movie theatres. Self-service ticket kiosks have wide acceptance but TouchMate saw the potential in combining the widespread use of video walls with kiosk-style features.

Director David Ellsworth says: “Our system is an evolution of the current technology. Traditionally, the cinema might spend more than US\$50,000 on a video wall then install eight self-service kiosks that might cost an extra US\$50,000 plus. By merging the two technologies you halve the capital and maintenance costs and save space.”

As soon as customers see the attendant EFTPOS facilities they know they have the opportunity to buy tickets. As they approach the machine, proximity sensors switch the video wall’s content, such that

the customer can find their desired screening and complete the transaction. Once complete, the content automatically switches back to the in-house CMS programming. Crucial to the success of the TouchMate digital solution is the Zytronic ZXY500 touch controller which allows the touch sensors to be designed with sub 10mm borders.

Ellsworth continues: “We’ve been working with Zytronic since 2002 on a variety of products in a range of different industries. The new ZXY500 controller is a real step forward. The success of our cinema product is dependent on an edge-to-edge full screen glass touchscreen and Zytronic has achieved that. In this case, the bezel width of the touchscreen is right down to 1.8mm either side, 3.6mm from screen to screen in total. It’s almost seamless.”

Zytronic and local partner JEA Technologies worked closely with

TouchMate to design a custom, printed 53” Zybrid touch sensor with ultra-narrow borders made from 6mm-thick toughened anti-glare etched glass. The Zytronic ZXY500 has proved critical for this cinema application where multiple touch displays are arranged side by side.

“Competing projected capacitive touch sensors have issues with electromagnetic interference,” explains David. “This occurs when you attempt to place two touch panels close by or in contact with each other. Effectively, this prevents the touchscreens from working properly, which would be a deal-breaker. The Zybrid touch sensors working with the ZXY500 multitouch controllers don’t suffer from this issue. The Zytronic projected capacitive touch sensors are reliable and consistent and I’m able to approach them with special design ideas and they can easily produce one or two prototype screens if I need. I wouldn’t consider using another manufacturer.”

Utilising digital signage to engage employees and boost business

What does digital signage communicate inside and outside the company and how that can be better utilised to inform a captive audience? Richard Glückmann, CEO, Evoko addresses these important issues.

Most offices, even small businesses, will likely have a screen in their waiting area or lobby. It might have a slideshow of company photos and messaging or, if you're lucky, BBC News. This is the kind of thing that can be installed with very little thought about what it actually brings to the space. Rarely is the question asked: what does it actually contribute and more importantly, what does it communicate about the business?,

Any clients, visitors or prospective employees might have looked at the company website but this is the first time they will be inside of the business itself. That impression could colour their entire perception of whether to do business with them or their company. The importance of first impressions cannot be understated and businesses should reflect on how they present themselves as soon as anyone walks through the door. This impression is informed by a combination of what is being displayed alongside the actual technology itself. A modern HD TV is unlikely to cause any sort of negative reaction but it is also unlikely to show the company as a forward-thinking brand.

We are surrounded by screens in our daily lives, regardless of what is being displayed on them, and they are fading into the noise. In this respect it is largely pointless to just have a traditional television hanging on a wall, even if it has bespoke information being displayed. If they want to make a positive impression in this way, businesses should instead look for a device that is pronounced, beautifully designed and stands out. Sleek solutions are all well and good but the difference between traditional digital signage and an excellent public space communicator is that the latter occupies its space, is eye-catching and commands the attention of those in its surrounds.

With a beautifully-designed public space communicator in place, the question then should be asked of what is being displayed and how intuitive it is to dynamically update that information. Such a public space communicator should be a living part of the office, constantly being updated with new information. A further



Pusco template make it easier for clients to create the desired impact by selecting particular applications (courtesy Evoko).

example could be a welcome message for guests which makes them feel more welcome and valued, lending further to the improvement of that initial impression.

Intuitive input interface

This relies on a usable interface on the backend to feed that information into the solution without requiring a great amount of technical knowledge. There is a fine line between a solution that is essential and clear and one which is cumbersome and unengaging. This should be considered in all aspects of purchasing, particularly in terms of digital signage.

So far, we have spoken about the 'external' aspect of digital signage but for internal use the same rules apply. Rather than informing guests coming into the building, an internal communicator will update employees about company news and have the capacity to improve team cohesion. With an intuitive input interface, the resource strain of relying on systems managers is removed from the equation to create a solution that works for all.

Our Evoko Pusco templates make it easier for clients to create the desired impact by selecting particular applications; different

people in the organisation can be responsible for updating just the content they are responsible for. To fit a brand the templates can be personalised by choosing between a light and dark theme and setting the background image and accent colour to match the company logo. The accent colour will be used for highlights on the screen, as well as the status light at the bottom of the unit. Built-in speakers provide playback sounds and emphasise updated content. This product is available in wall-mounting or freestanding options.

Ultimately, digital signage is an investment and like all investments, a return is expected. In today's economic climate, every penny counts and decisions cost more than ever. A public space communication device should work for the business, not in parallel. In both internal and external use, it doesn't need to be bogged down with cumbersome features. With a dynamic solution that people want to engage with, a public space communication device can help to improve operations and create an incredible first impression for prospective clients.

www.evoko.se



LCD screens attract new customers to automotive service centre

The Manchester centre of FASTSIGNS has teamed up with national tyre wholesaler Micheldever Tyres to share its visual communication expertise with the automotive sector. Tasked with the implementation of a marketing strategy that would successfully take Micheldever Tyres' client AA Silencers' communications to the next level by attracting the attention of passing footfall, FASTSIGNS Manchester installed three remotely operated 49-inch LCD screens at the specialist MOT service and repair centre in Cheadle.

Created and consistently updated by FASTSIGNS Manchester, the screens display multiple advertising messages, ensuring the content displayed remains fresh and engaging.

The project's successes resulted in Micheldever Tyres calling on FASTSIGNS Manchester to develop its digital signage offering in 30 of its facilities (22 within a period of 12 months) and for its help in pioneering industry road shows, which offer product training and marketing advice to tyre dealerships across the UK. Signage is used as a centrepiece to showcase industry and brand specific real life examples to demonstrate the dynamic nature of digital signage and the concept of a 'silent salesperson'.

Managing director of FASTSIGNS Manchester Richard Wedgwood says: "It was a pleasure to work with AA Silencers on its digital signage project; providing the business with the visual tools it needed to stand out to existing and future customers. The resulting LCD screens look incredible and can easily be spotted from the road, helping attract even more customers and steer the business to further success."

The content produced consisted of a number of brand specific playlists (some dealer's signage displaying more than one of these brands) as well as industry specific playlists such as the Tyresafe campaign and content local to the dealer.

"Through the back-end structure of the playlist we were able to share common content elements across multiple sites, while individual dealers were able to pick and choose how much or how little content specific to their dealership they invested in. Either option would see regular

updates to the signage; a key requirement to the success of digital signage. Doing content at scale in this way made regular updates completely affordable for individual dealers. As a by-product of this project it's been a privilege to establish a partnership with Micheldever Tyres, creating a platform via the roadshows to share our expertise with other businesses in the automotive sector. We're able to share the sales uplift experienced by fellow business in the industry who had already 'bought into' the digital signage concept with us. With the developments in digital signage technologies, we believe it's important to share our knowledge with other businesses and showcase the capabilities of digital signage in context, helping potential customers in the automotive trade make well informed decisions about the best signage solutions."

Jason Burgess, general manager wholesale at Micheldever Tyres adds:

"As well as ensuring our clients are supplied with the best automotive products, we offer a range of commercial consultancy services including guidance on marketing and branding geared towards helping motor businesses succeed in what is a notoriously competitive market. When AA Silencers came to us, owner Simon Grocott was interested in exploring the benefits that LCD screens could bring, aware of how eye-catching they are on the road. It is here our relationship with FASTSIGNS Manchester was born.

"From initial consultation to final installation, the team were great communicators who ensured the project went smoothly from brief through to final delivery. It's their impressive ability to go above and beyond that made them the perfect addition to our team as we tour the UK with our branding workshops."

www.fastsigns.co.uk



Three remotely operated 49-inch LCD screens were installed at AA Silencer's repair centre in Cheadle.

Mega flight information display solutions get the message across

On the direction of integration partner SPC Group, London Luton Airport selected Absen to deliver its digital display solutions.

All eyes are on London Luton Airport in the aviation world, following the December 2018 opening of its upgraded terminal which has benefited from a £160 million redevelopment investment. With annual capacity expanded by 50%, the airport expects to welcome 18 million passengers a year by 2020 and footfall has already increased by 35% since the work began.

Digitisation is now critical to the operations of a modern day airport, whether for keeping passengers informed with real time information about their flights or driving additional revenues by attracting premium advertisers who are looking to reach a captive audience.

Jon Swain, director at SPC Group comments: "The airport is always looking for ways to improve the customer experience, both for the passengers and advertising partners who generate revenue. This is really what drove the desire to install digital display solutions which would enable the airport to relay information with increased speed and clarity and provide advertisers with a more impactful way to deliver their brand messages."

Absen digital display solutions are now installed in some of the world's major airports. From the end client perspective, Absen has a lot to offer.

Matt Mullen, passenger environment manager at London Luton Airport explains: "LLA wanted the best visual displays to help inform our customers at key points in their journey through the terminal. We recognised that advertising and information often compete for the same locations, therefore combining these into a single, bespoke MEGAFID (mega flight information display) solution best served the requirements. SPC Group, with their experience of what is required for optimal viewing, installation and maintenance of such large, stunning displays across the terminal, assisted with all decisions."

SPC Group chose to deploy the Absen N4, designed specifically for airport environments, in several locations throughout the terminal. Stand-out



The Absen N4 videowall rotates through flight departure information across the left hand side of the screen, while advertising is relayed by the airport's partner (right hand side).

features including front installation and service, an ultra slim panel (less than 6cm), advanced monitoring, image quality and the uniformity and consistency of the image make it perfectly suited to the modern airport environment. Luton has joined international airports around the world which boast Absen solutions, changing the landscape beyond

"The screens are extremely intuitive and easy to operate and any issues are covered by our comprehensive maintenance programme; we carry a full complement of spares to minimise downtime"

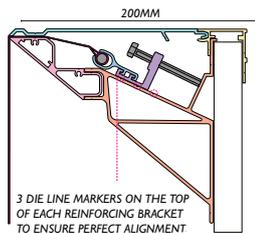
recognition with performance which goes above and beyond a standard LED panel.

"LED displays were the only viable option due to the size requirements and the ambient brightness," says Jon. "We conducted a thorough demonstration of various products, set up in scenarios which allowed for different distances of viewing. Absen came out on top, providing great quality and maintainability for the best value for money".

A 7x4 N4 display stationed at the entrance to the baggage hall hosts advertising for onward travel providers such as coaches and trains. A second N4 display in a 11x4 configuration is installed at the entrance to the international departures lounge and rotates through flight departure information across 4x4 on the left hand side of the screen, while the remainder is used for advertising which is relayed by the airport's partner. At the north end of the international departures lounge above Hawker Bar, a further set up of 9x5 N4 stages advertising run by the airport's partner. A 9x4 A2725 7.52m² screen (2.5mm pitch) is positioned at landside arrivals, featuring partner-run advertising and flight arrivals information displayed over 2x4 panels. Featuring high brightness, high contrast and outstanding image quality, this indoor screen was "the perfect solution" for this location.

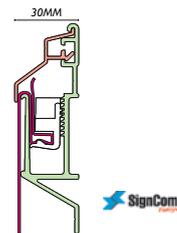
FLEX FACE SIGN BOX SOLUTIONS

From the Nation's Leading Aluminium Sign Systems Supplier



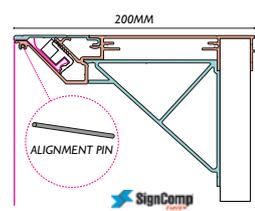
NOVAFLEX

A robust single sided, full perimeter tensioning system for large flex face light boxes. The system uses a rod and puller method and can be rapidly tensioned from the front using power tools creating wrinkle free images every time.



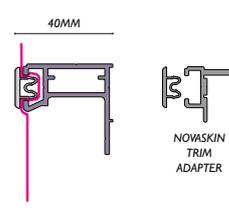
SIGNCOMP FRAME

Non-illuminated framing system for flex face signage which utilises the industry familiar black clip tensioning procedure. Perfect for low cost flex face signage and for use with the NovaTube overhead lighting system.



NOVACOMP

Incorporating the popular black clip tensioning system NovaComp is available at both 135mm and 200mm depths. Light boxes are competitively produced in all shapes and sizes and can be delivered to site or your premises.



NOVASKIN

An innovative framing system which brings flex face competitively to the High Street. The system also incorporates a bead adaptor for use with standard light boxes.



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An installation on this scale in a challenging 24/7 365 environment required delicate planning and close management, in addition to the need for ease of ongoing operation and maintenance.

“Each site installation was completed within a week,” says Jon. “Wall strengthening was required in all cases and in two instances the screens are installed at a very high level. Due to passenger numbers the wall installations were conducted through the night to minimize airport disruption. The screens are extremely intuitive and easy to operate and the airport is safe in the knowledge that any issues are covered by our comprehensive maintenance programme and we carry a full complement of spares to minimise downtime.

“Having the screens in situ affords the airport a great deal of flexibility in how it delivers messages to passengers making their way through the terminal: content can easily be switched in or out as required and is delivered in an effective and impactful way which improves the overall customer experience. In an age where international travel is prolific and people have so much choice, today's airports have to offer the latest technology in order to compete now and in the future.” Matt Mullen adds: “Having had the Absen LED display walls for just over two months we are pleased with the brightness and clarity of the displays. Whether they are



The Absen 7x4 N4 display at the entrance of the baggage hall hosts onward travel advertising such as coaches and trains.

showing important airport information or advertising, they are a great improvement to our customers' experience at London Luton Airport.”

Ross Burling, business development manager at Absen Europe concludes: “At Absen we have really blazed a trail when it comes to developing technologies which sit perfectly in the airport environment. We feel we bring a truly

differentiated product offering as a result of our strategic focus on working with the airport segment and take our responsibility to continually innovate and deliver unrivalled quality and performance very seriously. We are thrilled that our digital display solutions take centre stage in London Luton Airport's ambitious redevelopment.”

www.absen-europe.com

Giant book features complex cantilever framework

Signs Express Birmingham was involved in the production, supply and installation of a supersized book into The River in Victoria Square, Birmingham.

Affectionately known as The Floozie in the Jacuzzi, the artform proudly sat in front of Birmingham's historic Council House for seven days in March; commissioned by the council to commemorate International Women's Day and World Book Day.

The book, which was published in October 2018, celebrates 30 women of Birmingham past and present as part of a city-wide campaign to mark the centenaries of the first women getting the vote and the First World War ending.

Signs Express worked to a very tight schedule to get the project over the line, producing a giant book more than 3 metres square. It features a complex, angled, fabricated steel cantilever framework over-clad with folded and powder-coated aluminium casings to replicate the cover and pages. Digitally-printed vinyl mirrors the design of the internal pages and CAD cut vinyl to the outer cover includes chrome gold-effect text to replicate the printed book.

Owner of Signs Express Birmingham Joe Smith comments: "The team at Signs Express Birmingham are extremely proud to have worked on this project. The timescale could have proved challenging but it was very rewarding for all of us to see the giant book come to life in time to celebrate International Women's Day with the city."



Floozie in the Jacuzzi sits outside Birmingham's Council House

The concept for the giant book being read by The Floozie came from Birmingham communications consultancy Liquid, who played a key role in the development, design work and marketing of the original book and relished the opportunity to supersize the publication.

Installed in time to celebrate International Women's Day, the book's appearance in the city centre triggered a lot of public interest and social media coverage.

www.signsexpress.co.uk

"The timescale could have proved challenging but it was very rewarding for all of us to see the giant book come to life in time to celebrate International Women's Day with the city"



The 3m² book cover features a complex, angled fabricated steel cantilever framework



What is on trend in signage?

The sign industry moves fast. With a constantly evolving catalogue of styles, inspirations, designs and ideas, what makes the consumer market tick is constantly shifting. With this in mind, George Russen of Signelements discusses what might prove most popular this year.

Minimalism

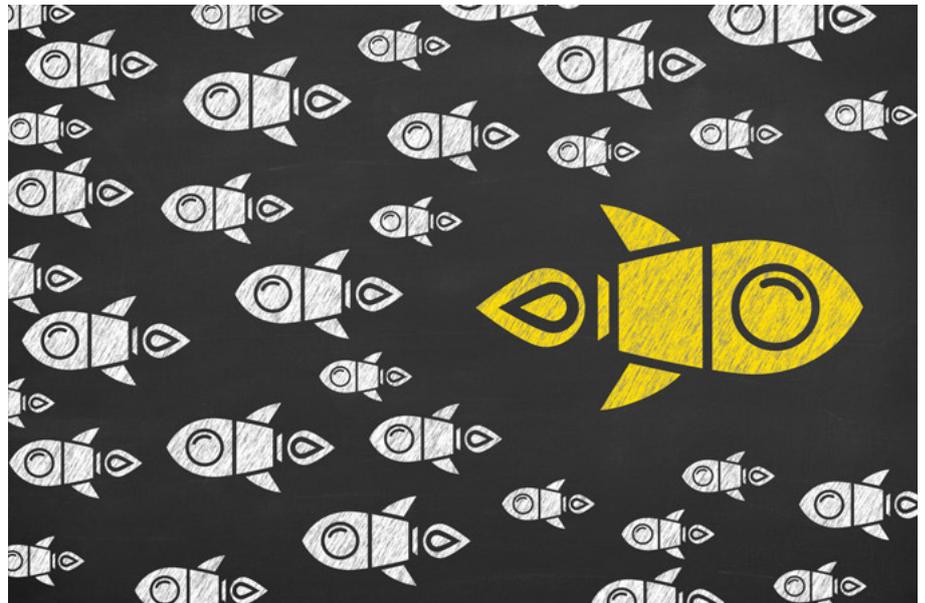
We've all seen the top brands that employ this style. Apple, Hugo Boss and Chanel are just some of the multinationals that see this as a core part of their brand identity. This showcases a fairly recent shift from complex, intricate logos and signage to a more clean, premium look - a more elegant angle. While this is almost certainly part of the message for a lot of companies, some may simply want to show that they are not going overboard with the design elements. We wouldn't be surprised to see this theme emerging in quite a few rebrands in 2019.

Mini decals

This is still a somewhat underused element of signage but can be seen in popular upmarket retail stores including Abercrombie & Fitch, Hollister and other spaces such as WeWork. This style is mainly employed as a direction aid for consumers, guiding them through a store or giving directions. However, this could be used as an extension of brand identity and messaging beyond what it already is. Having a mission statement printed on a wall of the office can be an overt way of sending a message to prospective clients.

Vehicle wraps

An ever growing theme for small business owners and signmakers alike, vehicle



Mini decals could be employed as an extension of brand identity and messaging beyond what it already is.

wraps are consistently on the up. The reason for this is likely due to the reach and accessibility of the signage in this case. A clearly designed vehicle with prominent branding will always stand out from the crowd and clearly marked contact information can lead to an attractive number of new leads. For designs that will really catch the eye and 1:20 scale vehicle

templates, check out the Signelements 2019 collection.

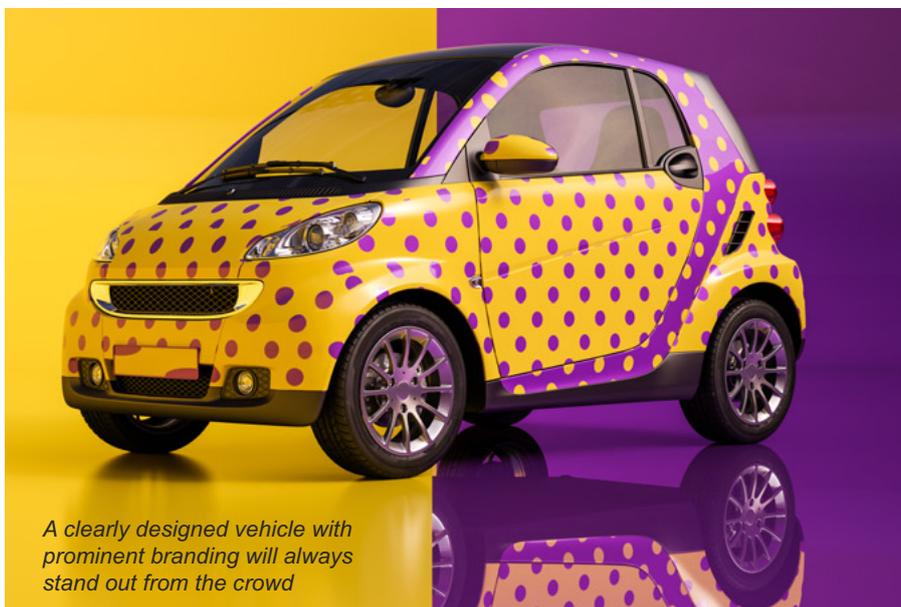
Internet of Things

The Internet of Things (IoT) has been a space to watch for a few years now. Increasing integration of the physical and digital world is an expanding space and this lends itself quite well to signage.

Companies are starting to employ IoT devices to increase user experience and interaction such as car manufacturers having showrooms where users can simply touch part of a car and then have the specs of that particular model or part projected onto a screen. Having this extend into the signage world will certainly increase customer engagement - the whole point of good signage.

We firmly believe that these factors will enter the signmaking space over the coming year. Whether this will be a small creep or a giant splash remains to be seen but we are optimistic for the outlook of these themes within signage. We will look on excitedly over the next year to see what trends make the market and those that miss the mark.

www.signelements.com



A clearly designed vehicle with prominent branding will always stand out from the crowd

Digital printing offers creative freedom for textile designer

As a new generation welcomes the creative freedom offered by digital printing technology, CMYUK worked with Hazel Caruthers of Avalana Design to preview her inspiring collection of digitally printed fabrics and wallpapers, alongside customised upholstered furniture at Sign & Digital UK in April.

Digital printing innovations are set to drive the digital textile sector into double digit growth over the next few years and digital technology offers the PSP, designer or printing entrepreneur a myriad of exciting



Hazel Caruthers uses digital technology because the results for achieving intricate details and tonal colour are unrivalled

possibilities for business growth alongside sustainable efficient manufacturing alternatives.

With a growing requirement for speed to market in order to meet the demands of the millennial consumer, the print industry must now deliver 'just in time' manufacturing.

"My brand Avalana uses digital printing methods across the entire collection of products that have been created for the interior and gift markets," explains Hazel. "I use digital technology because the results for achieving intricate details and tonal colour are unrivalled. I also stand by the sustainability aspects and economic benefits of using digital printing methods.

"CMYUK firmly believes that we are about to witness a huge shift toward localised manufacturing. High quality, affordable, digital textile print technologies now enable PSPs to service fashion and décor clients, utilising a print on demand business model, providing efficient and sustainable manufacturing options and its vibrant community of surface pattern designers for fashion, home furnishings and interior design.

"CMYUK is at the heart of this growing sector of the textile industry," says Robin East of CMYUK. "Building a strong UK community of digital textile printers while supporting the creative community to offer the UK an exciting industry and future. Collaboration is the key to creative growth; working with and supporting Hazel has

"High quality, affordable, digital textile print technologies now enable PSPs to service fashion and décor clients, utilising a print on demand business model, providing efficient and sustainable manufacturing options"

been a rewarding experience and a first for CMYUK. The growth of our industry relies on the next generation and we look forward to facilitating a new chapter for the UK textile Industry."

CMYUK's newest suite of leading technologies are focused on the textile sector where creatives, entrepreneurs and manufacturers are harnessing commercial opportunities and embracing digital disruption in order to meet their clients' demands for speedy, customised manufacture as the textile industry shifts to Industry 4.0 and adopts new technologies to increase efficiency and profitability.

www.cmyuk.com





Neon-style signage dazzles as branding for Winter Lights festival

For this year's Winter Lights festival in central London, Applelec worked in collaboration with art design studio Kinetech Design to create neon-style signage for the lighting event.

Held in one of London's major business districts in January, Winter Lights returned for its fifth year, illuminating Canary Wharf with 21 interactive light art installations. Applelec's acrylic, neon-style LED letter NeonLux range was selected to recreate the logo, replacing the previous fragile neon glass signage with a more robust and energy efficient solution.

Keith Watson, visual arts curator of Canary Wharf Group says: "One of the themes for this year's Winter Lights event was sustainability, which we wanted to carry through to the event branding itself with a more environmentally friendly system to the neon glass signage. Applelec's NeonLux delivered on this, not only with the low energy LEDs but the sturdiness of the acrylic letters significantly lowered the risk of damage, providing reusable signage for future events."

Manufactured from 30mm thick block acrylic, the Winter Lights logo was mounted on to a rustic metal mesh framework where the stacked letters reached a height of 1675mm and spanned a total width of 3605mm. Delivering striking and even illumination, the lettering was embedded with crisp white, 6500K SloanLED LED modules to provide face illumination, which dazzled through the opal acrylic of the NeonLux lettering, achieving attention grabbing signage at the entrance way to the event.

Andy Armitage, national product manager for Applelec's Display Division comments: "NeonLux can be manufactured in a variety of styles and to faithfully replicate the previous signage; the artwork for the new logo featured rounded ends to mirror the design of traditional glass, neon letters. The robust construction of the acrylic letters combined with the cool running of the thermally managed, SloanLED LED modules meant the product was safe to touch, making it ideal for its low-level installation."

"One of the themes for this year's Winter Lights event was sustainability and the neon glass signage delivered on this, not only with the low energy LEDs but the sturdiness of the acrylic letters significantly lowered the risk of damage, providing reusable signage for future events"

The NeonLux letters had a tight turnaround of three weeks to ensure the new logo was ready for install for the opening of the lighting event.

www.applelec.co.uk



The lettering was embedded with crisp white, 6500K SloanLED LED modules to provide face illumination

Digital printing brings desert landscapes to London venue

When architects and designers Tomaso Boano and Jonas Prišmontas were asked to exhibit their landscape installation, Alphet at Crate Brewery in Hackney, they initially planned to stage an existing project. However, after visiting the space, they were inspired to push the boundaries of creativity. The traditional white brick walls of the brewery – normally used as a blank base for hanging small pictures or paintings – could be turned into large windows on an infinite landscape to take the experience of Londoners to the next level. Only one piece of the puzzle was missing: how to decorate such large walls with 1:1 scale landscape pictures?

“When we visited the location we envisioned transforming those large white walls into the infinite landscape of Dungeness on the Kent coast,” explains Tomaso. “The longest opposite walls could be decorated with 1:1 landscape pictures of the original installation with the structures standing against the shorter wall.”

Boano had come up with a strong design concept that could both transform the space at the brewery and further enhance the value of their piece of art.

“Prior to the Alphet project we had heard about Mimaki’s large format printers so we decided to get in touch with the company and see if they would like to be part of this event and they did,” explains Boano.



The artworks were printed on a sound-absorbing technical textile

Working to a tight deadline, Mimaki EMEA produced two large scale artworks sized 2.5x9.5 metres and 2.5x3.6 metres.

“The result is stunning,” says Boano. “Everyone who steps in is greeted by the visual impact of those massive high quality images and the way they completely change the perception of the space.”

However, the aesthetic outcome is not the only benefit. The artworks were printed on a sound-absorbing technical textile from PONGS with Mimaki’s UV printing technology.

“The acoustic properties of the SILENCIO fabric contribute to enhance the quality of the location by absorbing the noise of the vibrant crowds,” says Tomaso. “In addition, the use of a UV printing technology is in line with the original goals of our installation, bound to the topics of sustainability and respect for the environment which are central to our vision.”

Owners at Crate Brewery are so enthusiastic about the Alphet installation that they decided to extend the exhibition by a further month.



The use of UV printing technology is in line with the original goals of this installation, bound to the topics of sustainability and respect for the environment

“The project at Crate Brewery perfectly combines interior design, art and state-of-the-art technology,” concludes Tomaso. “In fact, we have redesigned the space with some architectural crafting involved when installing the printed artworks. Art is at the core of the installation and Mimaki’s cutting-edge printing technology was the tool that enabled us to make an idea become a working reality. This cooperation with Mimaki EMEA has enlightened us on the capabilities of digital printing. We are already generating new ideas and even revisiting some concepts that were put aside because we were struggling to find a way to produce them. We are looking forward to exploring further what digital printing technology, mixed up with creativity and architecture, can enable us to achieve in the future.”

www.hybridservices.co.uk



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Jansen strengthens European presence with larger portfolio of products and services

Jansen Display Group has been acquired by US-based Sign-Zone LLC. The company will continue to operate in Europe as an independent entity.

“Joining the Sign-Zone family gives our customers access to an even larger portfolio of products and services, which now includes digital and dye-sublimation printing and new digital signage,” says CEO Vit Zajíček.

“Adding print services and digital signage to an already robust line of snap frames, floor displays, LED frames and advertisement boards will make it even more exciting to work with us. We are a true total solutions provider in the display and signage industry.”

The new printing facility at Jansen Display headquarters in Přestanov, Czech Republic houses two HP latex printers dedicated to printing posters, banners and backlit materials, two Mutoh printers and a Monti Antonio press to handle dye-sublimation printing for textile products like table covers, beach flags, fabric back walls and silicone edge graphics.

“Our customers demand innovative and unique visual communication solutions as well as availability throughout the year,”



The new printing facility at Jansen Display headquarters houses two HP latex printers dedicated to printing posters, banners and backlit materials.

says Vit. “This is why we have partnered with Sign-Zone, made the investments in printing technology, broadened our digital

signage range and significantly increased our internal stock across the Jansen Display Group”.



New additions to the digital signage portfolio include digital kiosks and totem displays for indoor and outdoor use

New additions to the digital signage portfolio include digital kiosks and totem displays for indoor and outdoor use, digital window, hanging and wall panel displays and digital A-boards. Designs like the Trend Line have a sleek and sexy profile without compromising durability and use high quality Samsung screens.

“As a manufacturer we can provide competitive pricing, attractive designs, quality components and our digital products are in-stock and ready to ship,” says international sales director Nicola Forani. “UK customers can continue to expect the same world class customer service, greater product availability, access to printing services, fast deliveries and competitive pricing.”

As a result of these developments, Jansen Display’s UK office and warehouse have revamped their sales and customer service teams and increased stock levels.

www.jansen-display.com

Trend Line Digital Product Family

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LED Illuminated Outdoor Premium Poster Case

- state of the art manufactured poster case with top quality illumination
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- secured with lock for inside posters protection
- bright 24/7 LED illumination



DuPont appoints QPS as distributor of Aristri digital textile inks



Quality Print Services (QPS) has added the full range of DuPont Aristri digital inks for textiles to its product portfolio. These textile inks are available in both pigment and dye-based formulations and deliver brilliant colours, excellent fastness properties and robust print reliability.

Compatible with a wide variety of textile printing platforms including MS and Reggiani, DuPont Aristri inks have been developed for printing applications including apparel, accessories, indoor and outdoor soft signage, home décor, active wear and T-shirts. They are available in a variety of viscosity bands and approved and certified for a wide range of print heads typically used for digital textile printing including Kyocera, Ricoh Gen4 and 5, Seiko and Epson.

DuPont Aristri inks have been developed for print applications including apparel, accessories, indoor and outdoor soft signage, home décor and active wear.

Managing director Chris Bailey says: "We were approached directly by DuPont and it seemed like a perfect opportunity to expand our product offerings. We always respond to market demand and as we are increasingly receiving requests for textile inks other than dye sublimation for more specific applications, we know these additions will really benefit our customers.

"DuPont Aristri inks are backed by a comprehensive print head warranty when used with the verified range of print heads and DuPont have made provision to provide technical and colour support for clients making the move across to the Aristri range. On top of this, QPS brings a great deal of ink and digital experience to the end user. The Aristri inks sit nicely alongside our traditional graphics and signage business products and solutions.

Our solid foundation in the digital printing market will enable us to expand into the growing printed textiles market."

www.qualityprintservices.com

Latex printer now certified for white ink

Color-Logic has certified the HP Latex R2000 printer with white ink. Color-Logic develops colour communication systems and software tool sets for a variety of special effect printing applications. Director of sales and marketing Mark Geeves says: "The versatility of the HP Latex engine with white ink on a metallic substrate, in combination with the Color-Logic colour communication system and design tools for embellishment, is a game changer for printers. Prints from the HP Latex engine are incredible and open up vast new markets and applications for Color-Logic software in point-of-purchase and signage markets. The test form file on metallic stock submitted for certification provided an extensive metallic colour gamut. Moreover, the white ink, in conjunction with the Color-Logic Design Suite, properly displayed all Color-Logic decorative effects and embellishments."

Chief technology officer Richard Ainge comments: "In today's ultracompetitive

print market, time-to-market is critical and Color-Logic tools can accelerate prepress throughput incredibly. Graphic designers no longer need to manually create white ink masks and can confidently create metallic special effects that previously required countless hours and seemingly endless trial and error and with the Color-Logic FX-Viewer, designers no longer need valuable press time to verify their work before going to production."

Color-Logic provides brand owners, product managers, corporations and their advertising agencies the ability to differentiate themselves and their clients with a simple print production process that yields dramatic results. Its decorative effects utilise the existing workflows of printers and designers, yielding dynamic results without the use of special equipment and it supports the value of print and works with designers and printers to enhance their printed media.

www.color-logic.com



Graphic designers no longer need to manually create white ink masks and can confidently create metallic special effects that previously required countless hours



Roland TrueVIS VG2 printer/cutters approved for 3M MCS warranty

Roland DG's TrueVIS VG2-640/540 wide format inkjet printer/cutters with TR2 ink are approved for the 3M MCS warranty program. This provides full, non-prorated protection for the intended life of each graphic including fading, cracking, peeling and other aspects of the graphic performance. The weathering technology

and rigorous testing of ink and printer combinations that 3M stands behind with this warranty assures customers that the quality of their images will be maintained throughout the life of the graphic.

VG2 printer/cutters passed the 3M stringent testing process that has earned a

reputation for ensuring durability and reliability. Graphics manufacturers who use the TrueVIS VG2-640/540 printer and TR2 inks can visit the 3MTM MCSTM Warranty website to register their printer and receive their personalised 3M MCS warranty certificate. This website includes an easily accessible online warranty matrix which indicates the specific warranty provided around the world for both vertical and horizontal installations.

Kohei Tanabe, Roland DG president, digital printing business division says: "The TrueVIS VG2 will not only surprise your customers with its spectacular image quality but meets 3M's strict requirements for maintaining graphics beautifully and consistently for a long time.

"With the VG2 series you can not only excite the hearts and minds of your clients but ensure their peace of mind thanks to the excellent reliability of your graphics. I'm certain that TrueVIS VG2 will help take your business to the next level."



The 3M MCS warranty program provides full, non-prorated protection for the intended life of each graphic including fading, cracking and peeling

www.rolanddg.co.uk

Signs Express opens in Colchester & Chelmsford and Portsmouth

Mayura Joshi became the owner of Signs Express (Colchester & Chelmsford) at the end of 2018. The centre brings new opportunities for businesses to benefit from the latest innovative signage solutions. Covering Colchester, Chelmsford and surrounding area including Clacton, Frinton, Witham, Maldon, Ingatestone and Woodham Ferrers, Mayura's team offer exceptional services to assist their local businesses.

Mayura explains: "I'm incredibly keen to establish the Signs Express brand in Colchester and Chelmsford and deliver the best possible service to our customers. I find it quite amusing when I regularly come across people who are surprised at the fact that not only do I run a signage company but do it single-handedly. I genuinely believe that it's a 'person' that gets the job done, it doesn't matter if you are male or female."

Managing director of Signs Express, Jonathan Bean, comments: "I'm so pleased to see more women progressing into what has always been a male-dominated industry.

Mayura's tenacity and eagerness gives me every confidence that she'll do a fantastic job of leading the franchise in supporting Colchester and Chelmsford's local businesses with their signage needs. We're all excited to work with her and her team over the coming months and can't wait to see the business take off in 2019."

Mayura's centre is a fully equipped production facility with a temperature-controlled vehicle bay, offering a full range of solutions including vehicle graphics, illuminated signs, office signs, exhibition displays and window graphics. Mayura and her team have already completed several impressive projects.



Mayura Joshi opened the Colchester & Chelmsford centre at the end of 2018.

● FASTSIGNS is set to add a further centre to its growing UK network with the opening of one in Portsmouth that will operate alongside the brand's recently launched Southampton location. The centre will be headed up by local businessman Glenn Turnbull who brings over 20 years' sales and business management experience to the role.

www.signsexpress.co.uk

Specialist engraver celebrates 30 years in business

Brunel Engraving celebrates 30 years in business this year. The company, which boasts three dedicated websites and an extensive commercial engraving arm, provides bespoke engraving services to a broad spectrum of national and international clients.

Founded in 1989 by engineer and entrepreneur Martyn Wright, Brunel originally specialised purely in engraving but quickly moved into printing and etching. Martyn focused on developing a highly skilled workforce and invested heavily in the latest technologically advanced equipment in order to improve efficiency and expand the company's portfolio of products.

"Technology has been a key factor in Brunel's sustained success", explains Martyn. "Innovation and investment in state of the art equipment has enabled us to significantly increase our output over the years. The purchase of a wide format sublimation printer, flat bed UV printer and the latest computer controlled rotary and laser engraving machines enables us to offer laser engraving, chemical etching, anodic print, dye sublimation print, flatbed UV print and wide format UV print to all our customers. This is important for sign makers as although there will always be a place for traditional engraving demand is

growing for more complicated signs and name plates with an increased use of colour and therefore a need for print and etched plaques. Our investment in advanced technology gives us the capability to provide a full trade engraving service at very competitive prices. It means we can meet a whole host of engraving needs from name plates, plaques and slatz office signage to badges and labels."

Brunel was the first engraving business in Europe to take delivery of an Epilog G2 Galvo Laser System in June 2017 and last year completed an extensive refit and

expansion of its production facility in Clevedon to house the new equipment and increase workshop space.

The company achieved ISO 9001 2015 accreditation in 2018 in recognition of its professionalism and ability to handle a wide variety of engraving specifications for trade, retail and industrial and commercial customers.

"We are very proud to have achieved this landmark and to have successfully developed Brunel Engraving into one of the country's leading commercial and industrial engraving specialists," continues Martyn. "Over the years we have developed a reputation for providing quality, a fast response, rapid turnaround, accuracy and value.

"One of our main priorities will continue to be to support and work in partnership with our trade customers, providing a convenient, reliable, hassle-free service at a realistic price and enabling them to offer a full service to their own clients. Customer satisfaction has always been our first priority and we would like thank all of our customers for their support over the years. We will continue to strive to provide excellence in service into the future."

www.brunelengraving.co.uk



From left: Martyn Wright and technical director Phil Wright display the company's ISO 9001 2015 accreditation certificate.

Peak UK presented with Roland Hero 2018 award



Gillian Montanaro and Jerry Davies present the Hero prize to Pete Astles.

Roland DG EMEA has officially presented the trophy and prize for the inaugural Roland Hero Awards to winner Peak UK.

Owner Pete Astles and his team were selected as overall winner of the Roland Hero Awards by judges Gillian Montanaro, head of marketing at Roland DG EMEA; best-selling author and award-winning entrepreneur Beth Kempton; and FESPA president Christian Duyckaert.

The judges decided that Pete best encompassed what it means to be a Roland user, representing creativity, innovation, entrepreneurship and inspiration. His story of building up a kayaking apparel company using Roland Texart dye-sublimation systems to produce unique designs for Olympic teams, was "truly inspiring".

Pete says: "I was really proud of our story: great product, great use of sublimation printing. It's great to get recognition outside of our industry. Everybody's been involved in the design process so it's a really great team effort."

Managing director of Roland DG UK Jerry Davies comments: "Pete and the Peak UK team demonstrated how creative ideas can come to life with the right technology; in this case reaching the global paddle sport garment market by utilising the brilliant Roland Texart system."

Pete advises entrepreneurs thinking about working in printing or design: "find a niche, make sure your quality is top notch and stand out with your creativity."

www.rolanddg.co.uk



Major rebranding and restructuring initiative for XYZ

XYZ International has announced a major rebranding and restructuring initiative including a change in company name, new corporate identity and a realigned marketing strategy. Implemented by the parent company in Canada, the rebranding programme follows acquisition of the US-based waterjet cutting systems company WARDJet in 2018. This signalled XYZ International's entry into the waterjet cutting sector and precipitated the decision to carry out a total rebranding programme.

In consequence, XYZ International is now trading as XYZ Automation Group, a name that recalls the company's inception in the 1990s when it was known as XYZ Automation. More significantly, the rebrand serves as an indication of how the company has evolved over the years, with a much expanded product offering, greater market diversification and a high receptivity of the XYZ brand by the many industries it supports.

Supporting the rebranding programme is a visually stronger and more distinctive three-dimensional logo and tagline, rendered in a dark blue and light blue combination.

This will give XYZ Automation Group a new, stronger and readily identifiable corporate identity within the industries it



Supporting the rebranding programme is a visually stronger and more distinctive three-dimensional logo and tagline.

operates and those it plans to develop in the future.

UK managing director Mark Sweeney comments: "These changes will enhance the strong presence that the XYZ brand

has built in the UK and Ireland over the years and assist the shared objectives of developing new market opportunities for future business growth and prosperity."

www.xyz.co.uk

Drytac appoints specialist distributors

Drytac has appointed new specialist distributors and resellers to significantly increase its sales channels in the UK, creating exciting new opportunities in emerging markets for its customers.

Drytac resellers will provide valuable skills and experience to customers who are seeking new business avenues or looking to improve their existing services. "We were really pleased that our products

were showcased on so many stands at Sign & Digital," says sales director Steve Broad. "We've been working in partnership with major printer manufacturers around the world and this has opened up a whole host of new markets and opportunities for Drytac and its customers to explore."

"We are determined to assist Drytac users in maximising the opportunities in these new markets so it is with great enthusiasm that we welcome specialist resellers Perfect Colours, Soyang, Granthams, Sabur and CSL Digital to our distribution network, alongside our existing sales partner Antalis, in an expanded channel that can fully support the exciting developments in the UK wide-format digital print market."

www.drytac.com



Sign & Digital UK hailed a success

Sign & Digital UK welcomed over 5,095 unique visitors to its annual event this year, with 340 attending for more than one day. Decision makers came from a wide range of organisations while many substantial deals for new equipment were made over the course of the show, with visitors having access to over 185 leading brands and more than 50 new product launches and updates. Under the show's theme The Face of Innovation, Sign & Digital UK offered the show's most comprehensive content programme to date including live demos and lively and inspiring keynote talks and panel debates in the Main Stage Theatre.

Entrepreneur, author and inspirational speaker Sahar Hashemi hosted a well-received talk and Q&A on the opening day. The Main Stage theatre doubled as a TV studio, capturing the sessions and filming the many demos, workshops and vibrant exhibition stands throughout the show.

Away from the main stage, a further highlight was the HEXIS Battle Wrap contest, where contestants competed in heats over the three days. The contest concluded with a competitive final with Chris Hooper from Wrapworx winning the trophy and the final prize worth £2,500.



Many substantial deals for new equipment were made over the course of the show.

Dedicated demonstration zones: Décor Live in partnership with Antalis, Retail is Detail in partnership with ArtSystems and Signmakers' Workshop with expert trainer Paul Hughes encouraged visitors to try out different techniques while learning valuable tips from industry professionals.

Event director Rudi Blackett said: "It's been another fantastic year and we're already looking forward to hosting another great event next year with even more exciting and interactive content."

www.signuk.com

New president and vice president for BSGA

The British Sign & Graphics Association (BSGA) has announced a new president and vice-president. Founded more than 70 years ago, the organisation is now affiliated to the International Sign Association and rebranded as ISA-UK, powered by BSGA (ISA-UK).

Founder of uksignboards.com and director of Fast Signs (Scotland), Robert Lambie takes over from David Derbyshire of Astra Signs as president of ISA-UK.

"It's an honour to become president of ISA-UK at such a momentous time for the association and our industry," says Robert. "As technology continues to develop, the sign and graphics landscape is changing rapidly and the opportunities for creativity and innovation in our sector are massively exciting. I'm determined to continue David's good work and help take

our organisation forward to benefit our members and the industry as a whole. The ISA is instrumental in shaping and developing the sign, graphics and visual communications industry worldwide. Being joined with the ISA community will provide our members with access to a whole range of resources and expertise, complementing what we already have in the UK."

Sam Armstrong, managing director of signage consultancy Make it Happen, takes over as vice-president of ISA-UK.

"As an organisation we exist to help our members address some of the key issues within the sign and graphics industry from training and development of their people and environmental responsibility to tackling complex planning regulations and health and safety issues," says Sam. "It's



From left: Robert Lambie and David Catanach.

vital that professionals working within our community keep up to date with latest developments and we are here to help."

Director of ISA-UK David Catanach comments: "Working with bodies such as HSE and British Standards, we're committed to setting the quality benchmarks within our industry and helping our members to exceed them."

www.uksigns.org



Sign and communications franchise receives global recognition

FASTSIGNS has been named Supreme Champion in the Global Franchise Awards 2019 in recognition of its successful international franchise programme that has helped the brand grow to over 700 locations in nine countries.

In addition, the business was recognised as the top signage and communications franchise globally.

"We are honoured to be recognised by Global Franchise for our excellence in international franchising and the success we have achieved in the sign, graphics, and visual communications segment," says CEO Catherine Monson.

"I am a fervent advocate of franchising and constantly work toward raising the bar for what FASTSIGNS can achieve and the impact franchising can have worldwide."

"The 2019 Global Franchise Awards Supreme Champion was awarded to the category winner which, in the opinion of our judges, did the most in instigating a successful international expansion programme and in such the way it raised the bar in global franchising," comments



Mark Jameson, executive vice president of support & development at FASTSIGNS with Catherine Monson.

Ross Gilfillan, editor of Global Franchise. "Various aspects of FASTSIGNS' entry impressed the judges including relationship building, global intention,

marketing and the advancement in the cause of international franchising."

www.fastsigns.co.uk

Cobalt coating technology optimises substrates for HP Indigo printing

Kernow Coatings is expanding its Cobalt Coating Technology, a high performance primer for optimising substrates for HP Indigo printing. This proprietary technology is designed to address the needs of HP Indigo users seeking high performance printable synthetics and the ability to run an increased range of specialty media through the HP Indigo digital press. Built on customer feedback, Cobalt Coating Technology provides a durable and robust print surface with optimal ink adhesion to synthetics and specialty media.

Kernow's new coating technology is aimed at helping printers take advantage of the growing trend in synthetic printing while eliminating the need to laminate. The durable, water-resistant and long lasting benefits of printing on synthetics has opened new doors for printers servicing



customers in a wide range of markets and helps those looking to take full advantage of HP Indigo's print technology. It provides an exceptional print surface and maximises ink adhesion of the HP Indigo inks. Beyond improved print performance, Cobalt delivers an "unmatched" level of static control in films and enhanced stability in difficult prints. Cobalt is designed to work with a very wide range of print media and performs exceptionally well in all the HP Indigo print equipment.

"Building on our background in science

and coating engineering, we set out to tackle challenges printers brought forward," says product manager Dan Lawellin. "The result is a coating formulation designed for HP Indigo that delivers the durability, toughness and ease of use printers require to stay competitive in today's print market. Substrates coated with Cobalt Coating Technology deliver unprecedented ink adhesion, stunning print quality and the durability to match any use. With built in static control and an optimised finished surface, you can trust substrates coated with Cobalt to deliver where others simply cannot."

Cobalt Coating Technology is available on a variety of print media through Kernow sales and channel partners.

www.kernowcoatings.com

Soyang appointed Drytac Platinum partner

Soyang Europe is to become a distributor for Drytac, adding to its extensive portfolio a number of speciality adhesive film substrates.

"Here at Soyang Europe we pride ourselves on knowing our stuff about printable materials," comments managing director Mark Mashiter.

"Our specialist team has been hand-picked from across the industry with extensive knowledge about printable substrates from backlit textiles to printable flooring and self-adhesive vinyls. We're delighted to announce that we are a new Platinum Partner for Drytac. We're now stocking a range of specially selected products that fits with our core offering, providing our customers with fresh inspiration and new creative scope for printed application."

As a Platinum Partner, Soyang Europe has access to the full Drytac portfolio and will start distributing a selection of vinyl films from Drytac's Top Brands including the SpotOn, ReTac and ViziPrint ranges.

"SpotOn is a high quality, easy to apply graphic display media that has a unique 'dot pattern' adhesive system that gives



Soyang Europe has access to the full Drytac portfolio.

bubble-free application and we'll be stocking a number of different finishes," explains Mark. "ReTac ChalkMate gives a traditional chalkboard finish, ReTac Smooth 75/150 is for repositionable graphics and ReTac WipeErase is a white dry erase film giving a whiteboard effect.

The ViziPrint range includes options for self-adhesive applications to glass; it has a mechanical bond to gently adhere images meaning window graphics stay bright even when removed and repositioned."

www.soyang.co.uk

Top marks for customer service at FASTSIGNS

The Guildford centre of FASTSIGNS has proven its commitment to customer service excellence after receiving a 100% Net Promoter Score (NPS).

Harnessing the power of customer recommendation, NPS evaluates customer satisfaction by asking how likely people would be to recommend the service to a friend. Rated on a scale of 0-10 with the final score calculated as a percentage, the rating is an established metric used by many businesses to evaluate the success of their team and services, with only a handful of businesses having successfully attained a score of 100%.

The FASTSIGNS franchise received an overwhelmingly positive response from its customers, building on its previous years' score of 98% and making it the first FASTSIGNS centre in the UK to reach a score of 100%, over a full 12-month period of measurement.

FASTSIGNS Guildford owner John Harvey comments: "Our customers and the service we provide them is something we take very seriously.

"Since 2016 our centre has never dropped below an NPS score of 98% but receiving such a glowing seal of approval for our efforts with a score of 100% is fantastic.



"I'd like to say a big thank you to the team for their hard work and for always going the extra mile to make sure each and every one of our customer's signage and design requirements are met."

FASTSIGNS UK managing director John Davies adds: "The FASTSIGNS ethos places great customer service at the centre of everything we do and the fact that the average NPS score across all our UK FASTSIGNS centres is 85% is testament to that.

"Huge congratulations to the whole FASTSIGNS Guildford team for achieving such an exceptional score."

www.fastsigns.co.uk

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www.applied-image.com



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Selling due to recently purchasing a 2m x 3m high capacity printer.

If you are interested we would be very pleased to hear from you.

Working demonstration available on request.

For further information please contact: Paul Gregory, Atlantic Group

Mobile : 07970 837630

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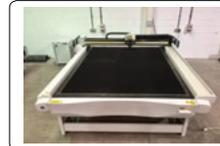
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Talented Signmaker North West England

Insignia Signs & Display Limited, headquartered in Dublin, Ireland, are currently on the lookout for a talented Signmaker for their new UK operation. Following a period of sustained growth and now established as one of Ireland's leading signage companies, we are seeking to hire an enthusiastic, organised and proactive team member for our UK office. The candidate should display the ability to co-ordinate a busy Signage company, specialising in the Temporary Signage market and the growing world of Vehicle Branding, through our sister company www.wrap.ie.

This is a full-time position and the candidate would be required to work at our North West of England location.

Working closely with the business's founder, the candidate would need to display a can do attitude and an ability to work in a fast paced, customer orientated environment. An ability to work with vinyl, rigid substrates and digital prints would be a distinct advantage.

A proven ability to determine work schedules, work with customers and managing a busy print room and factory floor, are all pre-requisites for this position.

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Working from home, you will be covering an area within a two-hour radius. Occasionally you may be called upon to support projects outside of your area where an overnight allowance plus accommodation will be provided.

You should have at least two years' experience in the application of wrapped digital images, cut vinyl graphics and chevrons. A Full UK Driving License with no more than 3 points is required. We will provide a modern equipped company vehicle, uniform, PPE and a safe working environment.

The successful candidate will be honest, self-motivated, have good communication skills, able to work from home, be flexible enough to placate the varying needs of our clients and to support neighbouring colleagues.

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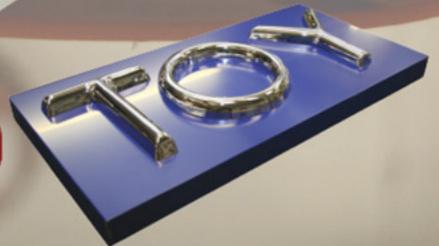
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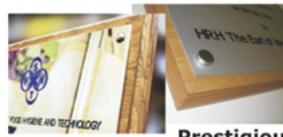


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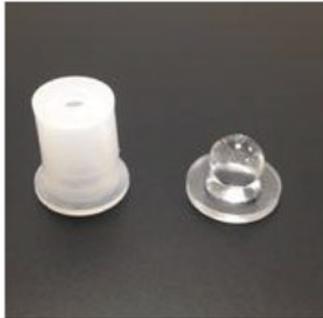
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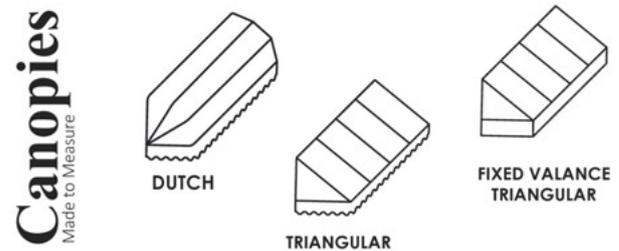
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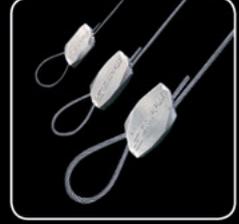
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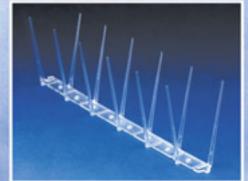
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Tel: 020 8751 7250
mailus@fabriccut.co.uk
www.fabriccut.co.uk
Trade suppliers of 3D built up letters and logos. Full LED service available for Halo or Face illumination. Stove enameling available from BS, RAL and Pantone colours. Fast turnaround with competitive prices.

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

I & N SIGNS LTD.

Flat House Farm, Gilmorton,
Leicestershire LE17 5NR
Tel: 0116 2478266
sales@iandnsigns.com
www.iandnsigns.com
I & N are a small family business specialising in the manufacture of built-up stainless steel and aluminium lettering for the trade. All font styles catered for in flat face, rim and return, rimless, etc. Over 15 years letter building experience, artwork services and friendly advice. Services from build only, through to completed projects with LED illumination ready for install.

ICE SIGNS

Tannery Works, 12 Whingate,
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Tel: 0113 2242124
sales@icesigns.co.uk
www.icesigns.co.uk
Manufacturers of Built Up - Flat Cut - Rim and Return Letters and Logos in Stainless Steel, Aluminium, Copper and Brass. We also fit neon tube or LED modules within the Letters for face or halo illumination.

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

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Since 1974, Sygnet Signs has built-up a reputation for being the best in the business. A trade supplier of 3D Built-Up letters with a brushed, satin, mill or chemically-coloured finish, our aluminium is 1050 grade and we use 304 and 316 stainless steel. We also offer a wide variety of back trays and are LED illumination specialists. All work is undertaken in-house at our headquarters in Leicester.

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SIGNS OF THE TIMES LTD

Wingfield Road Tebworth, Beds,
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enquiries@sott.co.uk
www.sott.co.uk
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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.

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Tel: 01536 203813
sales@tradeetching.com
www.tradeetching.com
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info@ward-signs.co.uk
www.ward-signs.co.uk
Wards of Bristol Specialise in manufacture, restoration and accurate reproduction of historic and modern coats of arms. We are able to produce from originals, information from heraldic associations, or even from a photograph. Check our website for recent projects.

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

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info@ward-signs.co.uk
www.ward-signs.co.uk

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

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Tel: 020 8751 7250

mailus@fabriccut.co.uk

www.fabriccut.co.uk

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SIGN HERE

179 Fosse Road North, Leicester,
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sales@sign-here.co.uk

www.sign-here.co.uk

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

SIGNATURE SIGNS LTD

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Tel: 01382 610 016

info@signaturesigns.net

www.signaturesigns.net

Trade suppliers of flat cut letters and logos. We offer lettering in a variety of materials such as acrylic, foamex, dibond, stainless steel and aluminium which are supplied with or without fixings and templates. We also supply 3D built up lettering in stainless steel or acrylic.

SYGNET SIGNS LTD

129 Humberstone Rd, Leicester,
LE5 3AP

Tel: 0116 262 6288

sales@sygnetsigns.com

www.sygnetsigns.com

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Brownings is one of the largest, TRADE ONLY suppliers of signage products in the UK. The Company manufacture everything from poster frames to flexface signs. We can supply you lengths of extrusions, signs in kit form or make the whole sign for you. We utilise the Signcomp suite including Econoflex, Retroframe and Fascia Frame. All signs are to your individual, specific requirements.

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www.blueprintsigns.co.uk

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info@thinklaser.com

www.thinklaser.com

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sales@applelec.co.uk

www.applelec.co.uk

Sole UK distributor of SloanLED LED systems. Trade suppliers of LED lighting solutions and manufacturers of the flat light unit, LED Light Sheet. We supply energy efficient, award winning LED modules in a variety of colours including RGB (colour changing). We'll support you in choosing the right LEDs for your project whilst our after-sale technical support ensures you receive continued assistance.

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BROWNING'S LTD

157 English Street, Hull, HU3 2BT

Tel: 01482 380900
sales@browning'sltd.co.uk
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Brownings is one of the largest TRADE ONLY suppliers of signage products in the UK. The Company manufacture everything from poster frames to flex-faced signage. We have our own extrusions for the manufacture of acrylic-faced light boxes and can supply as lengths, in kit form or as ready-made up signs. All to your individual, specific requirements in terms of size, colour or shape.

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

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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.

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BROWNING'S LTD

157 English Street, Hull, HU3 2BT

Tel: 01482 380900
sales@browningstld.co.uk
www.browningstld.co.uk
Browning's 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.

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

BROWNING'S 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.

UK POS

Horsfield Way, Bredbury Park
Industrial Estate, Stockport SK6
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Tel: 0161 431 4400/4411
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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.

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ATC LTD

Unit 3C Buckley Road Industrial Estate, 2 Buckley Road, Rochdale, Lancashire OL12 9EF

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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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.

FIRST SIGNS & LABELS LTD

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

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

HT SCREEN PRINT

15 Ridge Way, Hillend Industrial Estate, Dalgety Bay, Fife, KY11 9JH
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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Tel: 01603 666699
sales@mercuryphillips.co.uk
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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45 Nunney Close, Keynsham, Bristol BS31 1XG

Tel: 0117 986 7894 / 7291
bryan@bryanrawlings.com
www.bryanrawlings.com

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

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RIGHTON BLACKBURNS

Righton House, Brookvale Road, Witton, Birmingham B6 7EY

Tel: 0121 356 1141
sales@rblimited.co.uk
www.rightonblackburns.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.

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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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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.

VERY DISPLAYS LTD

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

Tel: 0116 232 3156
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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

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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

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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.

ISPI TRADE 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 Durley 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

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Unit 1, Wharfedale Business Park, Shetcliffe Lane, Bradford BD4 9RW

Tel: 01274 774477
sales@applelec.co.uk
www.applelec.co.uk
Highly confidential, trade only supplier to the sign industry. From metal flat cuts and built up letters to fascia, projecting and totem signs along with leading components such as our stocked SloanLED modules. Operating for over 20 years, our manufacturing facilities are constantly advancing to ensure we're always ready to help with your next project. Ask for our free unbranded product brochures.

BROWNINGSLTD

157 English Street, Hull, HU3 2BT

Tel: 01482 380900
sales@browningsltd.co.uk
www.browningsltd.co.uk
Browning's is one of the largest, TRADE ONLY suppliers of signage products in the UK. We manufacture poster frames, menu cases, slimlocks, signtrim, troughlights, acrylic-faced light boxes, flexfaced signage and now our new Texsign frames for internal use. Any size or quantity, from 1 off to multiple rollouts. We are happy to supply as lengths of extrusion, in kit form or as made-up signs.

SIGN TRADE SUPPLIES LTD

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

Tel: 01622 689 410
orders@signtradesupplies.co.uk
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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.

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.

SNAP FRAMES

SNAP-FRAMES.COM

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www.snap-frames.com

Snap frames are the clever front opening poster frames for the professional display for your promotional posters, signs, notices etc. Order online from huge stocks, for all sizes and styles including mitred corner, rounded corner, locking, tamper resist, freestanding, water-resist, coloured, wood effect, illuminated etc. Individually boxed and including anti-glare cover sheet, screws, wall plugs.

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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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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.

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Tel: 01525 874 185

enquiries@sott.co.uk

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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.

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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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BAILEY'S FREEHAND SIGNS & GRAPHICS

Southern England

Tel: 01865 863 669

Mob: 07906 177 276

signs@baileysigns.co.uk

www.baileysigns.co.uk

Bailey's signs is a specialist in the more traditional techniques of sign making such as Traditional Sign-writing & pictorial signs / Honours boards, Gold & silver leaf gilding on signs or glass / Restoration & Conservation area signs / Heraldic shield signs / Coach lining sign-work / Decorative Artwork / Mural / Fresco / Fine art / Portraiture / Picture & Mirror frame gilt work / Pub signs (.

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THE MAGIC TOUCH

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Tel: 01582 671 444

sales@themagictouch.co.uk

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

BROWNING'S 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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Tel: 0161 8 300 600

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.

PERFECTIONIST PROJECTS LTD

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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.

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ukcommercialgraphics@mmm.com

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3M graphics™ offer a wide range of applications to decorate, advertise or protect your spaces, supported by a choice of warranties for your peace of mind.

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www.apaspa.com

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.

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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

Tel: 01670 59 2095

graphics.averydennison.eu

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Tel: 01262 602 222

sales@greenstikmaterials.co.uk

www.greenstikmaterials.co.uk

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

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Pavilion Drive, Northampton

Business Park, Northampton NN4

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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.

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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: 01274 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 is available. Please contact our friendly team for more information and to request our free and unbranded product brochures.

ICE SIGNS

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

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 & information displays. We have 4 major systems for creating interior and exterior wayfinding sign solutions including; post and panel, flush panel and curved panel signs; desk, door and wall signs, wall directories, monolith and fingerpost signs. We have also offer a full graphics service if required.

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Maidenhead Office Park,

Maidenhead, Berks SL6 3QH

Tel: 01628 588722

sales@colourgen.com

www.colourgen.com

Colourgen is the UK's leading specialist distributor of large format digital colour printing solutions, consumables, bespoke software, engineering and technical support services. The Company is the exclusive UK distributor for the Mutoh Sign & Display, Speciality/Industrial, Dye Sublimation and Direct to Textile printers.

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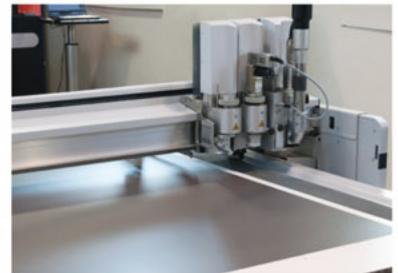
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