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# SignUPDate

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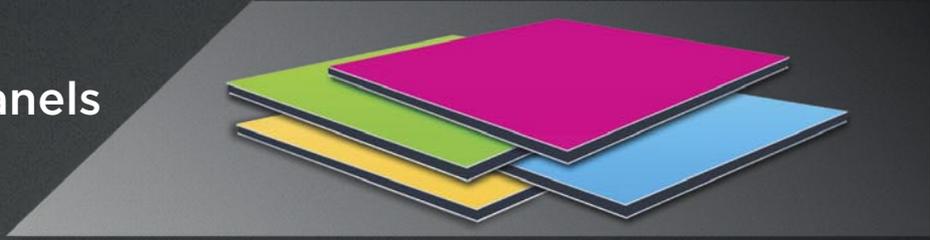
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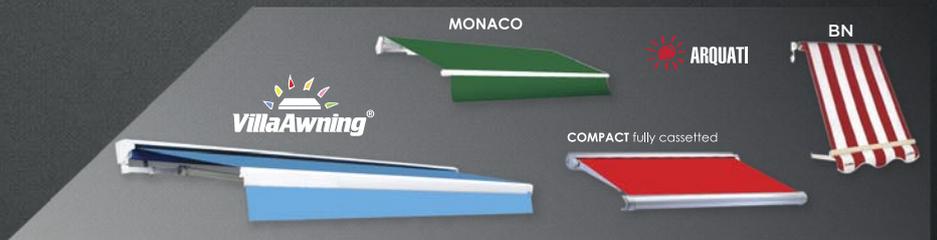
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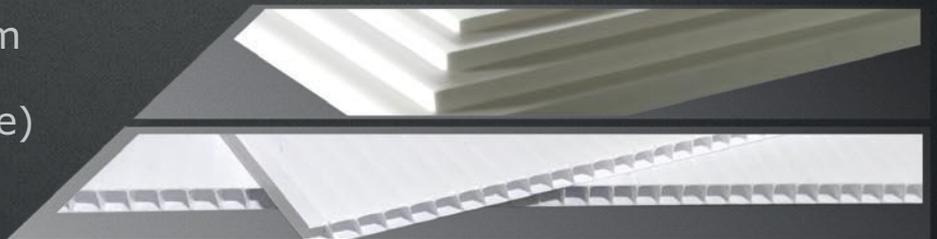
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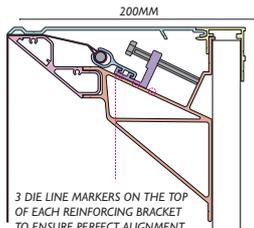
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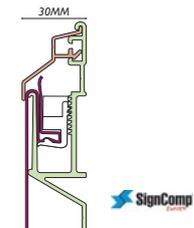
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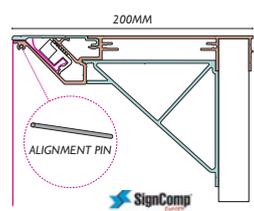
### SIGNCOMP FRAME

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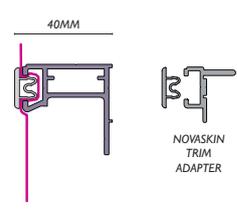
### NOVACOMP

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

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# WELCOME Page

## Innovate or stagnate?

Research commissioned by ISA-UK powered by BSGA reveals that, despite political uncertainty, optimism is high with more than half of the sign industry decision makers who took part in the online survey, reporting that business turnover has increased in the past year.

Placed against the backdrop of the latest market report from Smithers Pira showing that while the printed signage market has marginally declined by 0.3% year-on-year since 2014, it is forecast to recover value over the next five years, the overall outlook is one of cautious optimism. It seems that the general consensus is that design and innovation are increasingly important as customers look for more creative input from their signmaker than ever before.

This issue highlights technological advances in the art of CNC routing and engraving and how to go about selecting the right machine; and what key suppliers are offering in terms of education and training, with the basics for beginners and helping more experienced people in the industry to keep pace with the latest developments.

Our Toolbox offers hints and tips on getting the best from laser cutting technology, while an article on Pop-ups discusses how this trend can open up new opportunities for the signmaker.

In the next issue we feature built-up lettering and channel letter benders plus our regular reports on new products and applications, industry news and latest projects.

Sue Deane

Editor



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## Reflective satin silver PET film catches the light for stunning finish

Drytac has added Polar Chrome to its Polar range to provide even more options to print professionals, advertising bureau and retailers who want to make an impact with their displays.

Polar Chrome is a 75 micron (3 mil) reflective satin silver PET film that catches the light for a stunning finish. Thanks to its compatibility with eco-solvent, solvent, latex and UV printing technology and availability in rolls up to 60" wide, Drytac says it is suitable for a wide variety of applications including billboards, exhibition graphics, POS displays and public transport advertisements.

Its three-year indoor and two-year outdoor durability makes it perfect for interior signage and high impact outdoor signs, with a two-year warranty providing extra reassurance. Furthermore, Polar Chrome is "a great choice for the production of ultra-reflective labels".

Polar Chrome features Drytac's advanced clear permanent acrylic adhesive "which makes the installation and repositioning of graphics easy, while removal is quick and clean with no sticky residue".

Global product manager Shaun Holdom comments: "We're delighted to launch Polar Chrome, a new product perfect for truly engaging displays and signage.



"This bold reflective film has already been used to create incredible effects by our network of trusted distribution partners, especially when teamed with clear UV ink to create textures with depth and special

effect finishes. We're looking forward to seeing our customers' incredible designs using Polar Chrome."

[www.drytac.com](http://www.drytac.com)

## App creates virtual reality of signs in situ



SAi's VirtualSign is an augmented reality app which creates a virtual representation of what signs will look like in situ in reality.

Available at no extra cost to SAi Flexi subscribers, the app enables sign and display users to project a customer's

banner or sign onto the side of a building or other space for which it is intended, thereby offering increased visualisation and appreciation for customers.

SAi says the objective is to enable sign and display businesses to secure go-ahead for projects faster and perhaps increase production throughput, thanks to an enhanced buying process and improved customer interaction.

VirtualSign allows users to capture and send images directly from the app, making it "easier than ever" to share creative ideas.

[www.thinksai.com](http://www.thinksai.com)

# comparing apples to apples

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## Self-adhesive, PVC-free film for wall coverings is scratch-resistant

Kernow Coatings has introduced a new self-adhesive film for wallcoverings. WallSharK is self-adhesive, PVC-free, slightly textured, very stable and scratch resistant. It will not shrink even after longer application and therefore enables "perfectly invisible" butt-joint applications.

The film coating is said to offer excellent colour gamut options for all types of wide format inks. After application, the satin matt finish of the material and the seamless joints between the different panels will offer the impression of a traditional wallcovering rather than a vinyl; this is what end users are looking for, says Kernow.

Installers will be able to apply the product like a self-adhesive vinyl with a wet or dry application but enjoy the stability of the WallSharK that will "not distort when repositioning, guaranteeing a perfect alignment of the print pattern".

Kernow says it will work perfectly on all standard eco-solvent, solvent, latex and UV printing devices.

The 170µm (6.7 mil) PVC-free film was developed from the successful FloorShark floor graphics film, using the same shark-skin ink-receptive technology.

After drying, the ink will be very scratch-



After application, the satin matt finish of the material and the seamless joints between the different panels will offer the impression of a traditional wallcovering.

resistant, avoiding the time-consuming and costly additional step of laminating. The adhesive is designed for internal smooth walls with an emphasis on good adhesion and suitability on most wall

paints and lacquers. WallSharK is available in 1372 and 1524 mm widths (54" and 60").

[www.kernowcoatings.com](http://www.kernowcoatings.com)

## Image transfer process for vacuum bottles

With the current global crusade to banish and replace all single use plastic bottles from our daily lives, TheMagicTouch offers its image transfer process to decorate and personalise vacuum bottles. Using the latest in white-toner technology together with the established CPM transfer paper, full colour designs can be applied using a traditional mug press. Unlike sublimation, the process is able to register white and therefore full colour imaging is possible on any colour bottle. These products can now be decorated with a minimum of one, making them considerably easier to sell and market to target customers.

This bottle style design incorporates an insulated food grade stainless steel layer with an insulated liner that enables the



bottle to keep drinks hot or cold for up to 12 hours. The bottles are easy to clean, rust and leak proof with a wide drip free opening. The average cost for the full colour decoration is less than 25p per bottle and takes less than two minutes to

produce. The company offers a range of coloured enamel mugs printed using the same CPM process with the same traditional mug press.

Managing director Jim Nicol comments: "These products make real sense and will be part of our lives for many, many years to come. Until now the choice of technology available to decorate different colour mugs and drinks bottles has been restricted either to traditional screen/pad printing or more recently using UV printers; what we offer is an affordable, quick and very durable solution assisting customers to increase the range of products possible using the TMT/OKI white-toner technology.

[www.themagictouch.co.uk](http://www.themagictouch.co.uk)

# The all **new** Ecolux Mini



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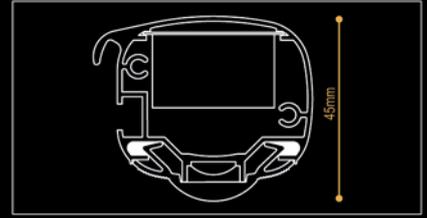
The best things are always simple, and our latest LED sign light is jam-packed full of new ideas and innovative design.



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## RIP and print workflow software for wide format applications

Onyx Graphics has released the newest version release of its wide format RIP and print workflow software. Introducing the Spark Engine and DeviceLink+, ONYX 19 brings “new cutting-edge technologies to go bigger, bolder and beyond the limitations of wide format print for all print applications” including soft signage and textile.

The Spark Engine is a performance platform bringing RIP speed increases up to 400% and printer performance increases up to 200%. DeviceLink+ is a system of easy-to-use colour management controls to achieve consistent colour across an entire site without the need to read in new swatches or use a colour measurement device.

“We’re amazed at the response ONYX 19 has received,” says Bryan Manwaring, director of product marketing. “Customers are already seeing the Spark Engine at work through increased production capacity while DeviceLink+ is creating new possibilities to achieve outstanding colour output that can be automated at the click of a button.”



ONYX 19 introduces Step and Repeat functionality for a 600% performance increase; new dot pattern technology for the smoothest output on all wide format print applications including soft signage and textile; adds nest trim box features for weeding and finishing print and cut jobs; and provides the ability to build iccMAX v5 profiles. Coupled with the latest Adobe

PDF Print Engine (APPE) 5.1, ONYX 19 is a winning combination for any print application, says Onyx.

Highlights include advanced compression algorithms in the Spark Engine increase RIP speeds up to 400%; threading pipeline in the Spark Engine improves printer performance up to 200%.

Rendering technology in the Spark Engine increases Step and Repeat performance up to 600%; colour management automation controls using DeviceLink+; consistent colour across devices using DeviceLink+; while iccMAX v5 profiling provides next-generation colour output accuracy.

In addition Dot Pattern Technology allows for the smoothest output on all wide format print applications; automation for Step and Repeat jobs for seamless workflows; Print Isolation Technology ensures print production continues in the event of printer failure; and nest trim box is designed to save time weeding and finishing jobs.

[www.onyx.com](http://www.onyx.com)

## Software offers increased CNC routing control

SAi has announced a significant upgrade to its EnRoute CAD/CAM software. Version 6.1 meets the needs and budgets of users across multiple industries and is accessible to existing subscribers of EnRoute software.

EnRoute 6.1 includes new efficiency-enhancing tools to boost CNC routing capabilities for signmaking. These features span improved previewing options,

comprehensive job statistics and greater cutting control and include the newly introduced Backplot tool which simultaneously generates four preview angles and contains detailed cut statistics. It incorporates color code for the text in the file, making it easier to identify what is included on the output file.

The Group Order function which allows subscribers to select the order in which they want the objects to be cut and saves this to a group which can be copied allows users to dramatically reduce their design time and maximise throughput.

Job Statistics deliver improved information of cutting time; by providing realistic production times and job estimates, users can optimise throughput. By drawing a simple line on screen users can quickly select the order of the parts to be cut, providing them with superior cutting control. In addition, EnRoute 6.1 subscriptions include useful time-saving features including a Hot Folder option which ensures that once a part is

outputted from EnRoute 6.1, it is automatically saved in a predefined (hot) folder created by the user, ready to be cut. This reduces the time required to save each part and decreases the risk of manual errors.

Introduced to create toolpaths for cutting complex geometries is the Drag Knife tool which uses a motion-controlled knife that dictates the direction of the blade. This provides new and advanced functionalities to users of entry-level CNC machines without the large capital investment of a premium cutter.

SAi's options enable users to access the exact productivity and design tools required. For those seeking a comprehensive design-to-output workflow, EnRoute Complete comprises the full spectrum of tools. EnRoute Designer provides users with access to standard production tools at an entry level price.

[www.thinksai.com](http://www.thinksai.com)



# GRAPHTEC The professional range of cutters

## FCX2000

The Graphtec FCX2000 is the ultimate solution for prototyping and small production runs of flexible or rigid materials without the use of a cutting die. Reduce media waste / processing time with Graphtec's precision cutting and dedicated software. Added offline (USB) operation enables users of all skill to easily process materials. Two cutting heads for maximum productivity allows for cutting and creasing or die cutting and kiss cutting in one action.



## FC8600

The FC8600 series features a maximum cutting speed of 1400mm/sec, 4.0G maximum acceleration, and 20g to 600g selectable cutting forces, allowing users to process diamond grade, high-intensity reflective film, sandblast resist rubber, automotive window & paint protection films, self-adhesive vinyl, Amberlith™ and Rubylith™, among other media types. A true production machine.



## CE6000 plus

Graphtec's latest addition to the CE6000 range, the CE6000 Plus, is now available with new and enhanced features that enable higher levels of productivity. The new Plus series comes with 450g force and are supplied with Graphtec Pro Studio Software from SAi. Featuring an electronic design and a manufacturing process that minimises lifetime environmental impact, the 6000 series is also cleaner and greener.



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## Laserscript 2019 range of CNC routers and laser cutters



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## UV inkjet machines offer more than 50% increase in speed



*The Onset X HS (high speed) range offers a “dramatic increase in speed and productivity” – now printing up to 1450m<sup>2</sup>/hr, utilising a new single cycle mode.*

Inca Digital has introduced a powerful addition to its Onset X UV flatbed series. Featuring two machines, the Onset X HS (high speed) range offers a “dramatic increase in speed and productivity” – now printing up to 1450m<sup>2</sup>/hr, utilising a new single cycle mode.

Compatible with Inca Digital’s range of application specific robotic handling systems and incorporating “30 second job set up and single cycle” printing mode, the HS range is set to deliver another “step change” in inkjet printing.

The Onset X HS launch is partnered with a new inkjet range. Uvijet OX features a patented ink technology developed and manufactured at Fujifilm Speciality Ink systems in the UK, designed specifically for the Onset X HS family of printers to achieve exceptional adhesion on rigid plastic media at the highest speeds.

CEO Stephen Tunnicliffe-Wilson says: “We believe the launch of this new generation of Onset X machines positions Inca Digital firmly at the forefront of the high end inkjet market. Inca Digital has always been focused on pushing the boundaries of what is possible in print. The dramatic increases in overall productivity, made possible by the further integration of robotics and great advances in printing speeds, print quality and substrate compatibility, mean all print businesses and entrepreneurs have the capability and capacity to grow market share and confidently move into new markets.”

The ‘single cycle’ print mode to the Onset X HS, made possible by the optimisation of the print jetting profiles and jetting frequencies, means the new HS range can print at speeds up to 1450m<sup>2</sup>/hr, more than 50% higher than previously published throughput figures. The intelligent bonding properties of the new Uvijet OX ink ensure maximum adhesion to a much wider range of media, even at these new highest printing speeds.

Machine downtime caused by job changes and set up routines has also been dramatically reduced with the integration of a range of automated features on the HS machines. On- and off-loading systems, UV shutter alignment and table skin adjustments have all been automated, reducing operator intervention and bringing job set up time down from an average of 15 minutes to around 30 seconds. Inca Digital’s own research in the field suggests this will substantially increase machine capacity and utilisation in “real world” situations.

The Onset X’s scalable architecture and multi-substrate printing capability has helped to make it the machine of choice of many print businesses for whom maximum productivity and flexibility are key. The Onset X HS, combined with the robust adhesion qualities of Fujifilm’s Uvijet OX ink, further builds on this reputation.

Together, the Onset X HS and Uvijet OX inks open up an extensive new range of applications and possibilities in markets

where the demand is growing for shorter run but the highest quality printing on corrugated board, packaging and non-PVC rigid plastics.

“We are very proud of this new range of Onset X HS machines,” concludes Stephen. “They are the latest example of Inca Digital’s proud tradition of launching inkjet machines that have a transformative effect on the industry.

“To secure such a significant increase in the headline speeds and overall productivity of the Onset X series is an outstanding achievement. Credit must go to the R&D teams at Inca Digital and our partner Fujifilm, both of whom have worked hard to bring together an integrated solution that puts us once again right at the front of inkjet innovation.

“We all know the market is constantly evolving and print businesses need to ensure that they have printing technology that not only fits today’s needs but gives them the ability to respond with speed and agility to tomorrow’s challenges. I believe the Onset X HS range gives these companies the speed, productivity, quality and flexibility to take on these challenges and opportunities with confidence.”

[www.incadigital.com](http://www.incadigital.com)



# Low maintenance dye-sublimation printer reduces downtime

Building on the success of the SureColor SC-F6200, Epson has announced the SC-F6300, 44-inch, dye-sublimation printer. Having been developed for textile producers, photographic studios and promotional goods businesses, the SC-F6300 offers improved user productivity and reduced downtime. This is achieved through simple installation, easy user maintenance and a complementary suite of bundled software that allows users to better manage their printing efficiency.



*No specialist knowledge/tools are required for installation and maintenance.*

Epson UK sales manager Phil McMullin says: "Epson's printer heritage speaks for itself and we're delighted to offer users the complete end-to-end production package for their peace of mind and convenience. We've made sure that installation and maintenance is so simple that no specialist knowledge or tools are required. We're confident that we've designed a dye-sublimation printer that will keep

businesses running at peak efficiency and requires little user intervention."

SC-F6300 bundled software includes

Epson Edge Print RIP, Epson Edge Dashboard Support (including EMX profiles), and Epson's LFP Accounting Tool. These provide the most appropriate level of software support to help businesses run even more efficiently and better analyse costing and profitability. All new features and enhancements are there to reduce users' TCO. Easy user access and printhead maintenance, minimise the need to call an engineer.

The optional Epson branded take-up reel offers more control of take-up quality while improved specification of key parts increases the product life and ROI. The SureColor SC-F6300 has been designed to play a crucial part in the seamless delivery of a total end-to-end colour printing solution. One manufacturer – one complete dye-sublimation package.

[www.epson.eu](http://www.epson.eu)

# High clarity self-adhesive film for glass

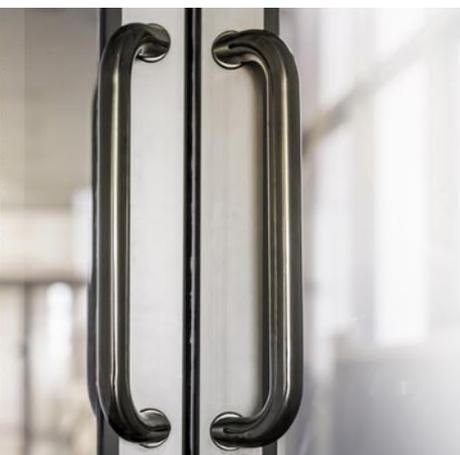
Spandex is launching the latest addition to the ImagePerfect range of specialist window and glass films. Said to be ideal for short term promotion, 2926 Easy Glass is an ultra-clear printable self-adhesive polyester window film designed for ease of use even by non-professional installers such as retail staff.

Thanks to its removable adhesive system with clean-peel properties, this film is easy to apply and reposition and can be removed without leaving residue on the glass surface. The static properties of the Easy Glass clear carrier film mean it can be applied as an additional protective layer over the window graphic if required.

promotional solution for short-term indoor and outdoor glass decoration, as well as shop window and showcase advertising displays. The "crystal-clear" film enables printed graphics to be applied without compromising visibility through the glass surface. Viewability of the printed image will be the same on both sides of the glass. This new film promotes high levels of print quality with standout text definition and a large colour gamut, resulting in colourful, eye-catching images. The film has been specifically designed for digital large format inkjet printers and is compatible with eco solvent, solvent, UV-cured and latex inks.

ImagePerfect 2926 Easy Glass balances the ease of application of a static cling with the performance of a self-adhesive vinyl.

The high clarity of the film gives the illusion of the graphic being printed directly onto the glass surface, making it a useful



Viewability of the printed image will be the same on both sides of the glass.

General manager Leon Watson says: "Customers delivering printed graphics for retail and corporate spaces have been asking Spandex for a solution to balance the performance attributes of static clings and conventional self-adhesive materials. We're confident that ImagePerfect 2926 Easy Glass brings together the quality expected by retail brands, with the ease of application demanded in a sector where campaigns change regularly to reflect seasonal promotions."

[www.spandex.co.uk](http://www.spandex.co.uk)

## Opaque, self-adhesive polyester fabric does not stretch or shrink

InkTec's extensive media range now includes an opaque self-adhesive fabric. This non reflective polyester fabric has been specially developed with easy to apply repositionable adhesive that does not damage the host surface or leave residue when removed.

The opaque block-out feature is designed to make installation easier and allows for overlapping of seams. TEX-RA is ideal for a large variety of applications including wall coverings, events, exhibition stands, interior design projects, advertising and promotions; commercial branding and especially good for the retail environment and point of sale materials.

From a printing and application perspective, the polyester material is dimensionally stable, tear-resistant and wrinkle-free which means there is no stretch or shrink.

The fabric adheres to non-porous smooth flat surfaces with a minimum of preparation. Available in widths of 54" (1372mm) and 60" (1524mm) widths, it is supplied in 30metre length rolls, compatible with Solvent, Eco Solvent, Latex and UV inks.

Head of IP consumables sale Peter Davidson says: "The new TEX-RA opaque fabric fills a gap in our media product



*From a printing and application perspective, the polyester material is dimensionally stable, tear-resistant and wrinkle free*

portfolio. We have been looking for a product that has this advanced adhesive technology for some time and are pleased to announce this breakthrough".

TEX-RA offers many advantages which include limited installation skill, infinite

repositionable possibilities and leaves no residue when removed. This is the first of a selection of new media products that InkTec Europe is looking to launch over the next few months.

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<b>3mm</b>	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
<b>5mm</b>	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
<b>10mm</b>	2.50	3.00	3.96	4.92	6.15	7.86	9.15	12.84	13.91	16.85	19.30	23.01	26.22	30.50	34.24	38.52	53.50	78.11	100.58	130.00

**FOAM PVC** (all available colours - 10mm & 19mm available in white only) £18 + VAT minimum charge + carriage

Height	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	700mm	800mm	900mm	1200mm
<b>3mm</b>	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
<b>5mm</b>	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
<b>10mm</b>	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
<b>19mm</b>	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
<b>Colours</b>	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
<b>Mirror</b>	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
<b>Brushed</b>	1.85	2.33	2.97	3.71	4.24	5.19	6.25	7.42	9.01	10.60	12.19	13.78	16.96	18.55	20.67	23.32	30.74	41.34	51.94	71.55

**MILL FINISH ALUMINIUM** (Comes in its raw form ready for coating) £18 + VAT minimum charge + carriage

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	700mm
<b>2mm</b>	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
<b>3mm</b>	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
<b>5mm</b>	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
<b>6mm</b>	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
<b>12mm</b>		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
<b>18mm</b>		2.70	3.42	4.46	5.57	6.77	8.35	9.35	11.60	13.39	15.96	18.27	22.31	24.05	31.45	94.11

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

**MOULDED ACRYLIC LETTERING** (Including locators and paper template) \*ADD 10% FOR SILVER & GOLD

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

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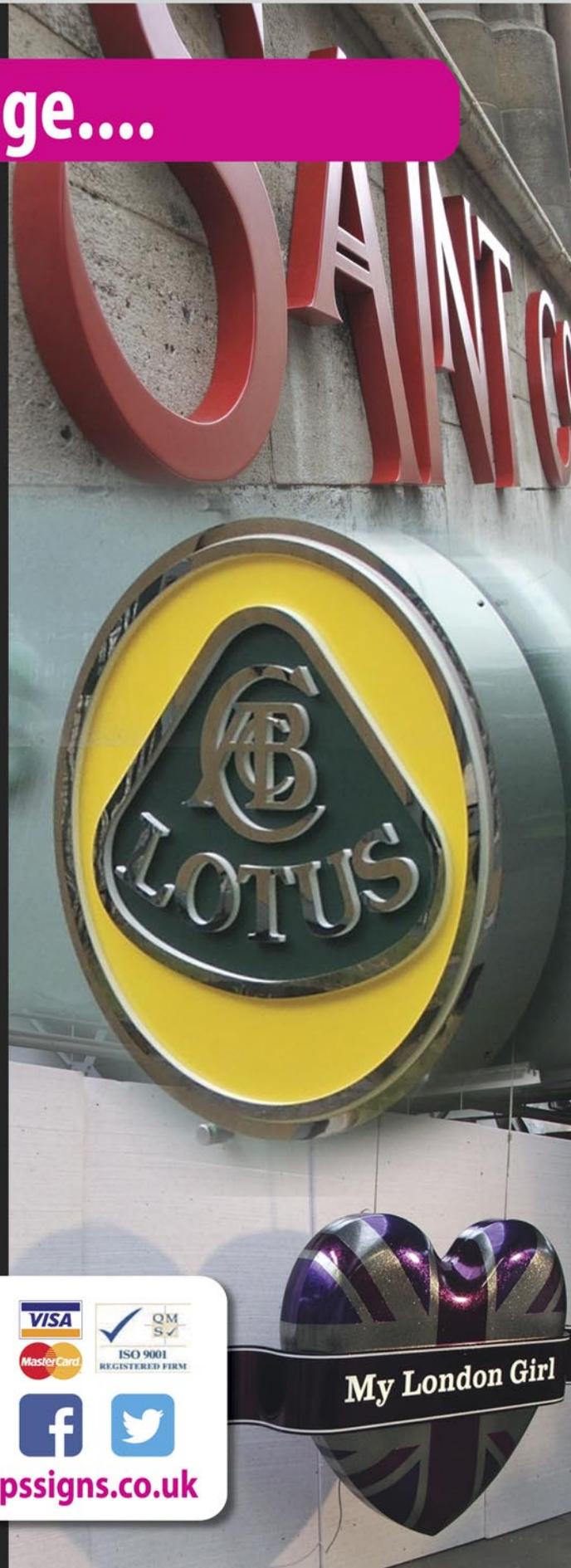
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# CNC ROUTING Feature

## The route to success *By Jack Gocher*

**A CNC (Computer Numerical Control) router is one of the most expensive capital investments likely to be made by a sign manufacturer. Yet no matter how diligent the decision-making process, with all of the appropriate questions seemingly answered satisfactorily, a number of thorny issues can still remain that could delay the decision to purchase, leading to a disruption in production with consequent loss of business and reduced profitability.**

It is important to recognise that CNC routing and cutting technology has existed for decades and like most technologies continues to evolve at a rapid pace. For this reason, changes can occur during a lengthy purchasing process whereby the router selected will meet the perceived requirements of a customer at the time of purchase but less likely to do so in the future if these possible changes are not addressed at the outset.

Buying the cheapest machine available is strictly a short-term financial decision that ultimately could prove costly if a known and reputable manufacturer or supplier is not used. The serious downside to this would be a lower than promised machine performance, unreliable and possibly unqualified technical support and a difficulty in sourcing essential spare parts and accessories. Buying a more expensive but considerably superior quality machine should eliminate all of



*A router is a significant capital investment for any business*

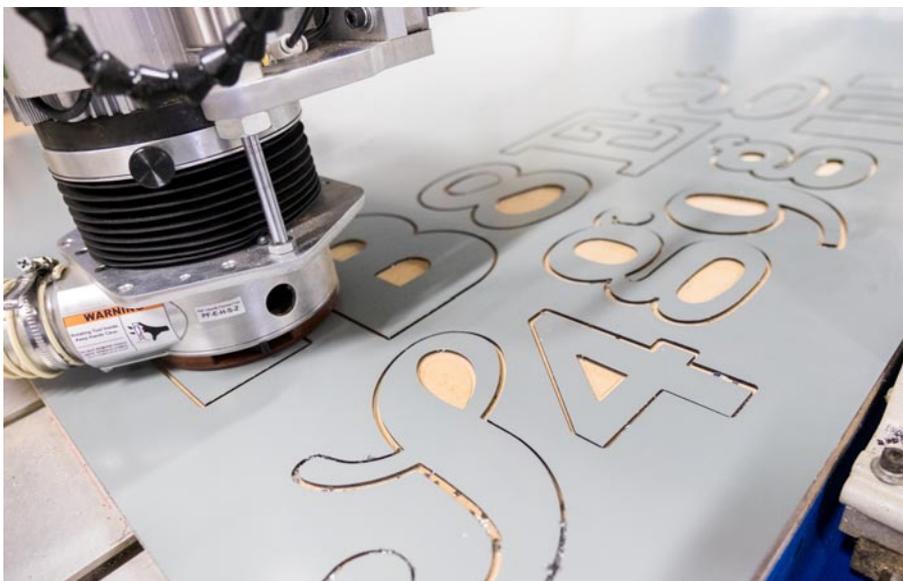
these problems, in addition to providing an ROI estimated to be from just two up to a maximum four years.

Whilst purchasing a machine with more capacity than needed is not cost-effective, buying a machine that turns out to have a less than required capacity is even more so. Buyers should seek expert advice on what the correct processing area should be, contingent upon the long-term predicted use of the machine.

CNC routers/cutters are available in a wide choice of bed sizes and with a huge range of tools to create literally thousands of different configurations to meet virtually any production requirement. Tooling is a continually developing area of routing/cutting technology, as a result of the emergence of new and frequently more complex and difficult-to-process materials that require tools with special geometries and/or protective coatings.

Most recognised suppliers of branded routing/cutting machines invariably offer a wide range of both standard and optional production-enhancing accessories. Typically, these can include the latest machine controllers with integrated camera-based material registration systems for optimum routing/cutting accuracy, radically expanded Automatic Tool Change (ATC) systems for work involving multiple tools and high-performance drive systems that provide more even distribution of the workload to enable faster throughput speeds, less material wastage and ultimately a longer than normal machine life.

At some stage, CNC routers will require servicing and occasional repair. It is important, therefore, to know the supplier's support network and verify its response capabilities. Purchasers of new machines should seek out suppliers with specially

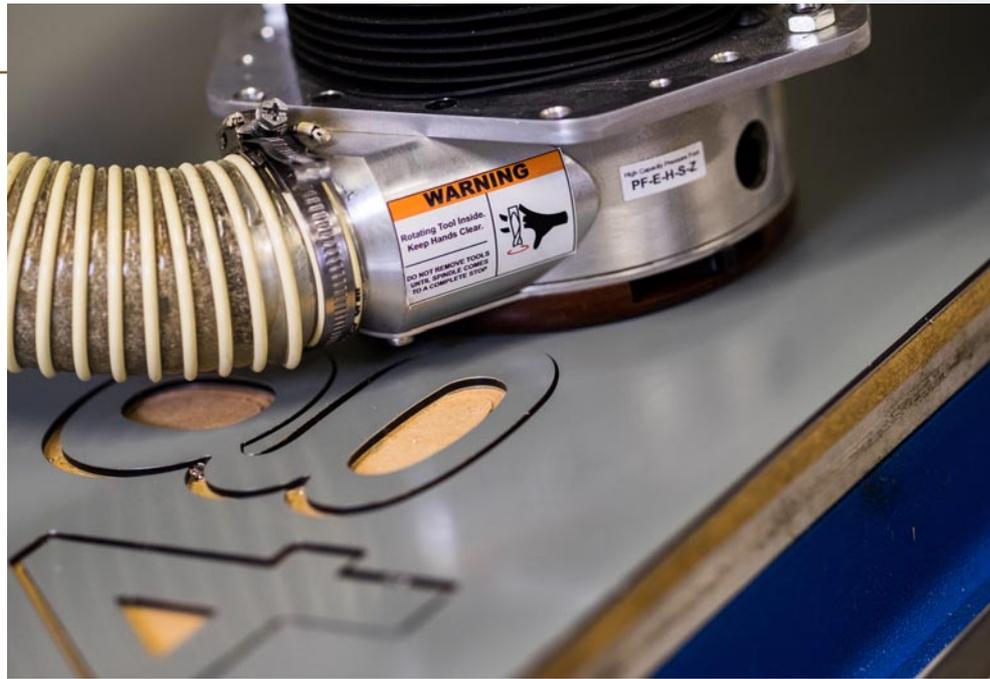


*Choosing the right tools for the material is vital*

trained application engineers that are on call either for online help or, as required, on-site support delivered at a customer's own facility.

A router should be capable of evolving in tandem with new technologies. It is important to always deal with a supplier that can retrofit and upgrade machines without any third-party involvement.

Not sourcing a supplier that has its own spare parts facility is the bane of any business. Downtime is expensive and unacceptable to machine owners. Reduced production capacity is invariably a result of delays in sourcing vital spare parts. Manufacturers should use a supplier that can offer a 24/7 in-house capability on all necessary spare parts, accessories and consumables with same- or at worst next-day delivery.



And finally, you should always deal with a supplier that understands the individual requirements of each and every customer and can offer bespoke product training

courses. These can be conducted either at the your own premises or at the supplier's facility using highly skilled and informed experts.

## Latest routing/cutting and engraving solutions from XYZ



The XYZ PANELBuilder for for processing aluminium plate and metal composites

This year, the recently rebranded and restructured XYZ Automation Group has announced three important routing/cutting and engraving solutions. Under the newly designed XYZ brand, these comprise the Infinite, PANELBuilder and WARDJet machines.

Building on the legacy of previous XYZ machines in terms of outstanding build quality, reliability and enhanced productivity, the XYZ Infinite combined routing and knife-cutting system is said to have set a new benchmark for CNC machine performance. Key design features include the now familiar solid steel frame construction to accommodate the most vigorous machine operation likely to be encountered and a new carriage design that enables much easier access for servicing and installing machine tool upgrades.

Infinite can be configured with a choice of single, dual or triple routing/cutting heads and incorporates an expandable processing bed size of up to 3,251mm (width) by an impressive 15.24m (length) to accommodate the largest sheets of material.

.....Continued on page 20

# CNC ROUTING Feature

.....Continued from page 19

An important new design feature is a redesigned and more efficient dust extraction system that eliminates problems associated with clogging of the machine, thereby minimising expensive downtime and helping enhance machine performance. This is supplemented with a new misting system to enable more efficient cooling and lubrication of the machine.

As with all XYZ machines, Infinite is available with a raft of standard and/or optional machining enhancements. These include an expanded (up to 33 stations) ATC (Automatic Tool Change) system, the XYZ Zone Management facility for optimum material hold-down efficiency and the latest A2MC machine controller with integrated AVS (XYZ Vision System) for precise routing/cutting accuracy.

Optional VECTRIC VCarve and Aspire design and production software (supplied as part of a package) provide all of the necessary tools for 2D and more complex 3D applications.

The redesigned and upgraded XYZ PANELBuilder system has been developed specifically for processing aluminium plate and metal composites (ACM/MCM), stainless steel and other non-ferrous metals and high-pressure laminates (HPL), all of which are used extensively in the sign manufacturing industry. It incorporates a specially configured triple Z tooling arrangement, complete with three five-horsepower high-performance spindles that groove, drill and profile-cut multiple sheets of material in a single cycle.

The system provides processing areas of 1,524 x 3,048mm up to 2,159 x 12,129mm and longer in increments of 600mm. These allow one or more standard sheets of material to be processed simultaneously to accommodate special one-off or high-volume requirements. The specially designed dedicated software is supplied loaded with numerous panel designs to help, in particular, small start-up companies.

“The specially designed dedicated software is supplied loaded with numerous panel designs to help, in particular, small start-up companies”

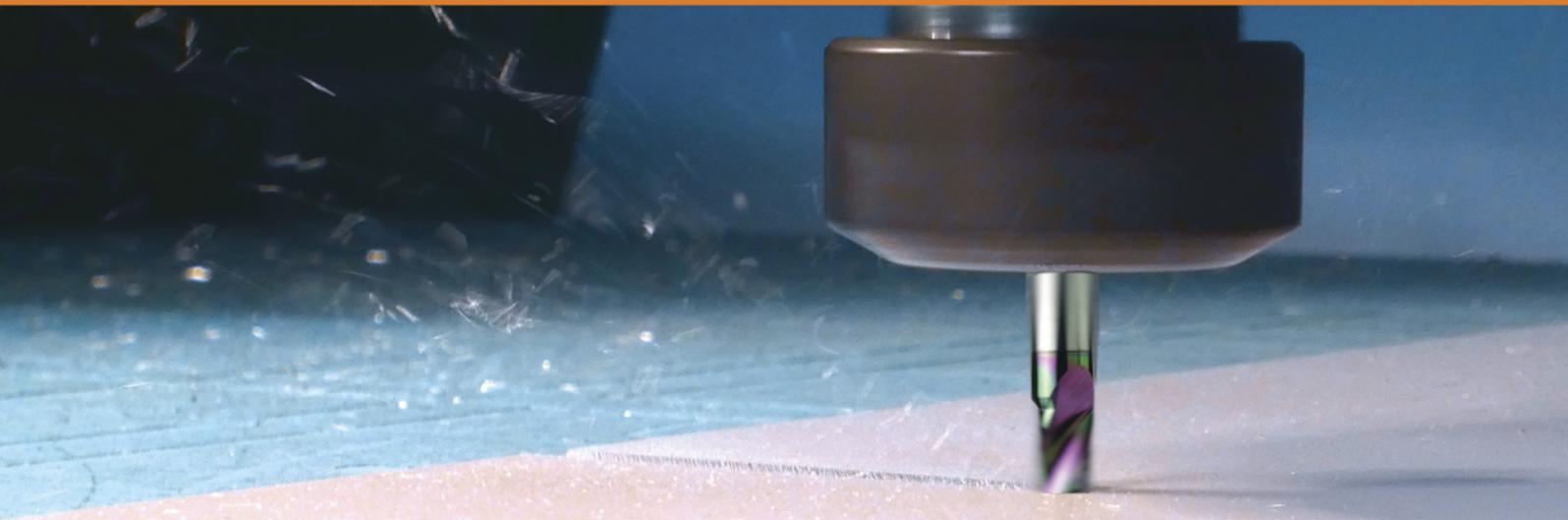
Additional design features include a powerful vacuum-based material hold-down system, an automatic mister/coolant device and pop-up location pins for optimum material alignment. Waste material is safely removed via a chip extraction system incorporating an automatic vacuum extraction manifold.

[www.axyz.co.uk](http://www.axyz.co.uk)



The XYZ Infinite 5010 offers outstanding build quality

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# CNC ROUTING Feature

## Summa right for CNC routing

**CNC Routing automates the process of cutting for sign makers, something that with the industry pressure of today, is a necessity. Large format reseller printMAX feels that the customers should take great care when deciding what type of CNC router to bring into their businesses. For sign makers, printMAX would recommend the Summa F-Series Flatbed cutter in order to maximise functionality, productivity and work quality.**

The Summa F-Series is an incredibly versatile option, as it not only equipped with the latest technology in CNC Routing but also has alternative cutting capabilities. It has a multi-functional head which can hold up to three modules at once; A Drag Module, A High Torque Rotary Module and a CNC Routing Module. The Standard Routing Module on the Summa F Series has a 1kW motor, capable of handling most solid boards in the graphic and sign industry such as hard foam, PVC, acrylic, aluminium covered foam boards, wood and MDF. The High Frequency Router (HFR) is equipped with a high-frequency spindle and a greater power output, which results in faster processing speeds. This spindle provides a much smoother finish on more rigid substrates. Furthermore, it is pneumatically controlled and can be replaced manually in a fast and simple way, maximising productivity when processing harder substrates such as acrylics, wood and plastics, exemplified below.

In order to consolidate the potential of the Summa F Series' CNC Routing capabilities for printers and sign makers alike, printMAX recently conducted a case study with one of their customers, The Wrap Shop, who have the F1612 cutter. The Wrap Shop specialises in all aspects of vehicle graphics, chevrons and wrapping. They also design, produce, and install architectural graphics for the office and home, including windows, walls and floors.

Co-founder Steve Hart says: "By bringing the Summa cutter into the workshop we have increased productivity, streamlined workflow and improved quality control. Because the production process is now all in-house, we can finish the work better and faster, which means we can meet increasingly hectic deadlines."

He continues: "Ever since I saw what the Summa F Series could do, I've wanted one. Logically we didn't need a flatbed cutter, but when I saw how the machine could work with an 8 x 4 ft sheet of material, I knew it had great potential. The model we sourced from printMAX can even handle 10 x 5 ft sheets of Foamex and Dibond, and 50m rolls of vinyl. And we could afford it."

Head of Sales at printMAX, Chris Martin adds: "The Wrap Shop is an interesting case, if not unique. It uses roll fed printers and most Summa F Series cutters go to sites using flatbeds. However, Steve had

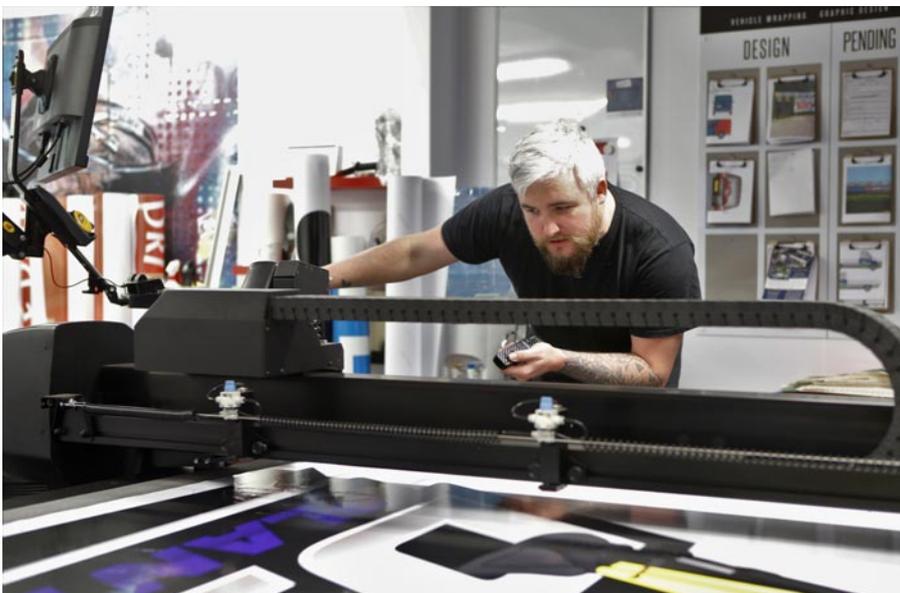


*The Summa F-Series in action*

seen the cutter in action. He could visualise its potential as part of his existing workflow and see how it might improve his productivity – which has proved to be the case. The machine clearly met and exceeded the requirements of the company, opening a new realm of cutting and routing to its workflow, while also bringing quality control in-house."

The Summa F Series goes above and beyond a standard CNC Router, its versatility unprecedented. Regarding CNC routing and cutting for sign makers, vehicle wrappers, printers and more, printMAX feel that there is no better solution than this flatbed as it has a multitude of functions under one umbrella. As finishing technology like the Summa becomes more advanced, efficient and affordable; it renders out-sourcing such services as slow, futile and expensive. Furthermore, it seems illogical to purchase a CNC Router at great expense when routing alone is the extent of its capabilities. printMAX are hoping to encourage businesses to see the potential in newer, more adaptable solutions and invest in their own.

[www.printmax.co.uk](http://www.printmax.co.uk)



*A range of finished products created on the Summa F-Series*



# LKH Tools at the cutting edge of CNC routing

Advancements in machinery over the years have often led to machines becoming heavier, faster and more versatile. However, the tooling that goes into the machines has been often overlooked. It is important to recognise just how vital this is in obtaining the right solution. If a machine manufacturer can produce a machine that is robust, precise, smooth in motion and demonstrates the advancements in cutting mediums, the correct tooling should be used to unleash the performance and capabilities. After all, you don't see a formula one car racing on budget tyres.

Thankfully, after many years of development and innovation by Crown Norge, such tools are available from LKH tools in the UK. These revolutionary tools provide many machines with the much-needed technological leap forward, allowing them to perform at their optimum.

The coating on the MP Superior range of tools allows for dry routing of aluminium, which would not be possible on other standard tooling. Dry routing of 3mm aluminium in a single pass with speeds of up to 12 meters per minute (with a 6mm diameter tool) is now possible. Tool longevity has also been greatly extended and has revolutionised the production for the many companies who use them.

In addition to the standard routing tool, LKH tools, jointly with Crown Norge, developed the MP Superior tool to allow the folding of solid aluminium by hand. In the same way as standard ACM would be folded into a tray, solid aluminium can now also be processed dry, in order to produce solid trays for signage or construction applications.

Acrylic and Plastics can now be cut with a polished edge straight off the machine,



*8mm aluminium letters dry cut with MP Superior tools*

without the need for additional hand processes. The balanced range of tools significantly reduce the vibration created at high rpm (in some cases, 50-60,000 RPM) which, in turn, improves the quality of cut.

The razor sharp, precision grinding found on the Acrylic range of tools provides a near gloss edge, which in most cases would be acceptable as a polished finish. However, to achieve the best results possible, the MCD and PCD diamond polishing tools should be used to remove 0.05-0.1mm off the cut edge. This will allow for a super high gloss finish which includes bevelled edges and counter bored holes. The majority of machines now have an automatic tool change system which can be set up for a seamless transition from tool operation.

In response to the increasing demand for fire rated materials, (such as Mineral Core ACM) Crown Norge and LKH Tools have jointly developed a range of PCD tools for the cutting and folding of the different material types. The tools have exceeded 6,000 meters of cutting in this demanding material type. By comparison, a typically carbide tool would last only 1-2 meters in the Mineral core ACM.

A key element to making any machine perform to its full potential is the correct tool matched to the right material. This also includes the correct tool length. A long routing tool, which is only cutting thin material, will give a poor quality of cut. It will, in addition, increase the chance of vibration, which, in turn, will potentially shorten tool longevity and a routing spindle's bearings if continually used in such a way. The correct advice given on the right tool choice along with tool length and where the tool is positioned, is just as important as obtaining the correct cutting rate and spindle speed.

The Crown Norge range of tools are matched to the most common material thickness found on the market. This has been developed over many years and has proven time and time again worldwide. LKH Tools not only supply the Crown Norge range in the UK, but also provide the correct advice, ensuring the speeds and feed rates are matched perfectly to the materials. Each customer's machine will be different and this is reflected in the information provided. A lighter weight machine with a smaller spindle, for example, will have different parameters than a machine many times the size and weight with a larger spindle.



*3mm aluminium grooved and cut dry, with MP Superior tools*

This provides the operator of the machine with an instant knowledge on the ideal tool for the material, along with the correct information on how to use it. This solution takes the guesswork out of routing across the many different materials out on the market today.

[www.lkhtools.co.uk](http://www.lkhtools.co.uk) or email [enquiry@lkhtools.co.uk](mailto:enquiry@lkhtools.co.uk)



## Choosing the right laser

There are two main CO2 laser types used in small to medium size laser machines. These are commonly referred to as DC (or 'glass' tubes) and RF (also called 'metal' or 'ceramic' lasers).

Charles Reece of CTR Future explains: "The price difference between the two is significant; the DC laser being a low cost disposable item and the RF representing a high quality, long life product. The actual cost per watt/hour of the two types is very similar. However, the quoted power output of the RF laser will remain virtually constant over their long life; whereas the DC laser output will gradually decline. This decline in power means the operator will need to reduce the cutting speed as the laser ages, resulting in longer job processing times."

He continues: "There are other differences which impact on productivity such as the kerf width when cutting (width of slit made by the laser). This will normally be narrower from the RF laser because the optical quality of the beam is better, giving a finer focus spot. This increases the power density (watts per mm<sup>2</sup>) resulting in a possible increase in cut speed. For example, it may be that a 60w RF laser could cut at the same speed as an 80W DC laser."

The full power life expectancy for an RF laser is typically over 20,000 hours. This represents more than 12 years of single shift working. They can also be refurbished, giving many more years of life. DC lasers on the other hand may give one to two years under the same conditions; although the manufacturers quote from 8-10,000 hours but only when used at low power settings.



CTR Laser's TMX65 machine

Reece adds: "The RF laser switching time is faster than DC lasers. This results in sharper definition when engraving fine detail, and the ability to increase the engraving speed without detriment to the quality of result. The materials used to make the laser cavity in the two types are very different. The RF lasers are constructed from metal or ceramicore within an aluminium extruded outer body. This results in a robust construction with good optical alignment. The DC tubes are predominantly glass consisting of three concentric tubes with metal ends bonded on which contain the optical elements. These tubes are relatively fragile and need correct support to ensure alignment and effective operation."

The DC tubes are always liquid cooled. This makes them prone to frost damage so care should be taken regarding the environment the machine is kept in. Also they typically use 20kV DC power to excite the lase gas (hence the name 'DC'). 20kV is quite capable of jumping across air gaps and tracking along surfaces, especially if

the air is humid. Because of this, it is important to ensure the laser machine is not colder than its surroundings as this gives rise to condensation, promoting the chance of failure.

RF lasers, especially those of less than 100W are commonly air cooled, presenting no freezing problems, however it is still prudent to ensure a non-condensing environment, as with any electronic product. RF are powered by low voltage DC (30v to 100v) which is used to generate the radio frequency energy to excite the lase gas (hence the name 'RF'). These low voltages will not jump or track except in extreme conditions.

In conclusion, Reece summarises: "An RF Laser offers a finer line width (kerf width) when cutting, or finer detail for engraving. It also has a longer laser life and from CTR comes with a 24 months warranty. It has continuous high power operation over their lifetime and has a more robust build quality and lower operating voltage."

[www.ctrlasers.co.uk](http://www.ctrlasers.co.uk)



RF CO2 Laser ideal for engraving and cutting



RF CO2 Laser engraving demonstrated on wood

# P1 CNC Router

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## Routing 3D letters with SIGNBLOCK

SIGNBLOCK is a unique high density urethane (HDU) product offering unlimited potential in the manufacturing of 3D letters, shapes and signs. It is ideal for creating heavy looking items such as wood and stone and yet in itself it is extremely light, yet very durable. Stocked in the UK by INDASOL, SIGNBLOCK provides the sign-maker with the opportunity to let their imagination run wild and create extremely intricate designs for internal or external use.

Made from a long lasting polyurethane material, SIGNBLOCK is ideal for external signage and displays as it will not crack, shrink or warp once finished for exterior use. Finishing is up to you. You can paint it, dip it, vinyl wrap it or even face it off with acrylic or ACM. When used on a CNC router, you are able to not only route out the shape, but also reverse route to create a void for lighting and create a built up sign or letter.

Offered in two main densities and a range of thicknesses, SIGNBLOCK allows the user to either CNC machine, hand carve, sand blast or even water jet cut. As CNC is the most common, the standard thicknesses work well with all Routers to achieve eye catching and effective installations. The other beauty of SIGNBLOCK is that it doesn't matter what thickness you need or how deep your router is as you can bond it together using INDASOL adhesives or tap and dowel fix to create the desired thickness you need.



*Sign Block with gold leaf*



*Sign Block after Routing*



*Sign Block part way through bronzing*



Sign Block in it's raw pre finished state



Sign Block once painted to look like heavy stone

When faced with a prestigious job that would be seen by thousands of people, David Hogg from Cutting Edge Designs knew who to turn to for expert advice and a product that would make his design stand out in a crowd. David had a brief from his client to produce 8 impressive low relief carvings showcased in the new and prestigious Titanic Hotel, Belfast, and the world's largest Titanic visitor experience.

After consulting with Ronnie Kynes of INDASOL, David settled on SIGNBLOCK for many reasons: "I chose SIGNBLOCK because I had used it successfully for the Games of Thrones door I did previously. SIGNBLOCK is easy to use, lightweight, yet durable."

He continues: "Over the years I have used many materials and have found SIGNBLOCK ticks all the boxes when it comes to a material that is easy to sand, hand carve and create the desired finish."



Another customer using the product extensively is CoSign, which produces outstanding work for mainly the licenced trade. They not only create striking 3D signs, but also gild the product. The others show the transformation from initial routing through to antique bronze finish and installation. Mark West of CoSign reports that he prefers the higher density product as it gives a more detailed finish on the intricate works and loves the ease of using the product on his CNC routers as well as hand carving.

Along with being used to create lightweight letters and signs, Indasol's SIGNBLOCK

has been used to create effects and back drops for the BRIT awards, props and detailed backgrounds for BBC series DR. Who and stunning 3D images for Safari Parks and Theme parks in the UK.

So whether you are creating a standard sign, built up letters or want to make an eye catching display, SIGNBLOCK can offer you the solution to meet your clients' needs. SIGNBLOCK make it look like heavy duty material but without the headaches.

[www.indasol.co.uk](http://www.indasol.co.uk)



Sign Block finished and installed

# CNC ROUTING Feature

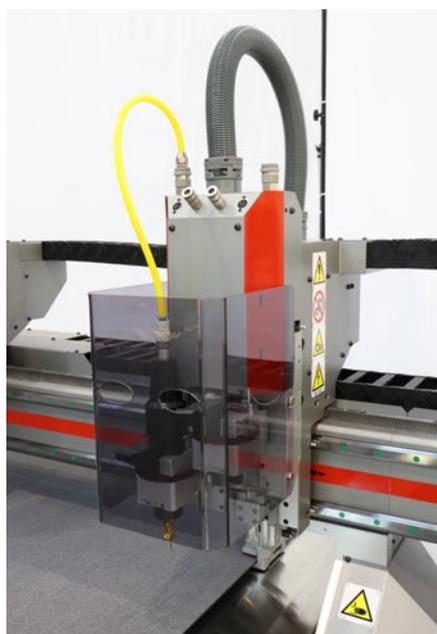
## The Unico CNC from PROTEK

Italian company, PROTEK CNC Technology, manufactures a range of CNC-controlled milling machines designed around productivity and ease of use. The concept and approach behind these devices has taken the design of this specialist equipment a step into the future, creating a robust, high performance piece of kit capable of handling all materials commonly used in the signage market and so much more besides.

So what makes these machines so special? PROTEK says that every aspect has been cleverly designed and expertly manufactured. Hailing from an industrial heritage, the UNICO range of products are particularly suited to the challenges of the signage industry. These powerful units successfully build upon and optimise PROTEK's considerable expertise in milling machines for the industrial market.

Designed around a solid and robust single piece electro-welded structural steel chassis structure, which allows the transfer of full power to the manufacturing process, the PROTEK UNICO is designed for longevity and reliability, providing excellent return on investment. PROTEK builds the chassis in one piece, making it more robust and less susceptible to vibration for a high-end quality result.

This is a very clever design. The multi-function tool changing mechanism means that users can cut substrates normally



*The cutting tool in action on the PROTEK UNICOSOLO*



*The PROTEK UNICOSOLO CNC machine*

requiring multiple tools in one operation; the device will complete all the required cuts with one tool then automatically change the tooling and move on the next. This automatic tool change functionality significantly reduces downtime and saves on machine preparation time.

The cutting head mechanism is a rack and pinion angled drive, which improves accuracy and cuts down on noise. In addition, this is an extremely clean process; the vacuum system for removing swarf is very efficient, and the vacuum bed is zoned so the process works just as efficiently on smaller jobs.

The PROTEK UNICO range is designed around ease of use, too, requiring no previous CNC machining experience from the operator and ensuring the training process is quick and simple. The software has been developed in-house and is very user friendly with a simple and intuitive graphical interface and the ability to import 2D drawings in various formats.

The machine can be equipped with a 9kW electrospindle 36000 rpm HSK 40, capable of machining a comprehensive range of materials at varying thicknesses, giving 360° scenario of opportunities. Applications include sign making, 3D milling / prototyping, routing, cardboard finishing, packaging materials amongst many others, working with materials including all types of plastics, wood, alloys, composites, MDF, Foamex/Corex, acrylics, foam, carpet and Dibond.

“The software has been developed in-house and is very user friendly with a simple and intuitive graphical interface and the ability to import 2D drawings in various formats”

In addition, PROTEK has an open approach to new applications, providing a sample service where customers can supply substrates and MSDS information for PROTEK to put forward an effective solution.

PROTEK equipment for the graphics industry is supplied, installed and supported throughout the UK by Dennison Group, who have an established reputation for providing high quality service and support across the printing industry.

[www.dennisongroup.co.uk/product-category/protek-cnc-technology](http://www.dennisongroup.co.uk/product-category/protek-cnc-technology)

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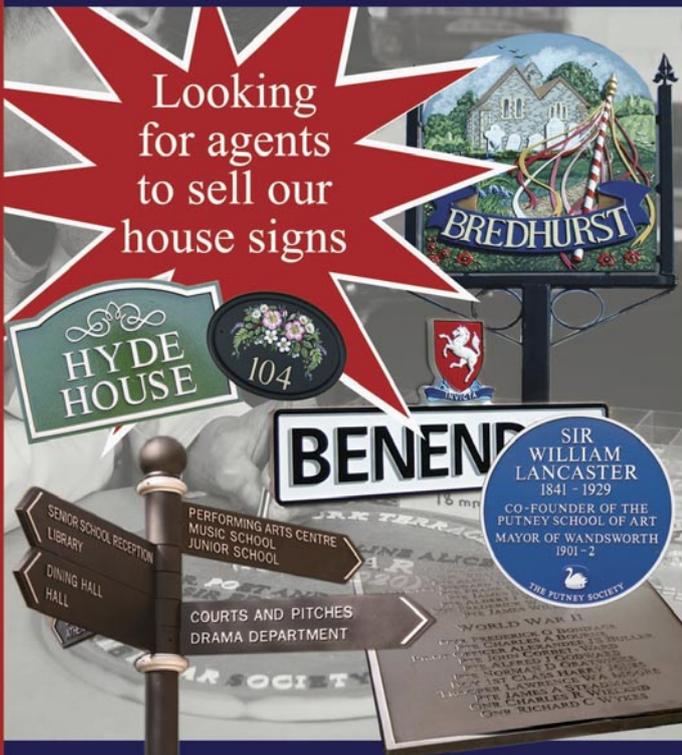
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# CNC ROUTING Feature

## Are you getting the most from your CNC software?

In the competitive signmaking and woodworking markets, it is not just the CNC router that is the critical element but also the capabilities of the software that drives it. EJ Nodurft, product director for SAi, the leading provider of software solutions for signmaking, digital printing and CNC machining industries, explains the main issues that users of CNC routers/cutters should consider when choosing software.

“As in many businesses, knowing what you are trying to do is a major advantage. It may sound facetious, but if it’s a company with a well-defined niche, then it will be a fairly straightforward choice. However, a business just setting up, or adding a new CNC capability, will need to think carefully about the service it wants to offer, which will influence its choice of software.”

He adds: “To begin with, there are two parts to the equation: designing and cutting. CNC routing differs from other cutting operations. In CNC routing, unlike plasma, knife and waterjet, not only is the kerf taken into account, but the depth of cut and the profile of the cutting tools also must be considered. The right choice of software for the applications undertaken is therefore crucial to ensuring operational efficiency.

The type of materials to be cut are important, too, because they will determine the feed rate, the direction of cut, the number of passes needed and other factors. Controlling these accurately will be important to some businesses to minimize time while still achieving a cut with good edge quality.”



EJ Nodurft,  
Product Director at SAi

Nodurft suggest that production flexibility is a major factor: “Finding a software that will allow businesses to address a wide range of applications, each of which is a potential revenue stream, will give them a bigger market. Most programs have limitations of some type and understanding what they are before investing in one can make a huge difference. For example, some software packages may have good toolpathing abilities to support aggregate heads, tool compensation and drill banks, but not be good at 3D decorative and graphic production. Programs that are good at artistic jobs and graphic production do not typically have the toolpath capabilities mentioned. Conversely, our own EnRoute CAD CNC software solution was developed to do the heavy lifting when it comes to day to day



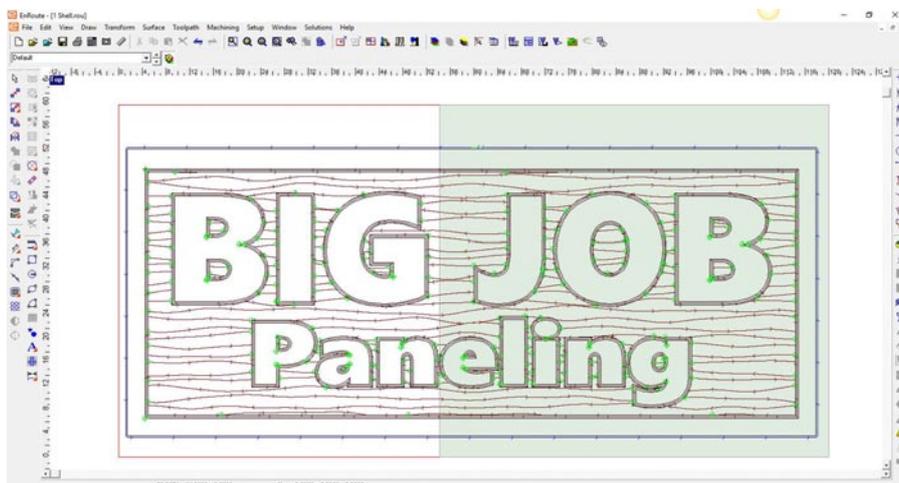
This was produced using the Relief Wrapping tool using a Rotary Cutting attachment and EnRoute’s 3D Surface abilities.

cutting and production. At the same time, it enables users to go after artistic decorative jobs, too.”

So what are the main attributes users should be looking for from their CAD/CAM/CNC software? Nodurft: “Users want software that is easy to learn and to have good training and support. They want the ability to apply accurate and reliable toolpaths that will result in good parts being cut. Control over the toolpath output to help with material hold-down and cutting efficiency is another preference. Also, they want good nesting capabilities to reduce cut times and material waste. Not all options out there actually offer this, so I would always encourage users to thoroughly research what’s available to ensure it offers the right level of functionality.



Textured surfaces can be created using EnRoute





“The most important tools are the ones that give customers the best results from their CNC machines. The clean-up tool is a good example because it allows users to optimize the shapes they are cutting. This means that contours are converted to the most efficient use of lines and arcs, which is the primary method of outputting with G-Code. Programs that don’t do this well can result in jobs with poor edge quality. The control that EnRoute gives over the toolpath, along with the ability to save and re-use toolpaths easily, is a very powerful feature.”

According to Nodurft, versatility is one of EnRoute’s best qualities: “The two biggest markets for the software are signmaking and woodworking, but it’s important to note there are different segments to these markets. There are the more basic 2D elements: shape cutting and push-through letters, in signmaking; and standard box-cutting (rectangles and circles) in woodworking, both with true shape nesting. Those are the bread-and-butter jobs. Then, there is the segment that involves 3D V-carving, 3D surfacing textures and 3D objects that can be cut on a CNC router. This includes all of the millwork in woodworking and the decorative work that brings in extra revenue. For signmaking, this can be more complex textures for letters and backgrounds; these greatly increase the value of a sign. Regardless of the market, people are always looking for new ways to



*Here is a creative 3D sign created by an award-winning signmaker, Dan Sawatzky. This includes both 2D and 3D elements cut on a CNC router.*

make money with their equipment, and EnRoute provides the tools for both 2D and 3D work.”

EnRoute is primarily suited for 3-axis CNC routers. EnRoute Fabrication can be used for plasma, waterjet and laser cutters. However, about 90 percent of EnRoute sales are for CNC routers.

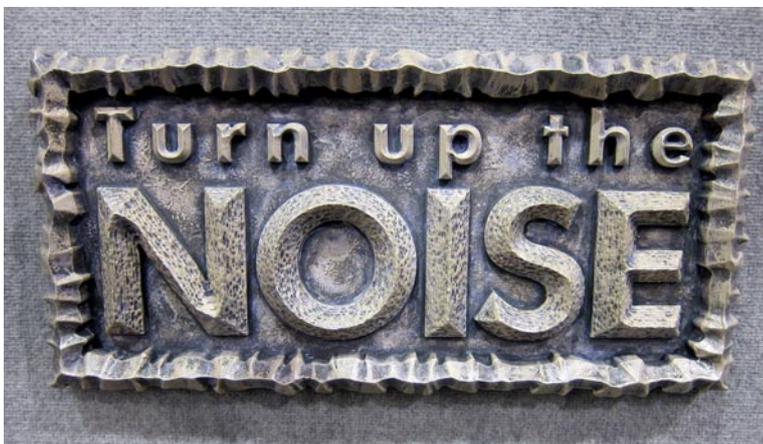
One factor that differentiates EnRoute is the association between contours and toolpaths. When a toolpath is applied to a contour in EnRoute, the two are bound together. If the part is moved or resized, the toolpath will adjust accordingly. This means that making changes after a toolpath has been applied is much easier and allows for better nesting because parts can be toolpathed before nesting is applied. Other programs require toolpaths to be manually removed and reapplied after changes have been made.

On the subject of 3D printing and its role for signmakers, Nodurft says: “3D printing has probably had a bigger impact on prototyping than on the sign and

woodworking markets. Prototyping was never a big market for EnRoute, and I don’t see 3D printing having a big effect on signmaking or woodworking. There is some opportunity for making large 3D parts and molds, but it would take too long to 3D print a simple 2D cut-out for a sign or cabinet component compared to a CNC router. For those reasons and because 3D printing software is widely available and often free, we don’t see an opportunity for SAi there.”

Nodurft concludes: “CNC routers are becoming more and more prevalent in both the woodworking and signmaking industries. Different regions have different growth potentials. In North America, textured signs are a growing trend. In Europe and Asia, most of the work done is 2D cutting, so developing a more advanced toolpathing ability will be an area of focus. No lift toolpaths and more efficient ways to remove material are other areas we will focus on for future features for EnRoute.”

[www.saitechnology.com](http://www.saitechnology.com)



*This sign uses both contour and toolpath distortion to add texture to a sign*



*This bust was created using the Mesh Slicer tool. This automatically converts a 3D mesh object into 2D slices.*

## ITC designs route to productivity for The Design Shop

**The Design Shop in Barnstaple is an established commercial signage, print and interior design company that offers an exceptionally varied range of services and products. From its manufacturing facility in North Devon, the company can make everything from banners, feather flags, vehicle graphics, PoS & PoP displays, roller banners, exhibition stands, internal and external signage and much more with thanks to its in-house digital printing, CNC machining and laser cutting.**

With 10 staff, the 20 year old business has a client base that varies from small local start-ups to large national companies – all taking advantage of the turnkey service that can design, create and build inspiring environments whether it's a bar, restaurant, classroom or office. For the last 15 years, the Barnstaple business has been relying on the expert support of Tamworth cutting tool manufacturers, Industrial Tooling Corporation (ITC).

Commenting on the application of ITC cutting tools, the Design Shop's Adam Paull says: "For years, we have been using routing tools from ITC on a wide variety of applications and materials. We have used ITC's 3, 4, 6 and 8mm diameter multi-purpose tools down the years, as they have always provided the best all round performance on materials from Foamex and Perspex through to aluminium, acrylic, Di-bond and just about anything else. However, as our company has evolved, so have our tooling requirements – and ITC has been there every step of the way."

Referring to the specific applications of ITC tools and the technical support, Adam continues: "We were previously using a 6mm diameter tool for machining 18mm thick plywood sheets (8 by 4 foot) and were using a standard routing tool. However, we were cutting ply sheets more frequently for bars, restaurants and exhibition displays and we needed to



*Aluminium signage machined with ITCs new 180 STA Series*



"For years, we have been using routing tools from ITC on a wide variety of applications and materials"

improve our machining performance. I called Sally at ITC for her technical support and she recommended ITC's 2091 Series compression tool. We immediately went from almost 2m/min feed rate up to 10m/min – cutting sheets more than 5 times faster than before. Furthermore, the previous tool could only process five 8 by 4 foot sheets before burn-out. The new 2091 Series will process 15 sheets before we need a tool change. This gives us 3 times the tool life and 5 times the productivity. Additionally, the edge finishes are vastly improved and we no longer have to spend 10-15 minutes hand-finishing the edges of each sheet."



ITC provides excellent technical support to The Design Shop and was called upon when they had a number of projects that had to be machined from 3mm thick grey aluminium with poor machine-ability attributes. "We had a series of aluminium signs to produce for external shop and bar signs and we were finding our existing tools could cut the soft aluminium, but there were excessive burrs and the material was welding itself to the tools, generating poor tool life. ITC suggested the 180-2362-10K-STA with ITC's new Iridis coating technology. The results were staggering."

The proprietary coating technology prevents chips from welding to the cutting tool, even when undertaking dry machining where excessive heat can be generated. For the Design Shop, this has improved tool life by more than 50%. However, the key feature is the surface finishes, as



*ITC Tools on action at the Design Shop*

Adam concludes: "With the heat generation from the previous tool, we were witnessing excessive burrs on the edges of the parts and this resulted in considerable secondary hand finishing. The new tool can run at higher feeds and speeds to improve productivity and the coating technology dissipates the heat and

prevents burrs from building-up and the waste material from welding to the tool and impacting tool life. We couldn't be happier with the cutting tools we get from ITC, but more important to us is the service and technical expertise that supports us as we drive the business forward."

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## Scratching the surface

**In recent years the subject of engraving has witnessed the migration of many industries away from the traditional methods of rotating cutters, chemical etching and many other established means of permanently marking components. One of the causes of this migration is the way in which more advanced methods have become much more affordable and therefore accessible to a much wider audience.**

Steve Cockerham, Director at HPC Laser, explains some of the options available when considering laser engraving: "The most accessible and affordable means of laser engraving is with a CO2 laser source. Typically based around a water-cooled glass tube and machine bed sizes from A4 upwards, CO2 machines will usually cut non-metals as well as engrave them and offer impressive results on plastics, woods and leather. They also produce fine results on coated metals such as anodised aluminium and power coated steel. However, they are unable to engrave onto uncoated metals without first applying an aerosol or brush applied ceramic marking compound."

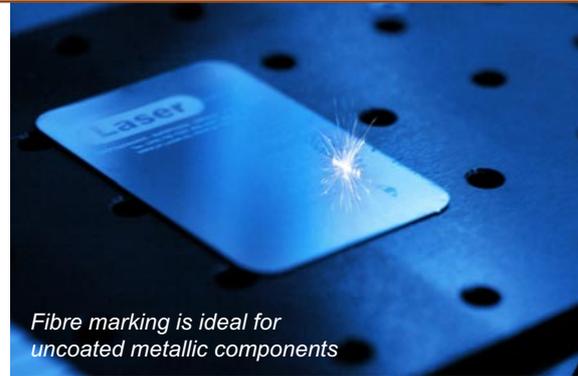
He adds, "Available in several colours, once dried the compound can be burnt into the surface of the material using a CO2 laser. The excess compound is simply washed away to produce an impressive contrasting finish, particularly on shiny metals such as stainless steel

and brass. Because of their relatively large bed sizes, CO2 engraving and cutting machines are well suited to engraving large numbers of small components using a located jig arrangement. Because of the machines cutting capability it can even manufacture its own jig!"

HPC recommend that for CO2 engraving, a maximum laser tube power of 80W is chosen which offers a typical working life of around 3,000 hours. Larger tubes can prove difficult to control when engraving intricate designs and some of the detail may be lost.

Cockerham explains: "This traditional method of CO2 engraving involves the laser head repeatedly moving left to right whilst indexing forward with each pass, much like an inkjet printer. Whilst extremely accurate and well suited to large batch runs it is a time-consuming process. The next generation of CO2 laser engraving machines utilise a "Galvo" static laser head fitted with a series of dynamic internal mirrors that direct the laser beam with incredible accuracy and precision. The machine typically utilises a conventional 60W or 80W water cooled CO2 tube and so will not engrave onto uncoated metals unless the ceramic marking compound is applied first and allowed to dry."

He continues: "A Galvo machine is not well suited to cutting either, unless very thin



*Fibre marking is ideal for uncoated metallic components*



materials such as paper or card are involved. However, the speed at which the engraving magically appears before your very eyes really is incredibly impressive. Around 10 times faster than a conventional CO2 laser machine, the Galvo has no external moving parts and therefore requires little maintenance. However, the marking area is usually limited to around 300 x 300mm maximum and so parts usually need to be engraved individually."

According to Cockerham, for the ultimate in laser marking on uncoated metallic components, the ideal solution is a fibre marking machine: "Once again incorporating the Galvo head, an air-cooled fibre optic laser source is installed in preference to the CO2 option and offers a typical working life of around 100,000 hours. The compact design of the fibre laser source means the machine is much smaller than the CO2 equivalent and is ideally suited to engraving uncoated metals with incredible speed and precision."

He concludes: "Laser powers are usually between 20-50W and marking area once again limited to 300 x 300mm maximum. However, the incredible speed and accuracy offered by a fibre engraving machine on uncoated metals is extremely difficult to achieve using any other means."



*Fast and accurate engraving from HPC Laser*

[www.hpclaser.co.uk](http://www.hpclaser.co.uk)

# Carving out a niche with engraved signage

Printing onto vinyl or banner material is a popular method of creating signage, but some applications require a more permanent method. When there is a need for durable signage, there are few options more versatile and cost effective than engraving.

Earlier this year, DGS SHAPE, a subsidiary of Roland DG, released the DE-3 computerised engraver, designed to enhance their EGX range and open the technology to new markets. The EGX-350, upon which the DE-3 is based, has enjoyed several years of commercial success due to its compatibility with the durable signage market.

As an example, the EGX-350 has found one of its most fertile markets in its home country of Japan. Being a seismic country, it is impossible to run electric cables under the ground, so the grid relies on a network of pylons. Each of these pylons needs an identification plate which must withstand the rigors of the elements and a large percentage of these plates have been engraved with the EGX-350.

The same computerised engraving technology is also used extensively for producing tactile signage. In these cases, a template of holes is milled from the substrate into which special Braille beads can be inserted. Alternatively, raised shapes can also be milled from a variety of materials and stuck to a backing surface, giving a durable 3D finish.



EGX 350 engraving close up

In both of these cases, the EGX-350 has become a popular choice for industrial and construction applications. However, due to the learning curve of computerised engravers, this technology has struggled in the past to cater for the consumer goods market – an issue that the new DE-3 has sought to address.

The appetite for personalised, custom products has grown significantly as companies like Etsy and Not on the High Street become more popular. This trend

has gone hand-in-hand with the rise of small, independent businesses offering bespoke product services and engraving technology has played a big part.

Since few of these business owners have any experience with engravers, ease of use and simplicity are important factors when choosing where to invest. This fact has guided the development of the DE-3, which has been designed to be an intuitive, plug-and-play device. Among its key features, a laser pointer has been incorporated allowing fast and easy set-up, and taking the guesswork out of positioning items.

Along with upgrades to the packaged Dr. Engrave Plus and VCarve Desktop software, the DE-3 is an attractive investment for consumer signage providers, particularly when considering the potential for a quick return. Practically speaking, with just one hour of engraving per day, you can easily recoup your investment in 2-3 months, whether you're producing wooden signs, slate plaques or brass nameplates.

Of course, this assumes that the device would solely be used to create signs, but the opportunities for engravers in this market are vast, from personalised gifts to branded keyrings. The DE-3 is perfectly capable of engraving letters and images accurately on wood, slate, stone, acrylic and certain metals like brass and copper.



Technology enables engraving on a huge variety of materials

[www.rolanddg.co.uk/products/engraving-machines/de3-decorator-engraver](http://www.rolanddg.co.uk/products/engraving-machines/de3-decorator-engraver)

## Epic investment reaps rewards at Hollywood Monster

With the recent installation of a VUTEK FabriVU 340i, Hollywood Monster has purchased 11 EFI VUTEK printers from CMYUK in a total investment approaching £5m. This new printer allows the company to take full advantage of the increasing demand for digital textile printing.

"Every time we purchase a new printer we don't just look at the increased capacity for us, we look at what other commercial opportunities this can provide the company," says managing director Simon McKenzie. "We have already switched some of our marketing focus into retail and outdoor events where we know the dye sub market is growing year on year."

Not only has the FabriVU opened up new revenue streams into the business, it has increased capacity for the busier months. "We haven't just invested in capex, we have invested in people to make this work," continues Simon. "We have taken on some fantastic and proven commercial people that will really drive this product within their portfolio of clients and I am very confident that within the next 12 months we will be looking at a second FabriVU".

"We've been unable to ignore the growing demand for soft signage and fabric prints," says operations director Mat Jephcott. "The FabriVU 340i is a specialist machine for this type of print. One of the things that we particularly liked was the output quality of the FabriVU to the PONGS range of textile materials, which is very impressive."

The FabriVU 340i is a 3.4m wide, four colour CMYK, dye sublimation printer offering direct to textile or transfer paper. It can output stunning finished prints at over

160m<sup>2</sup> per hour. However, the beauty of this machine is its inline calendar, turning textile printing and fixing into a single, uninterrupted process, negating the need for an additional calendar press.

Due to the flexible nature of dye sublimation inks, they don't crack when the material to which they are adhered to is folded. This has a huge impact on packaging and despatch.

"Previously we would roll every print around a core and wrap extensively to protect the print but the dye sublimation process allows us to fold and bag prints, greatly reducing our time and resources," explains Mat. "It means we can significantly reduce delivery charges as packages will be much smaller and lighter and if you think about national retail campaigns where we send graphics to hundreds of individual stores around the country then this can bring huge savings to the company and our clients and benefit clients taking their graphics abroad."

At present, the FabriVU 340i works alongside four other EFI VUTEK printers: the GS5000R, 5R, 2 x HS125 PRO and two digital cutting tables. This equipment configuration is already proving to be a productive combination.

"A lot of our clients purchase dye-sub and then give us their UV production," says Simon. "This is a great position for us as we can really be a true one-stop-shop and give our customers the belief that we can deliver a complete event or retail campaign. This is a major USP for us as our customers don't like to split campaigns due to inconsistency in colours, extra delivery costs and so on."

"We have taken on some fantastic and proven commercial people that will really drive this product within their portfolio of clients and I am very confident that within the next 12 months we will be looking at a second FabriVU"

Having a designated printer for fabrics means far less roll changes and a smoother workflow as it operates alongside three sewing machines which are in use 24 hours a day. This productivity has a knock-on effect with the other roll-to-roll printers, which now focus on non-textile materials, improving turnaround time on these products.

"It gives our guys more opportunity to nest work on these materials and reduce waste," says Mat.

Hollywood Monster is already seeing results from the investment in staff and the new FabriVU with record June sales being logged and a very strong pipeline for the rest of the summer.

"We expect the company to grow by 15% this financial year and a further 15-20% next year, which is really encouraging and in line with our business plan to reach £13m for next year," concludes Mat. "We will continue to explore new technical advances to enable us to be at the forefront of the latest technology."

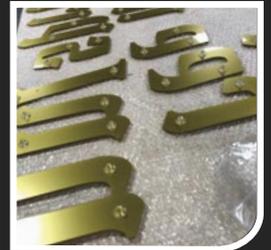
Robin East at CMYUK comments: "The FabriVU 340i is the latest in a long line of EFI VUTEK technology that we have supplied to Hollywood Monster. This is a massive testament to the quality, versatility and reliability of this equipment and the strong, trusted partnership that CMYUK has forged with this business. We are already seeing how much of a driver the VUTEK FabriVU has become and know that in just a matter of months, we'll be supplying this awesome company with machine number 12. Watch this space."

[www.cmyuk.com](http://www.cmyuk.com)



*Mat is optimistic about the company's future since installing the new printer*

# signs<sup>2</sup>signs



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## Materials chosen for consistent quality

Printroom has one supplier and one manufacturer when it comes to choosing materials for its digital textile printing. Eighteen months ago, the graphic design and print services provider decided to become a house of Pongs, using the manufacturer's materials for all its digital textile output.

"The reason we like Pongs is the consistency of material," says founder Stephen Hudson. "It is competitively priced and the material itself takes a better print as it is."

The Pongs materials are purchased through CMYUK which first began dealing with Hudson in 2015 when it advised him to buy into digital textiles.

"I met with Stephen at FESPA 2016 and we have partnered ever since," says Joel Willcock, key accounts & textile business development, CMYUK. "Since then we have supported and consulted on applications/work. I visit Printroom every quarter to keep Stephen up to date on new materials innovations and make sure all is running as it should."



*Operating from Country Wicklow, Printroom has been offering quality services for the past five years.*

Operating from Country Wicklow, Printroom has been offering quality services for the past five years. It began with the production of pull-ups, exhibition pop-up units, posters and banners. Hudson then looked at identifying niche products that were not being produced in Ireland, which led Printroom into manufacturing full colour lanyards.

Printroom installed a 2.2m wide, direct-to-textile printer in 2016, making it just one of a small handful of printers in Ireland

outputting digital textiles. This year it added a 3.2m wide machine and popular products include fabric zipper walls, printed tablecloths and teardrop banners.

"CMYUK has been great from the start," says Hudson. "Their knowledge of substrates and advice has been imperative in the growth of our textile range. We have been steered by Joel and the team as to what products are best suited for our needs."

[www.cmyuk.com](http://www.cmyuk.com)

## Bubble-free applicator halves production and finishing times

Ainsley Signs offer a complete sign making service right through from design, engineer, manufacture to installation. The majority of its customers are large blue chip companies specialising in supplying the construction industry with bespoke signage for upcoming housing developments.

Over the past few years Ainsley Signs has invested in a 74" and two fast 64" eco solvent printers plus a 3x2m UV flatbed and CNC router to ensure they could keep up with their customers' requirements and the rapid growth of the business.

The team were looking for a machine that would help with the finishing of their signs and a colleague recommended the Bubble Free Pro Applicator; they were impressed with its performance when it was installed by Josero.

Commercial director Josh Ainsley comments: "The majority of our work is a minimum of 2m high and none of the other manufacturers could offer an applicator in the size we wanted. We're delighted with the Bubble Free Pro Applicator and it is



*From left: Ian, Dave, Adam, Josh, Jackie, Paul and Stuart from Ainsley Signs*

the perfect machine for us. We honestly haven't looked back since the installation and don't know how we've coped without one for so many years. We wished we had purchased one when it was first released."

The machine has helped Ainsley Signs tremendously and their production and finishing times have literally halved since their investment; it has provided them with greater flexibility and the ability to take on extra work without having to worry about getting more staff to meet the increase in demand.

Josh concludes: "I would advise any company that currently use water to lay prints and dislikes waiting for them to dry out to invest in one of these applicators. It has proved a complete godsend for us and we are looking forward to investing in another one to enable us to keep up with the expansion in business we are experiencing."

[www.josero.co.uk](http://www.josero.co.uk)

# Large format printer delivers faster turnaround

The arrival of an Epson SureColor SC-S80600 large format printer has opened up a new dimension to Smith Sign & Display that will significantly enhance the company's trade print offering.

With its 10 colour process, the SC-S80600 comes with separate spot colours of red and orange ink cartridges and allows colour printing in white and metallics.

"The white option is great when creating window graphics on optically clear film as a much better quality and clarity of image can be achieved," explains head of marketing Chris Bradley. "The separate red and orange ink cartridges mean that red and orange shades can be matched to PANTONE and special corporate colours with an extremely high degree of accuracy."

The printer uses Epson's own UltraChrome GS3 ink to create vivid results for a variety of indoor and outdoor applications from simple signage to banners, point-of-sale, window graphics, vehicle wraps, high end displays and décor over a wide range of substrates from paper to film and textiles. The fast drying properties of the inks also means that faster turnaround times can be achieved.

"Running alongside our existing HP Latex technology, the Epson solvent printer enables us to offer an even wider range of services to our trade print customers," says Bradley.

[www.epson.co.uk](http://www.epson.co.uk)

"The white option is great when creating window graphics on optically clear film as a much better quality and clarity of image can be achieved"



*An Epson SureColor SC-S80600 large format printer has opened up a new dimension to Smith Sign & Display*

## Fabric graphics capabilities lead to surge in demand

With over 20 years of history providing exhibition and event stands, Modex has added new products and capacity to its custom stand offering with further investment in Mimaki printing hardware. A new UJV55-320 3.2m LED UV roll-to-roll grand format printer joins its hard working JFX200-2513 8' x 4' LED UV flatbed printer and an array of finishing kit at its Oxfordshire headquarters. Ordered at Sign & Digital UK from Mimaki authorised partner CMYUK, the UJV55 gives Modex the ability to print fabric graphics in house, leading to a surge in demand for the new style stands.

Director Rob Brooks says: "We already produce 50-60 stands a month using our Mimaki JFX to print directly to foamboard and we're now able to guide our clients on a design-by-design basis to the best solution for their exhibition requirements."

Brooks anticipates adoption of the fabric graphics to gain parity with the numbers the company is producing of its modular panelled systems, complementing rather than replacing this part of the business.

"By combining both print techniques we're able to offer clients an increased range of shapes and structures with which to make their exhibition stands," explains Rob.

"The UJV55-320 allows us to produce seamless graphics that fit into a tensioned frame system that's light, easy to transport and quick to build."

"We're delighted to see the expansion at Modex and how their investment in the new Mimaki UJV55 is enabling them to continue to deliver exciting, high quality exhibition solutions for their customers," says Sue Hayward, senior digital sales consultant at CMYUK. "The move into fabrics comes at a time where end customers are looking for innovative and creative solutions and Modex are certainly delivering that with their new system."

A significant advantage that comes with using the fabric graphics are their green credentials.

"By weight, at least 95% of the stand is recyclable, reusable or repurposable," says Rob. The company has demonstrated a further advantage – ease of transport – with a recent exhibition held in Portugal where the design file for the printed graphics arrived two days after the trucks had left Modex's UK offices.

"We printed the fabric panels, loaded them into a small suitcase and one of the team

"By combining both print techniques we're able to offer clients an increased range of shapes and structures with which to make their exhibition stands"

simply took them as hand luggage on their flight to Lisbon," explains Rob.

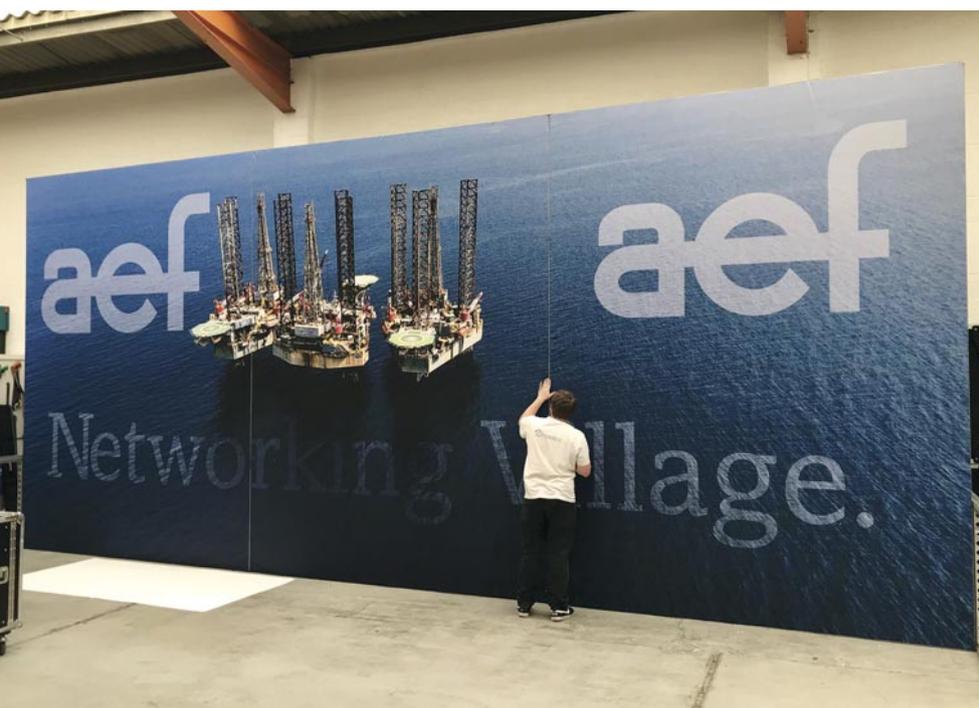
Installed alongside an AE sewing machine to finish the Pongs fabrics supplied by CMYUK, Modex opted to retrain members of its existing graphics team to handle the finishing of the printed material.

"With the printer and the sewing machine being so simple to use, training was very quick so we were up and running in no time," says Rob. In fact, it was the inherent challenges of working with fabric when compared to rigid board that took the most investigation.

"Through trial and error we determined the exact stretch of the material," concludes Rob. "To ensure our usual high quality of finish, we have had to precisely calculate the effect of pulling it into a tensioned system. However, we've really simplified this for our clients by supplying an easy to use template that includes cut and bleed marks which guarantees they're generating the designs accurately, right from the start.

"It would be no exaggeration to say that this part of business has grown so fast that we're already looking at a second Mimaki UJV55-320 to add to our fleet."

[www.hybrid.co.uk](http://www.hybrid.co.uk)



Modex pre-build the tension fabric exhibition stands prior to despatch



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## LED-UV printer uses less ink

Display Wizard was keen to source a printer that could truly live up to their expectations after ongoing issues with media deformation from its current machines. Much of their work involves producing panelled pop-up drops and a wide variety of display formats for exhibitions yet their existing machines were printing print drops at different lengths which made panelling impossible. With the business building significantly they needed to find a printer that could deliver quality and speed to meet their increasing demands.

After exploring the options, the company opted for the JETRIX LXiR320 LED-UV printer. This 3.2m large format, roll to roll digital printer is perfect for large scale production of banners for indoor and outdoor signage and prints to a maximum resolution of 2160 dpi. Immediately after installation, the advantages were apparent: no media deformation, stretching or colour differences from print to print; the printer speed of up to 120sqm/hr meant that production increased significantly and quality was consistently maintained.

Managing director Pete Simmonds says: "We were running four latex printers which were causing no end of print quality issues. Now we can produce jobs much quicker and at a consistent quality. We don't have any media deformation, stretching or colour differences and since installing the machine we haven't had to reprint any jobs. The speed is so excellent, the JETRIX now does the work of four of our previous printers, while using less than half of the ink."

Head of JETRIX sales Ben Woodruff comments: "It was clear from the very start that the JETRIX LXiR320 would make a significant difference to how Display Wizard was operating. It's therefore fantastic to see what a difference the installation of this printer has made including increasing their profitability, improving the quality of jobs the produced and accelerating the speed of job turnarounds."



*This large format, roll to roll digital printer is perfect for large scale production of banners for indoor and outdoor signage*

[www.inktec-europe.com](http://www.inktec-europe.com)

## UV LED inks results in consistent, smooth black borders

Pure Theatre has been able to achieve 'perfect, smooth black' borders for its projector screens thanks to 'brilliant' support from Quality Print Services (QPS) and inks from Nazdar.

Pure Theatre specialises in the design and manufacture of home cinema systems and has become a major supplier to both consumers and AV professionals.

Two years ago the company installed an MT Refretonics 3.2m-wide UV digital inkjet printer at its premises to print the black borders on its projector screens. The company then got in touch with QPS to ensure the quality was at its highest.

Managing director of Pure Theatre Chris Pettitt explains: "Most AV businesses either spray or weld borders onto their screens but we decided to go with the high-tech option of printing them. However, we were struggling to achieve a consistent smooth black finish so called Chris Bailey and the QPS team to see if they could help.

"QPS immediately recommended Nazdar

UV LED inks. On Chris Bailey's advice we added silicone heat pads to the header tanks which ensured we were able to maintain the temperature at a constant 40 degrees. Following the recommendation, we saw a huge improvement in our printed output and now are able to consistently print perfect smooth black borders on our projector screens."

Designed for the production of exceptional POP displays, durable graphics and banners where colour fidelity and adhesion are of primary importance,

Nazdar UV LED inks can be used for a wide variety of substrates. The inks offer exceptional colour and chemistry compatibility, quality and cost effectiveness.

"The printed borders now look fantastic and we couldn't recommend the team at QPS more highly; they offer really helpful advice and provide a brilliant support service and we really appreciate their assistance", concludes Chris Pettitt.

[www.qualityprintservices.com](http://www.qualityprintservices.com)



*Nazdar UV LED inks can be used for a wide variety of substrates*

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## Flatbed cutter streamlines workflow and improves quality control

To join its portfolio of carefully selected technology including three Roland roll-to-roll printers (two Versacams and one Soljet Pro 4 XR-640) The Wrap Shop has invested in a flatbed Summa F cutter from printMAX.

Co-founder Steve Hart explains: "Ever since I saw what the Summa F could do at the Sign & Digital Show, I've wanted one. Logically we didn't need a flatbed cutter but when I saw how the machine could work with an 8 x 4 ft sheet of material, I knew it had great potential. The model we sourced from printMAX can even handle 10 x 5 ft sheets of Foamex and Dibond and 50m rolls of vinyl and we could afford it."

"The Wrap Shop specialises in all aspects of vehicle graphics and wrapping; we design, produce and install architectural graphics for the office and home including

windows, walls and floors. However, we have been producing a lot of customised vehicle chevron kits and thanks to that chevron work we could afford to invest in the new Summa cutter.

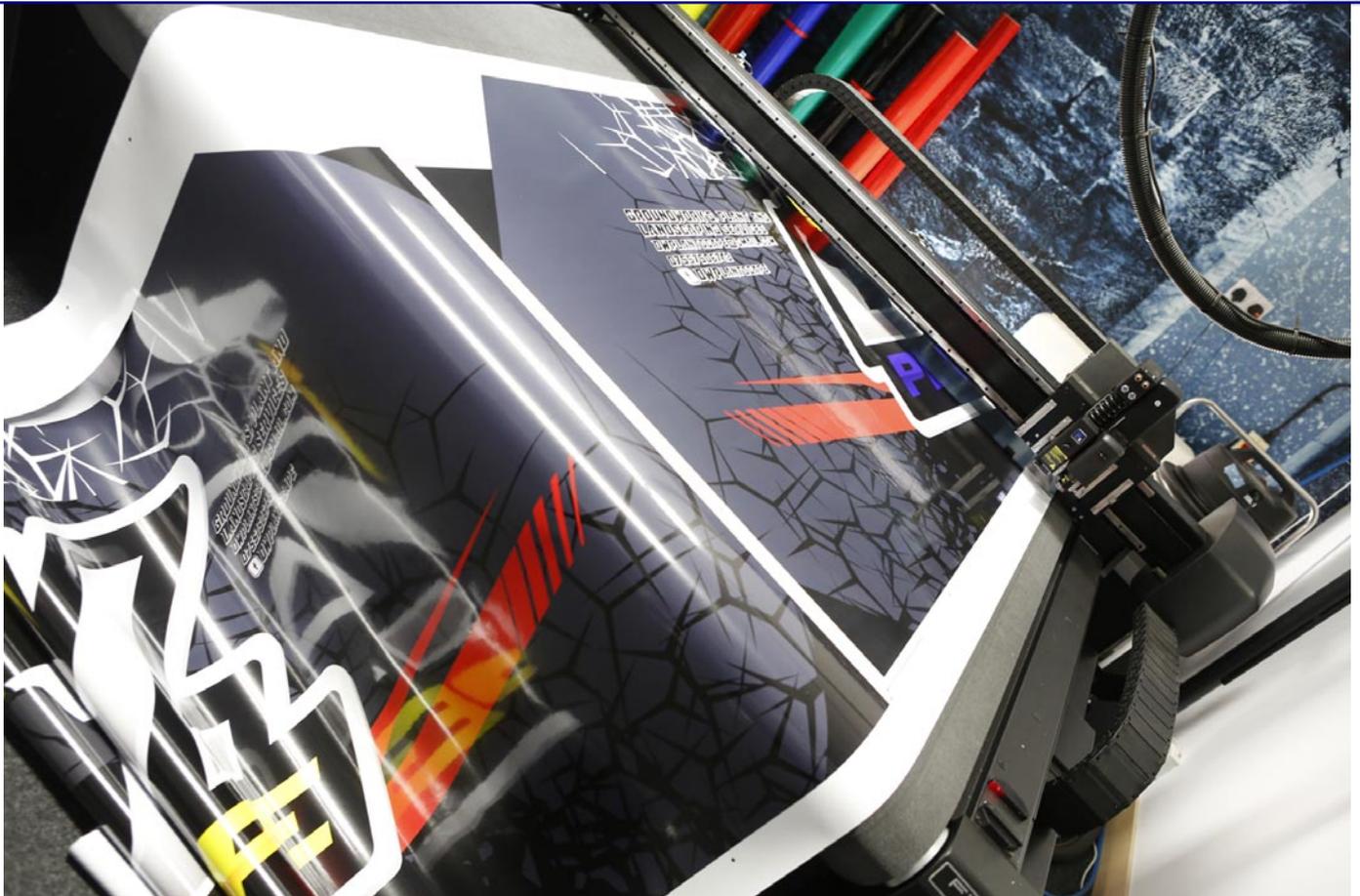
"By bringing the Summa cutter into the workshop we have increased productivity, streamlined workflow and improved quality control. Because the production process is now all in-house, we can finish the work better and faster, which means we can meet increasingly hectic deadlines.

"The bottom line is, we depend on word-of-mouth recommendations from satisfied clients to keep the workflow constant and to keep clients happy we invest in the best tools for the job, that allow us to bring our imagination and experience to bear on every project. People expect nothing less than our best and providing it is at the heart of the team's job satisfaction."

"Because the production process is now all in-house, we can finish the work better and faster which means we can meet increasingly hectic deadlines"



Steve Hart operating the Summa F cutter



*The machine exceeded the company's requirements, opening a new realm of cutting and routing to its workflow*

printMAX head of sales Chris Martin explains how his company's expertise has served The Wrap Shop: "We have been long-term suppliers for The Wrap Shop, working with Steve from his first Roland VP300 back in 2008 to his latest acquisition, the Summa F cutter.

"As the scale of its graphics projects has grown and the demands on its machines increased, the company has invested in the best technology to meet that growth. As a specialist reseller printMAX has always been there to help ensure Steve gets the best return on his investment.

"The Wrap Shop is an interesting case in that it uses roll fed printers and most Summa F cutters go to sites using flatbeds. However, Steve had seen the cutter in action. He could visualise its potential as part of his existing workflow and see how it might improve his productivity – which has proved to be the case.

"Because The Wrap Shop is a long-term customer, printMAX has developed an in-depth understanding of its needs. This helped us ease its step towards purchasing the Summa F. The machine

clearly met and exceeded the requirements of the company, opening a new realm of cutting and routing to its workflow, while also bringing quality control in-house.

"Central to its success is The Wrap Shop team's creative skills. A lot of F Series customers will only cut very basic and generic shapes such as squares but these guys really go to town on their designs. It's always exciting to discover what they plan to do next; they can inspire the most jaded imagination."

Managing director Michael Bolton says: "With its core ethos of exceeding expectation, printMAX prides itself on transparency with its customers and a part of this is our one-on-one business demonstrations with a huge range of machines of which the Summa F F1612 cutter has become a central feature.

"We offer customers an opportunity to book for live demos because we know that seeing and trying these machines first-hand provides an opportunity to experience this advanced technology and discover the incredible results they can achieve."

"Trying these machines first-hand provides an opportunity to experience this advanced technology and discover the incredible results they can achieve"

Steve Hart concludes: "I've known and worked with printMAX a long time and when I told Chris Martin I was looking at investing in a Summa F and he told me they were on the stock list the whole thing became very straightforward. My customers know I will go that little bit further to meet their needs, I feel I get the same service from printMAX."

[www.printmax.co.uk](http://www.printmax.co.uk)

## Digital cutting table contributes to business growth

Tailor Made Signs & Embroidery was set-up as a home based business that has flourished over its 20 years of existence. The Daventry company expanded rapidly from its core embroidery market into print, vehicle wrapping, joinery, stickers, signage, graphics, design, stationery and exhibitions. With print work becoming an ever more prominent part of the business, the company overcame a bottle-neck with an investment in a Jetrix flatbed UV printer and a DYSS X7-1630C digital cutting table from AG/CAD.

The issue for Tailor Made was that it was utilising a solvent printing machine to print onto roll media which was then laminated onto a solid substrate base. With a solvent printer that would take upward of 24 hours to 'out-gas' each print, the entire process would take up to two days to process a relatively simple job. A further issue was the alignment of the printed media with the substrate base and the precision of hand cutting or routing.

Director Lee Pawlett says: "The bottleneck with printing and cutting was considerable. We knew we had to invest and we opted for a 3 by 2.5m large format Jetrix UV printer and the DYSS X7-1630C 3.2m by 1.6m cutting machine. Now, we can print direct to substrate and cut a job with high precision in less than 30 minutes."



Lee Pawlett programming the DYSS X7-1630

With a joinery shop and a number of routing machines, the exhibition and stand building market seemed like a natural progression for the 15 employee business. However, with its traditional methods, Tailor Made Signs & Embroidery couldn't always compete on price. Where the company could compete, the extended lead-times also put pressure on the business.

"We identified a significant growth area but needed to invest in technology to create a foundation for our growth," explains Lee. "We knew we needed a flatbed printer that could print direct to substrate and we needed a digital cutter to complete the process. I investigated all the options at the Sign & Digital exhibition and the DYSS machine from AG CAD really stood out.

"The DYSS had a solid and robust build quality as well as flexibility with its combined routing, creasing and a variety of knife cutting tools. Furthermore, the changeover between the tools is only a matter of seconds. The deciding factor for me was undoubtedly the K-CUT Vision System. The camera system automatically locates the registration marks on the printed board and creates a cut-path according to the location of these points. This ensures that every job is cut with exceptional precision levels.

"The machine really was a 'no brainer' for me. I had demonstrations from five companies but I liked the 'look and feel' of the DYSS. It had everything we needed and the technical demonstrations were far superior."



An MDF toolbox manufactured on the DYSS X7-1630

“Our acrylic work used to be cut, cleaned and flame polished – a process that could take upwards of 10 to 15 labour hours every week; the surface finish with the routing tools and high speed spindle has slashed hand finishing to minutes and in most cases is not required”

Like most customers that acquire a DYSS digital cutting table, Tailor Made identified a need for the technology but didn't fully realise the level of market opportunities, cost savings and potential of the machine until after the installation.

“We rapidly found the DYSS can process virtually every material we work with or might want to work with,” continues Lee. “We are cutting everything from stickers and vinyl through to foam board, cardboard, Perspex, acrylic, plywood and MDF to aluminium composite. The DYSS X7-1630C has a high frequency spindle that rotates at very high speeds and what this has given us is improved surface finishes. For example, our acrylic work used to be cut, cleaned and flame polished – a process that could take

upwards of 10 to 15 labour hours every week. The surface finish with the routing tools and high speed spindle on the DYSS has slashed hand finishing to a matter of minutes and in most cases is not required.

“The ability to cut precisely to match the print is a factor that has reduced our job handling and re-setting, it's eradicated waste and the scrapping of parts and it has improved accuracy and overall quality. The system has enabled us to actively pursue the exhibition stand building market that we previously couldn't get a foothold in. We are now producing designs, boards, fixtures and complete stand designs for two to three exhibition stands every week. This is a major boost to our business as any work we previously undertook in this segment was time consuming, labour intensive and we often had external subcontract costs for the work we couldn't do in-house ourselves.”

“The KASEMAKE software is also an excellent addition to our business. It has hundreds of standard templates available for us to create bespoke boxes to package our customers' products. Additionally, the software has a rendering feature that

allows us to create 3D PDFs of any packaging or PoS work or even exhibition work that we are quoting for. This software is getting more business over the line for us.”

“The final area of growth for us is the PoS market. Knowing we didn't previously really have the capability in this area meant that we only took on a little work and often used subcontract companies to produce pop-up boxes, business card holders and other small jobs. With these subcontract costs every month, there was little incentive to investigate this market. Now we have the DYSS, the KASEMAKE CAD software can produce PoS cut paths and generate a 3D mock-up for customers. After winning a job, the production process is relatively straightforward, giving us a further revenue stream. Our business has grown by at least 30% in recent years and I would confidently say that the combination of the Jetrix and the DYSS have contributed at least 15% to our growth in only a very short period of time.”

[www.agcad.co.uk](http://www.agcad.co.uk)



The cutting table has cut costs for Tailor Made

## LED hybrid printer drives higher throughput and superior quality

Quarmby Colour has installed an EFI VUTEK h3LED hybrid flatbed/roll-to-roll inkjet printer from EFI. The Leeds-based company is using the 3.2-metre wide machine to drive higher throughput and superior print quality in its display graphics operations.

"We wanted to upgrade our print quality and needed more productivity in a similar footprint area to cater for new customers and workload," says director Damian Quarmby. "There's been quite a leap in technology with the new VUTEK h3; the print quality is amazing, especially for fine detail and it's seriously fast."

Producing high end graphics is paramount at Quarmby Colour, which chose an eight-colour plus white configuration of the

printer to ensure superior colour quality reproduction.

"It's our first printer to produce text that's too small to read by eye, that you literally need to use a glass to view," explains Damian. "It's great for small decals, barcode and machine labels but the true appreciation is in printed gradients."

"We are printing ever-increasing amounts of architectural optical clear film for glass manifestations. The exceptional quality of the new VUTEK h3 model is allowing us to print seamless gradient fades, especially using white ink."

The printer's opaque white ink creates more opportunities for Quarmby Colour, which uses the printer's multi-layer printing

capacity to output jobs intended for viewing from both sides.

"The multi-layer is superb as we can now print true block-out double-sided window graphics," says Damian. "We are doing some pretty cool stuff with rear projection fabrics incorporating illuminated customer logos along with true block-out screen ratio framing."

The printer is more efficient thanks to an innovative skip-white feature that advances media and controls the printing carriage to bypass unused areas of substrate.

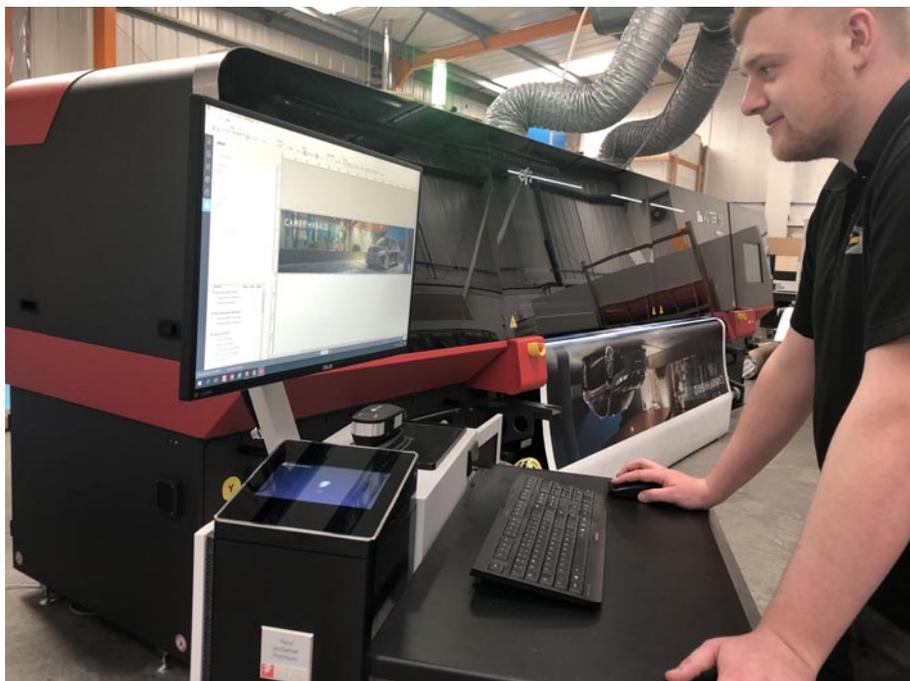
"It is a new benefit for us and the time savings it brings has been noticeable on our existing contract work," comments Damian.



Family business (from left) Darren, Damian and Ron Quarmby



"The multi-layer is superb as we can now print true block-out double-sided window graphics; we are doing some pretty cool stuff with rear projection fabrics incorporating illuminated customer logos along with true block-out screen ratio framing"



*Damian says they can now print true block-out double-sided window graphics*

The EFI VUTEK h3 is fitted with high end greyscale printheads that have a minimum drop size of 7 picolitres and a maximum resolution of 1,200 dpi. The printer prints

up to 74 boards an hour and its belt drive handles sheet and rigid media up to 50.8 mm thick and 90.7 kg in weight, while the roll feeder takes rolls up to 40 kg.

The printer is one-day field upgradable to an EFI VUTEK h5 printer configuration, which gives users up to 47% higher throughput. Quarmby has already opted for the field upgrade to the h5 specification.



"When we transitioned to direct-to-substrate printing in 2005, the VUTEK PV200/600 was the first printer giving the nearest to the photographic quality and richness in colour which we wanted to offer our customers," concludes Damian.

"Over the years each new VUTEK that EFI has brought to the market has improved and proved to be a successful choice for our business. The reliability of all the printer models has been superb and the few times we've required service support we've never been let down. That's why after 14 years as happy customers we continue to go back."

[www.efi.com](http://www.efi.com)

*The printer is more efficient thanks to a skip-white feature that advances media and controls the printing carriage to bypass unused areas of substrate.*

## Signmaker selects printers for consistent reliability

Since 1989 Classic Print has relied on Roland technology, both for its excellent quality and the continued reliability of RolandCare warranty packages. Now, as they take delivery of their 17th Roland DG machine, the question remains: what keeps Classic Print coming back to Roland?

Managing director Pete Colman is keen to offer advice to anyone in the graphics industry looking to invest in a new printer: "People ask: do I need a warranty? I'd say you can't afford not to have a warranty but read the small print. What back-up do you get? What is the service package from the manufacturer? Are the engineers from a third-party company or are they experts in your machine? Who can you trust?"

"When you're looking at new printers, manufacturers will tell you the ROI for when you're printing but what is the cost when you're not printing? You should weigh the cost of a warranty against it."

With three decades of printing experience, Pete Colman is well known in the industry. Based in Nottinghamshire, Classic Print provides signs and graphics including vehicle wraps and health and safety signage, banners, flags and exhibition display materials, promotional items and apparel, and engraved products. His long history in the sector means he has used equipment from various manufacturers and has concluded that not all are created equally.

"We have used printers besides Rolands and not only is the quality and reliability not as good, the warranty isn't as comprehensive as RolandCare," comments Pete. "Roland's engineers will diagnose any problems immediately then complete the work, rather than making two or more visits – something we've experienced with other brands."

"Roland advises us on the correct maintenance and housekeeping for all of

"Roland advises us on the correct maintenance and housekeeping for all of our printers so we can handle that ourselves to maximise their lifespans"

our printers so we can handle that ourselves to maximise their lifespans. RolandCare really does care."

The latest Roland system to join Classic Print's print room, bringing its current Roland total up to four, is a Roland SOLJET PRO4 XF-640, Roland's fastest wide-format eco-solvent printer upon its release in 2013. Popular for the production of incredibly durable signs, banners, vehicle wraps, posters, window graphics and more at speeds of up to 102sqm/hr, the SOLJET is an ideal workhorse for Classic Print to keep up with increased demand.

"We know we can rely on both the speed of the SOLJET and on the RolandCare warranty," says Pete. "Roland delivers on what it promises."

[www.rolanddg.co.uk](http://www.rolanddg.co.uk)



The latest Roland system to join Classic Print's print room is a SOLJET PRO4 XF-640

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## Repulpable fibreboard helps business expand product portfolio

With use of plastic under scrutiny, Xanita board from Antalis is helping to meet demand from businesses looking to reduce their environmental impact.

"We've experienced a noticeable increase in pressure from our customers to do away with PVC-based materials in favour of more environmentally friendly alternatives, which seems to have accelerated over the past three months," says Prosign Print & Display director Steve Hardy. "We're now receiving requests for alternatives to plastics daily".

Central to Prosign's ability to meet this demand has been Xanita board, a 100% repulpable engineered, closed-cell fibreboard, manufactured with a corrugated kraft core made from recycled cardboard boxes. Lightweight and very strong, it is suitable for a wide range of decorative and structural applications including POS, shop-fit and exhibition design.

"Xanita has opened up some interesting conversations," says Steve. "Whereas customers might previously have gone down the straightforward poster route,

they are as excited about its potential as we are. We are now working with them to get their creative juices flowing and coming up with some really innovative ideas. Where they find Xanita particularly interesting is in the production of floor-standing displays because Xanita is lightweight like cardboard but offers much greater longevity."

Although it is possible to print straight onto Xanita board, Steve has experimented

with wrapping it in a variety of sustainable substrates to add to its versatility.

"The team at Antalis have been very helpful in suggesting products that we can work with alongside Xanita. For example, we have mounted the textured wallpapers from the Coala WallDesign range onto it to achieve effects that our customers have loved."

[www.antalis.co.uk](http://www.antalis.co.uk)



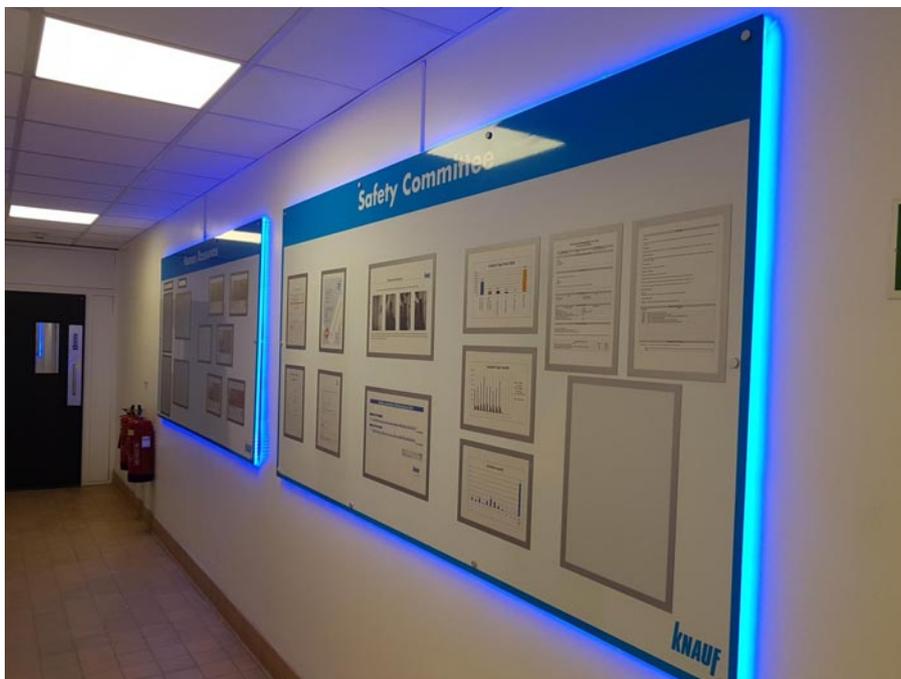
*Instead of using cardboard for short-term promos or wooden or metal stands for long term displays, Xanita is lightweight like cardboard but offers much greater longevity*

## Magnetic frames enhance signage boards

Since DURABLE launched DURAFRAME 10 years ago there have been many ways that the product has helped transform internal signage in a variety of workplaces.

The team at Signs, Safety & Surveys required a magnetic frame solution to add to their bespoke range of back office notice boards that not only looked professional but that were easy to use. They have a varied customer base in which quality is often a key driving factor in them using their products.

Rather than use just standard round magnets to pin documents and sales information to the magnetic boards, they opted for DURAFRAME MAGNETIC to provide a uniform, professional, high quality and easy to use solution.



"For these types of projects there is no better product; we love the range as it really complements our high expectations when it comes to quality"

Charlie Couchma says: "For us, quality is a big factor. We are well aware that there are slightly cheaper alternatives but none of them come close on quality. For these types of projects there is no better product. We love the DURAFRAME range as it really complements our high expectations when it comes to quality".

Charlie says he would definitely recommend the range.

"From a quick Google search to a completed project, the whole process was seamless and we are excited to continue to work with the team at DURABLE."

[www.durable-uk.com](http://www.durable-uk.com)



DURAFRAME MAGNETIC provides a uniform, professional, high quality and easy to use solution

## Graphtec celebrates 70 years of advanced cutting technology

This year marks the 70th anniversary of Graphtec Corporation, a company based in Japan with major subsidiaries throughout the world, the most successful being the UK and Ireland. Since 1961 Graphtec GB has been supplying a wide range of technically advanced cutting solutions to the sign and graphics and digital printing industries via a network of strategically located authorised resellers.

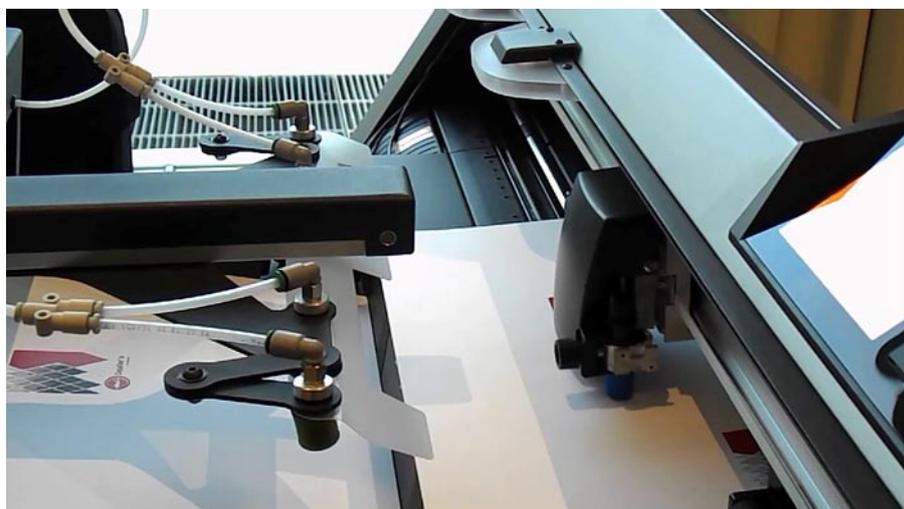
Among the many tangible benefits attributed to ownership of Graphtec machines is the degree to which they enable companies to engage with and maximise the potential that exists in other markets, with little or no additional investment required. Typically, these include the lucrative print wear and promotional products, packaging and labelling and even the stationery and stone masonry sectors for which Graphtec GB can provide highly cost-effective print and cut solutions to create vital new revenue streams and fuel future business growth and prosperity.

The range of cutters supplied by Graphtec GB has been structured to accommodate every requirement from entry level to high volume industrial class, at prices that are considered to be the most competitive currently available. This includes the flagship FC series and the CE series, the Silhouette range of desktop cutters and F-Mark automatic digital die-cutting system.

Described as 'fastest in class', the latest FC8600 high performance roll-fed cutter is available in widths of 60, 75, 100, 130 and 160cm. With a maximum cutting speed of 1,485mm/sec and a maximum cutting



*The FCX2000 features a specially configured dual cutting and creasing head.*



*The latest F-Mark can also cut material from the reverse side to ensure the printed surface remains unaffected by the score/fold lines of the cutting process.*

force of 600gf, it is ideal for processing materials used in large format print and cut applications and in particular those involving high intensity reflective materials. The FCX4000 and FCX2000 are the latest additions to Graphtec GB's range of flatbed cutters. Both machines provide a maximum cutting speed of 750mm/sec and a maximum cutting force of 600gf.

Available in three sizes (920 x 610, 920 x 1200 and 920 x 1800mm), the FCX2000 features a specially configured dual cutting and creasing head. It incorporates either a vacuum-suction or electrostatic material hold-down facility, contingent upon the nature of the material being processed.

Replacing the earlier FC4500 cutter, the FCX4000 incorporates many of the same advanced features of the FCX2000 but is smaller and lighter. It is available in two models (the 50ES and 60ES) with respective processing areas of 660 x 488 and 976 x 660mm and provides the same dual cutting/creasing capability.

The CE 6000 range of cutters has been supplemented with the latest CE6000 Plus engineering-class machine. Available in three widths (40, 60 and 120cm), it provides a maximum cutting speed of 600 up to 1,000 mm/sec and an increased cutting force of 450gf. Key design features include a long length (up to five metres) tracking capability and a large LCD control panel. The new CE Lite-50 cutter has been

designed to bridge the gap between the Silhouette range of desktop and the CE6000 higher performance cutters. Stand-out features include a faster than normal 500mm/sec cutting speed and the ability to handle media up to 500mm wide in multiple sizes.

The new larger-format F-Mark automatic digital die-cutting machine will die- or kiss-cut sheets of material up to a size of 700 x 500mm, including thicker and heavier media up to 400gsm, without the need for machine owners to purchase expensive cutting dies. This latest F-Mark can cut material from the reverse side to ensure the printed surface remains unaffected by the score/fold lines of the cutting process.

All Graphtec machines are supported with Graphtec's proprietary ARMS (Advanced Registration Mark Sensing) systems for optimum material tracking/cutting accuracy and with performance warranties, contingent upon the type of machine, of up to three years. As a preferred business partner of software specialist SAi, Graphtec GB can supply the entire family of FlexiSIGN design and production software. It offers, as part of a package of support facilities, its own-brand Graphtec Pro Studio, Graphtec Pro Studio Plus and optional Cutting Master 4 software that enables integration with Adobe Illustrator and CorelDRAW programs.

[www.graphtecgb.co.uk](http://www.graphtecgb.co.uk)

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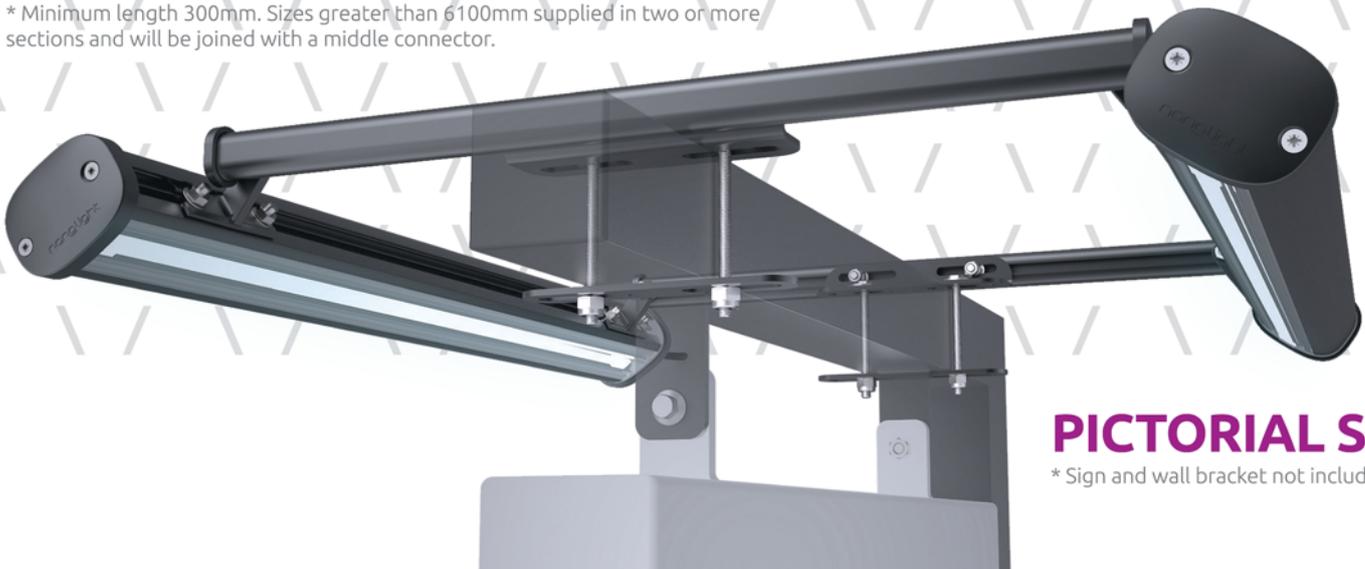
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## Exterior signage helps visitors explore country estate

Yorkshire-based CSDPrint has just announced a record turnover. The company which has clients throughout the UK has had its busiest six months (January to June) with a 28% increase in revenue compared to the first six months of the previous year. This follows a record annual turnover last year (2017-2018) of £1,004,322.

Managing director Stephen Harrison says: "We have just celebrated our 32nd year in business had the most fantastic few months smashing our targets. Since investing in our new signage division we have seen a marked increase in enquiries. In order to keep up with demand we have significantly increased our production

facilities adding additional state-of-the-art digital printing technology and sign fabrication equipment.

"Over the past 12 months we have been extremely fortunate in attracting a number of new clients particularly in the education and tourism sectors. These clients need a very broad range of printed products. We have been supplying everything from banners and exhibition stands to window vinyls and wayfinding signage."

CSDPrint has just completed a large contract at Temple Newsam where the company supplied and installed 57 exterior signs throughout the 1500 acres estate.

"The CSD team helped us realise this project in a tight timeframe and showed commitment throughout to achieving this with us"



Stephen Harrison at Temple Newsam

Lizzy Wilson of Leeds City Council says: "We are thrilled with the outcome of this project with CSDPrint, the signs look brilliant. The communication and client service surpassed our expectations, the CSD team helped us realise this project in a tight timeframe and showed commitment throughout to achieving this with us."

Based in Castleford, CSDPrint clients include high street brands such as Pure Collection, Regatta and Craghoppers; industrial companies including Total UK and Carbonate and marketing agencies nationwide.

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# Signage helps simulator centre start-up get on track for success

FASTSIGNS Leeds has teamed up with SIMTrack Driver Performance Centre to help launch a driver training simulator facility in the North of England

Based at the headquarters of British race car manufacturer Ginetta in Garforth, SIMTrack called upon the team to create a full range of indoor and outdoor signage for the racing specialists' high-tech training facility.

Helping to complete the facility ahead of its launch, FASTSIGNS Leeds worked with SIMTrack to brand the interior of their facility, using signage applications as interior decor. Hung in the lobby, bold brushed silver aluminium signage acts as an on-brand welcome feature, while vinyl wall lettering, door signs and window graphics were used to deliver a cohesive brand image for SIMTrack, utilising all elements of their statement branding.



*Hung in the lobby, bold brushed silver aluminium signage acts as an on-brand welcome feature*

“Almost everyone who visits comments on how professional they look and the main sign made from brushed aluminium lettering looks amazing”

FASTSIGNS Leeds co-owner Andy Simpson says: “SIMTrack is set to become the premier simulator race driver training centre in the North of England so the challenge for us lay in creating signage that was not only unique but in keeping with the high-tech nature of the business. We’re proud to say that the finished signs are unique, eye-catching and truly showcase SIMTrack’s brand.

“We’ve been based in Leeds for over 20 years now and it’s always great when we can support a fellow Yorkshire company. It was also extra special to work with a company that plays such a key role in training the brightest stars in motorsport and we wish the SIMTrack team every success with the launch of the new simulator facility.”

Featuring a purpose-built GT3 racing car chassis complete with market leading simulator hardware, a six-metre panoramic screen and data engineering room,

SIMTrack’s training studio provides fully-immersive training for professional racing drivers, motorsport enthusiasts and businesses looking for corporate events with a difference.

Founder and managing director Adam Croft comments: “FASTSIGNS Leeds turned my initial vision for my signage requirements into reality, with incredible results. Almost everyone who visits comments on how professional they look and the main sign made from brushed aluminium lettering looks amazing.

“From the initial design concepts through to installation, the service was first class. They provided pro-active recommendations and went above and beyond to deliver on time. I would recommend FASTSIGNS Leeds 100% for their service, attention to detail and professionalism.”

[www.fastsigns.co.uk/857-leeds](http://www.fastsigns.co.uk/857-leeds)

## Wallscapes and signage for Wolves stadium

Wolves and DIS Group have entered into an exciting partnership with the digital print, sign and graphics specialist giving Molineux a vibrant look for the 2019/20 season.

The Wolverhampton-based company, which already works with global brands such as Christian Dior, Rolls-Royce and Virgin Active, has used design, graphics and state-of-the-art print solutions to deliver a stunning runway for the Molineux tunnel, stadium signage and retail graphics for the Megastore and ticket office.

“This is a very exciting opportunity for our business and builds on previous work we have undertaken for Liverpool and Manchester City football clubs during the past 12 months”



Design, graphics and state-of-the-art print solutions deliver retail graphics for the Megastore and ticket office

Its team of experts have installed 'wallscapes' and bespoke player interview walls featuring the club's new shirt sponsor ManBetX.

Managing director Mark Bradley comments: "This is a very exciting opportunity for our business and builds on previous work we have undertaken for Liverpool and Manchester City football clubs during the past 12 months."

"Wolves are keen to make sure Molineux reflects where the club is going and we have worked closely with the marketing team and a number of key contacts to create a 'new look' that will be enjoyed by supporters on match day and fans all over the world."

"We have utilised the latest in print and graphic solutions and this is just the start. There are already plans in place to support the club with marketing material, event launches and hospitality evenings."

Steve Morton, head of corporate sales at Wolves, says: "Having worked closely with DIS on various projects over the past few years, we are delighted to finally formalise an official partnership for the 2019/20 season."

DIS offers vehicle graphics, interior graphic solutions, portable display systems and event branding and signage for global customers involved in business, automotive, leisure and retail sectors. It has a full in-house design studio and 3D modelling capabilities along with large format printing, which helps it provide giant media and signage, including Europe's largest football poster and advertising for Christian Dior.

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From left: Dan Jukes, Mark Bradley, Conor Coady and Dave Purcell

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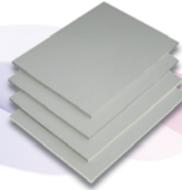
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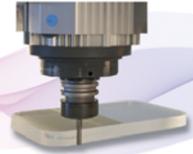
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## Software maximises efficiency and profitability of sign installation processes

Wahooti is one of the country's fastest growing full service printing solutions providers. The implementation of Vism early in 2019 has transformed the company's installation process. Relationships with installers and customers are now much more effectively managed and communication is fast, accurate and focused on delivering high levels of customer satisfaction.

"We specialise in providing complete end-to-end solutions for a range of companies, particularly construction and advertising agencies," says Nick Manuel. "We can deliver anything from business cards to massive advertising campaigns as well as interior signage, wayfinding and manifestations and in the past year or so have really ramped up our large format printing and installation work".

Wahooti provides the overall management for projects, outsourcing a lot of the print work to its fully vetted suppliers.

"Most large format projects requires a specialist fitter to carry out the installation," explains Nick. "Whether we are doing this ourselves or using external suppliers, accurate and timely communication is extremely important.

"I like to use new technology to streamline the process and make our operations easier and more effective for our staff and customers. After researching Vism's website, it appeared to be exactly what we were looking for to improve our installation processes. The fact that it was being used in some very large companies gave us confidence that it would definitely work and deliver some huge benefits for us. I contacted Vism for a demo and never looked back."

Vism is a project management software system specifically designed and built for the signage, graphics and installation industry.

"Vism's strength is that it is designed for our industry and so you immediately improve the whole process of requesting, arranging and completing a large format signage installation".

As a cloud-based solution, implementing Vism is extremely fast. Access to the system is through a simple, secure login so there is virtually no set-up time and Wahooti was up and running almost immediately and had their installers setup within minutes.

"The biggest selling point to us was that Vism allows us to hold all the information relevant to each of our projects in a central place that could be communicated to multiple installers in one go"

Nick explains: "The biggest selling point to us was that Vism allows us to hold all the information relevant to each of our projects in a central place that could be communicated to multiple installers in one go. From there we can see who is available and select an installer there and then. Previously this would have taken many emails back and forth and always created the potential to double book or provide misinformation. The installer then has all the information they need directly sent to their smartphone, including location and special information. We can fire through any changes and their instructions are updated immediately. This simple improvement to our operations has saved us at least two days per month, which has a hugely positive impact on our bottom line profitability.

"Another really valuable benefit is when it comes to customer sign-off. The installer can take a photo of the completed job and add it to the system, ask the customer to confirm they are happy with it and can get them to physically sign it off. This information comes back to us instantly and means we can close the project and send it instantly to accounts for invoicing. This speeds up the time to payment and significantly improves our cash flow."



Signage installation where the fitter has been managed using Vism



With much of the work being outsourced, Vism's sub-contractor module allows Wahooti to collaborate effectively with its suppliers' who also use the software.

"This is such an important function for us," says Nick. "When we use sub-contractors, it is important that this is seamless for our customers. Thanks to Vism we can ensure we maintain the same high level of service for all our installations."

"I have been really impressed with the quality of product support and the responsiveness of the Vism team. We haven't really had any technical issues but they are always looking to improve the system and have taken our requests and recommendations on board. Each new update seems to include functionality that we have discussed and this means we are continually improving the efficiency and profitability of installations."

As well as streamlining more straightforward installations, Vism has helped Wahooti deal with the more

complex demands of its larger customers.

"One of our key customers in construction is a major serviced office provider, which has serviced offices throughout the world. Vism allows us to break down the individual elements of each project into smaller jobs that we can route through installers. The information then comes back and can be compiled back into the larger project to the satisfaction of the customer. The system allows us to manage the more complex requirements of the projects, such as international travel and specific documentation that might be required."

"A further great benefit for us having such a useful application on the phones of our installers is that our customers are genuinely very impressed. It looks highly professional and gives customers the confidence that we are going to deliver their requirements as promised."

Vism Managing director Dan Tyler says: "Wahooti is a great example of how our

software can have an immediate and positive effect on day-to-day efficiency and productivity. They are a young, vibrant and fast-moving company that embraces technology and uses this to deliver fantastic customer service at all times. We are delighted that they are using Vism to great effect and are enjoying significant savings in time and money that are helping them be an even more successful and profitable business."

Nick concludes, "I couldn't be happier with what Vism has done for our company. Our installers are much happier because it makes their lives so much easier. They love the system because it is so easy to use and so relevant to them. Our customers love it because they are seeing jobs completed sooner and more accurately and we love it because gives us the potential to deliver more and better jobs in less time."

[www.vism.com](http://www.vism.com)



*Vism immediately improves the whole process of requesting, arranging and completing a large format signage installation*

## Getting the best from laser cutting technology

With additional functionality such as cutting acrylic with a polished edge, Blackman & White has supplied hundreds of customers with this modular technology. Eiko Ichikawa-White answers some of the frequently asked questions the company receives.

Laser cutting is a powerful tool for snag-free, sealed-edge cutting of textiles for a variety of applications from printed signage to airbags and sailcloth.

Used as a modular add-on on the Genesis-V multi-tool wide format cutting table, cutting flexibility is unparalleled, with the ability to route, knife cut and laser cut all on one flatbed or conveyerised cutting table. Fast processing speeds, high production rate and virtually radius-free cutting of inner contours, coupled with high reliability and low maintenance, the laser ensures a consistent high quality cut.

### How can we keep our working environment clean and safe during laser cutting?

The Blackman & White Laser Cutter takes fumes directly above the cut path into a powerful charcoal fume extraction system, eliminating cutting debris and odour. This system has replaceable filters which ensures that all fumes are removed from the working environment.

A lingering smell (out-gassing) depending on the material being cut is an inevitable part of the process but quickly fades on the cut sample within a few minutes.

### Does laser cutting leave a brown edge?

No. If the correct parameters are set for the job, the purge or pressure of the air to the laser head and the power of the laser to the speed of the cut, the material can be cut without any browning. This is a simple adjustment that your trainer or service engineer can advise on.

### Is laser cutting slower than knife cutting?

Not necessarily. Depending on the thickness, a flag material can be cut as fast as the machine can run. A heavy canvas might need to be cut at a slower speed to allow for the material density. Variation in speed is dependent on the material being cut.

### Why not use a hot knife?

A hot knife creates hazardous fumes which cannot be controlled and is more dangerous. This type of cutting is an additional process which can be time consuming and requires contact with the material in order to cut. The laser is contactless and eliminates the risk of distortions and fabric stretching.

“Fast processing speeds, high production rate and virtually radius-free cutting of inner contours, coupled with high reliability and low maintenance, the laser ensures a consistent high quality cut”

### Is it difficult to change the conveyerised laser belt?

No. The patented laser belt is designed with quick change functionality in mind. Simple storage when not in use means that cutting on the felt bed is quickly changed to laser cutting by laying the belt over the table with minimal manpower.

### Can I cut PVC with the laser?

PVC is not suited to laser cutting. The fumes emitted while extracted by the filtration system are toxic and it is not advisable to inhale any residual fumes released by the material after cutting.

### Laser cutting or rotary wheel?

Highly reliable non-contact laser cutting ensures no accidental lifting or moving of the fabrics while cutting. There is no wrapping of threads around cutting wheels or fraying of edges as they are sealed.

### Are the fumes dangerous?

The fumes and debris emitted by the majority of materials that would be cut with the laser are non-toxic; if you have any concerns, the fabric manufacturer will have published relevant H&S information.

[www.blackmanandwhite.com](http://www.blackmanandwhite.com)



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## Rise of the Pop-up opens up range of new opportunities

**With almost 30% of British businesses beginning their entrepreneurial journey as a Pop-up, it's safe to say that the phenomenon isn't going away any time soon. Claire White, innovation & creative consultant for Antalis Visual Communications discusses how the trend has opened up a range of new opportunities.**

According to Business Leader Magazine, the UK's Pop-up industry is currently worth over £2.3 billion a year. There are many different options from traditional buildings with short term leases that can cover anything from a day to external sites in pedestrian areas and internal options in shopping centres or leisure spaces.

Businesses are increasingly launching new concepts using Pop-up as a cost-effective way to test or launch in the market as well as experiment with products or even branding. They allow retailers and companies to try new things and can give on-line suppliers the chance to interactive with their customers allowing them to touch and feel their products. Companies are using Pop-ups for coffee shops and bars, to hold events, launch parties and workshops - all aimed at increasing footfall or creating unique experiences.

### Pushing boundaries

Large format printers are currently supporting many clients from these industries including retail and branding with a standard offering of POS. Pop-ups offer a way for the printer to get even more involved with clients by pushing their boundaries and encouraging them to think 'outside the box'. This opportunity allows printers to discuss and demonstrate what really is achievable using the latest print and substrate technologies.

Antalis' product range of substrates has grown over the past few years to support many trends including Pop-ups. This has encouraged the print industry to push into new sectors offering solutions where previously they weren't considered or were perhaps too costly.

There are many considerations for the selection of substrates for Pop-ups including light weighting, safety, ease of application, removability and particularly, cost effectiveness.

Recyclability and sustainability are also highly desirable requirements. Xanita



*The end-to-end cost and installation savings when using Xanita board compared to materials such as wood and MDF can be significant for Pop-ups.*

board is an example of a new substrate that meets these current needs for internal applications; made from 100% post-consumer kraft in the core, it is fully recyclable. It is structurally lightweight, yet robust, offering a sustainable alternative for a wealth of internal applications including Pop-up structures. Its strength allows it to be used for load bearing designs and it is shapable, allowing for curves as well as 3D designs.

Xanita board is being used to create structures as well as furniture, shelving, 3D displays and POS; the end-to-end cost

and installation savings compared to materials such as wood and MDF can be significant for Pop-ups, where cost is a consideration. For external and internal structural uses, PVC-free materials are popular choices

Stadur Easyprint is ideal for creating Pop-up structures as it is weather and scratch resistant and suitable for cutting and milling, making it ideal for fabricating 3D shapes. Stadur can be used to create both structural walls and furniture.

A cost-effective alternative to glass and

“Pop-up is not just a trend, it is here to stay and offers great opportunities for large format creativity”



Coala Walk & Wall offers a short term solution (up to three months) for building wraps, pavement advertising and internal decoration.

acrylic will often be required for Pop-ups. These include Lumex A which offers an economical, high clarity, impact resistant, flame retardant, 100% recyclable substrate with outstanding weather resistance – all important factors.

An extensive range of materials can be used for POS: display, window graphics, floor and wall graphics. For example Antalis alone has over 1,750 products in its Visual Communication range.

For many Pop-ups the need to quickly remove materials is essential, especially for bricks and mortar options. Looking for PVC and adhesive-free window vinyls with easy application and removability are all considerations. The market offers several choices for short term use including eco-friendly Yupo Tako which is both adhesive and PVC-free and can be easily repositioned and reused.

Short term vinyl for walls and floors can create a real ‘pull’ factor for attracting consumer attention both internally and externally. Coala Walk & Wall offers a short term solution (up to three months) for building wraps, pavement advertising and internal decoration. While Coala Floor & Wall provides a short term internal decoration solution; both offer anti-slip and removability qualities and can be applied to most internal floor types such as carpets, tiles or wood.



Pop-up is not just a trend, it is here to stay and offers great opportunities for large format creativity. In the current market, Pop-ups are growing at an exceptional rate as they offer novelty and diversification without investing in long term infrastructure. Clients are looking to test new ranges, store formats or create a talking point and Pop-ups can offer them an affordable way to do exactly that.

At Antalis, we encourage printers to talk and debate the many options with their customers and consider the new opportunities Pop-up can give and what is achievable. Ask your substrate supplier how they can support you. At Antalis we have creative consultants to back you up right from the early creative stages with specification and design ideas.

[www.antalis.co.uk](http://www.antalis.co.uk)



Antalis’ product range of substrates has grown over the past few years to support many trends including Pop-ups

## Digital print and the art of vehicle wrapping

The thing that separates good sign makers from great ones is their willingness to improve their skills, build on their knowledge and identify new ways of doing their jobs more efficiently. This is where the value of a dedicated academy becomes clear. Joe Wigzell, academy manager for Roland DG outlines the benefits.

The world of sign making is changing as print technology evolves and becomes more advanced. There is however one piece of hardware common to all print businesses and although its evolution is relatively slower, it's no less a critical part of the mix. Your brain is at the centre of your business and just as it's important to maintain your printer, it's vital to look after your own built-in equipment.

At Roland, we've never just been about selling printers to people, we want to help our customers succeed with their

machines and that's why the Academy is such an important part of our business".

Roland Academy courses are available to anyone looking to improve their knowledge but every Roland customer gets a voucher for a free course when they purchase a new printer, usually held at Roland DG's UK headquarters just outside Bristol.

Aside from picking up new skills, our customers can get inspiration from the various applications on display. We're always creating imaginative new ways to

use our equipment and the Creative Centre is a great place to get ideas for new products.

*Introduction to Digital Print:* is one of Roland's most popular courses, giving customers the essential information they need to use their devices effectively and navigate VersaWorks 6, Roland's RIP software.

"I had a great day – the course was very informative and gave me an excellent overview of the basics of digital print with a fantastic tutor," comments Vince Handford, Green T House. "I look forward to moving on to the Intermediate Digital Print course in the future."

*Intermediate Digital Print:* for those who already know the basics and want to advance their knowledge, this course teaches them about improving print quality, streamlining print processes and more.

"We found the course an invaluable tool to help us get the most out of our machine," says Alan Bowman, Yellowsub. "The staff were very knowledgeable, and the facilities were excellent."

*Vehicle Wrapping:* two-day masterclass is led by vehicle wrap expert James Deacon of Bigger Stickers, giving attendees the chance to learn the theory behind vehicle wrapping and get practical, hands-on experience.

"The course gave me an excellent set of skills and knowledge to start undertaking vehicle wraps on my own," says Nick Eccles, Briz-Graphics. "What I didn't expect was the classroom knowledge with tips on selling /marketing vehicle wrapping."

*VersaUV LEF:* provides a comprehensive introduction to UV printing using Roland's headline LEF range of UV printers. Customers can learn about printing onto a vast range of substrates and objects.

### Bespoke training

The Roland Academy offers bespoke training sessions to address individual requirements, allowing businesses to overcome their own particular challenges



A two-day masterclass gives attendees the chance to learn the theory behind vehicle wrapping and get practical, hands-on experience.



“We want to help our customers succeed with their machines and that’s why the Academy is such an important part of our business”

which might lie outside the scope of the regular courses.

Roland DG hosts a bi-weekly webinar series covering all aspects of running a business with their equipment. Topics have included colour management, device maintenance and tips for starting a business. Recordings of these webinars can be found on the Roland DG website.

**Webinar training**

Since we started producing webinars last year, we’ve built up a huge library of free training material. Not everyone has the time to travel to our training centre so it’s great that we can provide some assets to help them run their print businesses and get the most from our equipment.”

Following the success of their webinar



Roland Academy courses are available to anyone looking to improve their knowledge.

platform, Roland is planning to host one-to-one remote training to help customers with specific needs. Each of these hour-long sessions will be developed and delivered on an individual basis and they will focus on the customer’s own issues and challenges. We’re really looking forward to launching this new service.

There has been a lot of demand for one-off training sessions dealing with niche issues and this will give us a way to help our customers even more.

[www.rolanddg.co.uk](http://www.rolanddg.co.uk)

**Training options**

**Digital print**  
Introductory and intermediate

**Vehicle wrap**  
2-day masterclass (theory and hands-on)

**VersaUV LEF**  
Comprehensive introduction to UV using Roland’s printers

**Bi-weekly webinars**  
All aspects of running business with Roland equipment.

**Bespoke sessions**  
Training to address individual requirements.

**In the pipeline**  
One-to-one remote training to address customer’s specific issues and challenges.



Aside from picking up new skills, our customers can get inspiration from the various applications on display.

## Selection, use and safe handling of adhesives

**Eurobond Adhesives was founded 35 years ago on the principle of informing, educating and training its customers in the correct selection, use and safe handling of adhesives. Managing director Simon Dearing explains how this has helped to build and cement the company's reputation as a leading authority.**

We are trusted by our customers to get it right first time every time; they need to be assured that what they make is nothing but the very best.

In today's economic climate, maintaining your competitive advantage as well as your reputation is key to continued business success.

As such, Eurobond's adhesive technical advisors meet with their customers on a regular basis to look at and review their sign making projects. They will advise on the best methods of construction, discuss joint design, the materials used in the construction of the sign, the environment in which the sign will be located, any forces or loads which may need to be accommodated - all with a margin of safety included. Once they have all this information, they can recommend the best type of adhesive to use on the project.

It can be a costly exercise for businesses financially as well as the loss of their



reputation and their integrity if they are ill advised or don't seek expert help from the start. So when our customers are ready to start the construction phase we will revisit them and train the fabricators in the correct use of the adhesive.

We will discuss its performance and limitations, explaining how to handle and store the adhesives safely and safeguard their shelf life.

“Adhesive technical advisors meet with customers on a regular basis to look at and review their sign making projects, giving guidance on materials, construction, joint design and forces/ loads which may need to be accommodated”



*When customers are ready to start the construction phase Eurobond will revisit them and train the fabricators in the correct use of the adhesive.*

### Regional workshops

In addition to our free on-site training we conduct free to attend half-day regional training workshops around the country. These are very much hands-on practical training sessions where experienced fabricators and newcomers alike will learn a great deal.

If you would like to attend a free training workshop or would like our technical experts to visit you to discuss your sign making projects then please email [sales@eurobond-adhesives.co.uk](mailto:sales@eurobond-adhesives.co.uk) and one of our technical experts will be in touch.

We are really excited to announce that we will be delivering two training workshops each day at next year's Sign and Digital UK exhibition to be held at the NEC, Birmingham 28-30 April 2020. These workshops will explain how to choose and use the correct structural adhesive and how to select and use the correct acrylic adhesive tape; sessions will be part of a demonstration programme in the 'Sign Studio' area each day.

[www.eurobond.co.uk](http://www.eurobond.co.uk)



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## Meeting the challenge of sourcing and retaining people

Research commissioned by ISA-UK, the leading trade organisation for the sign industry in the UK, has underlined that training is one of the key issues facing the UK sign and graphics industry. Director David Catanach explains how they will address these issues going forward.

We commissioned our first ISA-UK industry research earlier year to gauge what is really going on within the sign sector. The online survey was open both to non-members and members of ISA-UK from across the country.

One of the key issues the survey revealed was that sourcing good quality staff training and education is a challenge for sign industry decision makers with 62% of respondents saying that accessing training for their staff is an issue for them, with more than a third of those (33.87%) saying it is a significant problem."

A further challenge facing the industry that clearly emerged from the research, is the recruitment and retention of staff.

More than two thirds (68%) of those who took part in the survey said that recruiting and retaining qualified staff is an issue for them, with more than half of those (51.47%) saying that staffing issues pose a significant problem to their business.



SA-UK courses address many of the key skills needed within sign companies from estimating for profit to selecting the most appropriate technology.

“Whether a sole trader, small business or large organisation, the need for minimum standards and recognisable skill-sets across the sector has never been greater”

Our aim is to help our members and the wider sign and graphics industry to tackle their training problems which will in turn, have a positive impact on staff retention.

As a partner of the International Sign Association, ISA-UK now offers 24 online Digital Badge training courses covering business management, digital signage, marketing, print, project management and sales. These programmes have been designed both for people looking to get hired, who wish to enhance their employability and for businesses who want to develop the skills of their employees.

### Addressing key skills

ISA-UK courses address many of the key skills needed within sign companies from estimating for profit to selecting the most appropriate technology to best fit application requirements; from the seven key elements of digital signage to the Sales Triathlon. They have been designed to work on both PCs and mobile devices and participants can study at the pace and

time that suits them. Once an online learning course has been successfully completed, the student receives a digital certificate or Digital Badge, demonstrating their proficiency. These can be included on CVs or social profiles as a portable, verifiable and secure way to showcase professional skills and competencies.

Further demonstrating its commitment to training and standards, ISA-UK is the driving force behind the sign industry's trailblazer group, developing a new NVQ Level 3 Signage Technician apprenticeship programme.

The Institute for Apprenticeships and Technical Education (IATE) was launched by the government in April 2017 to ensure all apprenticeships are of the highest quality and deliver the skills that employers need. Trailblazer working groups run by employers were required to prove the demand for a specific apprenticeship for their industry. The sign industry trailblazer group, chaired by Jeff



Buften, head of operations at Signs Express UK, was successful in securing acceptance of Signage Technician as a dedicated qualification.

### Recognisable skill-sets

Currently, we have an industry splintered by a lack of recognisable skills and standards. Whether a sole trader, small business or large organisation, the need for minimum standards and recognisable skills-sets across the sector has never been greater. We are fortunate to have Jeff and his colleagues on the trailblazer group working on behalf of the industry to develop a comprehensive Signage Technician apprenticeship standard.

We're committed to ensuring this qualification is relevant and future proof: an identifiable mark of professionalism for the sign industry.

ISA-UK members and affiliate members can also access up to £600 of funding toward workshops and training courses via specialist signage training consultancy Make it Happen. The funding applies to Make it Happen's Education Programme and its Dress Down Hands On practical training day (see article below).



*If business owners and decision makers are prepared to invest in the continued professional development of their team members, the positive impact on their success and bottom line will soon become evident.*

Both courses are designed for both new entrants to the sign industry and experienced professionals, helping both to instil and renew passion for this fast-paced industry.

If business owners and decision makers are prepared to invest in the continued

professional development of their team members, not only are they likely to see a more motivated and loyal workforce, the positive impact on their business success and bottom line will soon become evident.

[www.uksigns.org](http://www.uksigns.org)

## Guaranteed to learn something new however long your experience

**A common misconception is that once your career is well-established and you have years of experience under your belt, you don't need further training. Sam Armstrong, managing director of Make It Happen, suggests you look at this from a different angle.**

Have you ever heard a colleague say: "I'm on a training course" with a resigned tone, the underlying message being: "what a waste of my time"?

Training offers so much more: the opportunity to continue to learn and develop skills that will benefit your team, your customers and your business. Providing your staff with the opportunity to expand their knowledge and skill-set demonstrates that you value them and the part they play in your operation. They will appreciate the investment and you will benefit from their increased confidence and motivation.

When you focus on your staff, you add value to your business generally, including on a financial level. Your staff are your representatives. When they receive regular training on what's going on within

the signage industry, they are better equipped to pass on this information to your customers; providing them with the best and most current options for the project in hand.

Change is constant, with new and innovative products and processes are being developed all the time. Your customers don't want yesterday's products and solutions, they want to stand out from their competition. Investing in regular training will ensure you have a thorough knowledge of what's available and how you can incorporate new technology and techniques into your offering.

Make it Happen training programmes are predominately geared toward a sales-based promotion or the customer liaison environment; ensuring your team have the content and sales skills necessary to

*.....continued on page 72*



*Investing in regular training will show you how you can incorporate new technology and techniques into your offering.*

# EDUCATION & TRAINING Feature

.....continued from page 71

capitalise on what is available in the industry. There are a range of training programmes focusing on different areas and needs of the industry.

## Opportunity to upsell

Dress down, hands on may sound like a bit of a fun (it actually is) but it provides a valuable insight to those already established in the signage industry. The course is primarily for senior sales or account managers, along with office managers and directors as its very much based around increasing knowledge, promotion and the opportunity to upsell.

The skill, craft and artistry that goes into making built up letters and bespoke signs by hand is often underestimated. By giving staff who are usually 'hands off' the chance to fully understand the processes, craftsmanship involved in creating a piece of signage, you are enabling them to talk with confidence and authority around lead times. It is acceptable to wait six weeks for a piece of furniture for example but not a bespoke sign.

## Hands-on experience

Providing people with hands-on experience of the sign making process really is invaluable. When your people properly appreciate the intricate design and detail that is required to create these bespoke signs and letters, they will better understand and appreciate the value - and therefore the cost - of the finished product. This will enable them to explain and engage with your client on a different level. Running since May 2017, the



training programmes offer something for everyone. During this time, Make it Happen has met and supported over 700 delegates to date.

Even if, like Carlo (see box below) you have had years of experience, you could still learn something new and it could just

be something that directly impacts your bottom line. ISA-UK members are eligible for funding toward the Make it Happen training programmes; for more details contact [ladies@makeih.co.uk](mailto:ladies@makeih.co.uk) to hear more around details and the dates available.

[www.makeih.co.uk](http://www.makeih.co.uk)

## Hands-on training results in significant order



The 'Make it Happen' training programmes are great for our industry at every level; whether you want to get your hands dirty and experience what it is like to make a state of the art sign or learn something new in a classroom environment," comments Carlo Matarazzo (left) who recently attended the Dress Down, Hands On course.

"After attending the programme at SignFab we managed to secure a significant order as a direct result of a new finish I was introduced to. I had never seen the tinted lacquer finish and therefore it gave me a new edge relevant to a project we were working on and helped to secure the deal.

"I have seen a lot in my 18 years in the industry but what I learnt in one training programme had a direct and immediate impact on my business. Make it Happen will support and show you how things are done with a guarantee of learning something new."

# Refresh your skills and grow your business

**William Smith Group 1832 opened its Training Academy in 2017 which is dedicated to both training and inspiring those within the signs and graphics industry. Marketing executive Kyle Giles outlines the range of courses available with something for everyone.**

Education does not stop at school. I cannot stress enough the importance of continued development. Some people learn a trade after school through an apprenticeship, some go to college and some go to university, but either way, life will take new twists and turns long afterward and you'll pick up new skills and knowledge as a result.

We believe training is essential to business growth. We quite often use the phrase 'knowledge is power' and never a truer word said. Our Training Academy hosts eight courses in total and the variety available ensures there is a course suitable for everyone.

## Vehicle wrap

Our most popular and well-established training event is the Vehicle Wrap Training Course. First run in 2009, over 1,475 delegates have attended to date. It's seen continued growth and evolved alongside our William Smith distribution division. A two-day course, it is ideal both for beginners who are aiming to learn a new trade and intermediates who want to brush up on existing techniques and skills. Broken down into both theory and practical elements, attendees can be



*An emerging market, interior surface design is following a similar trajectory to vehicle wrapping*

hands on with the latest vinyl materials from leading manufacturers including 3M, Avery Dennison and Arlon.

Whether you focus on commercial graphics, fleets or car customisation and solid colour change, it's covered and tailored to your needs.

The expert advice available is unparalleled and second to none. Training and application manager Gill Harrison leads the training in partnership with one of Europe's leading wrappers Mike Szwacki from MEK Wrap Squad.

Both perform demonstrations and provide one-to-one tutorial throughout the course. No stone is left unturned. That's vehicle wrapping covered, the next training course to talk about is our range of Architectural courses.

## Architextural

An emerging market, interior surface design is following a similar trajectory to

vehicle wrapping. Installers, shopfitters and sign and graphics all share the same mission, to be one of the first to uncover the possibilities that come with exceptional faux finishes.

The idea behind products like 3M DI-NOC and Cover Styl' is to provide an alternative refurbishment solution to businesses but at a fraction of the cost. Wrap it, don't rip it! The concept is still in its infancy and we're helping businesses to diversify and grow by providing the knowledge and skill set needed to fit products with confidence.

Although the principle is similar to vehicle wrapping - objects being wrapped - the techniques needed are different. Vinyl is more than just 'sticky back plastic'. These products are packed with technology which aid performance.

We host two application training courses for architectural films, one for 3M DI-NOC and one for Cover Styl'. Very similar in terms of structure and to that of our

*.....continued on page 74*

“Convincing your customers on not only the visual benefits of architectural finishes but the business reasons and opportunities our products will bring, is absolutely critical”

# EDUCATION & TRAINING Feature

.....continued from page 73

vehicle wrap training course, they are broken down into two parts: theory and practical. To begin each course, individuals will be taught the theory behind the films in classroom style sessions.

Afterward, the part everyone enjoys the most, getting hands on with product. We take no more than eight bookings for each event and there is a reason for this, everyone gets their own workspace and

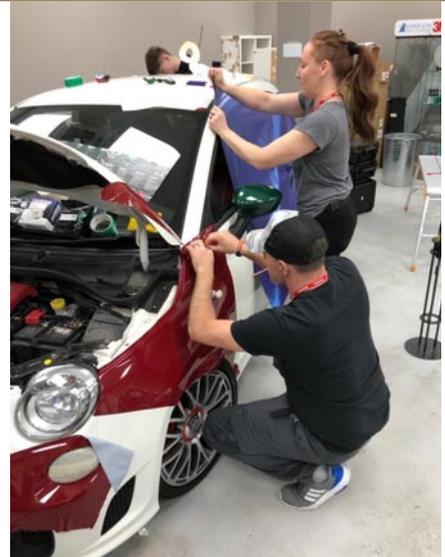


“Come the end of the two days we’d like to hope people have picked up some valuable knowledge and have the understanding to go away and start working with films”

one-to-one assistance from Gill when needed. Come the end of the two days we’d like to hope people have picked up some valuable knowledge and have the understanding to go away and start working with films.

Companies can also join us for the comprehensive Sales Training Course. It provides a great opportunity to assist with selling the concept of architectural films and therefore increasing the chances of winning projects. Aimed at those who want to drive their business forward, it’s an ideal follow-up to the application courses talked about previously.

I recommend visiting our William Smith website to find out more information



*The Vehicle Wrap course is ideal both for beginners aiming to learn a new trade and intermediates who want to brush up on existing techniques and skills.*

regarding other training courses available. As you can see, we take training extremely seriously and we’re here to help businesses every step of the way. It doesn’t just stop once you leave our site. Whether you want to become a trained installer or looking for a taster for the products we offer, we are dedicated to providing businesses with materials, knowledge and marketing support.

[www.williamsmith.co.uk/training](http://www.williamsmith.co.uk/training)





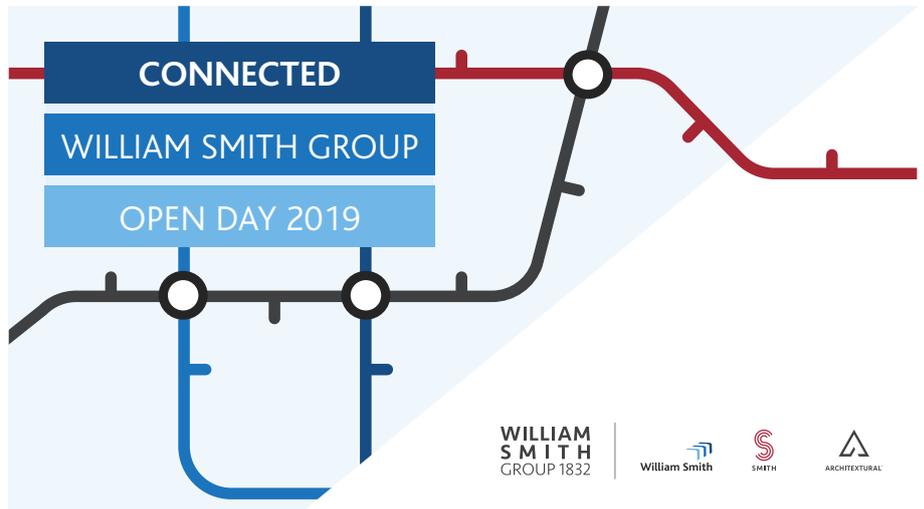
# William Smith Group 1832 welcomes trade professionals to open day

The UK's oldest sign maker and leading trade supplier to the sign and graphics industry is opening its doors and holding one of the most highly anticipated trade events of the year.

Connected, the William Smith Group Open Day 2019, which will be held on Thursday 5 September from 9:30 until 16:00 hours, welcomes trade professionals from the sign and graphics and interiors industries to visit its Barnard Castle headquarters.

The aim of the event is to connect customers with opportunities, through brands, products or knowledge. The day has been designed to inform and intrigue; with live demonstrations, workshops, seminars, competitions and exclusive promotions. Customers are encouraged to come along to learn how William Smith Group 1832 can help grow their business, gain insight into its working operations and meet the team.

The event will be a showcase for all divisions of the William Smith Group, Architextural, Smith and William Smith, featuring vehicle wrapping (including new



WILLIAM SMITH GROUP 1832

William Smith

SMITH

ARCHITEXTURAL

films), architectural finishes, window films, decorative wall films, tools and accessories, signs and displays plus training courses.

Head of marketing Chris Bradley says: "as a business we place a huge importance on customer relations. The open day will be a

great opportunity to strengthen existing relationships and build new partnerships. We will have products and services from all divisions of the group on show and provide customers with the chance to gain hands on experience."

[www.williamsmith.co.uk/2019openday](http://www.williamsmith.co.uk/2019openday)

## PFI Group acquires Shades Graphics

PFI Group has acquired Shades Graphics of Stockport which has over 30 years' experience providing screen printing and digital print graphics for signage and specialist applications to clients in the UK and Europe.

The company has a strong presence in the gaming and entertainment industries and brings particular expertise in precision printing and conversion of flat glass, adding further specialism to the capability profile of the PFI Group.

Shades Graphics will continue to operate from its current production base in Stockport, South Manchester.

PFI Group now comprises PFI Signs, GB Sign Solutions, Sign Plus (including HT Screenprint), Lofthus Signs, In2 Signs & Graphics and Shades Graphics. Further acquisitions are planned for the current financial year in line with our current growth strategy.

CEO Darren McMurray comments: "These are exciting times for PFI Group and we are delighted to welcome Shades Graphics and its employees to the PFI family. This acquisition will further add to the PFI Group's specialist manufacturing capabilities, strengthening our leadership position in the UK print and signage marketplace with the ability to provide a truly nationwide full service sign and graphics offering."

[www.pfisolutions.co.uk](http://www.pfisolutions.co.uk)



## European Sign Expo achieves record visitor attendance

European Sign Expo 2019 has continued its year-on-year growth achieving record visitor numbers to its seventh edition, which took place in Munich in May. With 90% of attendees involved in the decision-making process, European Sign Expo reinforced its status as a key event for international sign-makers and visual communication specialists.

Martin Anderson, director of international sales at SloanLED comments: "When we look at European Sign Expo, it's a showcase. All the big sign-makers come here to see us and to see what the competition is doing. The show provides visitors with the opportunity to see the trends and the future of LED."

The co-location with FESPA Global Print Expo provided visiting sign-makers with access to an even larger group of manufacturers and suppliers specialised in digital wide format, screen and textile printing, along with features including Colour L\*A\*B\* for colour management, Printeriors for printed decor, World Wrap Masters vehicle wrapping competition and workshops and the Trend Theatre conference programme. These are designed to help sign-makers improve



their business offering and investigate potential new diversification opportunities.

Sarah Farrell, head of marketing, FESPA comments: "The continued growth in visitor attendance to European Sign Expo is a true reflection of the value the non-

printed signage community places on this event. This response, combined with the enthusiasm of those looking to exhibit at next year's event is testament to its sustained success."

[www.fespa.com](http://www.fespa.com)

## Soyang partners Very Displays at Irish Expo

Soyang Europe is teaming up with Very Displays as they put on the Trade Displays Expo in Dublin, Ireland in September. Showcasing Soyang Europe's substantial range of printable fabrics and Very Displays' exhibition, portable and retail display solutions, the event is targeted at sign and display resellers looking to

source new products or add to their range, helping them to discover how textile displays can add value to their businesses.

"We're looking forward to giving visitors an in-depth look at how our printable textiles can transform their product offering," says Soyang Europe's managing director Mark

Mashiter. "It's no surprise that this area of display graphics is seeing significant growth and the combination of our materials and Very Displays' systems delivers a very attractive solution for print companies of all sizes."

Soyang Europe's printable textile line-up includes materials up to 5m in width and printable with UV, dye sublimation and latex inks. Products include backlit, flag, black backed and a variety of stretch fabrics suitable for use in Very Displays' systems including modular walls, pull-up banners, flags and outdoor displays.

"We look forward to welcoming Irish print companies to Clondalkin for two days focussed on educating visitors on the substantial benefits of utilising the latest printable textiles within profitable and high quality display systems," concludes Mark.

[www.soyang.co.uk](http://www.soyang.co.uk)



*Soyang Europe's textile line-up includes materials up to 5m in width and printable with UV, dye sublimation and latex inks.*



# Optimism high in sign and graphics industry, according to new research

Research commissioned by the UK sign and graphics industry's leading trade association, the ISA-UK powered by BSGA, has revealed that, despite the uncertain political times, optimism is high in the industry.

More than half of the sign industry decision makers who took part in the survey reported that business turnover has increased in the past year, with a further 24% saying it has remained constant. In addition, 53% have seen customer numbers increase during the past 12 months and 31% said they have stayed the same. In terms of profitability, 46% of respondents have seen an increase in the past year; a further 26% said that profitability had remained constant.

Director David Catanach comments: "This is the first time we have commissioned

industry-wide research and the results have been extremely interesting and positive. More than half (57%) of the business decision makers who completed the survey agreed that there is plenty of work available in the sign and graphics industry and 51% said that they think the industry is thriving.

"The list of services that professional sign companies provide these days is vast. While 76% report that general signage is still one of the most profitable elements of their business, specialist areas such as vehicle wrapping, interior décor and illuminated signs are key; 68% of respondents say that their list of services has increased in the past two years."

Rob Lambie who is president of the ISA-UK and has worked in the sign and graphics industry for more than 29 years,

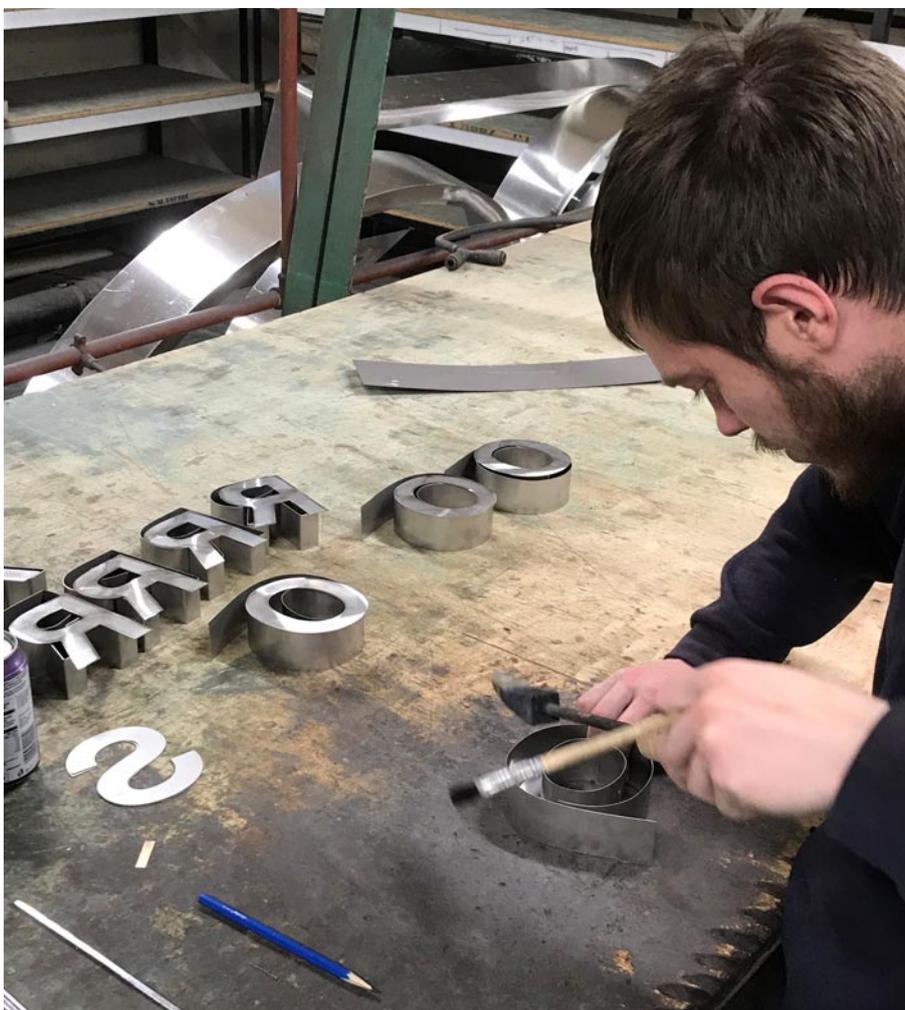
"More than half of those who completed the survey agreed that there is plenty of work available in the sign and graphics industry"

adds: "Sign and graphics professionals are more integral to the wider marketing mix than ever before and 57% of survey respondents said that working with marketing agencies is a key part of their job. The survey has confirmed what many of us in the sign and graphics community have known for years: that creativity is a massive part of our industry; 79% of decision makers said that their customers are looking for more creative input from their sign company these days and 80% agreed that design and innovation are very important to their business."

"Working heavily within the signage industry on our training programmes, I am delighted to hear and see first-hand a real buoyancy within the industry," comments Sam Armstrong, managing director of signage consultancy Make it Happen and vice-president of the ISA-UK. "There appears to be an influx in orders as well as quotations, with tenders in the abundance: hopefully an indication of even more positive times ahead."

"It's great news that most survey respondents are positive about the state of the sign industry and their own businesses," concludes David. "As an organisation, our role is to support our members and help them thrive and grow so we will be using the research findings to inform our activity over the next 12 months. Our aim is for the ISA-UK Sign Industry Survey to become an annual project so that we can track viewpoints and provide an accurate picture to our members and the wider business world."

[www.uksigns.org](http://www.uksigns.org)



## Roland appoints Amaya as distributor and renews relationship with Granthams

Roland DG has appointed Amaya Sales UK as a distributor for the TrueVIS SG-300 printer/cutter that "sits perfectly within Amaya's portfolio of garment decoration systems". Amaya Sales UK has over 30 years' experience in the garment industry, forging valuable partnerships with its customer base of screen printers, embroiders and garment decorators who will now be able to experience the Roland TrueVIS SG-300 in both of Amaya Sales UK's showrooms.

This machine is an economical wide format device delivering vibrant colour printing along with integrated contour cutting, for producing short-run heat-transfer graphics for apparel such as T-shirts, sweatshirts and bags. This 30" (762mm) printer/cutter is a reliable workhorse for wall graphics and murals, fine art and photographs, vehicle graphics, posters and back-lit displays, banners, signs and die-cut labels, decals and stickers – giving customers an opportunity to offer new or higher quality products.

Amaya director Peter Wright comments: "The Roland SG range of print-and-cut equipment fits perfectly with our garment decoration products and will allow us to provide our customers the exact fit for their needs. The Roland will give both new and existing clients more choice of application as well as streamlining their existing workflows. All of the equipment we sell is hands-on and gives the users options to customise workflows, whether they need a higher quality output or more throughput.

"The Roland SG range does exactly the same in giving flexibility to our customers' businesses, enabling them to fulfil their customers' needs quickly, effortlessly and



From left: Rob Goleniowski, head of sales (Roland DG); Jamie Reader, systems consultant and Kirsty Reader, general manager/sales Granthams

on time, every time without fail. The Roland VersaWorks RIP software plays a massive part in this as well, making everything just so, so easy. Customers can expect to have a full demonstration of the TrueVIS SG-300 at our showrooms and our experienced team can discuss how the Roland fits into their existing business".

Roland DG has appointed Granthams as a supplier for TrueVIS large format printer/cutter solutions, the next stage in a long relationship between the two companies.

Granthams has previously been a Roland dealer and notes the pioneering evolution of the two brands into the era of digital inkjet printing. With a loyal customer base comprising signage and graphics companies, and exhibition, display and vehicle graphics specialists, the business is perfectly placed to again represent Roland in these markets. Many of Granthams's

customers already use Roland machines so the renewed partnership will offer them more exciting opportunities to explore Roland's latest wide-format systems.

General manager Kirsty Reader says: "Granthams has had a very long history with Roland and we feel the TrueVIS VG2 will complement our premium range, helping to ensure that our customers make the best decision when investing in outdoor durable options."

Along with the fast and powerful Roland SOLJET Pro 4 XR-640 inkjet printer/cutter and the economical Roland TrueVIS SG inkjet printer/cutter duo, Granthams will supply new Roland TrueVIS VG2 solutions. The TrueVIS VG is a next-generation print-and-cut solution, featuring more than 40 enhancements over previous models, including TR2 ink with Orange for ground-breaking colour reproduction and certification from the industry's leading media suppliers.

"Prints from the new Roland VG2 printer/cutter are ready for lamination in as little as six hours and the machines require less frequent maintenance and cleaning," says Kirsty. "Plus, the 500ml ink sacks don't have an expiry date making them even more cost efficient. Customers are welcome to book a demonstration of the Roland TrueVIS VG2 at our Preston office, where they will receive our unbiased advice based on their needs."



Amaya personnel Ralph, Adam and Alan with product support specialist (Roland DG) Dan Lathall (third from left)

[www.rolanddg.co.uk](http://www.rolanddg.co.uk)



# Signs Express Bath joins The Planet Mark Sustainability scheme

Signs Express Bath has become a member of The Planet Mark Sustainability scheme designed to help improve the sustainability of businesses in Wiltshire, Somerset and South Gloucestershire.

Mark Collins, owner of Signs Express (Bath) attended a Planet Mark Start! Workshop and came away with a sustainability business plan to help us reduce our negative impact on the local and global environment. The franchise has agreed to work on the three main areas of change: recycling non-commercial plastic and cardboard waste; find a new vinyl that has reduced plastic content; and add a biodegradable product to its range.

"We are pleased to confirm that we have already put this plan into action," says Mark. "First, we now have a recycling unit for our rubbish, allowing us to separate our recyclable waste from general waste; this is then recycled on a weekly basis.

"Second, we have sourced a vehicle wrap vinyl which is made using a non-PVC polymer material and a phthalate-free film. This has enabled us to offer an eco-friendly alternative to our customers, compared with traditional PVC vinyl for their vehicle graphics. We have sourced a



An example of the finished product used to wrap this car which is PVC-free.

100% biodegradable board which is a perfect alternative to soft foam boards, foam PVC and plastic composites. It is great for hoarding, short term promotional posters and advertising materials. It is fully recyclable and easily reused; it can be recycled up to eight times. Compostable and biodegradable, it can be disposed of in the normal paperboard waste stream; it is FSC certified.

"We are excited to be adding more eco-friendly materials to our range," concludes Mark. "We can now give our customers more choice over the type of materials they wish to use and offer a more sustainable option. All these small changes can help make a real impact on our local community and environment."

[www.signsexpress.co.uk/branch/bath](http://www.signsexpress.co.uk/branch/bath)

## Enhanced CNC machining online facility

XYZ Automation Group has introduced a newly designed and enhanced spare parts, tooling, accessories, consumables, software and technical support online facility. Called CNCShop.com, the facility can be accessed not only by owners of machines supplied by XYZ but those from other manufacturers or suppliers.

The redesigned facility is said to be much easier to navigate and locate products of choice and to work better with mobile devices for remote access. The site is clearly segmented to display and demonstrate via video links a wide range of products and services including high quality router bits, collets and cones to suit different spindle types, oscillating and tangential knife-cutting units for multiple material processing requirements and special purpose tools for more complex applications including compression tools from Onsrud. These are designed for



routing/cutting applications involving laminated and/or composite woods.

Its special tool geometry and advanced coating provides a harder and tougher routing/cutting edge, eliminating problems like chipping of the material and increasing tool life by up to 100% by comparison with standard spiral tools.

More recently, new Belin polycrystalline diamond cutting tools have been added specifically to enable perfect edge finishing of plastic materials as well as Long Reach tools that are ideal for the processing of foam products.

Key features of CNCShop.com include a choice of service, extended breakdown and technical support packages which offer attractive discounts on selected parts and accessories. Video links show products in application to enable customers to choose the most appropriate solution. XYZ application engineers can provide on-site assistance and/or e-mail and web diagnostics. These facilities are supplemented by product training courses, conducted at a customer's own premises or at the XYZ Automation Group Training Centre in Telford.

[www.cncshop.com](http://www.cncshop.com)

## Partnership results in recycling 99.67% of print production waste

Superior Creative Services, part of the Delta Group, has been trading since 1976 and has established itself as one of the leading names in the UK print market. From its facility in Melksham, Wiltshire, the company offers design, print and fulfilment services to a wide range of clients right across the retail sector.

With such a diversified service offering and far-reaching customer base, Superior is committed to ensuring that it operates in a sustainable and environmentally friendly manner – something that is becoming an increasingly important attribute for clients across many markets.

Superior has been working with J&G Environmental for several years on various initiatives to enhance its 'green' operations and processes. Such has been the success of this partnership that in 2018 the company was able to recycle 99.67% of the print production waste material it sent to J&G Environmental.

Not only has Superior been able hit its core targets in terms of sustainability but by working with J&G Environmental, has continued to operate in line with the strict objectives required for its ISO14001 environmental management system.



*Superior has continued to operate in line with the strict objectives required for its ISO14001 environmental management system.*

Works director Stewart Powell says: "J&G Environmental are key to meeting our 14001 objectives and we have been working closely with them for over 15 years. As an ISO14001 company, it is important that we work closely with

"As an ISO14001 company, it is important that we work closely with companies that share our ethics and meet our environmental requirements"

companies that share our ethics and meet our environmental requirements. J&G Environmental are an excellent source of technical advice and constantly looking at new waste recycling routes."

Going by the success Superior has experienced during its time working with J&G Environmental, Stewart would be happy to recommend the print waste management company to other print service providers that are seeking to enhance their own 'green' capabilities.

"We would have no hesitation in recommending J&G's range of services," concludes Stewart.



*Operating in a sustainable and environmentally friendly manner is becoming an increasingly important attribute for clients*

[www.jg-environmental.com](http://www.jg-environmental.com)



# CorelDRAW design contest places spotlight on creative talent

Corel is inviting artists and designers to enter the 2019 CorelDRAW International Design Contest. Until 30 September 2019 participants may submit their original artwork created in CorelDRAW 2019, Corel PHOTO-PAINT 2019 or Corel DESIGNER 2019.

"The CorelDRAW International Design Contest has a long legacy of celebrating exceptional design," says John Falsetto, senior director of products, CorelDRAW and Productivity. "Our team is constantly inspired and amazed by the stunning work made by CorelDRAW users worldwide. We're thrilled to offer this contest as a way to recognise individuals who are creating the best in visual communications."

Entries are invited in these categories:  
*Branding and marketing:* digital designs for flyers, brochures, logos, banners, awards, engraving, etc, designed to provide information and stimulate interest about a product or business.  
*Graphics and illustration:* artistic, creative and unique designs created to be appreciated for their beauty or aesthetics as opposed to serving a practical function.  
*Signage and vehicle wraps:* digital designs for vehicle wraps including cars, trucks, boats, buses and/or commercial or public display signs.  
*Apparel and textiles:* digital designs for



fashion, embroidery, DTG printing, shown as a mock-up on garment, fabric or model.  
*Speed drawing:* time lapse videos that show how a work was created in CorelDRAW 2019, Corel PHOTO-PAINT 2019 or Corel DESIGNER 2019.  
*Technical drawing and design:* precise 2D and 3D drawings that visually show how something functions or is constructed eg assembly instructions, schematics, floor plans, architecture/engineering drawings.

*Students:* digital designs created by a student actively enrolled and attending an accredited secondary school, university/college or graduate school program anywhere in the world as of time of entry.

Prizes include cash, computer software and hardware, tech gear and accessories and graphic design products.

[www.contest.corel.com/coreldraw](http://www.contest.corel.com/coreldraw)

# Soyang showcases PVC banner recycling scheme

Soyang Europe will bring its innovative print waste recycling partnership, developed and set with waste management specialist Blue Castle Group, to this year's Print Show, which takes place at the NEC from 17-19 September. This scheme offers a much sought-after solution to the industry's PVC waste dilemma and aims to pioneer the use of PVC banner material as an environmentally sustainable substrate.

Renowned for its substantial range of printable media from textile to self-adhesive vinyl and flooring to wallpaper, Soyang Europe has seen growing demand from its customers to find a solution for recycling PVC banner material.

"Uptake of the scheme has been extremely positive since its launch," says



*The scheme aims to pioneer the use of PVC banner material as an environmentally sustainable substrate.*

managing director Mark Mashiter. "The Print Show is an ideal opportunity to

introduce it to a wider audience and for visitors to discuss its merits with members of our and Blue Castle's team."

Blue Castle Group is an established waste and energy consultancy that has developed and rigorously tested the machinery and processes needed to convert PVC banner into a reusable format. CEO Marie Harley states: "We're enjoying disrupting the print industry with the recycling scheme. Due to the complexity of the challenge, it's been several years in the making but close collaboration with our partner companies has enabled us to bring it to life. We are thoroughly looking forward to engaging further with printers at the exhibition in September."

[www.soyang.co.uk/recycle](http://www.soyang.co.uk/recycle)

# Global printed signage market forecast to return to growth by 2024

The global market for printed signage in 2018 was valued at \$43.34 billion. Smithers Pira's latest market report *The Future of printed signage in an electronic world to 2024* shows a small fall to \$43.30 billion in 2019 in constant price terms.

While the printed signage market has marginally declined by 0.3% year-on-year since 2014, it is forecast to recover value over the next five years when growth of 0.2% CAGR will see the market reach a value of \$43.73 billion in 2024. Key trends covered in-depth in this market report that affect the global printed signage include:

**World economic outlook:** promotional and informational printed signage demand will be impacted by changes in global and local economic performance.

As economies grow, government and private investment in infrastructure and buildings tends to grow, increasing the demand for informational signage. Similarly, consumers feel more confident and spend more on goods and services, boosting the demand for promotional signage as retailers and brand owners compete for this boom in sales.

**Signage in retail environments:** changes in the structure and strategies of the retail industry will have a direct effect on market demand for printed signage. Increasing competition for brick-and-mortar stores from online retailers has resulted in the

“While the printed signage market has marginally declined by 0.3% year-on-year since 2014, it is forecast to recover value over the next five years when growth of 0.2% CAGR will see the market reach a value of \$43.73 billion in 2024”

traditional retail model changing to compete in the new shopping landscape. Globalisation of brand identities: the ease of access to the internet in most parts of the world and the growth of social identities media mean that it is much simpler today to promote a brand globally. A prominent brand identity can open up

new markets and be used to promote new product variants that are tailored to local preferences. Signage is an effective method of promoting brands throughout global markets.

Striking signage placed in strategic locations will draw attention to the brand within a local setting, whether its objective is to maintain awareness of an established brand or introduce a new brand.

**Technology advances:** all aspects of printing technologies continue to evolve and improve. The key factors driving developments in print processes are centred around reducing production costs through faster press set-up and increased use of computer-controlled automation at all stages of the process, from taking the initial order to despatch to the customer when completed.

With inkjet taking the largest share of printed area within the signage industry, this process is the focus of the majority of development activity, particularly for wide-format presses.

Web-to-print platforms for inkjet are changing the way that printers take and process orders, for inkjet enabling customers to place orders via the Internet that will flow directly to production and on to the despatch department on completion.

This is ideally aligned with digital print processes that print from a computer-generated image, saving time and costs for both the customer and the printer over the traditional process of initial briefings, artwork modification and final approval.

Smithers Pira's latest market report *The future of printed signage in an electronic world to 2024* focuses on the worldwide status and prospects for printed signage, reviewing historical and current market sizes and trends, delineating the market and technology trends over the past few years and providing forecasts for demand for the five-year period ending 2024.

It looks at the market for digital signage and the impact this can have on traditional printed signage demand, both the threats to existing end-use applications and the opportunities for a combined approach.



Striking signage placed in strategic locations will draw attention to the brand within a local setting, whether its objective is to maintain awareness of an established brand or introduce a new brand.

[www.smitherspira.com](http://www.smitherspira.com)



# CP and Kong to provide joint digital solutions

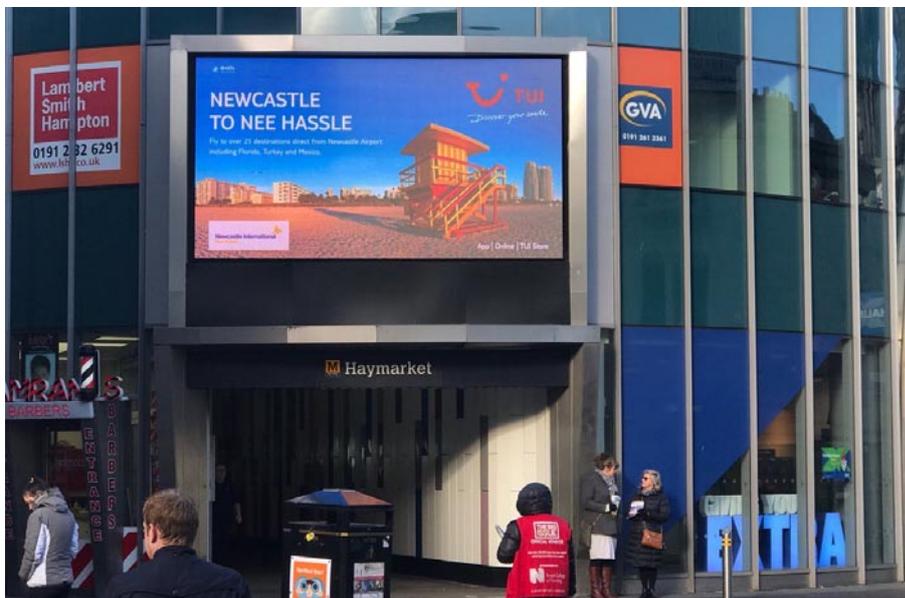
CP Media has signed a partnership agreement with Kong Media. This arrangement will see the two companies collaborating on projects nationwide with CP Media marketing Kong Media's sites in targeted direct market campaigns.

CP Media has commercial activities with a growing number of asset owners and manages over 3000 sites situated in some of the busiest locations in cities and towns across the UK. More recently the company's assets portfolio expanded to include digital screens in some of Yorkshire's key transport hubs.

The partnership will allow both companies to further develop their portfolio of solutions by offering large format media platforms across the UK in a more localised manner.

Kong Media delivers out-of-home advertising for brands and has signage networks in locations across the UK with retained sites in Leeds, Sheffield, Doncaster and Newcastle.

Mike Brennan, chief executive officer CP Media says: "The agreement with Kong Media is evidence of our strategic plan to continue diversifying our portfolio of assets and the services we provide across the UK. We are looking forward to developing a successful working relationship with the team at Kong Media."



Digital screen, Haymarket Metro Station, Newcastle.

"We are thrilled local organisations and businesses across the UK will now have the opportunity to feature on large format digital media in their local area, an option that wasn't previously available to them."

Ross Barrett, managing director of Kong Media comments: "The agreement is a fantastic development and brings many

mutual benefits. It will allow us to play to our strengths and pool our capabilities: CP Media's commercial and sales expertise and Kong Media's capacity to build and install screen sites (via our sister company Big Vista) and screen management."

[www.cpmmedia.co.uk](http://www.cpmmedia.co.uk)  
[www.kongoutdoor.com](http://www.kongoutdoor.com)

# Atlantic appointed reseller for MUTOH printers

Atlantic Tech Services has been appointed a reseller for the complete range of MUTOH solvent and UV printers. The company will nationally sell, install, service and support the full range of roll to roll and flatbed MUTOH UV and solvent printers alongside its range of AZON UV, DTS and DTG printers.

The MUTOH family of printers includes a variety of sizes, speeds and production capabilities to match the need of sign makers as well as promotional gift manufacturers, with a combination of build quality, reliability and performance with high end print head technology to deliver an unrivalled print experience.

With the patented 'Interweave' technology the MUTOH printers deliver better overall quality at quicker speeds than the competition. This is especially true for solid areas of colour and with the combination



of the MUTOH Eco Ultra inks which will deliver high quality print results to cover approximately 80% of the Pantone C colour gamut, 10% higher on average than the competition. Thanks to the interweave technology all MUTOH ValueJet printers benefit from fast production print speeds.

Managing director Keith Pratt comments:

"In a market where competition is fierce and margins have been squeezed, we're excited to launch the new MUTOH range of solvent and UV printers. The productivity gains that the range represents at industry competitive prices, makes it a very compelling proposition."

[www.atlantic-ts.com](http://www.atlantic-ts.com)

## CMYUK appointed UK and Ireland distributor for Gerber's MCT laser cutters

CMYUK has been appointed UK and Ireland distributor for Gerber's MCT Laser Cutters. This significant agreement further accentuates CMYUK's position as de facto solutions provider for digitally printed textiles and finishing for these regions.

Scott Schinlever, president and COO, Automation Solutions, Gerber Technology says: "It's a natural fit. The UK is the second largest Western out-of-home signage market in the world, following the US. With CMYUK's position in the market, I see it as a huge opportunity for us together to serve its growing customer base with digital finishing and workflow software. The Gerber MCT Laser Cutter perfectly complements the full CMYUK digital cutting portfolio that services the sign, graphics and soft signage markets".

"Laser cutting is perfect for anyone who wants to get into soft signage, textiles and flags," says Nick Reed, CMYUK's digital cutting specialist and ESKO business manager. "The ability to eliminate the need for sewing is such a compelling advantage and one which is set to be such a strong focus for the near to medium term.

"We are witnessing huge demand for soft furnishing, interior décor and personalisation within the digitally printed textile market. These need to be cut with a laser, which not only handles irregular shapes with ease but seals raw edges. Further down the line, prototyping, fast



*The Gerber MCT Laser Cutter perfectly complements the full CMYUK digital cutting portfolio that services the sign, graphics and soft signage markets.*

fashion and highly customisable short-runs will be screaming out for this type of finishing."

The Gerber MCT Cutter is equipped with a high-powered laser that delivers heat-sealed, non-fraying edges and cuts accurately every time. This revolutionary system offers highly reliable 'no-touch' laser cutting to ensure no accidental lifting or moving of the fabrics while cutting.

By implementing a singular Gerber MCT Cutter, a company can offer a wider range of jobs without the need for multiple

machines. The innovative system offers 8-12 times the throughput and productivity compared to manual cutting and reducing waste through close nesting of parts, says CMYUK.

"Digital textile printing is expected to grow exponentially between now and 2021," says Scott. "Our partnership with CMYUK will help drive innovation in the evolving market by providing PSPs with a cutting-edge solution that will help them tackle any challenge that they are faced with."

[www.cmyuk.com](http://www.cmyuk.com)

## Applelec appoints new director



*Jonathan Bradley - Director at Applelec*

Applelec has appointed Jonathan Bradley as director to assist in the formation and delivery of the signage manufacturer's strategic growth plan.

"It's been a pleasure to join the creative and friendly team here at Applelec," says Jonathan (pictured). "We have highly skilled and knowledgeable staff and I am committed to ensuring that this expertise is put to best use. We will build the business with a customer focussed plan and on a foundation of a collaborative and ambitious culture. We will deliver quality custom-made solutions by putting first-rate customer service and communication at the core of all we do."

Managing director Ian Drinkwater says:

"I am pleased to welcome Jonathan to the team at this exciting time for Applelec. His wealth of experience is set to help shape a new chapter and we are already seeing the results of his meticulous attention to detail in the configuration of our manufacturing systems, reformed customer offering, and market focussed strategic planning."

With plans to lead deep change in Applelec's product offering and production capabilities, Jonathan will be bedding in his core beliefs of striving to develop his colleagues and in building long term customer relationships.

[www.applelec.co.uk](http://www.applelec.co.uk)



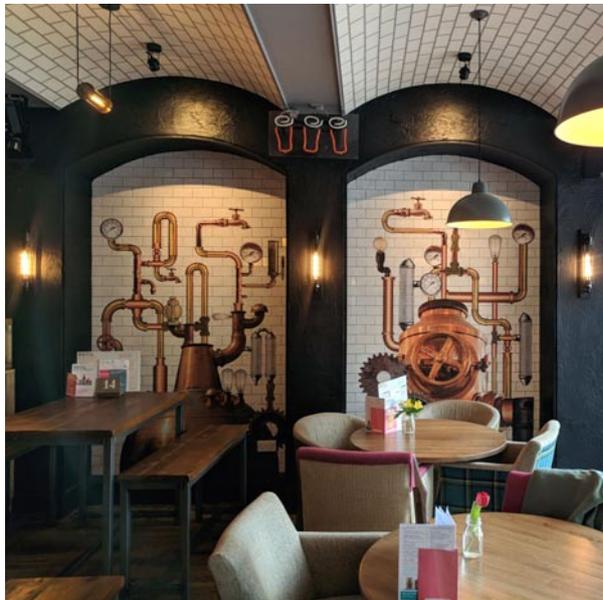
# British Sign Awards includes special category for small businesses

One of the most important prizes to be presented at this year's British Sign Awards is the trophy for the Small Sign Business of the Year. Supported by Current by GE, the Award is open to any sign business employing five people or less and recognises that the greatest part of the sign industry is made up of smaller businesses, acknowledging that these businesses offer their customers a vast range of creative and practical capabilities.

"We created the award to provide smaller businesses with an opportunity to win recognition for the outstanding work they do," says Ray Hirst, who organises the awards in association with ISA-UK (formerly the BSGA). "We felt that many small businesses might not enter because they might not have the confidence to go up against the bigger sign makers.

"The Small Sign Business category gives them the opportunity to compete against similar sized businesses and we would encourage any smaller business, whether a one-man band or a signmaker with a small team, to enter their best work. Winning or even being shortlisted can give a business a real kick start, impressing both present and future customers and, even if they're not interested in expansion, it delivers huge bragging rights and enormous satisfaction."

The Awards are open to all UK signmakers (membership of ISA-UK is not required).



One of the projects submitted by the 2018 Small Business Award winner Apogee.

"We ask entrants to submit a representative selection of work completed over the past year, for example, three or four projects together with a brief written summary and good quality images," says Ray. "Judging is carried out by a panel of industry experts who are totally independent of ISA-UK to ensure a level playing field for all.

"Previous award winners have demonstrated the incredible versatility and capabilities of smaller sign business, with

entries including everything from traditional shopfronts through complex interiors and vehicle wraps to hand crafted signs. We are looking forward to more of the same this year."

The Small Sign Business category is one of 13 awards which will be presented at the Gala Awards Ceremony in Leicester on 14 November. Closing date for receipt of entries is 13 September.

[www.britishsignawards.org](http://www.britishsignawards.org)

## Schoolchildren get to grips with signmaking

The Maidstone centre of FASTSIGNS has given students at Coxheath Primary School the chance to put their creative skills to the test with an exciting motivational and learning exercise.

Pupils were tasked with designing a series of colourful drawings which would be transformed into signs. FASTSIGNS Maidstone developed the children's artwork into physical signs using hardwearing signage materials such as vinyl, creating a long-lasting finished piece that brought the student's drawings to life.

FASTSIGNS Maidstone aimed to offer Coxheath Primary School students a

learning experience outside of the curriculum. The aspirational and tactile experience allowed students to understand the process of sign making from start to finish, get hands-on and create an original sign that they were able to take home.

Director Muhannad Ziyadah says: "It's great to work with Coxheath Primary School and the children in the community on such a creative project. I am glad we have been able to bring our expertise in the signage and graphics industry to ensure that the bold and bright designs the students have created will live on."

[www.fastsigns.co.uk/2145-maidstone](http://www.fastsigns.co.uk/2145-maidstone)



The aspirational and tactile experience allowed students to understand the process of sign making from start to finish.

# CLASSIFIED

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<b>Print-shop Equipment</b> (Roland SP540V print and cut machine, Mutoh SC550 cutter, laminator, Keencut Edge 2 etc)	<b>£19,000</b>
<b>Complete Sign Shop</b> (due to retirement) - GERBER EDGE (plus large quantity of foils), 2 Plotters and more....	<b>£ 8,250</b>
<b>Oce / Arizona 350 GT</b> - UV Flatbed - CMYK & White - Roll Feed - Print area: 2.5m x 1.25m. Configured with CMYK + white.	<b>£22,500</b>

[www.signupdate.co.uk/fs](http://www.signupdate.co.uk/fs)

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[www.applied-image.com](http://www.applied-image.com)

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[ronamachines.co.uk](http://ronamachines.co.uk)

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[hello@glyphics.co.uk](mailto:hello@glyphics.co.uk)



### Signfitter

Sidcup, Kent

**£22k - £33k**

based on experience.

We are looking for an experienced signfitter. Knowledge of the application of vinyl to vehicles, windows and other substrates is essential. A vehicle will be provided for the successful candidate to carry out their daily installations.

Clean driving licence required.

### Production Assistant

Sidcup, Kent

**£18k - £25k**

based on experience

We are looking for a young enthusiastic person with a basic knowledge of design software, CoreIDRAW, SignLab or other. Some training will be provided.

They will be required to liaise with existing clients on their requirements, usually media for vehicle livery, window graphics and printed wallpapers.

For further information call 07770 396 871 or email [info@sott.biz](mailto:info@sott.biz)



**Bolton**

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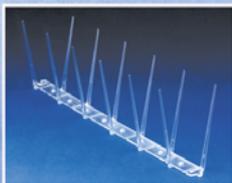
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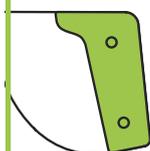
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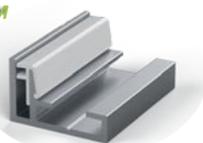
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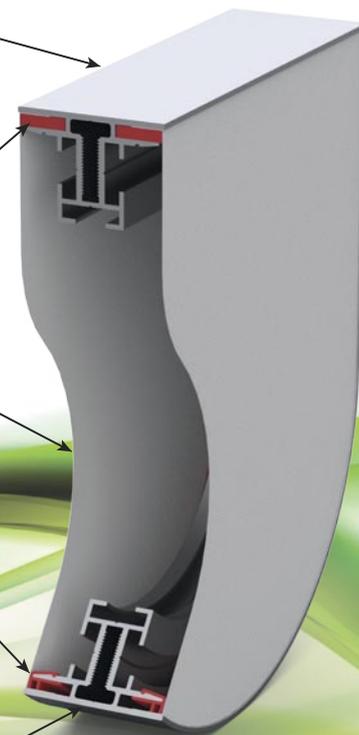
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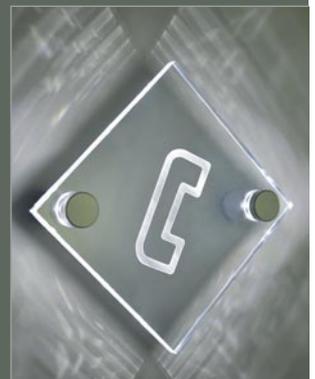
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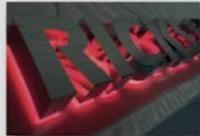
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Specialist manufacturers of built-up/flat cut letters, logos in stainless steel, brass, aluminium etc. Very competitive prices, excellent delivery, highest quality, full design service. Prompt response to all enquiries.

### 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 quality 3D built up metal letters and logos. Lettering starts at just 50mm high in materials such as stainless steel, brass, copper, titanium and aluminium with a variety of different finishes. Built up letters are available with halo and / or face lit illumination from our award winning and cost-effective LED range. A free and unbranded product brochure is available on request.

## AVENUE SIGNS LTD

216-222 Luton Road, Chatham,  
Kent ME4 5BS

Tel: 01634 841300  
info@avenuesigns.co.uk  
www.avenuesigns.co.uk

Specialists in stainless steel letter fabrication sprayed to your specification. Neon and transformers, etc. also made to suit.

## CENTRE SIGNS (UK) LTD

Alexander House, Iliffe Avenue,  
Oadby, Leicester LE2 5LH

Tel: 0116 271 4247  
graphics@centresigns.co.uk  
www.centresigns.co.uk

Specialist metal fabricators to the sign trade only. Built up letters in Stainless Steel, Aluminium, Gold Titanium Stainless, Brass and Copper. LED illumination for all built up letters available. "LUMA" lettering is our speciality. Fabricated Aluminium and Stainless boxes to any shape also the option of LEDS available. Powdercoating and Wet spraying is another option for all our lettering.

## FABRICUT

Unit 2 Browells Lane, Feltham,  
Middlesex, TW13 7EQ

Tel: 020 8751 7250  
mailus@fabricut.co.uk  
www.fabricut.co.uk

Trade suppliers of 3D built up letters and logos. Full LED service available for Halo or Face illumination. Stove enamelling available from BS, RAL and Pantone colours. Fast turnaround with competitive prices.

## FABSIGN

280a High Street, Berkhamsted,  
Herts, HP41AH

Mob: 07739 364 613  
info@fabsign.co.uk  
www.fabsign.co.uk

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

## I & 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,  
Leeds LS12 3BL

Tel: 0113 2242124  
sales@icesigns.co.uk  
www.icesigns.co.uk

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

**LOGOTECH DISPLAY SOLUTIONS LTD**  
Unit 6, Atley Business Pk, North Nelson Ind Est, Cramlington, Newcastle Upon Tyne NE23 1WP  
Tel: 01670 737 225  
sales@logotech-ltd.co.uk  
www.logo-tech.co.uk

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

**SIGN HERE**  
179 Fosse Road North, Leicester, LE3 5EZ  
Tel: 08085 428021  
sales@sign-here.co.uk  
www.sign-here.co.uk  
Trade service for flat cut lettering & logos in Acrylic Foamex, Dibond, Aluminium, Stainless steel & MDF. We will give you a professional reliable & efficient service at a competitive price. From a single letter to a fully illuminated sign ready for installation. For a quote or just friendly advice contact us. We are here to help.

**SYGNET SIGNS LTD**  
129 Humberstone Rd, Leicester, LE5 3AP  
Tel: 0116 262 6288  
sales@sygnetsigns.com  
www.sygnetsigns.com  
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.

**WATERJET SIGNS LTD**  
Continental Approach, Westwood Industrial Estate, Ramsgate Road, Margate, Kent CT9 4JG  
Tel: 01843 225666  
www.waterjetsigns.co.uk  
Specialise in manufacturing signs to the trade with over 40 years' experience in the signage industry. 3D Built up letters, Flat cut letters, Projecting Signs, Facia Signs, and Illuminated Light Boxes. All work undertaken in house. Competitive prices and prompt service.

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57 Aston Brook Street East, Aston, Birmingham, B6 4RR  
Tel: 0121 608 4431  
sales@e-signfittings.co.uk  
www.e-signfittings.co.uk  
E-Signfittings are one of the largest suppliers of Cable & Rod Display Systems in the UK. We have large stocks available on next day delivery for orders received before 3pm. Other products in our range include Standoffs, Screw Head Covers, Poster Hanging Systems, Sign Hanging Systems, Leaflet Holders and Poster Displays. Visit our web site to check our current stock levels and fantastic prices.

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Tel: 0141 764 1600  
sales@ispitrade.com  
www.ispitrade.com

Cable display systems are simple yet highly flexible. Available in high quality solid brass with a polished chrome finish or satin finish aluminium. Cable systems can be used for modern retail shelving, displaying signage and LED window displays which are highly effective for shop fronts. We supply all parts individually or as simple to use complete kits. Need help? Use our new online chat.

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Unit B, 100 Cecil Street, Watford, Hertfordshire WD24 5AD  
Tel: 01923 818282  
sales@shopkit.com  
www.shopkit.com/brochures/  
Shopkit manufacture versatile cable & rod display systems to support signage & graphics in our UK FACTORY, offering quality products at COMPETITIVE PRICES in different sizes & metal finishes, with an ONLINE SHOP with next day delivery & quick lead times on CUSTOM ITEMS. Products include sign hanging systems, banner systems, graphic & poster displays, poster & brochure holders & cable fixing kits.

## CAST SIGNS

**SIGNS OF THE TIMES LTD**  
Wingfield Road Tebworth, Beds, LU7 9QG  
Tel: 01525 874 185  
enquiries@sott.co.uk  
www.sott.co.uk  
Specialists in the manufacture of quality cast signs - mainly cast in polyurethane but also grp, bronze, brass and aluminium. All patterns are made by our in house pattern maker to your specification. A few millimetres up to several metres in size. Cast signs for town entrances, buildings, way finding fingerpost signs, blue plaques, street signs.

**WARD SIGNS**  
Maze House, Maze Street, Barton Hill, Bristol BS5 9TE  
Tel: 0117 955 3385  
info@ward-signs.co.uk  
www.ward-signs.co.uk  
Plaques, Crests, Lettering. In aluminium and Bronze. From Pattern Making to Finishing in Stove Enamel. 60 Years of Experience.

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

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

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www.desp.co.uk

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

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

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

**MERCURY & PHILLIPS SIGNS**  
51/59 Waterworks Road, Norwich NR2 4DA  
Tel: 01603 66 66 99  
www.mercuryphillipssigns.co.uk

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

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Coopies Lane, Morpeth, Northumberland NE61 6JQ  
Tel: 01670 512090  
sales@multitechnic.co.uk  
www.multitechnic.co.uk

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

**SIGN INDUSTRIES**  
Unit 3, Roberts Street, Forfar, Angus, DD8 3DG  
Tel: 01307 463997  
info@signindustries.com  
www.signindustries.com

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

**TRADE ETCHING DIRECT LTD**  
10 Pywell Court, Pywell Road, Corby, Northants, NN17 5WA  
Tel: 01536 203813  
sales@tradeetching.com  
www.tradeetching.com

Trade Etching Direct Ltd is a well-established chemical etching company specialising in high quality etched signage. Our work is 100% guaranteed. Our etching machines are specially designed for deep etching. We can offer gradient fills, a range of patina finishes and hand filled complex multi colours, on a wide range of metals. We can produce etched signs up to 4m x 2m in size.

## CHROME PLATED LETTERS

**SIGNTRADE LETTERS LTD**  
225 Long Lane, London N3 2RL  
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ChromaForm; the NEW generation of Chrome effect letters. We now offer a complete range of ChromaForm Letters for a 7 day turnaround not available anywhere else. We can also supply and fit LED lights to the ChromaForm range of letters for an even better effect. Ring Susan or Lesley for details and samples.

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

## COAT OF ARMS

### BRYAN RAWLINGS DESIGN

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

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

### SIGNS OF THE TIMES LTD

Wingfield Road Tebworth, Beds,  
LU7 9QG  
Tel: 01525 874 185  
enquiries@sott.co.uk  
www.sott.co.uk

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

### WARD SIGNS

Maze House, Maze Street, Barton  
Hill, Bristol BS5 9TE  
Tel: 0117 955 3385  
info@ward-signs.co.uk  
www.ward-signs.co.uk

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

## COMMEMORATIVE PLAQUES

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51/59 Waterworks Rd. Norwich NR2  
4DA

Tel: 01603 666699  
sales@mercuryphillips.co.uk  
www.mercuryphillipssigns.co.uk  
Manufacturers of plaques in stainless steel, brass and aluminium, chemically or machine engraved, colour filled to your choice. Logos and text from artwork supplied.

### SIGN INDUSTRIES

Unit 3, Roberts Street, Forfar,  
Angus, DD8 3DG  
Tel: 01307 463997  
info@signindustries.com  
www.signindustries.com

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

### SIGNS OF THE TIMES LTD

Wingfield Road Tebworth, Beds,  
LU7 9QG  
Tel: 01525 874 185  
enquiries@sott.co.uk  
www.sott.co.uk

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

### WARD SIGNS

Maze House, Maze Street, Barton  
Hill, Bristol BS5 9TE  
Tel: 0117 955 3385  
info@ward-signs.co.uk  
www.ward-signs.co.uk

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

## CUT-OUT LETTERS

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Shetcliffe Lane, Bradford BD4 9RW  
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sales@applelec.co.uk  
www.applelec.co.uk

Trade suppliers of flat cut out letters, logos and intricate laser work. We offer lettering in a variety of materials such as acrylic, foamex, dibond, stainless steel, aluminium and MDF in different finishes, with or without fixings. Please contact our friendly team for more information and to request a free and unbranded product brochure. (3D built up lettering is also available).

### ICE SIGNS

Tannery Works, 12 Whingate,  
Leeds LS12 3BL  
Tel: 0113 224 2124  
sales@icesigns.co.uk  
www.icesigns.co.uk

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

### MERCURY & PHILLIPS SIGNS

51-59 Waterworks Road, Norwich  
NR2 4DA.  
Tel: 01603 666699  
sales@mercuryphillips.co.uk  
www.mercuryphillipssigns.co.uk

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

### SIGN HERE

179 Fosse Road North, Leicester,  
LE3 5EZ  
Tel: 08085 428021  
sales@sign-here.co.uk  
www.sign-here.co.uk

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

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sales@signtrade.co.uk  
www.signtrade.co.uk

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

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Tel: 0116 262 6288  
sales@sygnetsigns.com  
www.sygnetsigns.com

Sygnetsigns is the sign-maker's sign-maker, having serviced the UK sign trade since 1974. We'll manufacture any type of sign and have a range of over 5000 styles to choose from. We'll also work closely with you if you'd like to supply your own plans or artwork. At our Leicester HQ, we manufacture router or laser-cut signs from acrylic, mdf, foamex, polycarb, dibond, aluminium or stainless steel.

### WATERJET SIGNS LTD

Continental Approach, Westwood  
Industrial Estate, Ramsgate Road,  
Margate, Kent CT9 4JG  
Tel: 01843 225666  
www.waterjetsigns.co.uk

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

## CUTTING MATS

### CUTTINGMATS XXL

Tel: 020 3936 1106  
info@cuttingmatsxxl.co.uk  
www.cuttingmatsxxl.co.uk

CuttingmatsXXL specialises in transparent and flexible cutting mats to protect your work table. Nr1 table protection for all signage companies. Your blade will cut smoothly through your foil and with the 'self-healing' characteristic the surface will stay smooth. Our mats are also widely used on top of all brands of flatbed applicators like RollsRoller, Roll-X, Lamidesk, CWT and Rollover.

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Kent ME4 5BS  
Tel: 01634 841300  
info@avenuesigns.co.uk  
www.avenuesigns.co.uk

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

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Tel: 0115 9380 380  
marketing@artsystems.co.uk  
www.artsystems.co.uk

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

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7PA  
Tel: 01604 644697  
www.mactacgraphics.eu

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

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Tel: +44 (0)208 432 0995  
led@megaled.com  
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Specialist led lighting; lights, multi-channel DMX LED light controllers, system design and custom light programming is the norm at MegaLED! We offer a complete service and full range of custom DMX led driver cards, DMX splitters, DMX mains relays, led dimmers and more. If you have any led lighting projects requiring light control or dimming, please call: 0208 432 0995 for a brilliant solution.

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Colchester, Essex CO2 8HF  
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project.plastics@btinternet.com  
www.projectplastics.co.uk

Manufacturing and stocking clear acrylic domes and dishes in over 25 sizes and all produced on site at our factory in Colchester. We also stock over 170 different size blowing rings for other shapes and weird and wonderful diameters. Pans, dishes, squares, oblong and ovals are our speciality.

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With 70 years of making Domes & Dishes, our Teedy Domes have set the standard. With our vast range of tooling we can make almost any size - so just ask. We are now the first to offer unbreakable Polycarbonate Domes.

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Sign Trade Supplies has a wide range of double sided tapes and adhesives designed specifically for the sign making industry. The Stykra branded products provide unrivalled performance at an excellent price point. Our range of tapes include Structural bonding tapes, Toffee Tape, Banner Hemming Tape, Single Sided Banner Tape, 1mm Foam Tape, POS tape, Hook & Loop Tape and many more.

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

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MegaLED are pioneers in edge lighting. Providing a professional LED illumination service and the most impressive range of 'designer' edge lit signs available anywhere. Specialist led lighting and display designs. Manufacturers of quality contemporary edge lit signs in both glass and acrylic. For award-winning led lighting, wayfinding, retail and architectural projects, call us on: 0208 432 0995

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Tel: 0117 951 0234

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[www.aessigns.co.uk](http://www.aessigns.co.uk)

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

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Fast Confidential Engraving Service to the trade. We can provide plaques, nameplates, control panels, safety signs, switch plates, commemorative plaques with unveiling unit (on hire basis), bespoke signs and labels etc.

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Tel: 0115 985 1171

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[www.countyengravers-signs.co.uk](http://www.countyengravers-signs.co.uk)

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

### DARTFORD ENGRAVING & SCREENPRINTING LTD

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Kent DA8 2HY

Tel: 01322 340 194

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

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Tel: 01279 467999

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[www.firstsignsandlabels.co.uk](http://www.firstsignsandlabels.co.uk)

We manufacture and engrave nameplates, Labels, Tags, Switchplates, Mimics, Brass Plates, Components, Warning labels, Plaques, Logo's and Signs. We also produce printed fire & Safety Signs & Vinyl Graphics.

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Tel: 020 8686 6649

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[www.hallmarksigns.co.uk](http://www.hallmarksigns.co.uk)

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

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Tel: 01296 488902

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Tel: 0121 561 4600

[accsign1@aol.com](mailto:accsign1@aol.com)

[www.accentsignsLtd.co.uk](http://www.accentsignsLtd.co.uk)

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

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Tel: 01274 774477

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[www.applelec.co.uk](http://www.applelec.co.uk)

Trade suppliers of flat cut out letters, logos and intricate laser work. We offer lettering in a variety of materials such as acrylic, foamex, dibond, stainless steel, aluminium and MDF in different finishes, with or without fixings. Please contact our friendly team for more information and to request a free and unbranded product brochure. (3D built up lettering is also available).

### CENTRE SIGNS (UK) LTD

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Tel: 0116 271 4247

[graphics@centresigns.co.uk](mailto:graphics@centresigns.co.uk)

[www.centresigns.co.uk](http://www.centresigns.co.uk)

Trade only supplier for all Flat cut lettering and Logo's. Available in Stainless steel, Aluminium, Alupanel, Dibond, Perspex, Foamex, Polycarbonate, Brass and all composite materials. Laser cutting and Router cutting services as standard. Painted finished are always available. We can supply with or without fixings and always with marked fitting templates. We also supply Builtup Metal lettering.

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Tel: 020 8751 7250

[mailus@fabricut.co.uk](mailto:mailus@fabricut.co.uk)

[www.fabricut.co.uk](http://www.fabricut.co.uk)

Trade suppliers of flat cut letters and logos etc with a 24 hr next day service available. Lots of materials to choose from: Foamex, Perspex, Composites, MDF, Ply, Aluminium, Polished/Brushed Stainless. Aluminium Composite trays signs folded, glued ready for you to hang. Plastic, brass & nickel locators, various studs & sleeves, 3M VHB tape, drilling templates also available.

## SIGN HERE

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LE3 5EZ

Tel: 08085 428021

[sales@sign-here.co.uk](mailto:sales@sign-here.co.uk)

[www.sign-here.co.uk](http://www.sign-here.co.uk)

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

## SYGNET SIGNS LTD

129 Humberstone Rd, Leicester,  
LE5 3AP

Tel: 0116 262 6288

[sales@sygnetsigns.com](mailto:sales@sygnetsigns.com)

[www.sygnetsigns.com](http://www.sygnetsigns.com)

Supplier to the trade since 1974, Sygnet Signs has a huge selection of over 5000 styles to choose from. You're very welcome to supply your own artwork, and we'll be happy to work with you to create the perfect Flat-Cut Lettered sign. Whether it's acrylic, foamex, mdf, polycarb, dibond, stainless steel or aluminium signage you require, we'll do you proud at our factory in city-centre Leicester!

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

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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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Tel: 0161 8 300 600

[info@midasignservices.co.uk](mailto:info@midasignservices.co.uk)

[www.midasignservices.co.uk](http://www.midasignservices.co.uk)

Specialised installers of all flexible faced systems. Nationwide service. Illuminated or non-illuminated. We can supply and install. Call for details.

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[www.browningsLtd.co.uk](http://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. We supply in any size or quantity, from 1 off to multiple rollouts either as lengths of extrusion, in kit form or as made-up signs.

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[www.kingsplastics.co.uk](http://www.kingsplastics.co.uk)

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[www.signsupplier.co.uk](http://www.signsupplier.co.uk)

Sign Supplier is a leading designer, manufacturer and installation specialist of business signage including signage boards, projecting, illuminated and neon signs, sign trays, sign posts, sign lettering, sign lighting and digital signage.

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Here at Whitevilla we have been supplying the sign trade with quality Acrylic, ACM, Foam PVC and other substrates for over 20 years. We stock over 30 different colours and finishes in our Villabond/ACM range. We fabricate trays using Lasers/CNC routers and we supply fully illuminated fascias to our clients. All work is undertaken in-house by our specialist team and can offer a next day service.

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[paul@blueprintsigns.co.uk](mailto:paul@blueprintsigns.co.uk)

[www.blueprintsigns.co.uk](http://www.blueprintsigns.co.uk)

Blueprint Signs & Garments offers a professional signage production and installation service throughout the Channel Islands, fully qualified crews based in Jersey completely cover all of the Channel Islands inclusive of Guernsey, Sark, Herm and Alderney.

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Let us be your professional sign installation team, in London, Sussex, Hampshire, Surrey and Kent. With 25 years of sign installation experience, our neatly presented fitting crews will work for you to increase your profits. Customer service and client confidentiality are paramount, so you can be sure your hard earned reputation is in safe hands.

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Vivid supply a wide range of laminating products including the award-winning Easymount range of wide format laminators, available in cold, heat assist and hot models. Vivid also supply the Boss range Pressure Sensitive Over Laminates, Self Wound Mount Films & Printable Vinyl Roll fed and the Trimfast range of wide format Board Cutters and Multi Substrate Cutters.

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Trade service for Laser flat cut & built up lettering & logos in Acrylic, Aluminum & Stainless steel. 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. Work with us.... work with experience

### SYGNET SIGNS LTD

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Tel: 0116 262 6288

[sales@sygnetsigns.com](mailto:sales@sygnetsigns.com)

[www.sygnetsigns.com](http://www.sygnetsigns.com)

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Gravograph have continued to pioneer engraving technologies since 1938. Our mechanical and laser systems are manufactured in Europe. Engrave and cut any material including acrylic, wood, metal and more. Our team of inhouse troubleshooters and field engineers ensure all our customers benefit from our expert advice. Meet us at one of our regionals showrooms across the UK for a free demonstration.

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Manufacturers and suppliers of leading laser cutting, marking and engraving technology, Trotec offers a range of lasers with desktop, flatbed, large format and galvo options. With 6 showrooms in the UK and Ireland, hands-on workshops, training and demos show the high quality engraving and productivity of Trotec's laser machines. Trotec also supplies its own range of rotary & laser materials.

## LED ILLUMINATED LETTERS

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Tel: 0121 561 4600

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Accent signs "SLIMLITE" flat cut letters & logos made from 6mm opal acrylic with imbedded super bright white Led's to create a unique edge and halo illumination. Available with ACM, Acrylic or vinyl faces. Suitable for internal & external use. Supplied with standard locator fixings for ease of fitting.

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We are a trade only supplier of LED Modules for all types of channel letters, light boxes and solid acrylic "Neon" effect type letters. We have some very unique specialist LEDs, visit our website for product information and installation tutorials. We offer premium grade reliable products at highly competitive prices. Our unrivalled pre-sales guidance and after sales support will ensure your projects are executed with maximum effect.

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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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Our 12v or 24v Garnet super bright edge lit LED boards produce balanced lighting, shadow and hotspot free and will backlight any type of translucent material you care to imagine, such as thin cut stone, marble sheets, fabrics, vinyl etc. providing pure, unadulterated freedom for your creative mind to produce stunning wow factor lighting features for hotels, leisure centres, restaurants and homes.

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Specialise in LED Lighting for Signs & Shop fitting, Kitchens, Restaurants, Commercial & Domestic Lighting. Quality & Professional Lighting to get your job done by giving you our best advice, there is no job too small. You only pay for quality products at Focus LED. Check out our gallery to see how we helped others to achieve their projects.

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Since 2005, LED Solutions has supplied energy-efficient LED products, power supplies and control gear for use in the sign trade. We're UK distributors for Hitechled, specialising in ultra-reliable modules for signage illumination and offering a 5-year warranty on all products. We supply RGB modules, DMX systems, Flexible LED and IP-Rated Power Supplies and Enclosures from our HQ in Leicester city.

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iSpi Trade is the UK's premier supplier of LED window display solutions. With A4, A3 and A2 size options in portrait or landscape, we can supply fully configured kits which are designed to match your windows specifications, plus we provide single panels, accessories and replacement parts, all at low trade prices.

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Trade suppliers of fabricated and extruded light boxes, custom made to client design requirements. From flat faced and curved styles, to LED illumination and colour changing modules, a definitive range of light box products is available. Applelec's flat light unit LED Light Sheet is regularly used to create ultra slim light boxes with bright, even illumination at a depth of just 25mm.

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sales@browningstltd.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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Suppliers of moulded acrylic pans and logos up to 2800mm x 1500mm and other types of press and vacuum forming in PVC and HIPS. Specialists in fabricated plastics for POS displays with full screen print, graphics and CNC routing capabilities.

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## MOULDED LETTERS

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Tel: 0117 955 3385  
info@ward-signs.co.uk

www.ward-signs.co.uk  
Having patented the original method of making cast resin letters, Wards of Bristol can manufacture and supply resin lettering to the highest standard. Our stock patterns for resin letters are a cost effective method of achieving the same styles as traditional bronze and aluminium (which we also cast in house) but we can also make custom designed patterns for letters and logos for all your needs.

## NEON MANUFACTURERS (TRADE)

### A1DESIGNS

4 Sandy Lane North, Wallington,  
Surrey SM6 8JX

Tel: 020 8646 9886  
enquiry@a1designs.co.uk  
www.a1designs.co.uk

Neon & Cold Cathode Manufacturers to the Trade. Fast turnaround & Delivery, Quick repair service. Installation, Fault diagnosis, Repairs & Maintenance, Confidential Service. All neon accessories, Transformers, Cable, Tube supports etc.

## AVENUE SIGNS LTD

216-222 Luton Road, Chatham,  
Kent ME4 5BS

Tel: 01634 841300

info@avenuesigns.co.uk

www.avenuesigns.co.uk

Full computerised design service neon and cold cathode lighting. Fully qualified installation engineers, fault diagnosis, fast repair service. Complete sign service from vinyl through to acrylic to polished stainless steel to transformer and neon accessory supplies.

## LOGOTECH DISPLAY SOLUTIONS LTD

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

Tel: 01670 737 225

sales@logotech-ltd.co.uk

www.logo-tech.co.uk

Specialists in neon manufacture to the trade, all types of neon work undertaken. Quick repair service. Very competitive prices. Over 25 years experience in the sign trade.

## NEON REPLACEMENT LETTERS

### ACCENT SIGNS LTD

Units 4, Broadcote Ind. Est., Station  
Rd., Cradley Heath B64 6NT

Tel: 0121 561 4600

accsign1@aol.com

www.accent-signs-ltd.co.uk

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

### 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 NeonLux, a faux neon letter system suitable for interior and exterior applications according to specification. Available in a range of colours and embedded with high quality LEDs to deliver bright, clear illumination. Don't forget, any shape or logo can be created, not just letters! Contact our friendly team for more information and request a free and unbranded product brochure.

## NOTICE BOARDS - LOCKABLE/EXTERIOR

### NOTICE ME

2 Glenister House, Avondale Drive,  
Hayes, Middx UB3 3PP

Tel: 0208 581 1067

sales@noticeme.org.uk

www.noticeme.org.uk

Sign companies come to us for a truly extensive range of standard and made to measure, indoor & outdoor notice boards and whiteboards. Standard internal pin boards are available in over 100 felt colours and our cut to size service is available on many products. We supply some extremely competitive outdoor notice boards to compliment your sign work. See our complete range of display products.

## PLASTIC SHEETS

### BRETT MARTIN PLASTIC SHEETS

24 Roughfort Road, Mallusk, Co  
Antrim BT36 4RB

Tel: 028 9084 9999

semifinished@brettmartin.com

www.brettmartin.com

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

### 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.

### TELEGAN PRESSED PRODUCTS LTD.

South Strand, Lawford,  
Manningtree, Essex CO11 1UP

Tel: 01206 803 580

sales@teleganpressedproducts.com

www.teleganpressedproducts.com

Leading manufacturer of plate pressed PVC sheet offering equivalents to Darvic, Paction 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.

## POINT OF SALE FITTINGS

### DISPLAY DEVELOPMENTS LIMITED

Unit 4 Fordgate Business Park,  
Crabtree Manorway, North  
Belvedere, Kent DA17 6AS

Tel: 01322 444 400

sales@displaydevelopments.co.uk

www.displaydevelopments.co.uk

Display Developments began in 1956 and we have always strived to lead the field in providing first class service and consistently adding new and better products. We manufacture a wide range of display and Point of Sale products including snap frames, leaflet holders notice boards and menu displays etc.

## POSTER HOLDERS / CASES

### 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. 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.

## 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.

## 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.

## REFLECTIVE VINYL/TAPES

### 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

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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

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Tel: 01928 739 799

info@edwardmathias.com

www.edwardmathias.com

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

## SCREEN PRINTING

### DARTFORD ENGRAVING & SCREENPRINTING LTD

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

Tel: 01322 340 194

mail@desp.co.uk

www.desp.co.uk

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

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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!

### MERCURY & PHILLIPS SIGNS

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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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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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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.

### TELEGAN PRESSED PRODUCTS LTD.

South Strand, Lawford,  
Manningtree, Essex CO11 1UP

Tel: 01206 803580

sales@teleganpressedproducts.com

www.teleganpressedproducts.com

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

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Tel: 01302 775920

sales@visionsinplastics.co.uk

www.visionsinplastics.co.uk

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

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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

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1AW

Tel: 0116 232 3156

Sales@VeryDisplays.com

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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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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

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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

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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.

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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.

## 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.

## SIGN TRADE SUPPLIERS

### APPLELEC

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.

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Tel: 01482 380900

sales@browningsltd.co.uk

www.browningsltd.co.uk

Brownings is one of the largest, TRADE ONLY suppliers of signage products in the UK. We manufacture poster frames, menu cases, slimlocks, signtrim, troughlights, acrylic-faced light boxes, flexfaced signage and now our new Texsign frames for internal use. Any size or quantity, from 1 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

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.

### 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.

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### 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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sales@apptape.co.uk

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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

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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, fluorescent, phosphorescent, mirror films, rear projection films, erasable films and textured laminates – all designed to complement and enhance your creative talent.

## STREET SIGNS

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Tel: 01525 874 185

enquiries@sott.co.uk

www.sott.co.uk

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

## TEXTILE SIGNAGE

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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.

## TRADITIONAL SIGNWRITERS/GILDERS

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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.

## TRANSFER PAPERS/HEAT PRESSES

### THE MAGIC TOUCH

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Boscombe Road, Dunstable LU5  
4SB

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 vectorising 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.

## VINYL & GRAPHIC INSTALLATIONS

### MIDA SIGN SERVICES UK LTD

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Under-Lyne OL6 7QZ  
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.

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Tel: 01344 858 000  
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www.3M.co.uk/graphicsolutions

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.

### APA (UK) LTD

Unit 10 Capital Ind. Est., Crabtree  
Manorway South, Belvedere, Kent,  
DA17 6BJ

Tel: 020 8311 4400  
apauk@apaspa.com  
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.

### 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

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

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

## GREENSTIK MATERIALS LTD

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Bridlington, East Yorkshire, YO15  
3QY

Tel: 01262 602 222

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

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

Tel: 01604 644697  
www.mactacgraphics.eu

Mactac is a global manufacturer of self-adhesive films designed to bring out your talent. Our highly innovative printing and marking products transform interior decoration, commercial architecture, signage and visual communications – for applications that include buildings, windows, point of sale, vehicles and boats. Mactac solutions are used by some of the world's most prestigious brands.

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Wirral CH62 3PT

Tel: 0151 272 1234  
info@mdpsupplies.co.uk  
www.mdpsupplies.co.uk

Distributor to sign makers and garment printers. Stocking Ritrama, KPMF, DeTape and many other leading brands. Order online at www.mdpsupplies.co.uk, by phone or at any of our 9 branches across the UK. No account needed. Last order time - 6pm for next day delivery.

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Enterprise Park, Clarence Avenue,  
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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

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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 wayfinding 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.

## WIDE FORMAT SOLUTIONS PROVIDER

### COLOURGEN

Bray House, 4 Westacott Way,  
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.

## WOODWORKING

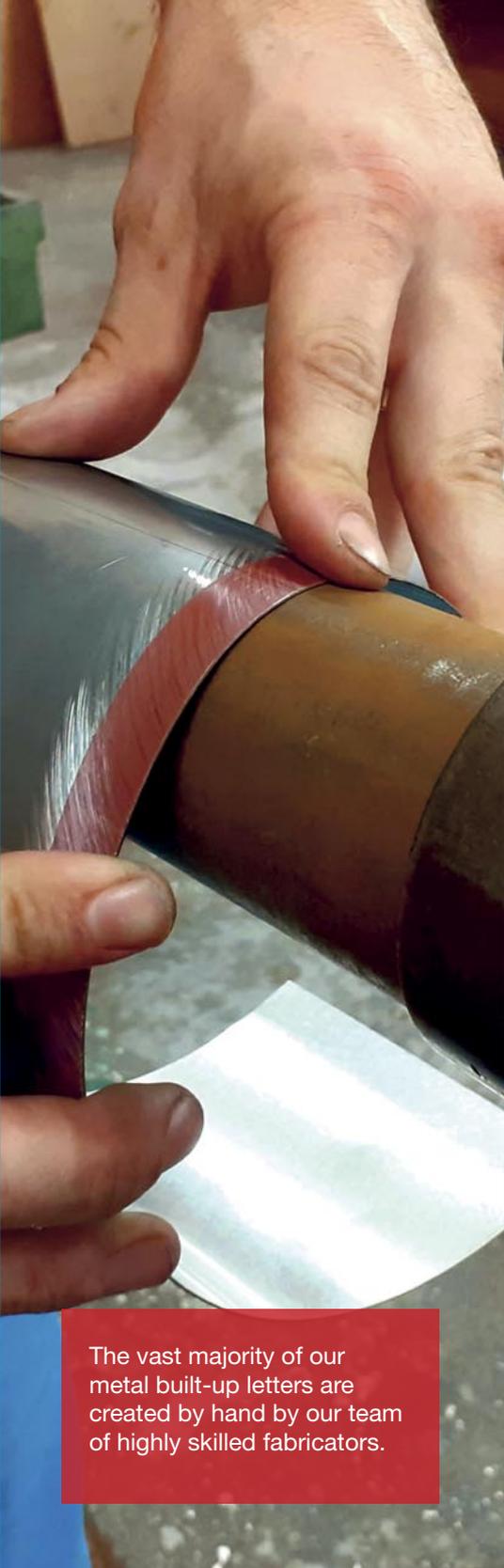
### HALLMARK ENGRAVING

ETCHING & SIGNS LTD (EST. 1899)

Unit 2, Ashgrove Farm, Piltown,  
Uckfield, East Sussex TN22 3XN

Tel: 0208 686 6649  
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Precision manufacture using high quality materials for small projects and large scale architectural signage.



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