

# SignUP Date

NOV/DEC 2021 – ISSUE 199

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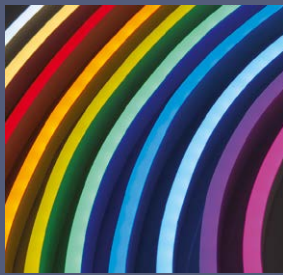


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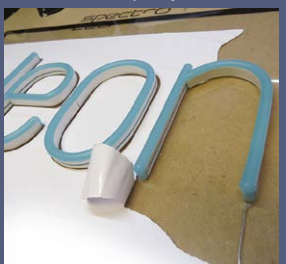
Push cable through hole



Close up of joins



Complete sign



Remove vinyl



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## Exhibitions and optimism

Another year is nearly over and, thankfully, there is much more reason for optimism than this time last year. It's been lovely talking to sign-makers and suppliers this month and hearing that they are really busy. Long may this continue.

Further signs of encouragement are in the recent live event of FESPA in Amsterdam and the good news that Sign & Digital UK is also gearing up for a great show in March 22. There are also announcements of open days with suppliers inviting potential customers in to look at latest equipment and products in person. It's all very encouraging and points to a significantly more profitable and hopefully less dramatic year to come.

Is this your experience? We would love to hear from you about what life is like at the coal face. Are you seeing more jobs come in? Are they similar to what you always do or has the nature of the work changed at all? Are you finding there is more going on outside than before, or are indoor events and promotions taking up your time?

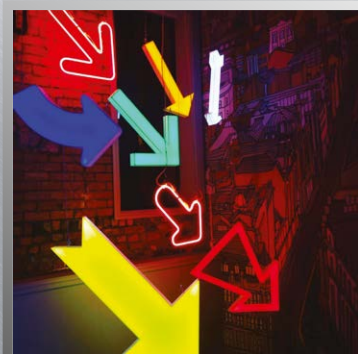
In this issue we are looking at some of the mainstays of sign design - tensioning systems, built up lettering and sign trays. These signs adorn business centres, sporting venues, retail outlets, offices and more and cover a huge range of applications, styles and locations.

It isn't all plain sailing though. Supply of goods remains an issue across all industries and signage is certainly not immune. Stocks of materials need more careful management and planning for long term availability is essential.

But overall, as we near the end of 2021 there is much to feel positive about and a general feeling of optimism for the coming year.

Jack Gocher

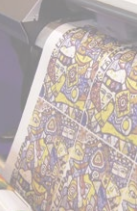
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## New balanced tools cover all material types

The 180-10-A Series of single flute routers from Industrial Tooling Corporation (ITC) has now been extended with the arrival of a balanced Vitreo coated router for machining Aluminium Composite Material (ACM) and a balanced range of Iridis coated variant for the machining of aluminium.

The high-quality solid carbide routers from ITC have long been the 'go-to' cutting tool for the sign making sector with performance that is the benchmark of the industry. With the increasing application of high-frequency digital cutting tables that are capable of cutting at speeds of 30,000rpm and beyond, ITC has added the balanced option to its new Vitreo coated single flute routing tools.

As the industry has evolved, so has the materials being processed and therefore the cutting tools for machining the ever-increasing range of materials. As a brand that has been at the forefront of cutting tool technology in the sign-making industry for more than 30 years, the new coated tools from ITC are developed and manufactured in the UK at the company's Tamworth headquarters.

The cutting tool experts at ITC have relentlessly trialled and tested numerous tool geometries and coatings to provide the sign-making industry with what is undoubtedly the most productive and highest performing cutting tool in the industry. The 180-10-A Series single flute router with the new Vitreo coating is a solid carbide tool with an upward spiral geometry that incorporates a 30° helix with a reinforced 6mm shank. Manufactured from ultra wear-resistant micro-grain carbide, the new Vitreo coated range is perfect for reducing the number of collet changes and prolonging to life when machining aluminium composite material (ACM). Furthermore, the combination of an efficient tool geometry with an extremely hard-wearing coating provides unsurpassed surface finishes that significantly reduce secondary finishing operations.

The Vitreo coated 180-10-A Series is available with 2, 3, 4 and 6mm diameters with a 6mm reinforced



shank, an overall length of 50mm and the length of cut that is 7mm on the 2mm diameter tool, 10mm on the 3 and 4mm variants and 14mm on the 6mm diameter option. This geometry further enhances the rigidity and strength of the tool, which subsequently results in the end-user and taking fewer collet changes.

For machining aluminium, the new 180-10-A Series is available with the same tool dimensions and geometry but with an Iridis coating. Unlike the Vitreo coating for ACM, the Iridis coating has been specifically developed for the machining of aluminium at high speeds. The coating technology guarantees exceptional surface finishes that is complemented by the tool geometry that minimises burrs. The combination of the Iridis coating and the tool geometry gives this new arrival longevity and performance that is the envy of the industry.

[www.itc-ltd.co.uk](http://www.itc-ltd.co.uk)

## Retro Neon Flexible LEDs from Perspex Distribution

Perspex Distribution has added to its growing range of LED solutions with the launch of LED Neon10, a new flexible neon-effect LED, allowing sign makers to produce stunning neon-style signage with ease.

LED Neon10 is available in a sleek 4mm, rounded 8mm, and bold 12mm wide flexible profiles and can be used to create everything from flowing neon-style scripted letters and company logos, to accent lighting. The silicone housing is easily manipulated to form complex shapes with a complete range of installation accessories available, and an array of control options.

The range is available with next day delivery, and is stocked in varying white colour temperatures, as well as multiple bold colours, meeting sign makers desire for fast availability and choice.

Neon10 can be cut from every 10mm offering maximum flexibility in design as

well as offering IP67 protection for both internal and external installations.

Perspex Distribution LED Product Manager Ryan Mann comments "We are very excited to bring this eye-catching product to our LED range. Thanks to its slim profile and silicone housing, Neon10 can be manipulated to create complex designs, even within small spaces. The 8mm wide option offers cutting increments at only 10mm apart for maximum precision and the 4mm wide option is one of the most flexible solutions available on the market."

"We have spent the last 9 years building a comprehensive range of LED lighting products that meet the needs of the UK sign and display market. Today our range boasts LED modules, LED strip, LED light sheet panels, LED Neon and a full range of accessories including power supplies and control equipment."

[www.perspex.co.uk/leds](http://www.perspex.co.uk/leds)



# NEON<sup>10</sup>

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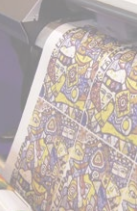
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## Mimaki pushes creative boundaries with new Direct-to-Object Inkjet Printers

Mimaki is set to open the door to new high-value, high-quality industrial print applications with the launch of its latest product innovations. Mimaki has unveiled four new high-speed, high-quality direct-to-object LED UV inkjet printers – the 190% faster UJF-7151 plusII and the new UJF-MkII e Series, comprising three advanced, small format solutions.

All four additions to the market leading Mimaki portfolio will be commercially available in the new year through Hybrid Services, the company's distributor for the UK and Ireland, and take industrial print and marking to the next level. The printers feature an array of new capabilities designed to deliver significant quality and performance benefits, enabling users to explore new applications and increase productivity.

### UJF-7151 plusII - Combining robust, high-speed production with outstanding image quality



Designed for seamless and reliable high-speed production, the UJF-7151 plusII is equipped with eight printheads, which enable dual four-colour (CMYK) ink configurations. This, in turn, allows faster print speeds of up to 190% compared to the previous UJF-7151 plus model. The new system also breaks new creative boundaries with several features developed to enhance image quality, such as the MFD2 (half-toning) processing functionality to further control dot position. The result of this increased control is sharper edges and finer lines as well as fewer colour irregularities.

The UJF-7151 plusII's six-colour configuration includes light cyan and light magenta to enable more accurate colour reproduction and it can achieve 1,800dpi

image resolution, providing superior definition for high-quality applications. In addition, the new printer's innovative Colour Gloss functionality adds a glossy finish to hardened colour inks, enabling users to create new, distinguishing textures and details that ensure their products stand out from the crowd, even without the use of clear varnish.

Load capacity has also been increased to 30kg, making the printer capable of handling high quality print jigs and ideal for accurate printing of heavy media, such as wood, metal, and glass, in industrial print environments.

### UJF-MkII e Series – Three new small format printers that are big on quality



The brand-new series of UJF-MkII e printers sees the introduction of the UJF-3042MkII e, the UJF-6042MkII e and the UJF-3042MkII Ex e to the already comprehensive Mimaki portfolio. The three new models offer cutting-edge image quality and stability for printing onto an extensive variety of soft and hard media, including leather, wood, acrylic, metal, and glass.

The UJF-3042MkII e and UJF-3042MkII Ex e feature a print area of 300mm x 420mm, while the UJF-6042MkII e offers a larger print size of 610mm x 420mm. All UJF-MkII e Series printers feature new MFD2 processing for exceptional image quality as well as an improved gap check sensor. This laser sensor detects media placement to prevent printheads from making contact with the material during printing. It can even detect transparent materials for superior accuracy and highly controlled media detection. In addition, the

new printers provide improved usability to the operator by adding visual guidance on the 3.45inch full colour display.

### Cutting-edge, performance enhancing features included in all four new UJF printers

The new additions for the UJF printer series all feature MDL (Mimaki Device Language) commands support, which enables automated workpiece transfer. This capability allows users to control the new UJF printers from external production systems and peripheral devices. This enhanced automation not only increases user control and productivity but reduces manual operator intervention to increase efficiencies.

The new models also incorporate RasterLink7 as standard RIP software, supporting one-product-at-a-time printing. With this latest software platform, numbering and variable data printing has never been easier, providing users with significant time and production efficiencies.

All new UJF Series UV inks are GREENGUARD GOLD certified and the new range of printers incorporate the proprietary Mimaki Core Technologies function that enable stable output of high-quality prints. These include the NCU (Nozzle Check Unit) function that automatically detects the status of nozzles using the sensor and performs auto cleaning when a missing nozzle is found (optional for the UJF-3042MkII e), NRS (Nozzle Recovery System) that automatically replaces defective nozzles with other nozzles if there is a problem left unsolved by the nozzle cleaning, and MAPS4 (Mimaki Advanced Pass System4) that prints pass boundaries fading in gradation to reduce banding (horizontal stripes), uneven colour, and glossy streaks.

"Once again, Mimaki is leading the way with new solutions that have been specifically developed to ensure our customers can increase their competitive edge and boost profitability," concludes Arjen Evertse, General Manager Sales at Mimaki EMEA.

For more information about products and services from Mimaki, visit [www.hybridservices.co.uk](http://www.hybridservices.co.uk).

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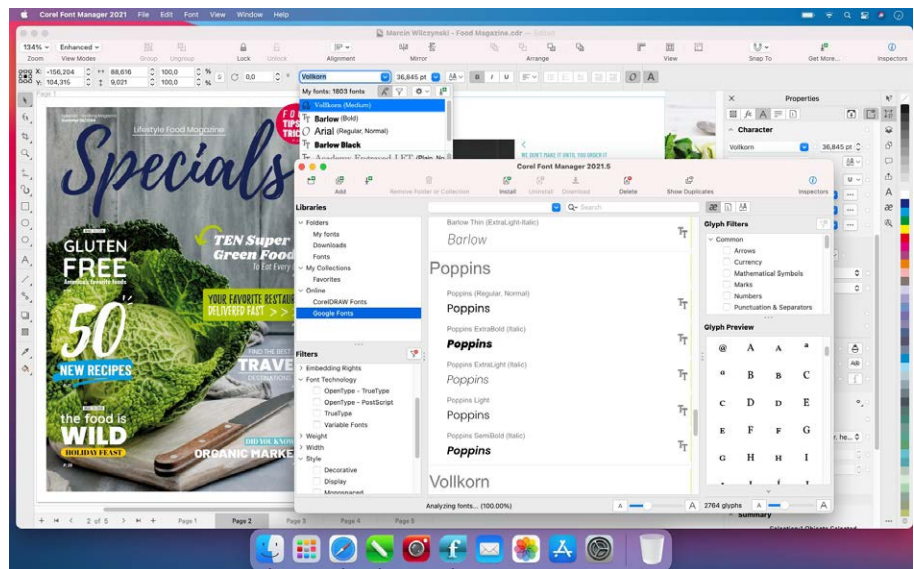
## CorelDRAW introduces valuable subscriber updates

Corel extends its CorelDRAW® 2021 professional product family with new subscriber-exclusive updates for CorelDRAW Graphics Suite 2021 and unveils CorelDRAW Technical Suite 2021, the newest edition of its comprehensive software collection for high-impact technical design and documentation.

Whether they choose CorelDRAW® Graphics Suite or CorelDRAW® Technical Suite, subscribers can now enjoy a more flexible way to stay up to date with productivity-boosting dynamic asset management and collaboration workflow enhancements, additional fonts, creative templates and more to maximize their creative potential.

"Whether you're at the office, at home or working remotely, the CorelDRAW 2021 product family includes robust suites that enable graphics pros to work how, when and where they want," said John Falsetto, Senior Director of Products, Graphics and Productivity. "With new features, helpful content and support for the latest technologies, these new subscription-exclusive updates offer creative and technical graphics professionals maximum value and deliver on our commitment to provide everything they need for success."

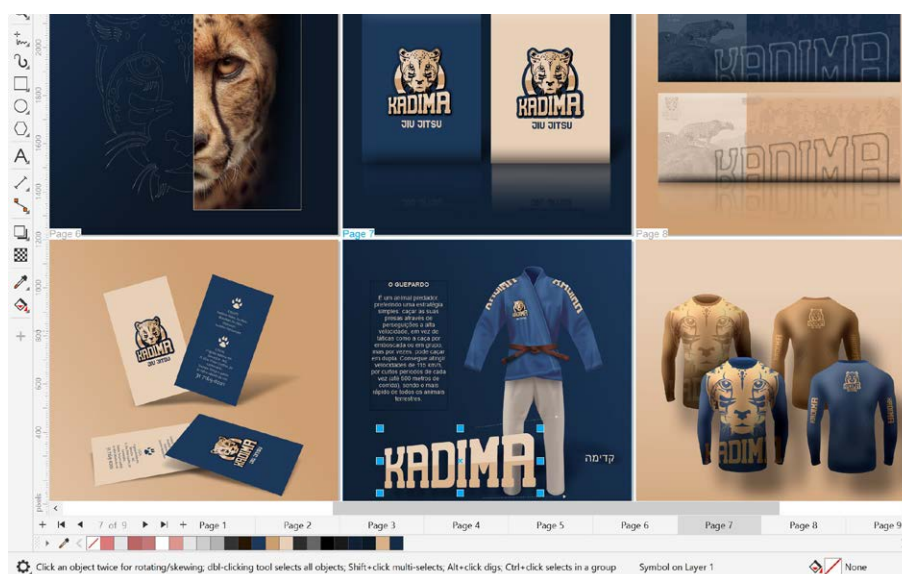
Available for CorelDRAW Graphics Suite



*CorelDRAW Graphics Suite subscribers can create stunning typography faster than before with new integrated access to the Google Fonts library in Corel Font Manager.*

and CorelDRAW Technical Suite, these new subscriber-exclusive updates include:

- Work faster with dynamic asset management: Access and manage all assets from one central location and share symbols across teams. Easily sync updates to ensure you're always working with the most current asset.
- Work even better together with enhancements to collaboration workflows: An enhanced collaboration workflow makes working with colleagues and clients in a remote world more efficient than ever. Enjoy a streamlined sign-in process and performance enhancements for faster saving, opening and sharing of Cloud designs.
- Boost your creativity with new time-saving typography tools: Create stunning typography faster than before with new integrated access to the Google Fonts library in Corel® Font Manager. Effortlessly browse, search and preview more than 1,000 font families from the Google Fonts library without having to install the fonts you wish to use.



*CorelDRAW Graphics Suite subscribers can now enjoy a more flexible way to stay up to date with new features that accelerate productivity, boost creativity, and enable colleagues and clients to collaborate in real time. New dynamic asset management enables subscribers to access and manage assets from one central location and share symbols across teams. Users can ensure they're always working with the most current asset.*

CorelDRAW Graphics Suite 2021 is available on Windows 10 and Windows 11, macOS, web, iPad and mobile. Subscription is £299 per year. A perpetual license with included 1-year maintenance is available at the suggested retail price of £778. Prices include VAT.

Access to the newly included Google Fonts library integration, dynamic asset management features and collaboration workflow enhancements are exclusively available with a CorelDRAW Technical Suite subscription, a CorelDRAW Graphics Suite subscription or licensing with maintenance.

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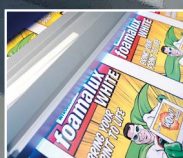
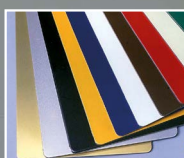
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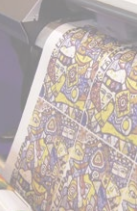
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# PRODUCT News

## swissQprint launches flatbed generation 4

swissQprint has launched a new series of models this October. The core of the new flatbed printers is cutting-edge print head technology along with advanced mechanical features that promise a quantum leap for users – especially when it comes to output quality.

swissQprint large format printers are renowned for their top quality – in terms of design as well as printing results. The Swiss manufacturer has redefined its standards and has now launched its flatbed generation 4.

### Enhanced quality, increased productivity

New print heads are the centrepiece of the new generation. Maximum resolution of 1350 dpi and ultra-high-precision droplet placement significantly boost the print quality of the Impala and Nyala models. Both printers also benefit from an impressive increase in output for certain production print modes. The Oryx model is almost 40 percent faster than its predecessor, making it a truly outstanding entry-level printer.

### Improved comfort and efficiency

swissQprint has incorporated various mechanical improvements into generation 4, singling out the Tip Switch Vacuum (patent pending) as a highlight. The table

is divided into as many as 256 segments that users can quickly and easily switch on or off at the touch of a finger. This eliminates tedious and time-consuming masking – also in the gap between boards and dual rolls. Because there is no air leakage, the vacuum develops its full force and reliably holds down hard-to-handle media.

### Modular configuration

The new range offers a host of options for individual configuration. Users can have

their printer assembled exactly in line with what they require today. If their needs or requirements change, they can add a diverse range of options to the printer at any time.

The new flatbed generation from swissQprint is now available for delivery via the company's worldwide distribution network. Demonstrations can be arranged either face-to-face or via live streaming. swissQprint also offers a sampling service.

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



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# Innotech unveils the most cost-effective PVC-free banner on the market

Innotech Digital has announced immediate availability of the latest addition to their PVC-free media range, Envirotech PVC Free Frontlit Banner 150gsm FR B1. As well as being environmentally responsible, the new robust 150gsm frontlit banner material delivers exceptional value. The biggest challenge for printers to date

has been the cost of PVC-Free materials compared with the PVC alternative. Now they can put that concern behind them!

Kieran Dallow, Marketing Manager for Innotech Digital, says, "We believe this new banner material is the most cost-effective PVC-free banner solution

currently available in the market. Its price is comparable to standard 440gsm PVC frontlit media and is a very viable alternative solution for environmentally conscious companies wishing to make a real stand against the over-use of PVC in our industry."

The new Envirotech PVC-free banner has been proven in testing to be weldable, although it is still recommended to test this with customer-specific machinery. "Being weldable is a huge benefit for our customers because most PVC-Free banners currently on the market are not weldable and require additional stitching or banner tape, which can be more costly and time consuming," adds Dallow.

The new product is fire rated to B1 Certification and is suitable for printing with eco-solvent, solvent, UV-curable and latex inks. It is available in 1600mm and 3200mm widths and with durability equivalent to 440gsm banner PVC materials it is ideal for indoor and outdoor campaign graphics.

With around 250,000sqm of eco-friendly materials in stock, Innotech has one of the widest and most extensive PVC-Free media availability in the industry.

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



*Innotech's new PVC-Free Envirotech banner material is now available*

# APA introduce a new quality cast film specifically for wrapping

APA launches the new UltraJet line, a quality cast film specifically manufactured for wrapping, extremely easy to apply thanks to the innovative adhesive that

facilitates the positioning of the film extremely quickly and adheres with the simple pressure of a squeegee.

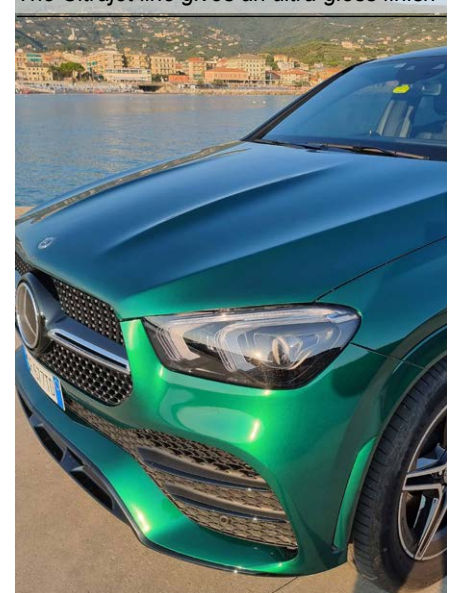
The new generation adhesive of UltraJet products has been specially designed to allow a single applicator to decorate an entire vehicle independently, reducing costs and processing times and increasing productivity.

- Easy to apply Cast Film
- Reduction of labour costs
- Protective pet for an ultra-glossy finish
- UltraJet System brand new glue technology
- Excellent coverage and conformability
- Designed and developed in Italy

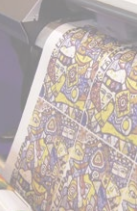
[www.apaspa.com](http://www.apaspa.com)



*The Ultrajet line gives an ultra-gloss finish*







# PRODUCT News

## CuttingmatsXXL.com introduces import-duty-free cutting mats for the UK.

In order to prove their status as a leading, full-service solution in the cutting mat industry, Dutch-based CuttingmatsXXL.com temporarily offers import-duty-free shopping for UK customers. Even in a market with rapidly rising raw material prices, CuttingmatsXXL is opportunistic on the global price strategy in offering custom size cutting mats for the best price.

It has been a concern for many in the UK about importing from the EU, after hearing horror stories in the press of customs and delivery companies adding extra charges to products imported from the EU. "Yes, things changed after Brexit, but we've been doing business in the UK for years. We've enjoyed their loyalty and prefer to think in solutions rather than in problems. Therefore CuttingmatsXXL.com will pay all import duties for every UK order, higher than £ 135,00." For UK customers, the webshop prices will only be raised with shipping. UPS will charge local VAT (which is deductible with the UK Tax Authorities for most companies). CuttingmatsXXL.com will pay for the additional import duties.



This promotion runs until 31-12-2021.

Since the start in 2016 CuttingmatsXXL.com rapidly became a key player in the production and worldwide distribution of custom size cutting mats. Clear blue,

antistatic and exclusive frosted product variants combined with innovative IT and a fully automated cutting process define their high standards.

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

## CWT 1737 Evolution MAX wins award

CWT Worktools are proud to announce that the PRINTING United Alliance, the most comprehensive member-based printing and graphic arts association in the U.S., announces that the CWT Worktools flatbed applicator CWT 1737 Evolution Max are the recipient of its prestigious Pinnacle InterTech Award and Pinnacle Product Award of the year.

Open to all PRINTING United Alliance supplier members, the Pinnacle Product Award competition evaluates products that are, or will be, available for sale in 2021.

With this boost and confirmation about our technology, we will keep develop and manufacture innovative high-quality Swedish equipment for the graphic industries." said Per-Erik Mogren, Business Director CWT Worktools Sweden.

"One of the things I like best about our competition is that it is juried, and judges are basing their decisions on objective criteria. And with outstanding entries like CWT 1737 Evolution MAX they had

their work cut out for them," said Ray Weiss, Director of Digital Print Programs, PRINTING United Alliance.

"The Pinnacle Product Award competition represents the best of the best among commercial hardware, software, consumables, and industrial and screen equipment," Weiss said. "Congratulations to all the winners."

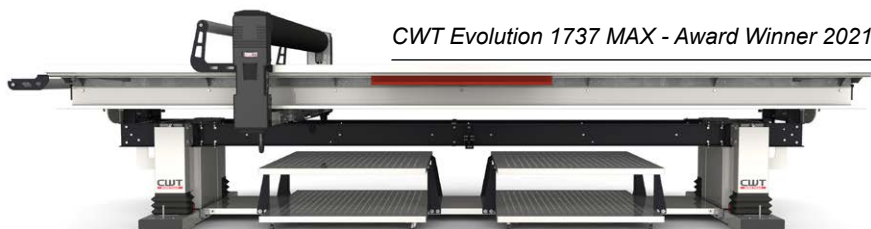
### More about the CWT 1737 Evolution Max

A lamination device for professional sign makers and printers, the CWT 1737 Evolution Max is an innovative package featuring electronic pressure control, electric glide beam horizontal movement, and a heat-assist lamination roller.

This means more precise settings and faster mounting and lamination without silvering. The board to be laminated is placed on top of the LED glass top table and the roller gantry moves over it, a design that saves about six feet of space compared to conventional roll laminators. Full automation reduces the labour requirement to one operator. The electric lift feature allows the height of the table to be adjusted for the height of the operator. The judges were won over by the level of automation and the associated boost in productivity.

For more information on the full range of CWT workstations or to arrange a demonstration contact Atech.

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CWT Evolution 1737 MAX - Award Winner 2021

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/ SETTING NEW STANDARDS



## Agfa Anapurna H2500i LED from i-Sub flies the flag in Cambridgeshire

House of Flags has invested in a 2.5m-wide Agfa Anapurna H2500i LED hybrid printer as it looks to branch out into printing on more rigid materials.

Since 1977 the company has specialised in (unsurprisingly) flags, and now has three different offices spread across the UK, including its Cambridgeshire headquarters. The company processes more than 7000 orders annually and boasts a turnover of more than £4 million.

It has delved deep into the world of digital printing in order to produce top soft-signage products for its customers. However, as the industry evolves the company was also keen to investigate other potential uses for digital technology, including printing onto more rigid substrates.

In fact, when Adam Moore joined the team earlier this year as Studio and Print Production Manager, one of the things he was specifically tasked with was investigating machinery currently on the market that could help House of Flags diversify its product range.

House of Flags already had a longstanding relationship with Agfa reseller i-Sub and had previously purchased several different machines from them including a number of dye sublimation print solutions and a digital cutting table. After investigating the different options available, Adam visited i-Sub's Kettering demonstration suite to put the Agfa Anapurna H2500i LED through its paces.

Designed to be the perfect solution for sign shops, digital printers, photo labs and mid-size graphic screen printers that want to combine board and roll-to-roll print jobs, the wide-format Anapurna H2500i LED is a high-speed hybrid UV LED-curable inkjet system.

The 6-colour engine prints at widths up to 2.5m and combines high quality with high productivity for outdoor and indoor, rigid and flexible wide-format jobs. With its automatic board feeder productivity is increased further, and its white ink function creates possibilities for printing on transparent material for backlit applications or for printing white as a spot colour.

"I was extremely impressed with the Agfa," Adam says. "The user interface was simple and user friendly and the machine



itself is very versatile. We've gone for the 2.5m model as the 3.2m would have been a little bit too much machine for us at the present, but its performance has been out of this world and the installation was the quickest and easiest I've ever been involved with."

One particular attribute of the Agfa Anapurna that impressed House of Flags was its white ink channels. "With a lot of alternative machines, you need to flush through the white ink channels when you're not using them," Adam explains. "It can be a long and messy process. With the Agfa printer they've literally got it down to a switch and button. They've taken away a very messy job and you just don't find that on more ordinary machines."

"There have been no teething problems at all," Adam adds. "Beyond that, the help from the i-Sub and Agfa teams has been simply incredible, they're just really helpful and friendly guys, if you want to talk to them you can just pick up the phone; there's no messing around with support codes and waiting for someone on the other side of the world to get in touch!"

House Of Flags' established relationship with i-Sub gave the company confidence to invest their trust again in i-Sub to deliver the right solution for the present requirements, whilst also allowing for future growth and profitability. Adam

Moore summarises: "i-Sub have been really helpful and accommodating with our requests. They have proven to have a strong relationship with Agfa and - in turn - provided House of Flags with a smooth and successful installation."

Emma Plant, Sales Director at i-Sub, adds: "We were delighted that House of Flags invited i-Sub to work with them and guide them to the best solution for their new UV printer requirements.

"They are a very forward-thinking company. This was demonstrated by their decision to broaden their product offering, invest in new technology to grow the business and ensure their client's needs were met whilst offering the best quality products and service available."

The Agfa Anapurna has already opened up new opportunities for House of Flags, including the ability to print directly onto rigid boards and produce effects like window manifestations - applied to any expanse of glass offering the opportunity for branding and/or decoration. As more weird and wonderful applications become the norm for the company, Adam says it will likely investigate new finishing options on their digital cutting table to assist with its rigid materials output.

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## Ebbsfleet halves production time following installation of Summa F1612 Flatbed cutter

Wide-ranging print service provider Ebbsfleet Printing Solutions has praised the impact its Summa F1612 flatbed cutter has had on business, revealing the machine has enabled the company to significantly reduce finishing bottlenecks and half its production time.

Based in Gravesend in Kent, Ebbsfleet Printing Solutions offers a host of both small- and large-format print services. The company has more than 20 years' experience in sign-making and works with a wide range of customers across a host of industries and markets. Demand for Ebbsfleet's services is extremely high, with the business seeing huge interest in its wide format print offerings in recent years.

This spike in demand for wide format print created a finishing bottleneck which was resolved by the installation of a Summa F1612 flatbed cutter in 2019 - a decision that Ebbsfleet Printing Solutions Director Sam Cherry described as 'instrumental' for the company and its success over the past two years.

Installed by authorised UK reseller ADAPT, the versatile Summa F Series cutter combines robust construction, accuracy and flexibility. Its multi-functional head enables users to install up to three tools simultaneously from a wide range of options, making countless applications possible. Since the tools and modules can be added at any time, upgrades are easy and cost-effective. Automatic tool recognition, combined with digital and mechanical depth and/or pressure control, ensures precision cutting on a wide variety of materials.

On the need for a new cutting machine, Sam Cherry explains: "The Summa cutter was purchased due to the growth in our direct-to-board business. Wide format print was growing for us, but that created a finishing bottleneck which caused a few issues for the team.

"We'd worked with Summa equipment for a number of years. It's always been a trusted brand for us, so we had no hesitation in purchasing the Summa F1612 model."

Ebbsfleet Printing Solutions' wide-ranging service offering means that it is finishing a whole host of applications on the Summa cutter, with the machine primarily being



*The Summa F1612 resolved the finishing bottleneck*

used to cut foam board, vinyl, di-bond and acrylic. The company also uses it for cutting cardboard and creasing material for use in packaging work.

Sam Cherry said that this incredible flexibility has allowed the company to expand and grow at a rapid rate.

"Using the Summa F1612 to produce packaging work and mock-ups for various projects has helped us to significantly grow our customer base, while at the same time allowing us to save money on off-cuts," Sam Cherry says.

He continues: "I don't know how we worked without a Summa Flatbed in the first place. The amount of time saved with this machine has allowed us to half our production time.

"We've not looked back since its installation; it's had such a massive impact on the business. Having the Summa cutter is like having four members of staff that don't go on holiday or drink tea or coffee!

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## Treacle Factory chooses a sweet trio from Josero

Luton-based design, print, and digital marketing specialist Treacle Factory are experts in helping businesses get creative with their promotional print materials. When the time came to expand what they were able to produce in-house in terms of media and size options, they looked to Josero to help them take that next step forward and upgrade their existing Mimaki. Jeremy Brown, Director, Treacle Factory and the team opted for the Mimaki UCJV300-160 printer/cutter, an Easymount 1600 Laminator, and a BubbleFree Pro flatbed applicator table.

These three products go hand in hand," says Jeremy. "Mounting has been a challenge so we would generally outsource to people that would print direct-to-substrate, so it's great to have the ability to print on the vinyl and mount the job ourselves. We're also able to be more in control of the costs now that we're producing more of the work in-house. The three pieces of equipment are already working together as a great trio!"

Some of the funds for the new equipment investments were the result of various COVID-19 related government grants, and Jeremy explains that while they obtained quotes from a handful of suppliers, an existing relationship with Managing Director Sarah Winterbottom played a part in clinching the decision to work with Josero. Describing the service as 'fantastic', it appears that Treacle Factory made the right decision.

"The advice that they gave and the deal that they offered were fantastic," says Jeremy. "On the day it came to be installed, it was quite a job – the team managed to get the BubbleFree table to go through our door, which was like a magic trick really! The process was excellent from start to finish."

The installations of the printer/cutter, the laminator and the applicator table are already yielding positive results for Treacle Factory. Jeremy explains: "The new kit



is allowing us to produce a large amount of work that we were sending out every month and bring it in-house. We didn't previously have the capability or tools to do the work that we are now doing. At this moment I'm printing tables for a hotel, which we would never have done in-house before. We can probably bring in another 50 percent of the work that we would normally send out, which is really great."

Although a further equipment purchase isn't currently on the horizon for Treacle Factory according to Jeremy, if and when the need arises, he knows who they will turn to first. "If we ever need to upgrade or if one of our machines becomes outdated, we will definitely be coming to Josero again," Jeremy concludes.

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"A very professional team, and really happy with the product quality and reliability. Will definitely be ordering again!" - Sam Topham

## ECOLUX **The sign fitters' choice - Ecolux Mini.**

Ecolux Mini is the UK's Number 1 best-selling trough light system, ideal for retail, brewery and restaurant signage programmes. The best things are always simple and this LED sign light is jam packed full of new ideas and innovative design.

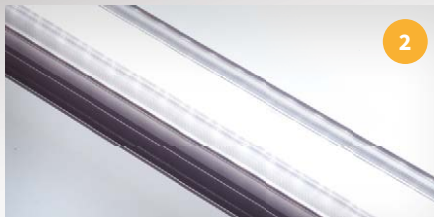




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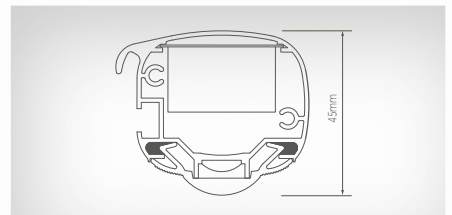
The brilliantly designed Multi Bracket is double slotted, allowing the fitter in an instant to orientate the back plate fixing position from horizontal to vertical.



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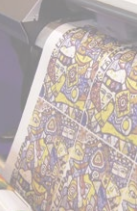
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# Substrate Tension Systems

## Tensioning for Textiles

SignComp Europe has been supplying high quality signage systems to the industry for decades. Flex face has been its main offering since the company's inception in the early 90's. Tomas Purton, Business Development Manager at SignComp Europe, says, "The famous 'Black-Clip' revolutionised the way flex face projects were approached with its lightweight nature, adaptability and reliability. No longer were you restricted to squares and rectangles with different shapes easily achieved. All this enhanced customers' ability to brand with external signage and is why you can see SignComp systems on pretty much every retail park in the country."

After many years of dominating the flex face market, they are now tackling a different part of the industry in a big way – textile signage.

Textile signage has seen huge growth over the past decade, and it is no surprise SignComp are now offering their own system. It is also not a surprise they are approaching it from a different angle.

"We at SignComp didn't want to enter the textile market with same solutions that everyone else was offering," adds Purton. "We looked at the problems that existed in the sector and wanted to offer an alternative."

### Tensioning for indoors

"Costly, timely, laborious were just a few of the buzzwords we heard from our market research. Most of these are a result of just one part of the print production – sewing the silicone edge. So, taking this information head-on and after years of development, we are proud



to offer a solution that eradicates this problem – EASITEX. EASITEX is a textile signage system that does not require any sewing whatsoever. This has many benefits compared to traditional systems but most of all, offers a genuine alternative to current products and workflows," says Purton.

He continues, "The most common complaint we heard from customers was their need to outsource textile signage given they could not sew in-house themselves. EASITEX now allows for these companies to print in-house, giving them more control and flexibility in the projects they get involved in."

"EASITEX is also faster than traditional systems given sewing is a natural bottleneck within the print production process. Our market research concluded that lead times could be cut in half when outsourcing prints alone but bring your printing in-house and that time saving

could be multiplied. In an industry where deadlines are tight, this is a huge step forward."

"Sewing is hugely difficult to master too. Often companies would avoid getting involved at all given issues they would face upon installation. Prints being sewn incorrectly leads to plenty of below average signage in the retail space. EASITEX's seamless nature means tolerances are higher and thus better reliability on site."

"These points are huge but with such a price sensitive industry, companies won't pay more for these benefits. So, we are proud that EASITEX often leads to big cost-savings too. When comparing outsourced prints, SignComp found savings of up to 50% could be had but bring your printing in-house, and you could save even further. Given textile signs are updated regularly throughout the seasons, this saving is multiplied throughout the lifetime of the sign too."

Tomas Purton concludes, "The cherry on top of the cake is EASITEX's sustainability. Not having to sew every single print is a huge step forward. Without the sewn silicone you can now recycle every print you produce and eradicating the process leads to a lower carbon footprint too. In a world where our environmental impact is coming to the fore, this is the EASITEX benefit we are most proud of. Textile signage took a hit during the pandemic but with a shift back to normality, EASITEX is flying off the shelves. We hope it offers many more companies an opportunity to expand and diversify in the future."



SignComp has developed a bespoke tension tool to make installing even easier

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Springflex is a British made and British designed product. According to Stuart Bickley, Managing Director of KSUK it is also now regarded as the leading tension system for PVC large format productions. "Over the years, Springflex has grown into being the most preferred and easiest system for installing. Constantly keeping the face under pressure to eradicate any softening created by heat or small creases that installers may have left behind. It also eradicates the need for loose parts being fitted to the edge of the materials, which can be time consuming and adds costs."

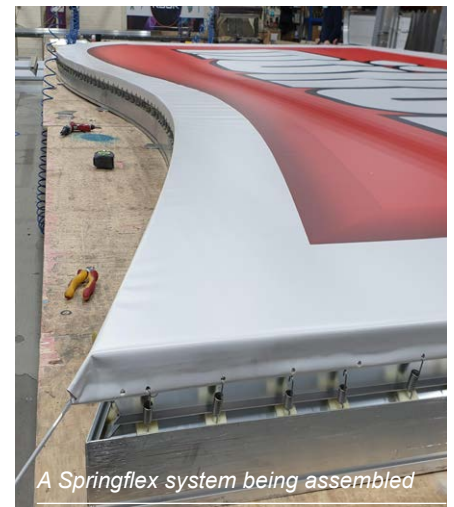
He continues, "At KSUK we offer more than a system that will fit a face to a wall or box. We offer a quality patented alternative with the best quality LED options for intelligent control to assist with carbon

reduction and lowering the energy cost. At the same time, it offers a superb display for outdoor use."

Heavyduty and Utraslim 65 are two exciting new additions to the Springflex range. "There are fantastic new developments in the capture and securing of a large face panel. This is another unique development from KSUK, which is novel and a game changer for fast installation."

Utraslim can be fitted in the tightest and most awkward of places and delivers the same benefits as the Heavyduty range in half the depth. It still maintains good quality for illuminated and non-illuminated formats.

'Split clamp technology' together with cada or a Springflex envelope makes front fixing in the Utraslim 65 simple and easy. Access only requires 10mm space.



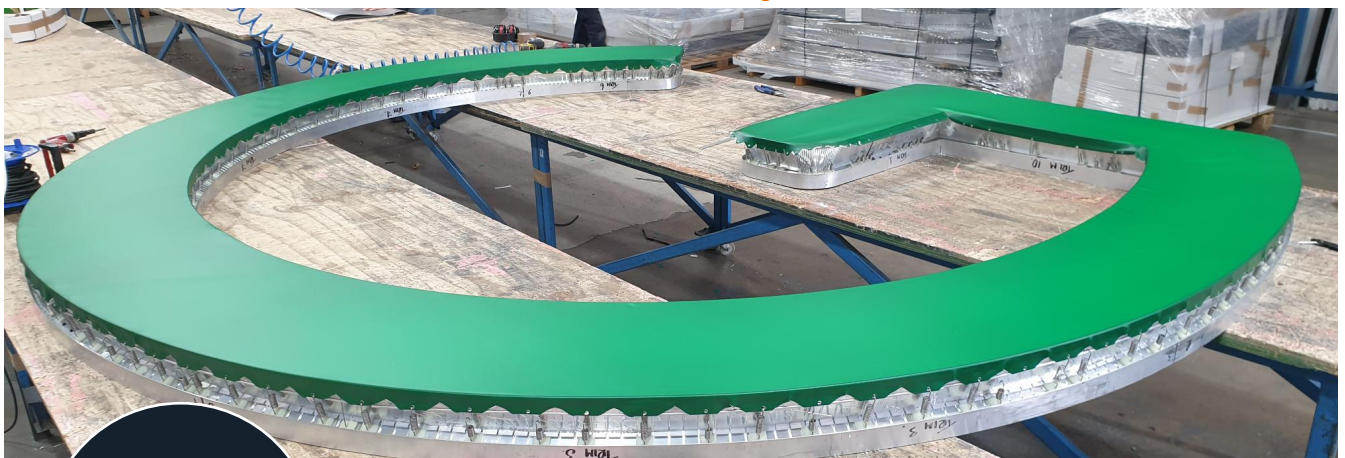
Stuart Bickley concludes, "We have more than 50 years' experience and a business that has a reputation to succeed on delivery, performance and quality of products supplied. We have plans for huge expansion during 2022 with faster service, intelligent products and competitive pricing."

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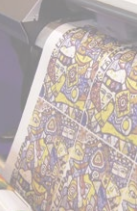


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# Substrate Tension Systems

## The Spirit of Great Tensioning



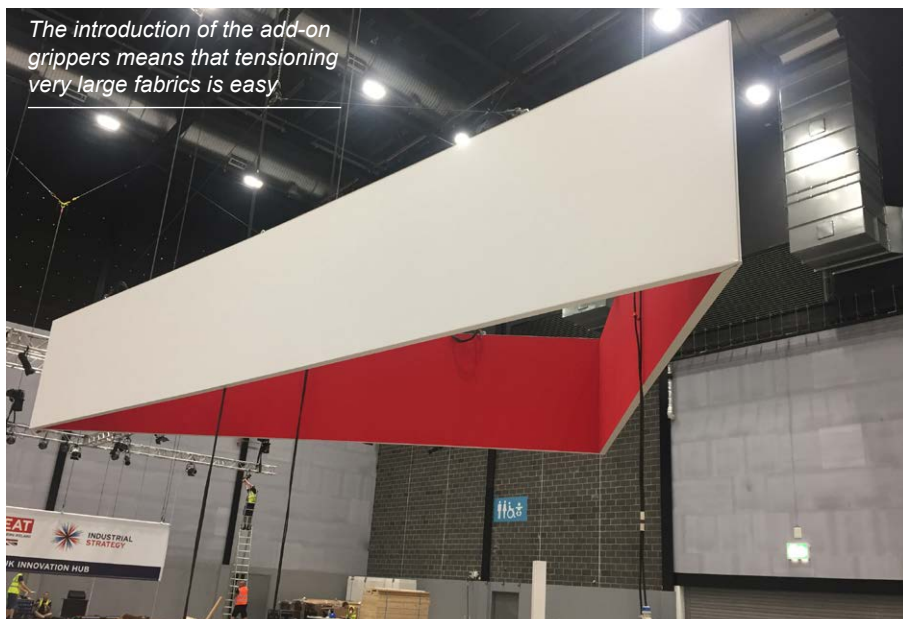
*The Spirit solution ensures signs are perfectly tensioned all round*

Spirit Displays fabricates custom aluminium frame solutions for the graphics and signage industry and specialises in tailor-made solutions. They are friendly, family-run company that is based in the UK but has a global reach with offices, warehousing facilities and distributors all over the world. Managing Director, Alistair Weight, says, "We try to deliver great solutions to meet the demands our customers have when producing large scale tensioned signage. We like to think we are natural born problem-solvers and have a wealth of experience in the graphic display business so we can confidently deliver complex projects that others may shy away from."

Spirit has a unique offering for sign-tensioning systems with its Spirit-TEX Fabric Tensioning System, which offers flexibility for large scale applications. "Silicon-edge graphics frames are

great for delivering standard small to medium size rectangular fabric frames, but are not ideal for very large frames and shaped frames where there is literally no margin for error in the sizing. If the finished width and length is even a tiny amount too long or too short, you are relying on the fabric itself to provide the tension. The result is a fabric that doesn't fit where it's too small or saggy if it's too big," says Weight.

He adds, "Our solution is hybrid, offering a mix of silicon edging and grippers. This means that one side can be kept perfectly straight and square with silicon edging and we can guarantee that the rest of the sign is perfectly tensioned by using the Spirit-TEX grippers on the other sides. It sounds simple, but this is unique to us and is something our customers really value as it reduces the risk of having to return to site with reprints!"



*The introduction of the add-on grippers means that tensioning very large fabrics is easy*

### Flexible solution

Spirit-TEX offers compatibility with dye-sub, UV and latex printed fabrics as well as providing a greater tolerance for creating large sizes. "Although Spirit-TEX is able to give customers a clear improvement on existing silicone edge graphic frames, we recognise that there are some customers will want to use it purely as a silicone edge system and they can certainly do so. The system really comes into its own in those situations discussed above where correct sizing of fabrics poses a problem, particularly for very large, very small or irregularly shaped signage. The use of silicone to the top edge, with the introduction of the add-on grippers, means that tensioning these fabrics is easy to do during the installation process. As a result, pre-building frames to test that the graphics fit is no longer necessary which saves time, space and money," he says.



*Tensioning can be so well done it looks like wallpaper!*

Alistair also adds, "From speaking to the industry, we know there are users who don't enter the silicon edge graphics market because of the investment in sewing equipment and skilled people to operate it. Spirit-TEX™ offers them the opportunity to create fabric graphics without this expense and be able to offer their customers a broader range of display solutions and deliver a high quality finished product."

Alistair Weight concludes, "One of the things that sets Spirit Displays apart is our flexibility when it comes to how we approach the challenges our clients face. We understand that signage comes in all shapes and sizes and is needed in a huge range of locations, environments and circumstances. For this reason our solutions are designed to be equally flexible, while maintaining a focus on delivering the final display solution our customers are looking for."

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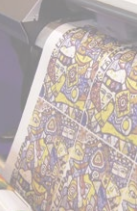
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# Christmas Trends for 2021

## and how they will influence substrate choice

Balancing festive expectations and physical consumer experiences to create exciting Christmas themed retail spaces, POS and display, is quite a challenge.

Antalis shares its predictions and insight into the inspiring themes it expects to see on our high streets this coming Christmas season.

Claire White, Specification Consultant, Antalis looks at the trends the industry is likely to face.

The pandemic and its associated restrictions have left many of us yearning for human interaction, highlighting the importance of spending time with family and friends. No doubt we will all be anticipating the countdown to Christmas festivities.

### Tradition and nostalgia, or a modern twist?

When it comes to colour palettes, themes and trends, there are three strong influences in retail for this coming season.

Some campaigns will follow tradition through creating nostalgic scenes and incorporating decorations with colour palettes of red, green and gold. This theme instantly pulls on consumers heart strings, taking them back to customary traditions.

Others will produce a more modern interpretation of this theme by incorporating glitzy blues, crisp whites and shades of silver.

Window concepts aspiring to incorporate something unique, inspiring and fun can easily adapt a happy, free and modern take on Christmas and what it means to celebrate together. Those following this theme will likely encompass loud, playful colours to exude a celebratory festive feeling.

### Substrates to complement modern demands

At Antalis we offer a wide range of sustainable materials from fibre boards to recyclable vinyls and textiles - a portfolio that promises to help you achieve high quality, stunning Christmas displays and POS, whatever the theme.

Rigid media – There is an increased focus on 'greener' rigid materials, and Christmas displays are the ideal candidate for more sustainable options. Antalis has expanded its range of recycled and recyclable rigid materials. For example, our Xanita board is engineered from fibres recovered from recycled, used cardboard boxes. Katz Display Board is an environmentally friendly alternative to the use of PVC and PUR foam boards. Antalis has also launched new products including Coala Airboard, a white centred honeycomb board for 2D displays, and Priplak Recycled, a polypropylene sheet made from 100% post industrial waste.

Bespoke and personalised graphics, whether in the form of wallpaper, film or vinyl, hold huge potential within the retail sector. With bricks and mortar stores losing ground to online, there is a real

need for retailers to create stores that offer Christmas shoppers something a little more special, and wall decoration is a very cost-effective way of doing that.

Antalis has a wide range of products including wallpapers, textiles and films such as Coala WallDesign Spray Wallpaper P, an easy to install and remove product that incorporates 10% post-consumer waste and is fibre based (rather than synthetic). Ecotex Textile Decotex R which offers several solutions for indoor and short-term displays including Frame Graphics and is made from 100% recycled yarn. Coala Magic Cling (white and clear) is a statically charged, PVC free and recyclable PP Film with no adhesive - it is effortless to install, remove and reposition on almost any indoor flat surface.

### Substrate specification: expertise and advice

Specification of material is as key to delivering an impactful display as the visual design itself. It is essential to understand the end application, end life and expectation for the finished job. Consulting experts to help you choose the right materials can mitigate any commercial impact of over-specification of materials - don't pay for attributes you don't need.

### Interactive product selector

Antalis' 'SUBSTR8', (Antalis' interactive online product selector tool), enables customers to filter their expansive product range for all sign and display environments by material type, eco credentials and application amongst other attributes. The tool also allows for sample ordering so that you can make informed choices on your material selection. Find out more at [www.antalis-substr8.co.uk](http://www.antalis-substr8.co.uk).

### Dedicated help

Our dedicated Specification Consultants and our sustainability framework, responsible sourcing, eco-friendly products and our Green Star System™ for rating products, are here to help. We can help printers, signmakers, designers, brands and retailers choose the most suitable substrates to deliver their creative ideas in print, whilst offering advice and support for a seamless transition towards sustainability.

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



*Xanita board is an engineered fibreboard manufactured from fibres recovered from recycled used cardboard boxes. Xanita core is decorated with various surface finishes, including digital print ready kraft paper liners, or more rigid skins including MDF and birch plywood.*

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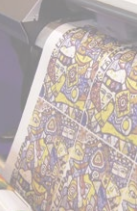
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## Ten years growth and manufacturing to ISO 9001 standards

Over the last 10 years simpleFIX has grown with a portfolio of products to supply both the print and sign industry sectors.

simpleFIX comes in four sizes Mini, Small, Medium, and Large, they are available in a choice of White or Black giving the sign maker the best choice for their projects.

Times have been very difficult during the Covid pandemic and although we experienced a downturn in business at the start we were soon inundated selling a wide range of our products as the signage and print industry played a huge part in supplying the public and private sector with safety screens and signs and notices for Covid 19, we continued to supply our customers with all that they require and have seen a large increase in sales over the last 12 months as our loyal customer base have continued to support us.

Over the years simpleFIX has built up a large UK distributor network and is now distributed by every major trade supplier, simpleFIX are manufactured in the UK to ISO 9001 standards which gives our

customers complete confidence in our products as we show we are committed to ensuring that our products along with our service are of the highest quality and that our manufacturing processes eliminate and minimise any risks that can be attributed to the use of non-tested inferior copy products within the market making them the choice of the experienced Sign Maker.



After numerous requests from its customers simpleFIX have recently massively increased their range of

products, as the go to locator supplier it makes sense that our customers trust the products we sell and prefer to shop for them with a company they can trust to deliver quality and service giving them the confidence to manufacture and install all of their projects to the highest standards.

Mark Ashcroft Managing Director says that customers are more conscious of using a tried and tested brand especially as in recent times in the press there have been many incidents reported of Signage falling and causing potential harm to the public it is therefore paramount that the correct materials are used and signs are maintained correctly.

We have increased our workforce to offer the best service to our current and new customers and continue to source and stock new and interesting products.

simpleFIX sockets are UV stabilised and frost resistant and come with a lifetime guarantee.

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



### simpleFIX manufacture their own two-part methacrylate adhesive

simpleFIX manufacture their own brand of Two-Part Methacrylate adhesive which has been thoroughly tested with the locators on all relevant substrates, products that

have been added to the website include Tensol 12, Tensol 70, 3m VHB Tapes, Precision cleaning swabs, these are just a few items from the list of new products

available, we have a dedicated team who answer any questions our customers may have regarding the product range and are always happy to assist where they can.

## Defining A Vibrant Future With Resin Inks

Phil McMullin, Sales Manager, ProGraphics, Epson (UK) Ltd explains how resin ink is putting its stamp on the print production sector thanks to its ability to meet demand for quality, productivity, reliability, stable colour performance and environmentally friendly output.

It is these abilities and the fact resin ink delivers outstandingly vibrant, consistent colour, even on the new breed of heat sensitive media that is driving its expected CAGR of 4.78% to US\$ 4.4bn by 2025.

There are other performance benefits print service providers can enjoy too. They include:

### Productivity

Quick-drying, with impressive levels of scratch resistance, resin ink enables users to laminate instantly for fast turnaround and same-day delivery on high priority jobs such as vehicle graphics. Uptime is kept to a maximum and running costs reduced with a bulk ink solution and a hot swap function.

### Sustainability

Completely water based and with a

significantly lower curing temperatures, the ink offers sustainable solutions to customers and brands. Their eco-friendly and odourless prints can be used in sensitive environments such as schools and hospitals. In addition, printed output on non-PVC media can be fully recycled.

### Image Quality

The ink supports high image quality and repeatable colour. Both are achieved by Epson's unique three-stage curing process, long-life printhead, repeat accuracy of dot placements and consistent droplet size, job after job. Reduced graininess and banding is made possible by halftoning, fully optimized look up table and Micro Weave - known collectively as Precision Dot Technology, which has been developed over many years.

### Application Variety

It is suitable for printing traditional signage applications including vinyl and banner, decor medias, as well as a broader range of substrates like uncoated papers, wallpapers and textiles. The wide substrate possibilities support signage and pro-graphics printers, design agencies and wallpaper, canvas, and photo production

plants. Instant lamination and high scratch resistance, for example, lends itself to both the vehicle livery market for fast turnaround and application, and the POS market where users may want to avoid laminating to reduce costs.

Epson's UltraChrome RS resin ink, works with the SureColor SC-R Series of wide format printers. It was developed in tandem with Epson's renowned print head expertise to deliver elevated levels of print performance, colour reliability and an expanded choice of applications, all from a water based ink.

The 6-colour ink set comprises of CMYK plus light cyan and light magenta to reduce graininess. In addition, an ink optimiser provides enhancement to the already vibrant inks, delivering image quality well beyond that seen in other brands of resin ink.

[www.epson.co.uk/products/printers/large-format-printers](http://www.epson.co.uk/products/printers/large-format-printers)



*The SC-R5000 also includes a bulk ink solution (1.5-litre ink pouches) for reduced printer downtime, convenience, and lower ink costs.*



# nanolight

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## The Brightest, Most Efficient, Most Waterproof LED Trough Light In The UK Has Just Got Better... Introducing The New Quick-Fix Pro Bracket

Nanolight just got faster and easier to install in more ways than ever before. Having precision-designed fixing brackets for trough lights is key to ensuring the install is secure. That's why we have designed a new range of Quick-Fix Brackets to ensure a fast, flexible, and secure installation experience for signage installation teams across the UK. Our attention to detail ensures the bracket designs match the aesthetic of Nanolight while guaranteeing the full functionality of the new tool-free spring clip fixing method.

### The Newest Member of the Quick-Fix Bracket Family



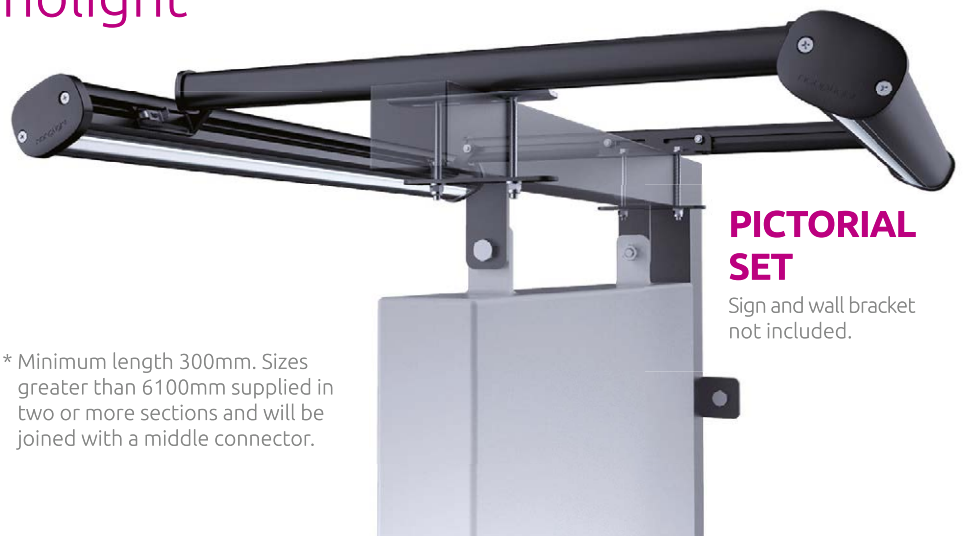
#### THE QUICK-FIX PRO BRACKET

- Tool-free install – No nuts and bolts
- Simply slide the spring clip over the knuckle
- Full flexibility on site
- 5-way adjustability
- Horizontal and Vertical Orientations

### Key Features of Nanolight

- Sections up to 6100mm
- Manufactured to any length\*
- 11.5 Watts per metre
- 190 Lumens per Watt
- 2185 Lumens per metre
- IP66 Waterproof
- Quick-Fix Brackets
- 5 year parts warranty

\* Minimum length 300mm. Sizes greater than 6100mm supplied in two or more sections and will be joined with a middle connector.



#### PICTORIAL SET

Sign and wall bracket not included.

# Why Choose Nanolight for your LED trough light solution?

## THE MOST WATERPROOF AND DUSTPROOF

Nanolight is the only trough light rated IP66 in the UK.

## THE MOST EFFICIENT

High-efficiency LED strip technology operates at 190 Lumens per Watt, the highest efficiency available anywhere on the market.

## THE BRIGHTEST

Nanolight outputs 2185 lumens from only 11.5 Watts per metre.

## YOU SAVE MONEY

Quick to install, zero maintenance and lowest energy consumption.

## MOST RELIABLE

Premium components inside, including Tridonic LED power supplies and high-efficiency LED strip technology, makes Nanolight maintenance-free. No repeat site visits!



# Why Choose Vision Lighting?

## ISO 9001 CERTIFIED

We guarantee quality every time because we are an ISO 9001 UKAS accredited company committed to quality and continuous improvement of processes.

## DELIVERY TIMES

You get a fast service because we operate on short lead times, including rapid turnaround of painted to order colours.

## EXPERIENCE

You can expect high quality products from Vision Lighting because we have over a decade of experience in sign lighting and over 30 years' experience in the signage industry.

## Online Self-Service for Trade Customers

Register

Register for an online trade account today for 24/7 access to exclusive trade pricing and real-time stock information.

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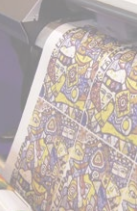
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# Built-up Letters

## Better letters by hand

Built-up letters are created using a variety of methods in metal or acrylic. Known as 3D letters or channel letters due to the channel created when a letter face and return are secured together, built-up letters can also be illuminated with LEDs.

SignFab (UK) have let us in for a sneak peek around their facility. The 20-year-old manufacturer boasts one of the largest letter-making departments in the UK spread across two sites in Leicester. They have dedicated letter fabrication areas for their 16 expert letter makers. When it comes to fabricated letters, these guys know their stuff!

SignFab's Production Director, Steve Mutton says, "One of the most common myths around letter fabrication is that letter-making machines produce better quality letters, faster! This couldn't be further away from the truth. Stainless steel, aluminium, copper, corten and acrylic are just a few examples of the letters made in our facilities and all our letters are TOTALLY handmade!"

He continues, "Our partner, Make It Happen (MIH) runs a series of Signage Workshops at our visitor centre to help

people learn and understand more about the variations of letters and how they are made and costed. These workshops bring together corporations, companies and individuals to learn, discuss and share knowledge and ideas to benefit their businesses."

The workshops are designed to support those that are new to the industry as well as established clients and companies. MIH works with the contacts they have made over the years to provide help and guidance. The one-day programme includes demonstrations of techniques and materials that would otherwise take months to pull together, and covers the following:

- Flat cut materials
- Sign trays and stencil cut signage
- Built-up and illuminated letters
- Totems and CE Certification
- Something new to the industry

Sam Armstrong from MIH tells us, "One of the popular parts of our courses is getting hands-on. We give people the opportunity to watch letters being handmade and then have a go! The importance of understanding the manufacture and craft



*Built up letters can also be illuminated by LEDs*

of built-up letters is key to being able to sell and promote them within your own signage business."

SignFab (UK) letters all come with a three-year warranty and free delivery.

[www.thehomeoftradesignage.co.uk](http://www.thehomeoftradesignage.co.uk)  
[www.signfab.co.uk](http://www.signfab.co.uk)



*SignFab creates letters in metal and acrylic*



*One of the most common myths around letter fabrication is that letter-making machines produce better quality letters, faster*

# Perspex optimising letters for lighting

Perspex® acrylic has long been the go-to material for sign makers producing built up letters, with its huge array of colours and textures optimised for LED lighting. Built up letters are some of the most eye-catching signs seen on every high street, as well being increasingly present in commercial properties.

Luke Martyn, Marketing Manager for Perspex Distribution Ltd, says, "Developments with Perspex® acrylic have always moved with trends in signage design, whether it is the development of new colours or supporting improved performance alongside technological changes such as LED illumination. Whilst being ubiquitous on the high street, investment in good quality built up letters can be vital for many businesses as they help to drive customers and sales through visibility of their business 24/7."

Did you know any Perspex® acrylic colours with a 'T' in the product code mean they have a constant light transmission regardless of the material thickness? This means that signage requiring different thicknesses can be used alongside each other.

With a growing desire for thin contemporary signage, brightly illuminated block letters are widely used. Perspex® Spectrum LED was designed specifically for this purpose with 1T77 grade available in opal thicknesses of 15mm, 20mm, or 30mm.

Sign-makers can simply CNC cut a



*Widd Signs creates striking illuminated lettering at the M&S store in Manchester*

channel within the block letter and insert LED modules or flexible LED strip to be inserted into the letter creating an even burst of light.

A recent installation by Widd Signs at the M&S store in Manchester specified 20mm & 30mm Perspex® Spectrum LED 1T77 for the illuminated letters which were manufactured to sit within a contemporary stainless steel frame.

Martyn adds, "The Perspex® Spectrum LED range is also manufactured in 12 colours. Each a sheet is specially formulated to give optimised colour performance with both transmitted and reflected light using white LEDs and

manufacturers of built up letters benefit from the ability to create slimmer designs with the elimination of hotspots."

He continues, "Another popular choice for sign makers looking for a bit of variety is Perspex® Secret Sign. Secret Sign appears black in daylight when not illuminated, but will illuminate to the colour of the LED when backlit. The surface of PERSPEX® Secret Sign has a fine matt texture as standard creating a modern simple daylight sign that will be brought to life at night."

"Complementing our substrates for built up letters, PDL also stocks a large range of LED modules and flexible strips for sign makers. The newly developed S+ range of LED modules from BaltLED offer increased brightness per module whilst requiring fewer units per sign. This results in reduced costs and reduced labour time without sacrificing the end result of the sign," he says.

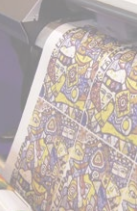
Luke Martyn concludes, "Feedback from sign makers has been actioned and each module also comes with a quick application 'finger lift' backing saving valuable time applying the modules adhesive tape. Add to this the support and advice from our specialist LED Product team and customers have a winning formula to being awarded more projects and repeat business opportunities."

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



*S+ range of LED modules from BaltLED offer increased brightness per module whilst requiring fewer units per sign*





# Built-up Letters

## L for Lettering – L for Lemon

Lemon Signs has been providing innovative, quality signage to a diverse range of brands throughout the UK for many years. Martin Lemiesz, Managing Director says, "Our portfolio consists of various high-profile clients, boasting a mixture of local businesses and household names with both national and global presences. From market-leading fashion retailers to giants in the construction space, the Lemon Signs brand has developed a reputation recognised by the best in all industries."

When the business was first established Lemon Signs looked at various markets for the best products and solutions available, particularly for 3D signage. Lemiesz explains, "We were attracted to the Polish market, which provided the availability of XPF foam, which delivered great value, flexibility and versatility compared to existing popular materials. We recognised that foam signage had a reputation for not being as durable as the more traditional aluminium composite or stainless steel, but we felt that this extruded polystyrene product was very durable and offered many more benefits."

Lemon Signs works with its customers to help design solutions that offer something totally unique and eye-catching. "Meeting a desired brief is an art form mastered only through years of experience."

"We often work with customers looking for signage that is modern and impactful, whilst complimenting their brand's core values and reputation. Creating signage that combines originality with practicality isn't an easy process and we have years of experience behind us so that we can deliver the solution you are looking for and support you through the entire process," he says.

"When decided on a sign for your business, you want to create something that is durable, versatile and isn't going to cause you any unexpected headaches. That's why we endeavour to use high quality materials for both indoor and outdoor applications, helping them stay vibrant and new for years to come. With in-house manufacturing processes, we control the whole process from start to finish meaning we can ensure your project is within budget, on-time and provides you with the first class-finish you desire. Using a mixture of cutting-edge manufacturing techniques and traditional sign-making



*"Extruded polystyrene 3D lettering and signs not only look better, but they simply make more sense"*

methods is what keeps your brand ahead of the curve and us at the forefront of our industry," adds Lemiesz.

### Flexible and versatile

According to Lemiesz, extruded polystyrene 3D lettering and signs not only look better, but they simply make more sense, especially on a budget. "They're lighter, cheaper, easier to install and allow us to recreate even the most intricate of designs without breaking a sweat. It's no secret that many big brands are using this product for their signs and we are talking to businesses large and small about it."

He concludes, "If you're looking to get noticed among all the noise and competition out there, a stunning 3D sign is definitely the way to go. Our workshop is equipped with the latest technology to create 3D signage and lettering from a diverse range of materials. However, by using extruded polystyrene we can offer industry-leading levels of versatility and cost-effectiveness. And because it is ultra lightweight, it is much easier and cheaper to transport and handle. We really believe this is the perfect material for a long-lasting signage solution."

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



*"If you're looking to get noticed among all the noise and competition out there, a stunning 3D sign is definitely the way to go"*



*"We often work with customers looking for signage that is modern and impactful, whilst complimenting their brand's core values and reputation"*

# Delivering high quality lettering

Sign 2 Signs is a Manchester-based sign company with 25 years' experience. Pete Potts, Managing Director of Signs 2 Signs tells us, "We are a leader in Built up Lettering and supply the UK and Europe with the highest quality signs. Our built up letters are our most popular product because they are a great tool for allowing companies to generate business leads from natural foot fall."

He continues, "We have state-of-the-art machinery and many years of experience so we can offer quality products at a competitive price. Over the years we have built up a great client base and supply small to large companies. Our signs are highly visible, and they give strong and professional brand identity, not to mention they look incredibly stylish and boast a striking, modern finish."

Acrylic built up letters remain the most popular with Sign 2 Signs' clients. This is one of the most skilled development processes in the sign industry. "We sourcing a broad range of colours from trustworthy brands, including Polycril and Perspex to create first class Signage. With XYZ CNC routers we make perfect faces, returns and backs for our acrylic products. All our built ups are finished by hand to guarantee perfect quality. Time

is taken with the Acrylic built ups to make sure every bend and curve is flawlessly connected to the face," says Potts.

He adds, "Using large format ovens, we can precisely bend the returns and soften the acrylic to give an exact shape. We can create anywhere from 20mm – 170mm deep return sizes and because we make them all our acrylic built ups in-house, we completely in control of quality and time."

## A range of lettering materials

"Just like Acrylic built ups, stainless steel 3D lettering is a favourite with our customers. We provide stainless steel letters and have a distinctive variety of finishes, including mirror, brushed, gold coating or powder coated to RAL or pan tone. We use a fibre laser cutter to cut our steel-faced letters and use an electronic metal bender to give perfect folds and edges. Using an ark and solder process each letter is crafted with precision. All Letters can have Halo/Face/illumination," says Potts.

Potts adds, "LED illumination can be supplied with the lettering. The LEDs are CAD optimised which gives the best possible distance between each module, in effect giving the sign the most even



*Stainless steel letters have a distinctive variety of finishes, including mirror, brushed, gold coating or powder coated to RAL or pan tone*

illumination display."

Pete Potts concludes, "We create built up letters that generate good business by using high quality materials. All our signs are precisely built by our expert team of professionals. Our work is top quality clean, precise and professional and excellent value of money, we are the signage company that your business has been looking for."

Instagram: @Signs2Signs  
www.signs2signs.co.uk

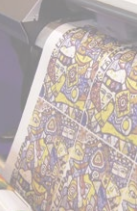


*Acrylic built up letters remain the most popular with Sign 2 Signs' clients*



*Built up letters created to take on some of the style from Neon, yet maintain it's own unique look*





# Built-up Letters

## Menden solutions are 'built to the letter'

"The built-up lettering solutions from Germany-based trade-only supplier Menden Buchstaben are literally manufactured 'to the letter', in terms of build quality, choice, high performance to cost and environmental awareness," says Russell Watkins, UK Sales Manager for Menden. He adds, "Already a major provider of built-up letters to sign manufacturers throughout Continental Europe, Menden has expanded rapidly and is now also a preferred choice of leading UK sign companies engaged in many of the most prestigious and frequently complex signage projects."

Individual built-up letters represent Menden's core business. Available in a wide choice of both standard and bespoke profiles, the letters are constructed primarily from aluminium sheet/coil and acrylic, with stainless steel and alloys such as brass and copper also available.

Surfaces can be finished in any colour. They can also be powder-coated or paint-finished, with further colour options as self-coloured acrylic, vinyl and gold/silver leaf. All illuminated options are available, with letters supplied finished and ready to be installed using the fixing template that comes with every set of letters.

### Flagship products

"MBX letters and MBX Faux Neon are the flagship products in Menden's diverse portfolio, with the latter faithfully replicating

the brilliant effects of traditional neon. The letters are constructed in solid acrylic to a depth ranging from 26 up to 33mm and supplied in three different options (face, halo and returns and half-illuminated) either individually or as a combination of any of these three options," says Watkins.

He continues, "MBX Neon features a perfectly-formed half-round face that can be flame-polished to deliver a true neon effect. In common with all products supplied by Menden, both MBX and MBX Faux Neon are available in all of the Acrylic/ RAL/LED colour permutations. Significantly, they are fully recyclable, thereby further enhancing Menden's environmental awareness credentials."

### Chiplite LED modules

All illuminated built-up letters are manufactured at the Menden factory in Essen using the company's Chiplite LED modules. These are available in a wide range of colour and luminous flux options, including RGBW, to accommodate multiple colour sign lettering requirements.

Significantly, the modules meet all international standards relating to performance, safety and environmental awareness. These include a CE rating in accordance with BS/EN 5015 and certification to RoHS (Restriction of Hazardous Substances) protocols. They are also IP65-rated to BS/EN 60529 covering the sealing effectiveness of



*Collage of MBX Neon built-up letters from Menden*

electrical devices against the ingress of water, dust, dirt and other contaminants.

Russell Watkins concludes, "Chiplite modules perform flawlessly in any global location. In tests carried out in a climatic chamber, the modules were subjected to 1,000 hours of continuous operation in extremes of temperature ranging from -40 to +85 centigrade with no loss of performance."

[www.menden-buchstaben.de](http://www.menden-buchstaben.de)  
[www.chiplite.de](http://www.chiplite.de)



*Collage of MBX letters from Menden*

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... with a difference



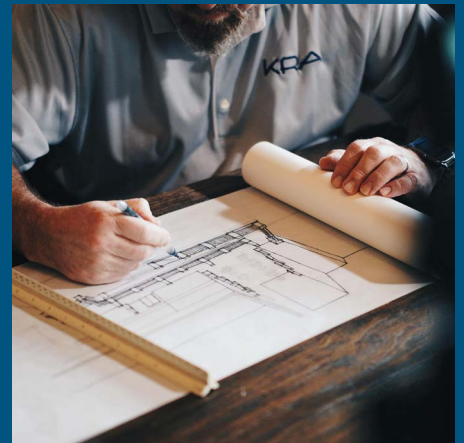
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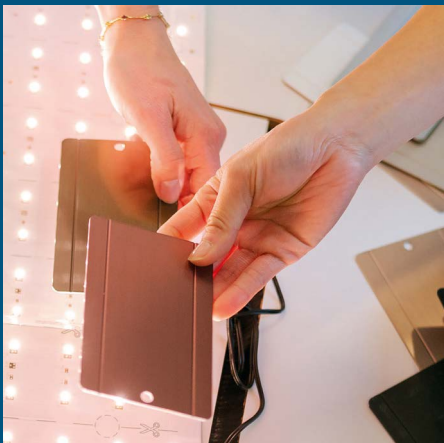
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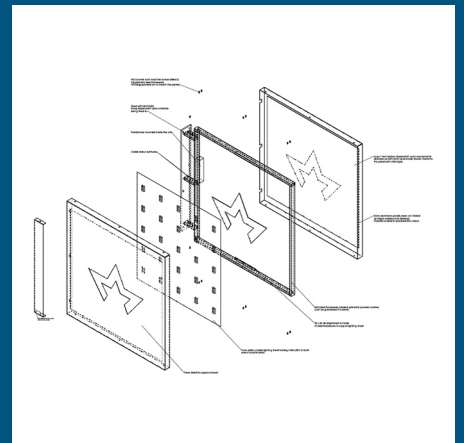
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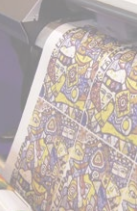
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📍 Applelec Sign, Unit 1, Wharfedale Business Park, Shetcliffe Lane, Bradford BD4 9RW





# Built-up Letters

## An A to Z of built-up lettering options

Through its dedicated Smith Manufacturing Division, William Smith Group 1832 provides a wide range of built-up letters to meet every conceivable sign and display requirement. The letters are manufactured in-house, primarily in aluminium but also supplied, as required, in stainless steel, using a combination of traditional skills and modern automated technologies.



*A Classic 3D Built-Up Letter in production at William Smith*

Chris Bradley, Head of Marketing at William Smith Group, says, "The wide range of built-up lettering options include the non-illuminated Classic 3D, Rim and Return and Halo-illuminated models, all of which can be finished in any specified RAL colour. For special sign applications such as those found at fairgrounds, cabochon

LED-illuminated built-up lettering is also manufactured, with the LED-empowered bulbs providing the required distinctive appearance."

He continues, "At Smith, a purpose-built workshop has been set up to enable all of the necessary processes required for the production of built-up letters to be carried out in-house, thereby eliminating many of the variables associated with third-party outsourcing. Production of the letters commences with cutting out the face of the letters. For this process, three different-sized AXYZ CNC routers have been installed, one of which provides an image-mapping capability, with a second incorporating a seven-station ATC (Automatic Tool Change) system for work requiring multiple tools. An Accubend channel letter bending machine has also been installed to shape the aluminium coil for the letters, prior to welding the two together. To meet different built-up lettering requirements, the coil used is in a standard thickness of 1.2mm and in six widths ranging from 35 up to 150mm."

A dedicated welding room houses several workstations incorporating MIG welders and a fume extractor. There is also a DA disc sanding facility that enables fabricators to sand down the letters and remove any contaminants prior to

engaging the powder coating process. This is carried out by use of a full-size spray booth working in tandem with a batch curing oven. Currently, around 150 RAL colours are available, with any additional special colours sourced to meet a specific sign or display requirement.

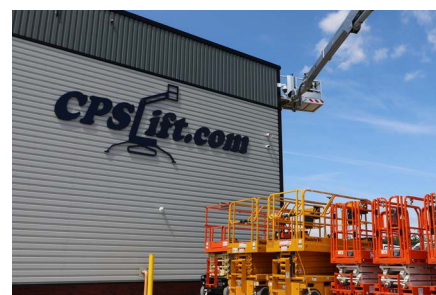
"Completion of the built-up letters is carried out by fabricators fitting the different extrusions, LED illumination modules supplied by FirstLite as appropriate, locators and acrylic faces if specified, before mounting onto a Foamex carrier," explains Bradley.

Recent signage projects in which built-up letters supplied by Smith have proved pivotal to their success include those recently installed by GRS Signs, HG Graphics and Parc Signs. The GRS Signs project involved the rebranding of a major retailer for which cabochon built-up letters with integrated LED bulbs were required to make the signs synonymous with those found at fairgrounds as specified by the customer.

The HG Graphics project involved the construction of a corporate ID sign that had to be readily visible due to the client's premises being situated next to a busy bypass.



*Another example of Built-Up Letters finished in an RAL colour*



*Built-Up Letters supplied by William Smith used in an exterior signage project carried out by HG Graphics*

For the Parc Signs retail signage project, face- and back-illuminated built-up letters with a halo effect were required. As specified by the client, each letter had to be in a different bespoke colour to achieve the desired visual effect.

[www.smith-signdisplay.co.uk](http://www.smith-signdisplay.co.uk)



## XYZ Trident CNC Router The most versatile machine on the market

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## The pivotal role of CNC routers in the production of built-up letters

As the first phase of the manufacturing process, CNC routing and cutting are central to the success of any built-up lettering application. For a number of years, Telford, Shropshire-based AAG has been a preferred suppliers of routing/cutting systems to the sign and display industry via its primary XYZ power brand.

“As part of a significant investment programme in capital equipment, the UK’s acknowledged leading trade-only supplier William Smith now has three XYZ machines installed in its dedicated Sign & Display Division. The machines are used for a wide range of sign and display production requirements involving an equally diverse range of materials, with aluminium sheet, acrylic and plastics and, as required, stainless steel used in the manufacture of sign trays and associated built-up sign lettering.

Theresa Scarth, UK General Manager at AAG, explains, “The XYZ machines installed are part of the popular 4000



*XYZ 4020 incorporates the latest helical rack and pinion drive system*

series, the most recently installed of which is the XYZ 4020 model. This represents a significant upgrade to the 4010 machine in that it incorporates a seven-station ATC (Automatic Tool Change) system to better enable work requiring multiple tools. The

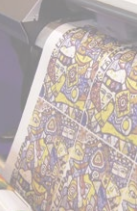
4020 has a processing width of 1524mm and an expandable processing length of 1220mm.”

Apart from the ATC system, the machine also incorporates the latest helical rack and pinion drive system. This has a multiple gear teeth configuration that helps spread the workload more evenly, leading to faster and more accurate throughput, less material wastage, quieter machine operation and ultimately a longer than normal machine life.

Scarth concludes, “In common with all XYZ routers, the 4020 model can be supplied with a raft of optional production tool enhancements. These include the latest A2MC machine control system, the AVS (XYZ Vision System) for optimum routing/cutting accuracy and the XYZ Auto Zone Management facility for maximum material hold-down efficiency throughout the routing/cutting process.”

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





# Built-up Letters

## Lettering and sign trays are a business must

Signscape and Signconex have been an industry leader in the sign trade since 1973. Spencer West, Managing Director, says, "Our team have long developed the pedigree to deliver bespoke lettering and folded tray signage. With a variety of styles, utilising many finishes and materials, we specialise in providing solutions for all projects, to suit all requirements and budgets."

West says that lettering is a complex signage product with varying factors such as font type, depth, optional illumination and because of the added consideration of a detailed install, a skilled approach should be taken. "Lettering is most commonly supplied in aluminium, acrylic, or composite board as flat cut, built up (3D) or LED block letters. The retail sector understands letter sign requirements better than most. With customers needing to read signage instantly in our fast-paced environment, it is essential to place yourself in your clients' shoes: Are they driving by your sign in their cars, walking past them, or encountering them in-store? Senior citizens or people with vision issues call for bigger fonts, also. Keeping this in mind can enable you to create the most legible and attractive sign."

Another factor to consider when choosing fonts is the clarity of the text. Reaching prospective clients or highlighting your brand should be done with visibility in mind. Cursive and italic fonts can work but should be checked from different angles, as well as different distances before production to ensure your customer experiences a clear and on-brand effect. Always ensure people can actually read the name of your business.

Remember that when it comes to creating the best signs, sometimes less is more. A simpler, branded design isn't only more legible, it also suggests that your company

already has a strong reputation, and that your name and logo are enough to let people know they've come to the right place. Aim to design signage that captures attention, not cause distraction. Similarly, smaller signs belong where the viewer can get close to it, such as near the entrance to your business and larger signs will attract the eyes of more people because they're more visible from further away, including on busy streets, in open areas such as city centres, or higher up on taller buildings.

When planning for your new sign, take a moment to really look at it and see if there is anything that doesn't seem right. The editing stage is a good time to see if the spacing works between the letters and other elements. Assuming the ratios stay the same when enlarged to a larger size, it will look the same in its final stage. Using a mixture of small, medium, and large signs is a good way to attract customers and diversify your marketing strategy.

West says, "Nothing creates 'WOW' quite like dimension! We love to use laser cut acrylic letters to add dimension to signs and displays. If you're looking for a cost-effective, yet bold and beautiful way to display your logo, mission statement or company slogan, you should consider dimensional acrylic letters. Lettering comes in either flat cut or built up (3D) letters, and LED block lettering which is a hybrid of the two."

### Types of lettering

**Flat cut lettering** is exactly as it sounds, where lettering is cut out of a sheet of material. These are great for wall mounting and ideal for a modest budget. They can also be added to a totem or folded tray for added depth and dimension. Suitable for internal and external uses. They are typically made at a height of 1-2m and the thickness is recommended at 10% of the chosen height.

**Channel letter signs** are usually the signs seen on the store front of a building typically above the entrance. You may have often heard them referred to as 'Neon Signs' or even 'LED Signs, which comes from the fact that they are internally illuminated by one of these two lighting options. Channel letter signs are a bold and vibrant colour meant to attract the attention of the customers passing by

especially when it is illuminated at night. They are particularly helpful during winter when the nights are long and business hours run into the night. Furthermore, they are designed in a manner that looks elegant and creative during the day too.



*Letters to suit all styles and budgets*

**Built-up lettering** is quite an art and, more often than not, hand-formed. Built up letters offer striking displays of 3D letters, with tailored features, coming with or without illumination. They have become an industry standard and a customer favourite. Great for representing your business logo on a shopfront. Dimensional acrylic letters bring impact and beauty to a variety of displays and signs. If you have a wall that needs decoration, you should consider incorporating acrylic letters.

**LED block lettering** is a combination of flat cut and built-up lettering made from opal acrylic, offering a slimline premium look for 3D illuminated custom sign letters which makes your brand appear as sleek and prestigious as possible, producing stunning edge-to-edge illumination.

**Letter sign lighting** is another element which adds custom design and functionality to your sign. It can be constructed in different ways such as standard lit through, halo lighting, and exposed lighting. The standard lit through is a dimensional letter that has lighting inside the letter with a translucent face so that the light can shine through. The halo lighting is similarly constructed except that the back of the letter is exposed, with the lighting directed towards the back so it shines around the letter giving it a halo glow. And the exposed neon is like the standard lit through lettering, except there is no face covering the letter so that the neon can directly be seen.



*We love to use laser cut acrylic letters to add dimension to signs and displays*

## Fixing is also important

Fixing methods are as varied as the letters themselves. Sign letters can be mounted onto a folded aluminium tray enhancing the overall look of your lettering and making it stand out. Letters can also get fixed standing off the wall or tray using spacers which gives the illusion of the letters floating. Couple this with halo illumination and you have a visually stunning sign, especially when viewed at night.

You can manufacture lettering in pretty much any material, though some are better suited than others. Stainless steel is the most popular given its resilience to the elements and general clean appearance, even after years of exposure to all manner of conditions. Three popular finishes include brushed, mirror or powder coated but you can also use a specialist finish, such as titanium.

Acrylic has been used in letter making for years and still remains popular, adorning the walls and facades of many prominent brands along the high street. This material is available in a vast number of colours, thicknesses and finishes, some premium products have the ability to change from black to white when illuminated from the rear. The material is durable, lightweight, and easy to cut with detail and precision. It can be engraved, polished and bevel edged or add LED backlighting, the possibilities are endless! Acrylic letters and brand marks look great in lobbies or entryways. They can be used for interior or exterior signage.

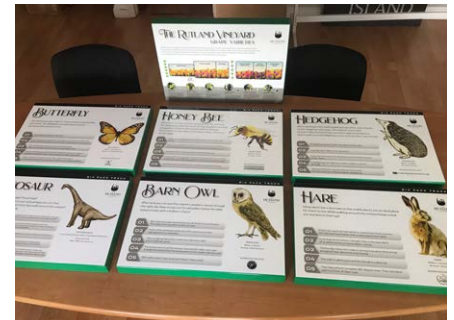
Aluminium composite material (ACM) is available in many colours including

brushed silver, to emulate the appearance of stainless steel. Foamex can be cut from many different thicknesses, 3mm-20mm, should you be looking for a budget friendly letter with some real depth. As with ACM, Foamex is available in a range of different colours and can be painted to allow for exterior use. The above highlight some of the preferred lettering materials, more options include brass, copper, bronze and many more.

West adds, "Choosing a letter sign is a major brand decision and will reflect well upon your company. Signs truly have the potential to be your very own landmark."

## Trays add versatility

Spencer West explains, "Folded tray signs on the other hand can be as simple or as complicated as you want them to be. Simply powder-coated with applied vinyl text or fret cut and back illuminated. Folded trays can be used as a carrier panel for built-up lettering. Trays can also be any number of different shapes for additional visual impact. Using our fishplate system, a longer fascia can be achieved by using multiple panels. Our



*Folded tray signs can be as simple or as complicated as you want them to be*

folded tray signage offers a durable and cost-effective approach to creating a range of different sign solutions. Made from 3mm aluminium, these signs can be fabricated into wall or post mounted signs, totems/monoliths, projected or suspended signs, directional signs, car park signs and directory signs."

He concludes, "The signs have seamless, high-quality corner and edge finishes. Comes powder-coated in a range of RAL colours as standard. Signscape and Signconex offer bespoke services to

*A simpler, branded design isn't only more legible, it also suggests that your company already has a strong reputation*



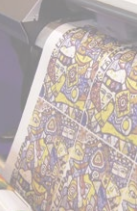
*Reaching prospective clients or highlighting your brand should be done with visibility in mind*



create signs specific to your environment. Our trays are easy to install and a popular choice within the trade. Key features include highly robust aluminium designs, easy and quick installation; the ability to create a full wayfinding scheme; the option of custom sizes; personalised graphics; and protection with an anti-graffiti layer. Ideal locations include outdoor wayfinding sign systems, schools and universities, churches, public spaces and hospitals."

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





# Sign Trays

## Important promotional sign opportunities for any business

Sign trays are essentially a blank canvas and a great starting point for any project. Aluminium, stainless steel or aluminium composite are the primary products utilised for this form of signage. SignFab (UK) Ltd creates sign tray styles according to design specification. The largest tray they can make from aluminium, in one section is 4m x 2m. However, there are challenges when going to something of this size, such as transport and more importantly, how you handle it, how many installers required?!

Julie Brett, Sales Manager of SignFab, says, "The other common myth that appears repeatedly is 'I want a standard sign tray'. There are assumptions that as an industry, we appear to think that 50mm depth is 'standard'. "30mm may suit one client and another needs 150mm, there is no right or wrong so we must look at each application on a case-by-case basis."

She continues, "Unless the positioning of the project is explained, we would use 2mm aluminium up to 1100mm in height and above that, 3mm utilised. This is subject to client's requirements as some simply prefer to use 2mm or 3mm throughout on a project."

### Variety of design

SignFab offers a variety of design options to enhance the sign tray. Brett explains, "They do not need to be basic and traditional. Dependent on budget, the

opportunities are endless. A traditional manufactured tray can be powder-coated or vinyl-wrapped to suit the brand and accessorised in a variety of ways to create striking signage and customised further with the addition of built-up letters, flat cut letters, vinyl letters and logos."

One of the most common ways when designing a tray is to simply make it in a single piece. If the overall length is more than the 4m standard panel length, then it will need to be in a minimum of two pieces. As part of the Signage Bootcamp run by Make it Happen Signage Consultancy, they teach the industry candidates to look at different ways of breaking down a fascia sign, for example, making the tray in three tray sections and making a feature.

Sam Armstrong, Managing Director from Make It Happen adds, "We show and advise how to make the centre panel with the logo the most prominent feature at 100mm depth. Then making the two end panels either shallower, a different colour or something that differentiates to make their clients branding the primary focus rather than having a noticeable join line down the middle."

She adds, "While the installer might prefer 2 sections, it is the client's sign, not the installer's headache. For any sign company this is a perfect opportunity for an upsell and to stand out from your competitors, as it simply isn't thought of."



*A traditional manufactured tray can be customised even further with the addition of built-up letters, flat cut letters and vinyl letters and logos.*

Sam Armstrong concludes, "MIH encourages the industry to ask itself 'do we really know what a sign needs to do for our client? How can I stand out from the crowd'. We have the products, technology and the will to support our customers to push the boundaries of what they can normally achieve to really meet the needs of the end users."

To learn more about the latest signage technology and innovations in Industry, contact [ladies@makeih.co.uk](mailto:ladies@makeih.co.uk) about their range of Signage Workshops hosted at SignFab (UK) Ltd.

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



SignFab (UK) Ltd creates sign tray styles according to design specification

### The importance of panel splits:

- Even though it may only need one panel split due to the size, think about the artwork placement
- With one split down the centre, the word warehouse seems to be two separate words
- With two splits the brand integrity hasn't been compromised

WAREHOUSE

WAREHOUSE

# A sign (tray) of the times

"Sign trays are so versatile they're what we call 'bread-and-butter' signage at Sign Supplier," says Andy Barker, Sales Director, of Sign Supplier, a full-service signage business that covers design, manufacturing and installation. He adds, "Their versatility coupled with their big impact and cost-effectiveness means that many of our customers opt for sign trays."

Custom made flat and projecting sign trays are a familiar sight on our highstreets, our industrial estates and our shopping centres. The manufacturing technique to create these types of signs hasn't changed for a long time. Metal sheets are cut or bent into shape to the required size. "Even these stalwarts of the signage world aren't immune to innovation and change and we're seeing more customer appetite for sign trays that push signage boundaries and pack more of a stylistic punch," says Barker.

## Illumination

Barker explains, "The first innovation that customers leapt upon was the introduction of illuminated sign tray options. Because the body of the sign tray allows for all the wires to be hidden, customers who were put off illuminated signs by the idea of visible wires loved the clean illuminated effect that sign trays afforded them. We now see lots more businesses choosing to go illuminated and take their sign visibility 24/7."

But the biggest innovation for sign trays by far has been the advances in the finishes that can be applied to the trays. "Our stunning liquid metal paint finishes come in a choice of 16 standard metal finishes (tailor-made finishes are also available) and elevate signage to the next level. Made using 98% metal and 2% application aid, our paint finishes behave just like metal and can be polished or aging effects like patina or rust can be added. If the tray sign is completely sealed after painting and no additional ingress holes are made, this type of finish can last up to 25 years," he says.

Aluminium composite board (ACM) sign trays offer a cheaper and lighter option for those with smaller budgets or frontage that can't handle the traditional aluminium option which is both heavier and more expensive (but more hardwearing). ACM has also seen innovation in finishing options with digital print wraps now available which can transform ACM signs with wood or textured effects – anything the customer requests is possible!



*This 'tray sign' mounted on posts is a little different. It was created from 2mm thick aluminium with returns soldered onto the edges just like a built up letter.*

Andy Barker concludes, "The popularity of sign trays lies in the fact that there is a sign tray for every budget, location, and type of business - from storefronts, to industrial units, to outdoor commercial signage. Our design and installation team are yet to be faced with a frontage that they couldn't create a tray sign for with challenges overcome by creating bespoke shaped signs trays, or sign trays that are post or building mounted. The average starting price point for a 4-meter non-illuminated sign tray (the width of the average shopfront) is a very competitive £400, an illuminated aluminium tray sign of the same dimensions would start at £2000. And if your customers want their tray sign covered in gold paint or wrapped in leopard print, technology is on your side!"

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

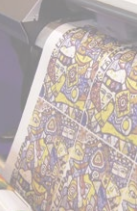


*A Fret cut tray backed with an opal acrylic faced with an opaque vinyl. The golf ball is a printed graphic applied to opal acrylic.*



*Andy Barker is seeing more customer appetite for sign trays that push signage boundaries and pack more of a stylistic punch*





# Sign Trays

## Selecting the best materials and tools for your sign trays

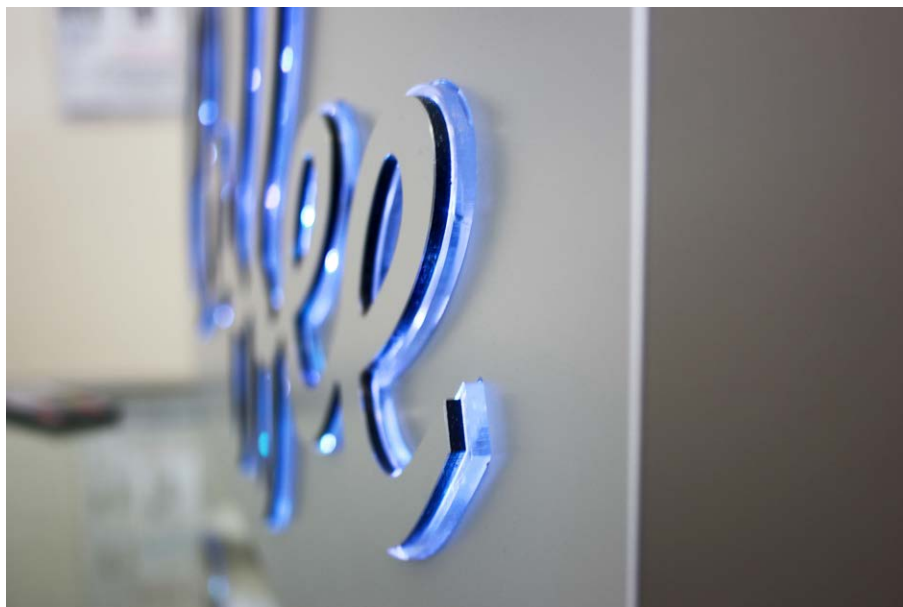
Sign trays are one of the most popular signs that a sign maker will cut on their machine. The choice of material type and thickness available has developed and, therefore, demand to make signs out of more difficult materials is on the rise. The traditional aluminium composite material or ACM can come in a variety of colours, thicknesses and skin thickness, but what other materials can be routed in the same way to make a traditional sign tray?

Liam Hodson, Tooling and Machining Consultant for LKH Tools, explains, "SCM or steel composite material can also be used on a router with the correct tooling. This offers a stronger, if not heavier product for certain applications. Typically, this replaces the aluminium with a steel skin each side and retains the same type of plastic core."

Fire resistant, non-combustible ACM (such as FR, A2/mineral core) is also a popular choice for certain applications which must meet stringent health and safety requirements. The core of this type of material is incredibly abrasive to standard carbide tooling due to its fire resistant properties. It generally has a slightly thicker aluminium skin top and bottom to standard ACM.

Solid aluminium is also specified for certain projects where additional strength and durability are required.

Hodson adds, "As demand increases for these materials, the tooling also has to be



*Precision tooling creates perfect, smooth edges and versatile signage*

available to process it. These materials are finding their way into more and more sign applications, so what is needed to process them? The Crown Norge range of tooling, has been successfully developed to process these materials for many years."

He continues, "It is easy to assume that all types of sign trays will need the same geometry of tooling when folding these materials by hand. The choice of colour, brand and thickness can make the folding process react very differently. When folding any material, the outer skin is

stretched when the material is bent. This could cause cracking or discoloration of the material if the geometry of the tool cutting the groove is not correct for the application."

Some tooling can also cause issues with the material not folding exactly in the centre, making the folding process very difficult to achieve an accurate tray which lines up with the returns. This is often evident when a tool with up to 3mm flat bottom is used. The material could fold anywhere between the 3mm slot and the inaccuracies that this creates could leave gaps in the tray when assembled as the ends would not line up.

"Thankfully, the range of folding tools from Crown Norge, offer either a combination of radius or smaller flat for precision folding," says Hodson, adding, "The V shaped tools come with either a smaller flat bottom (1.8mm) or a radius in order for the bend to be folded accurately. This ensures the material will fold at the weakest point (which would be the centre of the cut) giving a far better and more accurate assembly of the finished tray. The angle is also slightly bigger at 92 degrees to allow for the bend over and snap back that happens when folding the material by hand to 90 degrees. Other angles are also available which include 120 degree and 135 degree folds."

He continues, "In addition to the V



*The range of folding tools from Crown Norge, offer either a combination of radius or smaller flat for precision folding*

shaped tools, a Ball nose tool will give a much more accurate fold at the expense of more material being removed. The folded edge is also very crisp, which is favoured in some applications. Again, the material folds in the centre of the cut allowing for very accurate ACM trays to be made. These tools are also deployed when the material shifts from ACM to solid aluminium, allowing the customer to dry rout the aluminium and fold just in the same way as standard ACM."

With the introduction of tougher non-combustible A2, FR and mineral core ACM, the tooling switches to a PCD diamond tool which allows for greater tool longevity. The matching geometries in PCD allow for much higher meterage of cut per tool. 6,000 metres of linear cut is not uncommon for these tools in these demanding materials, whereas a standard uncoated carbide tool would only achieve a few metres of cut.

"In addition to the folding tools available, the Crown Norge range of cut out tools also match the extreme productivity of the folding tools. These are available in multiple sizes which includes coated and PCD tools. For standard ACM, the DLC or Superior coated tools produce an exceptionally clean cut, with a polished core and mirror finish on the aluminium. These tools can also be used in dry routing aluminium, SCM and FR core ACM at high speed which makes them incredibly versatile for the user," says Hodson.

The A2 and mineral core materials can easily be processed at a similar cutting speed to ACM thanks to the PCD range



*Crown Norge tooling, has been successfully developing materials like this aluminium composite for many years*

of tooling. These tools offer exceptional longevity thanks to their density and sharpness of the tool.

"In addition to the range of tools for the advanced materials, the range of acrylic and plastics tools from Crown Norge has also been bolstered to include the New GEN2 acrylic tool. This allows for a polished edge on clear acrylic, up to 20mm thick. This new addition further improves the options available to the sign maker, allowing for letters to be cut without further polishing. This is perfect for illuminated sign tray applications where the light is projected from the side of the letter," he

explains.

Liam Hodson concludes, "As with all tools from Crown Norge, the exceptional quality and consistency has been tested across the UK and Europe to ensure that each tool performs correctly in each material type. The advanced tooling range from Crown Norge is available from LKH Tools in the UK."

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



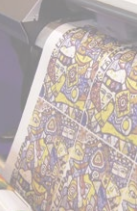
*Crafting sign trays that are stylish and elegant*



**Left and middle:** The multicoloured coating of the MP Superior tools for solid aluminium and ACM allows for faster processing at higher speed and increased tool longevity.

**Right:** MP DLC tool ACM is used for smaller intricate detailed work at slower speeds.





# PVC showing the way

## A new aesthetic for football stadium signage

Danny O'Brien is a semi-professional English footballer who has played for England under 17s, Aston Villa, Wigan Athletic and multiple other clubs in England and in Finland. He currently plays for Ramsbottom FC in Greater Manchester and also works as a Sales Executive for

printing, cutting, routing, engraving, and forming, foam PVC offers excellent colour vibrancy, especially on white foam PVC. Superior ink adhesion capabilities make PVC a simple application too, as opposed to polypropylene or acrylic based substrates which require additional primer to be applied to their surfaces prior to printing, adding cost and time to the overall process.



Even in the large format print industry, the leading foam PVC products on the market are lightweight, making them easy to handle and install. Foam PVC is around 40% of the weight of aluminium composite making it a cost-effective alternative. The smooth, flat high-performance surface of foam PVC offers exceptional finishes and is

UK plastics manufacturer Brett Martin.

I've personally spent countless hours in European football stadiums over the years – both as a player and a spectator – but it wasn't until I started working for Brett Martin that I really appreciated the critical role and multiple purposes served by plastic signage in these environments in which I spend so much of my time. But newly built stadiums look to enhance the spectator experience through signage and branding even further, with foam PVC being critical to this.

A lightweight, durable, high performance plastic sheet, foam PVC is a sustainable option for the signage and construction sectors – integral to some of the best sports stadiums in the UK when it comes to signage and branding, its ease of printing, durability and versatility make it a popular choice.

### Material choice

When it comes to the planning stages for signage in a stadium, sourcing the right material is paramount from a cost perspective, but it's also vital to choose a solution that is durable, fire resistant, printable and has a surface that offers the perfect foundation for contrasting colours that really make letters and logos stand out.

Foam PVC, with its incredible versatility, is an ideal choice. Boundless creativity can be brought to life with this lightweight material. Suitable for digital and screen

easy for printing, routing and mounting compared to the likes of wood, cardboard and ceramics – in fact, some of the thinnest foam PVC substrates can even be cut by hand and the lightweight nature of the material means no heavy fixings are required to secure it into place.

### Setting the tone

It's not just signage that benefits from foam PVC's credentials. Internal branding via sophisticated cladding and print work can also be used in dressing rooms for the players, as well as the tunnels they walk through toward the pitch on matchday and corridors, executive boxes and within the concourse area of the stadium. Used to its full printing potential, foam PVC enhances the visitor experience and thanks to its moisture resistance, the transfer of outside elements into the concourse will not lead to foam PVC products becoming damaged, or the visual impact being compromised. Added impact can be achieved via a range of different surfaces and colours; flat, glossy and even neon coloured PVC can be used for internal and external applications and all types are fully recyclable.

Brett Martin's Foamalux is one example of foam PVC – light in weight, versatile and durable, this range has earned an impressive reputation in sign, display and print. It is also has fire certification for internal applications, which is of utmost importance in a stadium setting.

Its practicality means signage and point of

sale can be quickly altered and replaced with other bespoke designs reflecting sponsor changes, season ticket offers or media boards, for example.

### The present and future of stadium design

Easy to handle, highly versatile and aesthetically pleasing, plastic sheets in the form of polycarbonate, PETg and foam PVC have earned their place in the most spectacular modern stadiums of today. They come in a variety of formats and their positive attributes make them suitable for signage and branding. For printers, foam PVC is a substrate that works with very fast printers in standard or advanced form – it can even be run on latex printers, as the heat from these machines does not impact on the surface or the print work. Expert PVC providers have kept a close eye on the printing industry, ensuring their substrate is capable of being used on the most sophisticated, high speed printers on the market.

Before any signage or branding project, considerations should always be made prior to sourcing materials. It's important to ensure the supplier has the expertise to know which plastic is most suitable for what application – at Brett Martin, we pride ourselves on the expert knowledge of our technical teams, who are always on hand to provide advice and support to our customers. A reliable plastic sheet provider is the key to a successful project and their quality in product and service can lead to a smooth operation and a brilliant-looking stadium.

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



*Danny O'Brien, Sales Executive for UK plastics manufacturer Brett Martin and semi-professional footballer*

## Ricoh appoints Josero as a UK reseller for its new Latex and DTG printers

Ricoh has announced the appointment of Josero as a UK reseller for its full range of Direct-to-Garment (DTG) printers and the very latest generation of wide format Latex printers. Effective 1st September 2021, the two businesses will partner to deliver these advanced printing solutions to end-user customers throughout the UK.

Ricoh's DTG printer range includes three models: the entry level Ricoh Ri 100, the mid-range Ricoh Ri 1000 and the commercial print focused Ricoh Ri 2000. They have been specifically developed to meet the needs of promotional printing on items such as T-shirts, cloth bags, hoodies, sweatshirts, socks and more.

The businesses are also renewing their Latex print partnership to encompass the latest generation of Ricoh Pro L5160e and Ricoh Pro L5130e extended gamut wide format Latex printers. Based on Ricoh's market leading inkjet head and ink technology expertise, these printers are an evolution from the successful Ricoh Pro L5160 and Ricoh Pro L5130 Latex large format printers and add green and orange ink to the set-up

Three staggered Ricoh print heads achieve class leading print speeds of 46.7 sqm/hour on outdoor high speed four colour mode and 25 sqm/hour on indoor standard four colour mode. As well as

running the expanded gamut inks, print operations can also run double CMYK for increased productivity, and CMYK and white for transfer materials, metallics and dark substrates.

Josero will also be supplying its customers with original Ricoh inks for use in the above machines.

According to Sarah Winterbottom, Managing Director of Josero: "Ricoh is a globally recognised and respected company within the print industry and commercial customers have real confidence in the brand.

"We undertook extensive in-house testing and made a number of site visits and were very impressed with the latest Ricoh Latex models. They fill a gap in our product range, and we see Ricoh's increased focus and continued expansion within the large format digital print market as a very positive step.

"Additionally, we are growing our media side of the business; entry into the Latex market is important to us as part of our social responsibility to move forward in a more environmentally friendly way."

In terms of the DTG printers, Sarah Winterbottom adds: "Ricoh's DTG printers enhance our impressive array of

hardware solutions and enable businesses to diversify and enter into the booming promotional and personalised print markets. We already have a Ri100 in our showroom ready to showcase to our loyal customers and can't wait for the Latex demonstration printer to arrive."

Stewart Cobby, Inkjet Sales Manager (UK) for Ricoh's Commercial & Industrial Print Group, concludes: "We're delighted to sign Josero as a reseller for our Latex and DTG print solutions. The company is going from strength to strength, and we very much look forward to working with the team to deliver our proven technology solutions to customers throughout the UK."

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



*The very latest generation of wide format Latex printers from Ricoh*

## AAG launches new and upgraded website

A leading global manufacturer and distributor of industrial-class CNC machining solutions, AAG has launched a new and radically upgraded website. Visitors to [aagcnc.com](http://aagcnc.com) will now have easier and faster access to comprehensive information about AAG's XYZ, WARDJet and CNCShop.com power brands and the full range of tailored CNC routing/cutting and print finishing, waterjet cutting and essential spare parts, accessories and consumables available respectively via these brands.

In addition to enabling companies to increase automation in the workplace and consequent business growth, competitiveness and profitability, [aagcnc.com](http://aagcnc.com) will open up a host of new opportunities. These will not only fuel

further expansion within the industries in which these companies specialise but also and significantly open up new opportunities for engagement with other industries due to AAG's internal strategy of greater market diversification.

Innovative new features of the website include information on the specific industries in which CNC machines supplied by AAG have become a preferred choice and a section entitled 'Featured Work' which highlights major projects undertaken by AAG customers and in which XYZ and WARDJet machines have been pivotal to their successful completion. A history of AAG, from inception to the present day, which includes the origins and evolution of the XYZ, WARDJet and CNCShop.com brands and details

of AAG global locations serve as a fitting conclusion to the new website.

[aagcnc.com](http://aagcnc.com)





## HP drives eco-friendly print production practices with POPAI membership

Jane Rixon, Large Format Production Business Development Manager at HP Inc. UK & Ireland, explains how the company is working with POPAI to promote more sustainable printing practices.

Demand for more environmentally friendly print has been on the rise for some time now, not least in the retail sector where print businesses are coming under increasing scrutiny from their customers to provide more eco-conscious solutions.

The type of printed work associated with the retail sector is often created for short-term use. Applications such as point-of-sale materials, posters and banners are only temporary features in shops and, as such, need to be as recyclable as possible so as not to impact a company's environmental footprint.

Sustainability is a critically important part of HP's strategy and accordingly we are committed to helping print service providers to identify more environmentally friendly solutions to achieve their own goals. As part of our commitment, HP has recently joined POPAI - part of the Shop! global network - to help promote the adoption of more sustainable printing practices in the retail sector.

HP has always been fiercely dedicated to the environment and our impact on wider society. This ongoing commitment is expertly summed up by HP founder Dave Packard, who said many years ago: "The betterment of our society is not a job to be left to a few. It is a responsibility to be shared by all."

In 1991, HP got ahead of the market by launching a campaign called HP Planet Partners, which offers our partners a simple and convenient way to recycle original HP inkjet supplies, computer hardware and rechargeable batteries.

This simple, yet extremely effective, system means that all returned products are recycled properly and processed to recover valuable plastics and metals for new products. Millions of tons of waste have been diverted from landfill.

While other companies have attempted to replicate such a program, the high cost of



*HP has launched the world's first laptop manufactured with high-quality recycled plastics-material saved from the ocean, courtesy of the company's \$2m plastic washing line that opened in Haiti in 2020.*

maintenance unfortunately meant that they were forced to stop. Thankfully, here at HP, we have been able to continue with this initiative, which, running for more than 30 years, is contributing to zero landfill.

So, how does this fit in with POPAI and the retail sector? HP's technology is used to produce a wide range of materials for the retail industry and, as such, we saw becoming a member of POPAI as the ideal opportunity to connect with companies operating in this market and spread awareness of our eco conscious print solutions.

Whether this is by helping a print business cut down on the amount of waste material they create during production through the investment in more efficient printers or reducing their overall impact on the environment by switching to water-based inks such as HP Latex Ink, HP is a pioneer in this area.

Take for example HP Latex printers; these are the leading solutions in the market for companies that are looking to improve their environmental credentials, while at the same time retaining an excellent quality of printed output.

HP Latex printers all run water-based inks, which are significantly kinder to

the environment than solvent-based, eco-solvent, UV and UV gel inks. This immediately improves your environmental image and is something you can pass on to your customers.

For proof of HP's commitment to the environment, then look no further than the impressive raft of certifications that have been awarded to HP Latex inks. The latest HP Latex inks are all UL ECOLOGO certified, meaning they meet strict health and environmental criteria, while the inks also hold the coveted GREENGUARD GOLD certification, confirming their ultra-low emissions.

This focus is strengthened through the HP Amplify Impact program, which extends HP's Sustainable Impact strategy to encourage HP partners to drive change across the global IT sector. Those that pledge their commitment to the scheme gain access to HP's knowledge, training and resources - not only to improve their environmental credentials, but also to significantly enhance print production.

Our membership of POPAI means we can educate those in the retail sector and promote the wide range of benefits they will enjoy by adopting a more eco-conscious and sustainable approach towards their print production processes.

# AAG appoints new UK-based managing director for EMEA

A leading global supplier of tailored CNC routing and cutting solutions, AAG has announced the appointment of Chris Arend as Managing Director of its XYZ Router, WARDJet Waterjet and CNCShop.com operations in Europe, the Middle East and Asia (EMEA). The appointment marks an important phase in AAG's continuing global influence, product innovation and market diversification.

According to AAG's Senior Vice-President of Sales and Marketing, Doug LoFranco, "Chris brings a wealth of experience and knowledge to the group, based on the contribution he made to the business success of SCM and more

recently Biesse."

Chris will be based at AAG's UK and Ireland machine assembly and distribution centre in Telford, Shropshire. He will lead the EAMA team and oversee the continued success of the group's XYZ, WARDjet and CNCShop.com power brands. In welcoming this new challenge, Chris commented: "With my previous experience and familiarity with industries similar to those served by AAG, I hope to enlarge the group's already considerable customer base."

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



*Chris Arend - new Managing Director*

# Keith Piggott will leave Perspex Distribution Ltd in Feb 2022

By mutual consent between Keith Piggott and the owners of Perspex Distribution Ltd (PDL) Keith will leave the Company on 28th February 2022.

Keith has enjoyed a stellar career in the thermoplastics sheet distribution market and is well known in the Industry both in the UK and Europe.

Keith founded Perspex Distribution Ltd within the Lucite International Group (LI) in 2003 and has been its Managing Director since then. He has led an extremely successful business restoring Perspex's major share of the UK cast acrylic sheet market and introducing other thermoplastic sheet products into the Company's portfolio.

The financial performance of PDL has been market leading and exceptional.

In 2014 he was asked by LI to take over

the management of the sheet production business in Darwen, Lancashire, in addition to PDL. The performance of that business was outstanding under his 5 years of management.

He relinquished this post in 2019 following the takeover of Perspex International Ltd (PIL) - Darwen production site - and PDL by Schweiter Technologies AG (STAG) in December 2018.

Prior to joining LI in 2003 he had founded Amari Plastics Plc in 1975 within the Amari Plc Group, building that Company to be the market leader in the distribution of semi-finished thermoplastics in the UK. He was Managing Director of that business from 1975 until 2001 and President of Port Plastics Inc, California from 1988 until 2001. He left both Amari Plastics Plc and Port Plastics Inc in 2001 following a takeover of those Companies by an American private equity company.



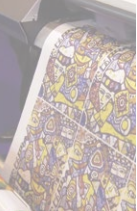
*Keith Piggott,  
Managing Director*

He has held several Industry positions including:

- Chairman of British Plastics Stockists Association
- President of European Plastics Distributors Association
- Director of International Association of Plastics Distribution.

Keith will be succeeded by Craig Dodson who joined PDL in 2003 and has been a Director for the last 10 years.





## Pyramid Display Materials acquired by Grimco Inc. USA

Pyramid Display Materials have been acquired by Grimco Inc. based in the United States. Established in 1875 Grimco are a leading distributor of signage and display materials in the U.S. and Canada and operating from over 60 locations.

Dennis Morgan, Pyramid Display's Managing Director stated:

"This is an exciting announcement for us that we believe will yield important benefits for all our staff, customers and suppliers, whilst ensuring the development of our business and relationships. Pyramid Display will operate as a standalone company in the Grimco portfolio and will retain the Pyramid Display name and brand. It will continue to be run by the same experienced management

team that is in place today and remain headquartered in Manchester.

Over the long term, we believe this transaction will accelerate our ability to seize on industry growth opportunities



and deliver continued product innovation and consistent, reliable operational performance. This move will make Pyramid Display even better positioned to navigate an evolving industry, ensuring continuity and the overall stability of the business.

It continues to be business as usual at Pyramid Display and customers should not expect any changes in their partnership with us. Contacts in sales, buying, distribution and accounts all remain the same"

Pyramid Display Materials are a major distributor to the Sign & Display sector selling the industry's leading brands.

[www.pyramid-display.co.uk](http://www.pyramid-display.co.uk)

## CMYUK announces an exclusive partnership with Trotec Laser

**Introducing new capabilities into the market to provide enhanced solutions with a greater competitive edge**

CMYUK has announced a new partnership with Trotec Laser, a global international provider of advanced, high speed laser equipment for cutting, engraving and industrial marking. It will be working exclusively with Trotec's UK subsidiary established in 2007, which services customers throughout the British Isles and Ireland through six show rooms and a dedicated team of direct sales and field-based service staff.

"We wanted a partner that could synergise with our highly effective direct sales teams, and take us into markets where we are not yet established. We believe that CMYUK provides both the pedigree and the reach to achieve that goal. We want to be everywhere; we are very ambitious," said Baljit Dhillon, Managing Director, Trotec UK.

"Trotec and CMYUK have similar cultures. We sell both premium products to

businesses that are interested in quality and professional efficient productivity. We share the same service philosophy – long term customer development and retention," said CMYUK Group Sales and Marketing Director, Robin East.

### Solutions for all

Trotec's laser machines are used for engraving, cutting and marking various materials such as wood, acrylic, leather, paper and metal. With several equipment ranges available from entry-level high performing options through to industrial plant automated solutions, the company has a suitable laser for virtually any application.

"CMYUK will work in concert with Trotec UK's highly effective direct sales force, where we will develop incremental opportunities in the markets we know really well," continued Robin. "Trotec is a natural fit for our industry, we see it for example, adding significant value to the Mimaki UJF range of digital printers. The fine detailed cut-outs that can be achieved are only available through this

laser technology. Trotec equipment will provide additional uplift to new areas such as personalisation, décor and interiors. It represents infinite possibilities to provide our customers in both traditional and growing markets with a competitive edge."

Trotec Laser services customers in over 90 countries and has a direct sales force of 500. It was formed in 1997 from a research branch of Austrian-based Trodat and has since become a world leader in global laser technology.



Bryan Jater, Trotec Sales Director  
UK & Ireland and Sue Hayward,  
CMYUK Sales Director (Equipment)

# Franchisee expansion indicates growth for Signs Express

The past six months have seen three Signs Express Franchisees expand their portfolios with the acquisition of additional centres and Signs Express Limited take on a company owned centre.

- In April, Ben Walker concluded the purchase of his second production centre, adding Signs Express (Gloucester & Cheltenham) to his existing centre in Bristol.
- The Kay family, owners of Signs Express (Bath), took on Signs Express (Swindon) as a start-up centre in June.
- Most recently, Craig Tiley and Emma Hurst have taken on Signs Express (Chester) and Signs Express (Warrington) alongside their first centre in Stoke-On-Trent.

Jonathan Bean, Managing Director of

Signs Express Limited said: "It's great that our franchisees are exploring this avenue of growth and we're very keen to continue this trend. Owning multiple territories and centres is a big commitment and the benefits can be hugely positive."

Signs Express Limited are also proud to announce the purchase of Signs Express (Twickenham) as a company owned centre. This expansion allows the training of new franchisees and existing staff across the network, further development of business and customer relationships, testing of products, services and equipment and will help drive and road test future strategic plans.

Aaron Davis, Network Development Director at Signs Express Ltd said: "There are many nationwide benefits and opportunities unlocked with us having a company owned centre. The key driver of this decision was to get back to practical,



*The team at Signs Express (Twickenham)*

day-to-day operations to trial, test, learn and improve. In turn we are then able to take these learnings to support the entire network."

There are a number of opportunities available for new franchisees across the UK and anyone interested is welcome to head to the website:

<https://franchise.signsexpress.co.uk/>

# JETRIX launches a trainee programme with the start of a new technician

InkTec's latest addition to the JETRIX team, sees the company initiating a trainee programme to bring more young people into the business. Dan Hutt has joined as a trainee JETRIX technician focused on supporting the engineers with the company's LED UV flatbed and roll-to-roll printer series.

This recent expansion of the engineering team signals increased investment by InkTec Europe in supporting their customers and their JETRIX printers across the UK. New starter - Dan Hutt – joins the business with a wealth of previous printing experience. This includes maintaining and running the large and small format printers at one of the leading large format printers who offer solutions for signage, exhibition and display. Then he worked with Shirtworks who principally work with textile printers, where he was

responsible for preparing artwork and running the printer.

While Dan has been brought on to learn all the intricacies of the South Korean built large format JETRIX printers, he will also be using the trainee opportunity to learn more about on-going support for customers too. His training programme kicks off with an extensive colour profiling course. Speaking about his new role, Dan said; "This feels like a great opportunity to pursue my interest in the large format printing industry, particularly as I really wanted to get into more of the technical side. The role will also mean that I get to go on-site to service printers and be the face of the company. Much of my time will be spent proactively in the field visiting our JETRIX customers, building relationships and working with them to make sure they get the best out of their printers."

Building on this Paula Brown, Head of InkTec Service said, "Dan joining the team reflects the positive shift in the business. It signals an investment in offering training programmes to encourage more people to learn the technical skills on the job, with our specialist support."

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



*Dan Hutt, trainee JETRIX technician*



# CLASSIFIEDS

For the latest:

Used equipment:

Job vacancies:

Businesses for sale:

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

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## EQUIPMENT FOR SALE

### Mimaki JV33 Printers

AIT



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or lease from £118.34 per month Includes RIP, set of 8 inks, one year's on-site warranty and telephone support, UK delivery & installation.

ColorSolve 440ml inks £54.95 each.

Also available Mimaki CG-FX cutters

Short term printer rentals from

# £250 per month.

See website for details.

All prices plus VAT, leasing subject to status.

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

## USED EQUIPMENT FOR SALE ADVERTISED FREE

Mimaki JFX500, 2017 flatbed printer - Sheffield	£ 20,000
1500 Watt Fibre Laser Cutting Machine—London	P.O.A.
All you need to start or expand a sign business, includes Roland SP540V - Coventry	£10,500
GMP Excelam Q1400 Cold Laminator—West Midlands	£ 775
Roland GX500 Camm1 Pro - Scotland	£1,750
Gerber Edge 1, GS15 plotter and cartridges - Surrey	£1,200
Mimaki JV150-160 64-inch, 2018 - Wales	£2,500

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

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### Sign Maker / Production Associate BERKSHIRE

Due to a period of substantial growth Signarama Reading, part of the World's largest Sign Making Group are looking to add to their friendly team.



[www.signupdate.co.uk/sar-reading](http://www.signupdate.co.uk/sar-reading)



## SIGN MAKER / INSTALLER

London NW10

Euro Signs & Graphics is a well established sign design, manufacture and installation company based in North West London. We are looking for an experienced Sign maker to join our production and installation team to make and install different forms of signage and digitally printed graphics.

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- General sign making and fabrication of all types of signs.
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- 3D letters on Auto Letter Bender/channel letters
- Sound knowledge of LED and Electrical assembly.
- Use of Large format Printer / Vinyl plotter / Laminator.
- vinyl installation on vehicles / windows etc.
- Full UK Driving licence.

### DAILY DUTIES WOULD INCLUDE

- Liaising with other members of the team to keep projects running smoothly.
- Undertaking site visits & surveys.
- Keeping all equipment (tools, vehicles, etc) clean and ready to use.
- Ensuring the working environment is kept clean and tidy.

This is a full time position. Our working hours are 9 am to 6 pm Monday to Friday.

Salary is negotiable depending on experience.

Please send your CV to : [info@euro-signs.co.uk](mailto:info@euro-signs.co.uk)  
Applicants must be eligible to work in the UK.

# Well Paid Full-Time Highly Skilled Sign Fitting Crew Wanted

## THE SHORT VERSION:

Based in Manchester, working nationally with overnight/weekend work needed and is paid accordingly well. We're simply looking for the best sign fitters to join us on a full time basis - do you have an eye for detail and you take pride in the quality of your work? Send an email with your cv to [HR@BRANDCONSORTIA.COM](mailto:HR@BRANDCONSORTIA.COM) and let's talk

## Essential Skills: CSCS, IPAF, PASMA

Working with: Aluminium sign trays, tensioned flex face systems, LED illumination, built-up lettering, vinyl graphics & more.

## THE FULL STORY:

We're a sign and graphic contractor based in the North West, in Greater Manchester, due to our continued growth we need to expand our fitting capacity.

We do our own in-house manufacturing to keep our quality high, and need to increase our skilled installation crews on the same basis.

We predominantly work with fabricated tray signs, LED illumination, digitally printed vinyl graphics and stand-off lettering.

The role involves travelling nationally installing signs and graphics for many well known high street, grocery and bespoke brands. Previous experience and a practical mind, as always, are essential.

It would be great if you were a team of two experienced sign fitters who wanted to join us together to form a whole additional crew - however sole applicants to work with our existing teams and other applicants are definitely welcome too!

**Give us a call 0345 2000 768  
or [hr@brandconsortia.com](mailto:hr@brandconsortia.com)  
(no agencies please)**

**Give us a call 0345 2000 768 or email [hr@brandconsortia.com](mailto:hr@brandconsortia.com)**



# Experienced Sign Maker

Ilkeston, Derbyshire



Sign Systems (UK) Ltd is a well-established and successful sign manufacturing business situated in the East Midlands and we are looking to recruit an Experienced Sign Maker to work within a busy team at our Derbyshire office. The ideal applicant must be a team player and take pride in their work as attention to detail is paramount.

The candidate for this position would ideally have a minimum of 3 years sign making and proficient in the following...

- Use of power tools
- Vinyl applications
- LED experience
- Able to work with various material substrates
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- Knowledge of sign manufacturing methods

This position would be working from 8.00am until 4.30pm Monday to Friday.

Occasional sign fitting will be expected as part of this role.

Job Types: Full-time, Permanent, Contract

Salary: £20,000.00-£23,000.00 per year depending on experience + overtime @ 1.5

Training will be provided where necessary.

Interested applicants are to send their CV to [kimbosworth@signsystems.uk.com](mailto:kimbosworth@signsystems.uk.com)

# Signage Installer

Barnet, EN4

This role involves the production and installation of an extensive range of signage products from vinyl graphics, vehicle graphics, shop front signs/ fascias and banners. You may also be required to carry out site surveys and liaise with customers' onsite. Therefore the ideal candidate will have extensive experience in the manufacturing and installation of signage.

Duties will include;

- Undertake Site Surveys
- Sign Production
- Installation of Signage to bespoke specifications
- Working at Height
- Vehicle graphics
- Application and Removal of graphics on various surfaces
- Construction of wood and aluminium frameworks

The ideal candidate will possess;

- Strong Stamina
- Excellent presentation and rapport building with both colleagues and clients
- Initiative and Enthusiasm
- Exceptional Communication Skills
- Excellent Planning and Organisational Skills
- The ability to work under pressure
- A full driving licence is required
- At least two years sign fitting experience is essential, or experience of installation work within a very similar industry

The successful candidate will be flexible and enthusiastic with a positive 'can do' attitude.

An electrical qualification would be an advantage.

Must be prepared to undertake overtime when requested including early mornings, late evenings and the occasional weekend work.

Please email a covering note and an up to date CV to [Natalie.nickoli@nnsigns.com](mailto:Natalie.nickoli@nnsigns.com)

**N&N SIGNS**

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Many of the clients are serious repeat customers with majority ordering continually. The current list of repeat ordering contains prestigious clients who have been customers for many years.

Equipment includes new computer network, 2 x imac design computers, Mimaki plotter, Axyz 4008 CNC router, Longier large format UV flatbed printer, bubble free applicator and the usual hand and bench tools, including air driven riveter etc.

An unexpected health issue forces this sale and it is available as a going concern or to merge with another existing company. Most customers are not reliant on the business being local so moving the organisation to join with another is quite feasible.

This is a well run business with no debt and healthy profits.

Price £225,000 or offers invited.

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Services include direct to substrate UV print on rigid media up to 2.5m x 4m. UV print on roll media up to 2.5m wide. CNC routing & trimming.

Turnover: c.£200k, Gross Profit: c.£140k, EBITDA: c.£95k, NAV: c.£100k

Asking price: Offers invited

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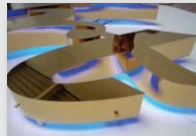
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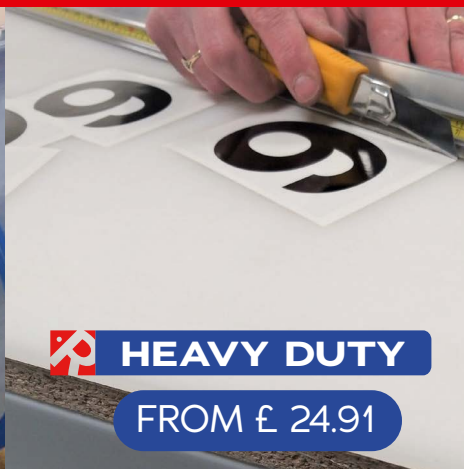


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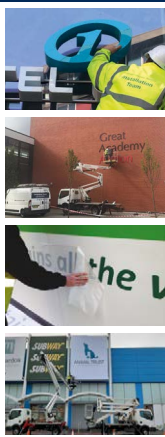
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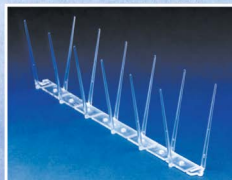
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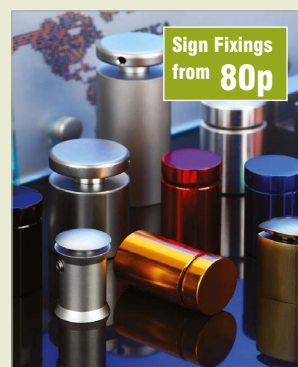
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Mercury Etching Ltd is a new TRADE ONLY SIGN ETCHING SERVICE – Although newly established we have over 20 years experience in deep chemical etching of signage. We specialise in etching on Brass & Stainless Steel (including 316 marine grade) as well as other materials. We also offer Patina/BMA finishes. Quality work guaranteed with fast turnaround times, excellent service and competitive prices!

## MULTITECHNIC LTD (EST. 1972)

Coopies Lane, Morpeth,  
Northumberland NE61 6JQ

Tel: 01670 512 090

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

Unit M Edison Courtyard, Brunel Road, Earlstrees Ind Estate, Corby NN17 4LS

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.

## CHEVRON KITS

### ATC LTD

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

Tel: 01706 633 043  
sales@apptape.co.uk  
www.apptape.co.uk  
We supply Chapter 8 chevron kits for the rear of numerous vehicles using the best quality products while offering the most competitive prices. All our kits are fully flooded using air release fluorescent yellow making fitting so much easier. Please contact us for a quotation on the above.

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Tel: 08085 456700  
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www.signtrade.co.uk  
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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### ATA ENGINEERING PROCESSES

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Tel: 01442 264411  
sales@ataeng.com  
www.ataeng.com  
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.

### 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

### MERCURY & PHILLIPS SIGNS

51/59 Waterworks Rd. Norwich NR2 4DA

Tel: 01603 666699  
sales@mercuryphillips.co.uk  
www.mercuryphillipsigns.co.uk  
Manufacturers of plaques in stainless steel, brass and aluminium, chemically or machine engraved, colour filled to your choice. Logos and text from artwork supplied.

### SIGN INDUSTRIES

Unit 3, Roberts Street, Forfar, Angus, DD8 3DG

Tel: 01307 463997  
info@signindustries.com  
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.

## WARD SIGNS

Maze House, Maze Street, Barton Hill, Bristol BS5 9TE

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

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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).

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

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

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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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Tel: 01932 769 962

hello@screenspace.live

www.screenspace.live

Screenspace is built around a small low-cost device that when plugged into any screen or TV, can in 5 minutes, turn that screen into a smart digital sign, capable of displaying your customers own adverts that can contain text, images or videos. When the device is connected to Wi-Fi these adverts can be scheduled, edited or updated instantly and sent to a screen, anywhere in the world.

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Box 21, 433 21 Partille, Sweden

Tel: 01489 326 052

info@signomatic.co.uk

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sales@visual-group.co.uk

visual-group.co.uk

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www.artsystems.co.uk

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www.mactacgraphics.eu

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## DIGITAL SIGNAGE

### SCREENSPACE DIGITAL SIGNAGE

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Tel: 01932 769 962

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Screenspace is built around a small low-cost device that when plugged into any screen or TV, can in 5 minutes, turn that screen into a smart digital sign, capable of displaying your customers own adverts that can contain text, images or videos. When the device is connected to Wi-Fi these adverts can be scheduled, edited or updated instantly and sent to a screen, anywhere in the world.

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sales@projectplastics.co.uk

www.projectplastics.co.uk

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Trade suppliers of flat cut out letters,  
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www.fabricut.co.uk  
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Trade service for flat cut lettering  
& logos in Acrylic Foamex, Dibond,  
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Specialise in manufacturing signs  
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## GENERAL SIGN SUPPLIERS

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info@signplus.co.uk  
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Sign Supplier is a leading designer,  
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paul@blueprintsigns.co.uk  
www.blueprintsigns.co.uk  
Blueprint Signs & Garments offers a  
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www.vivid-online.com  
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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

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Our range of cost effect Laser Co2 Cutters and Engravers have bed sizes from 500 x 300mm to 1300 x 900mm and feature integrated chiller cooling systems, auto focus system, air assist c/w integrated compressor, red dot pointers and honeycomb cutting tables. Metal Cutting and Marking Lasers also available including fibre based systems. Supplying lasers since 2003, we have a wealth of expertise.

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## SIGNSCAPE AND SIGNCONEX

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

Tel: 01934 852888

contactus@signscape.co.uk

www.sasl.co.uk

We're a leading sign trade manufacturer providing services in letter boards since 1973. Our products are made to order and are tailored to suit your specific branding and display location requirements. We offer a wide choice of design styles, frames, colours, and branding options, to ensure your message communicated is consistent and engaging. Contact us for a free consult.

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sarahlouise0405@gmail.com

www.artdesignsign.co.uk

Sarah at Art Design Sign is a Traditional Signwriter and Artist. Services include: Traditional hand painted lettering and artwork, Pub and Restaurant Signage, Chalk boards, Gilded lettering, Menus, Vehicle Livery, Wall Art and Lettering, Logo Recreation, Restoration Projects, Original Artwork and Event Signage. Free Quotes available, please contact to discuss your needs.

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Tel: 01706 633043

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www.apptape.co.uk

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

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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.

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graphicsfitters@gmail.com

With 28 years experience in the industry, specialising in the installation of office manifestations, window films, office graphics, general signage, vehicle graphics, I can work as an additional member of your team on larger projects, or where there is a tight deadline, can also work on my own initiative. Available by the day or the by the job, flexible approach to work hours.

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Tel: 01706 633043

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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.

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Tel: 01942 243 341

Hello@illumex.co.uk

www.illumex.co.uk

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## VISUAL GROUP

Hunt Lane, Doncaster, South

Yorkshire DN5 9SH

Tel: 01302 800 250

sales@visual-group.co.uk

visual-group.co.uk

Our highly skilled craftsmen with over 30 years' experience within the industry, use traditional and modern manufacturing techniques with the latest technologies on hand. Visual Group can offer a variety of materials for creative office wall graphics to informative branded interior signage. We can create anything from vinyl window graphics to flat cut letters with LED Illumination plus much more.

## AVERY DENNISON

Nelson Way, Cramlington, NE23 1JR

Tel: 01670 59 2095

graphics.averydennison.eu

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

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Tel: 01604 644697

www.mactacgraphics.eu

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



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We stock an unusual range of sign vinyl rolls. Specializing in unusual and striking special effect films, including: Glitter Film, Many textured metal effect films such as coarse brush and diamond plate, Sequins and various holographic effects, Mirror (chrome) film, Mozaic films and more. Available in our standard 20 colours. Ask for samples.

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**Grafitack House, 103 Mariner, Tamworth, Staffordshire B79 7UL**

Tel: 01827 300500

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

Grafityp is a leading manufacturer and supplier of self-adhesive sign making vinyl, wrapping/decorating vinyl, digital printing vinyl/films and overlaminates. We manufacture films for a vast array of applications, which include interior decor, signage, etched window, fluorescent to vehicle graphics. Grafityp is leading the way with an excellent range of PVC FREE Films.

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[sales@gmcrafts.co.uk](mailto:sales@gmcrafts.co.uk)

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

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

Mactac is a global manufacturer of self-adhesive films designed to bring out your talent. Our highly innovative printing and marking products transform interior decoration, commercial architecture, signage and visual communications – for applications that include buildings, windows, point of sale, vehicles and boats. Mactac solutions are used by some of the world's most prestigious brands.

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Tel: 0151 272 1234

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Distributor to sign makers and garment printers. Stocking Ritrama, KPMF, DeTape and many other leading brands. Order online at [www.mdpsupplies.co.uk](http://www.mdpsupplies.co.uk), by phone or at any of our 9 branches across the UK. No account needed.

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Tel: 0800 77 26 33

[info@spandex.com](mailto:info@spandex.com)

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

Spandex distributes products from leading material and equipment brands for sign making, graphic production, digital printing, vehicle wrapping, interior décor and textile printing. We offer products from 3M, Avery Dennison, Arlon, ORAFOL, ImagePerfect, STEK, Cover Styl', HP, Epson, Roland and many others.

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

Trade suppliers of curved or flat-faced way-finding and aluminium display systems with directories incorporating wall mounted, projecting and totem signs. Poster display frames with a snap side profile to allow for easy interchange of inserts and an exterior light box series is available. Please contact our friendly team for more information and to request our free and unbranded product brochures.

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Tel: 0113 2242124

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

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### SIGNSCAPE AND SIGNCONEX

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

Tel: 01934 852 888

[contactus@signscape.co.uk](mailto:contactus@signscape.co.uk)

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

We're a leading sign trade manufacturer providing services in wayfinding sign systems since 1973. Our products remain the system of choice for many sign makers and wayfinding specialists; including post and panel, flush panel and curved panel signs, office signage, indoor/outdoor wall directories, paper insert, directional, and projecting signs, lectern and suspended signs, totems, fingerposts.

### VISUAL GROUP

**Hunt Lane, Doncaster, South Yorkshire DN5 9SH**

Tel: 01302 800 250

[sales@visual-group.co.uk](mailto:sales@visual-group.co.uk)

[visual-group.co.uk](http://visual-group.co.uk)

At Visual Group we understand visual representation and the importance of a stylish, high quality, well-made product which cannot be underestimated. We aim to manufacture to the highest level enabling complete satisfaction. Our highly skilled craftsmen with over 30 years' experience within the industry, use traditional and modern manufacturing techniques and have the latest technologies on hand.

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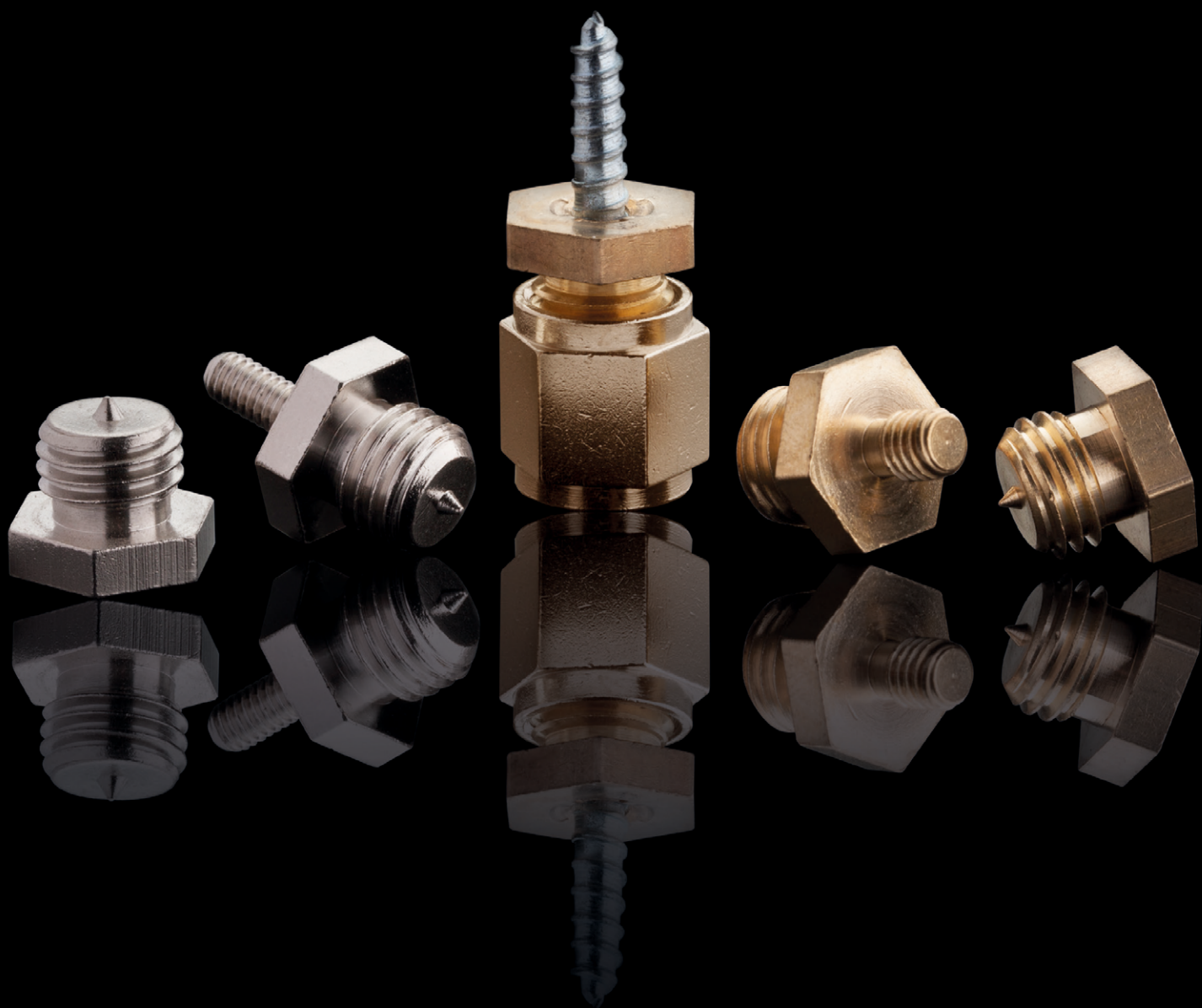
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