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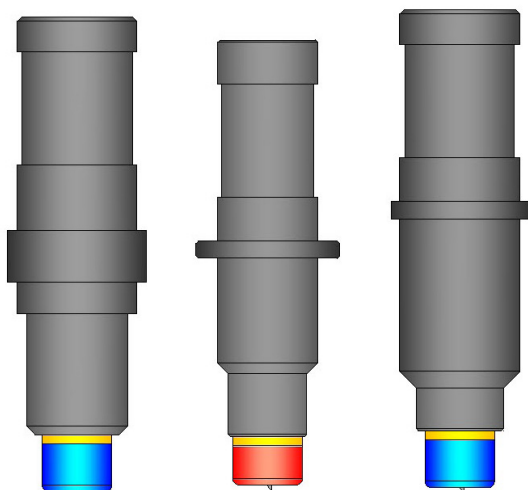


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“Helped us as a business massively, our production time and finishing time is probably done in half the time now so this gives us a great flexibility to take on more work without having to worry about getting more staff to meet the high demands etc”

Josh Ainsley, Ainsley Signs

“I know I have said how good the bubblefree pro is from Josero Ltd, but I've spent the weekend mounting vinyl onto dibond and it's been a breeze... even my oldest boy aged 10 can use it”

James Taylor, Pixel Media Ltd

“The accuracy of the application is very consistent even across hundreds of 8 x 4 boards”

James Clarke, EP Cowen Signs

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WELCOME Page

signs² signs

Energy intensive businesses have it tough - Happy new year

Happy New Year to you all. We hope you had a lovely Christmas break and are looking forward to what looks like another unprecedented and eventful year. With so little good news going on, it's difficult to write something cheery to write about but I will give it a go.

Putting this issue together, as always, has meant me talking to many in the industry who are already feeling the pinch, specially those that aren't in nice fixed energy contracts. Of course, these will expire at some point, and I don't see energy prices coming down soon. This does mean it's not a fair playing ground for business, as some companies have hugely different overheads due to bad timing or contracts. Luckily everyone working for Sign Update works from home, we're not in an energy-intensive industry, and we have no big energy costs. I've been taking cold showers since June, inspired by 'the ice man' due to some apparent health benefits. Also, my little contribution to reducing our reliance on gas. The downside especially for my wife, is that the desire to shower is greatly reduced. We're very fortunate to also have 25 solar panels on our roof and air-to-air heat source pumps for heating, although we still need gas for when really cold.

Staying on the topic of Energy, I found the Applelec contribution in the hanging signs feature of particular interest as it answered, among other things, my query of why my A++-rated LED bulbs are now C- or D-rated.

I had the pleasure of speaking to Harry at Edward Mathias today while writing this, and we were talking about the cold weather and how it affects the hardness of vinyl. It may be worth reminding users of plotter cutters that if your vinyl is cold, the cutting force on a plotter blade needs to increase. Users should be aware of this, and adjusting plotter downforce is something that is all too often ignored. It needs to be adjusted for different vinyls and increased as the blade becomes blunt over time.

As well as hanging signs, we are also looking at flat-cut letters and shapes in this issue. This technique is seeing an influx of different materials, particularly as recycling and sustainability become more of an issue. We also take a look at the ever-growing market for personalisation, with great advice on how sign-makers can use this to increase sales from their existing customers. All while putting a smile on people's faces.

Martin Hinchliffe



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New cast iridescent effect films from APA

GEMSTONE is the new cast iridescent effect film series presented by APA at the SEMA SHOW 2022 in Las Vegas. Created as a response to the overwhelming demand from the wrapping world for Ultra Gloss finishes, with increasingly spectacular effects.

Designed to expand the UltraJet family, the new line facilitates wrapping thanks to the innovative repositionable "Ultra-Jet System" technology. It proposes unique and surprising colours, a kaleidoscope of different shades that change according to the light and angle of observation.

Available in 5 stunning new finishes embellished with fine metallic pigments, recreating the colour facets of precious stones.



William Smith launches LX Hausys BENIF

William Smith Group 1832 is pleased to announce its latest expansion with the launch of LX Hausys BENIF.

The LX Hausys BENIF range is a budget-friendly solution for updating interiors. Dramatic makeovers can be easily achieved without any need to break the bank. Ideal for both residential and commercial refurbishment projects.

The range includes 475 unique patterns with a wide array of colours, textures, and finishes to choose from. At launch, William Smith Group will hold the largest stock of LX Hausys BENIF in the UK with nearly 200 of the most popular patterns already available for next-day delivery.

Finishes include Solid Colours, Metal, Marble & Stone, Leather & Fabric, as well as a variety of the most desirable Wood Grains. The range also includes a few finishes worth paying closer attention to. William Smith will also be stocking both the new Big Wood and Big Marble patterns, featuring larger repeats, ideal for those large-scale commercial projects covering surfaces such as walls or wide panels. The Embossed Premium Wood Range also offers a unique option for those seeking a more realistic finish, with a textured wood grain that accurately matches and mimics the pattern.

With LX Hausys BENIF, you can easily



transform surfaces such as walls, doors, furniture, and fittings, with minimal disruption and reduced environmental impact than alternative options such as ripping out and replacing.

The range is suitable for application to flat and curved surfaces and is durable for up to 10 years. The films also feature an air-release liner, making application easy and bubble-free.

Lindsay Appleton, Architextural Marketing Manager, said, "We're so pleased to finally announce the launch of LX Hausys BENIF. We've made some significant additions

to our product portfolio over the last year and BENIF is just the latest example of our commitment to further development in the UK market."

Lindsay continues, "As the leading supplier of architectural film, we always strive to offer reliable, premium products for our customers. At launch, we will have the largest stock of BENIF in the UK, with nearly 200 finishes available for next-day delivery. We know that our customers, and perhaps more importantly, their customers, will absolutely love this new range."

www.architextural.co.uk

IPIA members to benefit from free learning and development framework

The pandemic saw training budgets radically slashed or abandoned but a free new benefit from the Independent Print Industry Association (IPIA) will enable its members to realign recruitment, development and retention plans with where their business needs, or wants, to be.

The IPIA Training and Education sub-committee set up a roundtable with a cross-section of members to better understand how they prioritised and delivered training and development. Its importance was recognised but it was clear that there was often no specific budget, or it took second place to daily activities. Agreement was reached that a framework was needed, suitable for any sized business, that worked in tandem with other training such as regulatory and which provided a structured approach to identifying opportunities in people development. The 'Powered by People' framework was created by Cotmandene Training & Development Ltd in partnership with Canon Europe, and piloted this summer.

Jo Lloyd, experienced sales and business coach from Cotmandene says: "Training should be viewed as intrinsic to the success of any business, regardless of size. The implementation of a structured framework, designed to identify learning and development needs across all staff, is motivational and just plain good business."

The framework doesn't provide actual training but does signpost potential providers. Jo explains: "It's about the thinking behind the introduction of a training programme in the first instance, choosing who is trained and in what, apportioning budget, appraising people throughout the process, and recruiting and successfully onboarding the right people for the business."

Reception from the pilot scheme was good, participants recognised its value. They found it a refreshing way to view their business status, their goals, the gap analysis of what they needed from their people, and if current skills were sufficient or if investment was required.

Spectrum Plastics started the pilot scheme in June, its managing director Kath Doran says: "There were a few shocks, we'd never looked at things that way before. It really brought home what we needed to look at and give priority to. It showed us where we were vulnerable in our studio which led to us recruiting someone in July who was willing to cover all aspects of what we needed."

"It gave us structure in where to start, before drilling down further and making decisions on whether we could move people within the company or if we needed to recruit. The beauty of the framework is you can alter it to suit your business. You can appraise your company, departments and individuals and score them using a red, amber, green system; red meaning you need to pick something up and look at it. It strongly identifies skillsets you've got and whether you need to bring in training. It demonstrates long-term commitment and future proofs your business. It brings everyone on board and is very positive, especially in these uncertain times," suggests Kath.

Spectrum is a litho printer with digital capabilities. The Powered by People framework is making it evaluate its litho as it's keen to additionally attract a younger workforce. It's not alone as less than one in ten (9.5%*) employees in the print sector is 16-24. Even as automation gathers pace, people still form a crucial element of any print business. If they want to retain and build existing teams, as well as recruit the right talent for the future, people development should be an essential aspect of every printing industry organisation.

Mathew Faulkner from Canon Europe observes: "More so than ever, businesses need to make themselves attractive and give their people the opportunity to grow. A learning and development framework is not just motivational for employees, it also makes IPIA members more attractive to candidates and is beneficial for skills brought to the workplace, so there are multiple advantages."

"Canon is delighted to support this IPIA initiative, especially given the strength of feeling at the roundtable towards the importance of learning and development and its value not just for employees but also to businesses long term," says Mathew.

The Powered by People framework comprises four elements; identifying needs, setting objectives, delivery options, and measuring and assessing ROI. Members download the practical guides, tools and templates, read through them and get started. The framework is free to use by IPIA members and is designed as a simple to use, self-guided programme. Anyone inspired by the programme who is looking for additional one-to-one support, or who has more complex training needs, can seek further input at a cost, from Cotmandene or other training providers.

More information on Powered by People can be found at:

ipia.org.uk/powered/

*Source: BPIF research estimates based on analysis of ONS data (2020)





The case for PVC-free roller banners just got stronger

Innotech Digital has announced the immediate availability of a PVC-free, 100% recyclable roller banner print media in 2.2m wide roll sizes and at a price that is more cost-effective than PVC-based alternatives. Imagetech® Polyprop Greyback Roll-Up Film changes the accepted expectations of PVC-free roller banner materials to deliver an important industry breakthrough.

Imagetech® Polyprop Greyback Roll-Up Film is a 200mic polypropylene film with a matt finish. The grey backing blocks high light levels for a clear, sharp printed finish, ideal for roller banners in various indoor and outdoor locations. The banner has excellent tear and scratch resistance and is 100% recyclable through approved means.

Kieran Dallow, Marketing Manager for Innotech Digital, says, "Roller banners are a staple exhibition product because of their ease of use, cost of production and versatility. However, until now, if you wanted to print the graphics themselves on PVC-free media, you were limited to a width of 914mm and would expect to be paying a premium. This new roll-up film from Innotech is available in 2.2m wide rolls, which means you can produce

almost three times as many roller banners in a similar time frame, saving energy usage and increasing output. This media is also available at a lower cost than equivalent PVC-based roll-up films and are 100% recyclable."

He concludes, "As a global print media provider, we have long believed that Innotech has a big responsibility to our customers and the planet when delivering sustainable products. We understand that we are producing materials that are often used for a short period and then discarded. The onus is on us to provide products that use minimal new raw materials that can be recycled when finished with. And we aim to do this at a competitive cost compared to non-sustainable media. That's why this new product, which is aimed at the very popular market of roll-up banners, is so important. A sustainable product that speeds the process and has minimal impact on our environment."

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



Available in 2.2m wide roll sizes

HP Latex Print Profiles now available from Contra Vision

Contra Vision are pleased to announce that a new ICC profile library is now available on their website. After being asked numerous times by customers for print profiles, Contra Vision have now released a range for HP Latex Printers.

The series of specialised ICC profiles were created with the unique printing characteristics and performance-enhancing features of their perforated window film in mind. HP Latex users will notice a difference in the quality and ease of operation when printing perforated window film using these profiles.

"We're very excited to be able to offer these new HP profiles for our range of Contra Vision perforated window film,

they'll help give our customers even better print quality and consistency every time they print Contra Vision", says Nick Rigg, Product Manager.

There are multiple ways to access the print profiles. Firstly, by registering to download the profiles on the Contra Vision website, from here you can search or filter to find the profile needed. You can also use the online search function of your internet-connected HP printer and search for Contra Vision, then select the profiles you need from those displayed.

For customers using printers other than a HP Latex, you will be pleased to hear that Contra Vision will be releasing further



profiles soon. In the meantime, printers can visit the Technical Hub for advice that will help them achieve class-leading results using Contra Vision Perforated Window Films.

www.contravision.com

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Ritrama launches Ri-Jet C50 Ultimate Slide & Tack, wrapping film

The Fedrigoni Group, a world leader in the production of paper and self-adhesive materials for premium labels, expands its offer in the world of Ritrama-branded graphics and visual communication solutions with Ri-Jet C50 Ultimate Slide & Tack: a new self-adhesive film product ideally suited for vehicle wrapping.

In its quest for ongoing improvement, Ritrama continues to drive technological innovation in every product area, with a range of self-adhesive materials that is increasingly wide and higher in quality. These cutting-edge applications range from advertising and promotional decorations to graphics for architectural and commercial spaces, from corporate branding with carving and digital printing materials to the most recent Ri-Jet C50 Ultimate Slide & Tack for vehicle wrapping.

Ri-Jet C50 Ultimate Slide & Tack is a high-quality product specially designed for wrapping commercial and private vehicles. During application, the conformability of the cast PVC allows the film to conform to

the numerous curved and irregular parts of a car, such as mirrors or bumpers. This material is characterized by its durability and its conformability. It is possible to combine two different types of laminations, both matt and gloss, in order to further customize the vehicle and protect the print from mechanical abrasion and UV rays, with an estimated resistance of up to 12 years. The high quality of the PVC ensures high dimensional stability, maintaining unchanged performance over time, for an excellent final result.

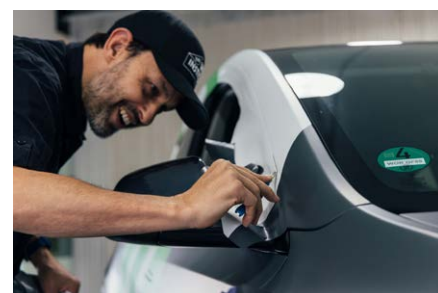
The unique structure of the liner, combined with the low adhesion of the adhesive, makes application quick and easy, helping the installer to eliminate any creases or air bubbles that may form; the remarkable simplicity of use is ensured even when removing the product at a later stage.

The particular suitability for digital printing enables the customization of commercial fleets and vehicles. This makes it possible to satisfy all brand requests, resulting in considerable interest for all their different

types of vehicle-based communication, with the option to change the colors or add graphic elements.

Ri-Jet C50 Ultimate Slide & Tack further elevates the level of quality provided by the Ritrama by Fedrigoni Self-Adhesives range. This high-end product is manufactured in the factories of the Fedrigoni Group, which continues its strategy of expanding into promising segments, with the usual standards of quality of service.

www.fedrigoni.com



Mutoh EMEA unveils the XpertJet 1682SR Pro Sign & Display Productivity Printer

Mutoh Europe nv, EMEA business unit of Mutoh Industries Co. Ltd., Japan, today unveiled the XpertJet 1682SR Pro (64" – 1.6 m) high productivity twin head sign and display printer targeted at long term outdoor/indoor sign & display and commercial print applications. The new XPJ-1682SR Pro carries two AccuFine HD print heads, each with 3200 nozzles, a new weaving algorithm and Mutoh's genuine VerteLith RIP software to deliver a significant improvement in both print quality and print speed. The XPJ-1682SRP is ideally suited for high productivity environments, delivering high quality production speeds up to 35 m²/h. The new printer also integrates automatic alignments to ensure uninterrupted production and consistent quality.

Particularly interesting to users is that the printer will be launched with Mutoh's new MS51 quick dry CMYK inkset. Mutoh MS51 inks fulfill the requirements of today's sign professionals with regards to indoor and outdoor signage applications, yet do not require health and safety pictograms and are also gBL free. As such they can be used in office, home and retail environments. Compared to traditional sign and display inks, they offer the same colour gamut, excellent gloss preservation and weather resistance, abrasion and chemical resistance with UV durability up to 3 years without lamination. There is also no additional printer maintenance required.



Mutoh MS51 inks are also GREENGUARD Gold certified. Certification was obtained for the category Wallpaper, which means that output can be used at full room coverage, even in sensitive environments such as schools and hospitals.



The Mutoh XpertJet 1682SR Pro

Engineered and manufactured in Japan, the XPJ-1682SR PRO brings together the very best of Mutoh proprietary technologies for drop accuracy and therefore print quality:

- Mutoh's new AccuFine HD extra-wide 3200 nozzle print head technology
- i-screen weaving, Mutoh's fourth generation Intelligent Interweaving technology
- Mutoh's genuine VerteLith RIP software

These technologies have been designed to work seamlessly together to give users the most accurate drop-placement in the industry and they are all on-board the new XPJ-1682SR PRO. The new print head guarantees improved droplet quality, along with more accurate drop positioning. The i-screen weaving algorithms as implemented in the firmware of the Mutoh Pro class engines exploit the increased droplet quality to suppress banding even more. The VerteLith proprietary Mutoh screening, called Clear Tone, employs the improvements to the printer and print head to deliver even better gradients and skin tones, even in 4-colour setup, free of any noise.

Key fact is that users will gain significant quality and speed advantages over the previous models in all production print modes.

The XPJ-1682SR Pro twin head printer is an addition to Mutoh's existing XPJ-1341SRP and XPJ-1641SRP single head models released in January. The printer will be marketed by Mutoh Europe throughout the EMEA business area through its existing network of certified distributors.

Mutoh XpertJet 1682SR Pro – Product Highlights

- 2 new AccuFine HD 3200 nozzle print heads on board; drop mass range 3.44 pl - 17.71 pl.
- New generation i-screen weaving technology suppresses banding even further.
- New VerteLith Clear Tone Screening to deliver the best gradients and skin tones.
- New MS51 inkset : free of gBL, no hazard or safety pictograms, GREENGUARD Gold certified.
- Mutoh's genuine VerteLith RIP software.
- Motorised take-up systems: 30 kg, 40 kg, 100 kg.
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mutoh.eu/en/products/sign-display

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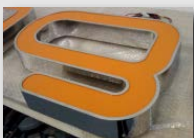
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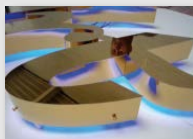
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Exhibitions

Sign & Digital UK 2023 - A Celebration of Signage

Sign & Digital UK (SDUK) is back, and the excitement and expectations are higher than ever. Some of the biggest names in the industry, like Roland DG, Epson UK, Premier, Hexis UK, Vivid Laminating Technologies and swissQprint, have booked their stand, and many more have rebooked with larger stands and innovative plans.

Event director, Jenny Matthew, says, "After the success of the 2022 show, which saw the industry feeling its way back to normality, 2023 promises to be a no-holds-barred celebration of all that is good and great in the wonderful world of sign-making and large-format digital printing. I have spoken to many people who say that SDUK 2023 will be their first opportunity to see the latest technology and innovation in person for years, and they can't wait. And neither can we!"

As well as a broad and diverse range of exhibitors, SDUK is running a series of features designed to educate and inform sign-makers of all shapes, sizes and experience levels. The ever-popular UK Wrap Battle 2023, hosted by HEXIS, will run throughout the show, giving visitors a rare chance to see the very best of the vehicle wrapping profession as they demonstrate their skills in a battle of speed and accuracy to claim the title of Best UK Installer 2023.

At the Sign Studio, hosted by experienced sign-maker Paul Hughes, visitors will have the chance to learn more about the basics of vinyl application, vehicle livery, wall coverings and more. "I will be giving practical, hands-on demonstrations designed to inform people looking to take their first steps in vinyl application, as well as those wanting to add to and develop their skills. There will even be something for more seasoned pros on the hunt for the very latest tips and tricks," says Paul.

The International Sign Association UK (ISA-UK) is back to host the SDUK Explains Lounge. Building on its popularity last year, there will be a full programme of presentations covering a broad range of topics designed to support sign-makers looking to develop their skills and build revenue opportunities to help them compete more effectively in the market. The programme will include presentations and discussions that look at the most pressing matters many sign-makers are facing today. This includes how to address the skills shortage and encourage more young people into sign-making, the latest regulations and their impact and how to build and nurture sustainable growth. There will also be practical and informative sessions covering the latest products and technology, sign-making skills and discussions on what the future holds for the industry.



At the Sign Surgery alongside the SDUK Explains Lounge, visitors will have the chance to speak and ask questions directly to ISA-UK directors. Craig Brown, CEO of the ISA UK, says, "We want the Sign Surgery to be a vibrant and welcoming place where visitors come to discuss the issues and challenges most important to them. ISA members with decades of experience in all areas of sign-making will be available throughout the show to answer questions and discuss real business issues. As a group, we have pretty much seen and lived it all in signage, and this is a rare opportunity to be able to share this knowledge with fellow sign-makers."

Zoe Crockett, Head of Marketing for SDUK, concludes. "Our aim is to bring the sign and digital industry a show that is suitable for everyone – from novice sign-makers hoping to build their business connections to industry veterans looking to keep their fingers on the pulse of the very latest industry developments and future trends. The schedule will be jam-packed with fantastic exhibitors and exciting features to ensure that visitors will be informed and inspired by everything they find at SDUK 2023."

With some big announcements still yet to be made, stay connected to discover further exciting SDUK news being released in the run-up to this year's show.

For current show information and to pre-register for free entry, visit www.signanddigitaluk.com



The HEXIS UK Wrap Battle will have 3 daily heats, then a daily final, with the Grand Final being Thursday 23 March 2023



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Exhibitions

Expand your business at Printwear & Promotion LIVE! 2023

Are you a sign maker or print service provider looking to expand your business in 2023? Why not pay Printwear & Promotion LIVE! a visit where you will be able to explore and discover a whole myriad of ways to add garment decoration to your business.

As the UK's only exhibition dedicated to the garment decoration market, a visit in February should definitely be at the top of your agenda in 2023. Adding a garment decoration side to your business can be achieved with minimal outlay and return on investment is quickly seen.

Doors open on Sunday, February 26, with the exhibition open until Tuesday, February 28. During your visit you will find everything from the latest in direct to film technology to innovative direct to garment printers to get you started in the thriving garment decoration market.

Be sure to visit exhibitors such as Resolute DTF (B20), Amaya Sales UK (F40), Xpres (C70), YES Group (G10), TheMagicTouch (J40) and many more besides, to speak to the industry experts and discover how you can expand your print business and offer more to your customers in 2023.

If impartial advice is what you're after, then make sure you head for The Decoration Advice Suite and The Knowledge Centre. Experts from many varied fields will be taking to the podium to provide advice and information on subjects such as marketing and social media, as well as transfer printing and direct to film printing. Ideal if you're looking to get started in the industry.

2023 could be the year you discover garment decoration and add this excellent revenue stream to your business.

There will be the usual regular exhibitors, and also these new or returning exhibitors:

- Advance Apparel (stand H20)
- Aim Smarter (stand J22)
- BeSmart Pro (stand C34)
- CADlink (stand G24)
- Cebrian (stand A72)
- David Sharp (G50)
- DigitisingMart (stand H22)
- Headwear (stand B70)
- Heatseal ID (P32)
- HPC Laser (stand A44)
- Inkfuse DTF (stand D72)
- Insignia16 (stand P50)
- Merch (stand F52)
- Octin Sports (A74)
- Payne Sports (J32)
- Permaset Inks (stand P22)

Printwear **LIVE!** &promotion

HALL 20, NEC, BIRMINGHAM, 26-28 FEBRUARY 2023



P&P LIVE! is the place to see garment decoration equipment demonstrated live



Seek advice from industry experts at P&P LIVE!

- Sock Monkeyz (stand A62)
- The Outdoors Company (stand H30)
- TP European Solutions (stand P42)
- Trade Embroidery (stand F32)
- Trendsetting Awards (stand A46)
- Trophy Distributors UK (stand A10)
- TWT – Transworld Trophies (stand P52)
- Vapor Apparel (stand F34)

Opening times:

Sunday, 26 February – 10:00-17:00
Monday, 27 February – 10:00-17:00
Tuesday, 28 February – 10:00-16:00

www.printwearandpromotionlive.co.uk

LOVED EVOLVED DEVELOPED



Model shown: Mimaki CJV330-160

Introducing a duo of distinctly advanced wide format printers

The latest from a long line of industry leading solvent technology:
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PRODUCT Choice

Widd Signs increases productivity with Zünd

Widd Signs, one of the very first sign manufacturing companies in the UK has increased production by 300% thanks to their latest Zünd investment.

Founded in 1888 by award winning sign-writer Arthur Widd, Widd Signs is one of the most respected architectural and interior signage and brand design firms in the world. Widd Signs was originally established in Bradford and quickly became a bustling family business with Arthur employing most of his family. Today Widd Signs continues the great tradition of innovating and creating breakthrough designs and signs for businesses dedicated to achieving excellence in their brand communications and customer experiences.

Gary Williams, Managing Director at Widd Signs said "Widd Signs is accredited as being one of the original signage companies in the U.K. Widd saw the opportunity and with great vision created what is today recognised as one of the founding signage businesses for the industry. One of the original sign companies you might like to say."



Zünd trainer Darren Jones, training the Widd Signs team on the Zünd G3-L2500

Earlier this year, Widd Signs purchased a Zünd G3 L-2500 from Zünd UK at the Sign and Digital 2022 Birmingham trade show. Gary said "Zünd is well known within the industry as the leading provider of digital cutting technology, we've followed them for a while and did our research to ensure that this machine was the most technically advanced and appropriate cutter to further enhance our manufacturing capabilities. Having visited the St Albans demonstration centre, we saw the versatility, speed and accuracy that the Zünd cutter offered, and we were convinced that this was the right machine to invest in."

Reflecting on the purchase Gary added: "We have invested in the state-of-the-art Swiss-made G3 L-2500 cutting machine as, in our opinion, it is the best of the best

on the market. Renowned for its high precision and efficient cutting capabilities across a variety of different materials, it will enable us to offer our clients an even broader range of services. We're committed to operating as sustainably as possible and the Zünd cutter is a proven energy-efficient machine that fits perfectly within our environmental ethos."

Looking at the benefits of adding Zünd to the existing Widd Signs workflow, Gary commented "The Zünd Cutter gives us a potential production increase of circa 300% combined with excellent quality and finish. Another stand out feature, is the PrimeCenter software and the ability to set artwork with cutting technology for speed and accuracy."

www.zund.com



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Cactus Graphics invests in a Mimaki UJF-6042 MkII e UV LED flatbed

Dover-based Cactus Graphics, has invested in a new Mimaki UJF-6042 MkII e from CMYUK. The UV LED flatbed that includes the Kebab option, was initially purchased to fulfil a UK-based printing solution for a customer offering a wide variety of signage poles.

"I rang Tim Boore, Senior Digital Sales Consultant for CMYUK and explained what we wanted to do. He suggested that we take a look at the Mimaki UJF series that come in three different sizes, all of which were Kebab compatible. Not really knowing what the hell a Kebab was, we went up to CMYUK's showroom and realised that with the bigger printer – the 6042, we could print multiple poles on the bed. We came away thinking that we could pretty much print anything we wanted to," says Richard Archer, Commercial Director, Cactus Graphics.

"It felt like the time was right as many of the customers we deal with are corporate marketing departments, and plenty of them had been saying that they were ordering pens and the like, but they were taking weeks to arrive from overseas. The Mimaki has provided us with a solution for customers that don't have storage space, who require items quickly for single events without excess. It's perfect for events teams that want something a little bit different for giveaways," he adds.

Mimaki versatility

The new UV LED flatbed will provide the business with the ultimate in versatility, quality, and stability for direct printing on to an extensive variety of soft and hard materials up to 153mm thick that includes wood, leather, acrylic, glass, metal, and more. It has a print area of 610mm x

420mm, and offers a choice of matt, gloss, and embossed finishes.

The Kebab option expands the possibility of 360° UV printing onto cylindrical objects such as promotional products, stationery, bespoke gifts, bottles, tumblers, poles, etc up to 600mm in length. Thanks to the Kebab's rollers, blank 3D items can be rotated to easily enable complete surface coverage. In addition, an optional Ioniser feature removes static build-up that can occur with different materials.

"What struck us about the Mimaki were the multiple materials that you can use with this printer. With the ioniser, we realised that we could pretty much apply inks to anything and it's very robust. Internally we've tried out pens, trophies, all sorts of things, and the ink is just solid to the surface," says Richard.

What the new Mimaki has done is to provide the company with the versatility that it didn't have before. "We didn't have access to multiple substrates capabilities. We could print to paper, but we couldn't detail to any other surface," he says.

Installed only at the end of September, already the business has felt the impact of this printer winning jobs that previously would have been inaccessible.

"Recently for an events company we printed the front of notebooks and pens. We also created trophies for a joinery business that involved combining different types of wood together. If we'd done that on our existing flatbed the job would have been rejected. With the Mimaki, we upskilled our team by learning how to do multiple layers to cover the woodgrain beneath," says Richard.

A family affair

The business that has a strap line Design – Print – Display benefits from its own in-house design studio, traditional printing capabilities, small format digital printing, digital wide-format print, digital finishing, and CNC routing. It also has its own installation team, and everything is printed from its facility in Dover.

New Managing Director, Katie Weaver, is the granddaughter of Dennis Weaver who founded the original company, Buckland Press back in the '60s. On his retirement, dad Jeremy, and mum Linda, took over the reins, changing the business name to Buckland Media. On their retirement last year, their highly experienced print-immersed daughter took control, renaming the company Cactus Graphics."

Kongsberg investment

Part of that thriving was due to a timely investment in a Kongsberg digital cutting table from CMYUK and a UV flatbed printer, both installed in February 2020, prior to the first unprecedented lockdown. This enabled the company to continue working through lockdown producing bulk volumes of floor and wall safety signage graphics. During this period, the Kongsberg offered the company the chance to work beyond corporate marketing teams to facilities, estates, and building managers within the same companies.

This exposure has influenced future growth strategy. "We'd like to add office environment design to our service roster. At present, we're exploring how to make our 2D graphics become more 3D. That could include soft furnishings and interior design," he says.

Unsurprisingly sublimation printing is an area of interest and all the additional possibilities that this process commands. In January, the business will be moving to four modern production units that incorporate a design studio and, in a company first, a retail outlet.

Says Richard, "We'll have a showroom and a counter service because we're moving to a business park where we can be seen and hopefully also attract passing trade. We're ready for the next chapter."

www.cmyuk.com



Richard Archer, Commercial Director (AKA The Wall Wizard) from Cactus Graphics with his Mimaki UJF-6042 MkII e

Swiss precision delivers exciting times for Vyniline

St. Helens based full-service sign and graphics company, Vyniline, has invested in swissQprint's Nyala 4 to deliver enhanced quality, versatility, and productivity for its ever-broadening range of clientele.

Producing a wide array of print for local and national brands, from bespoke vinyl decals, window graphics, wall art and exhibition displays to building wraps, floor graphics, site hoardings and illuminated signs, the team at Vyniline looked to the Nyala 4 to help grow its workload.

The 3.2m x 2m flatbed Nyala 4's ability to print up to 1350 dpi provides class-leading quality on an extensive range of materials, giving Vyniline the opportunity to explore and conquer new markets, in particular the live events sector.

"The one thing the last two years have taught us is that we cannot predict what will happen in the future, but we can prepare for it," said Vyniline's Managing Director, Keith Hughes. "The Nyala 4 is an investment for our future and the print productivity, reliability and flexibility mean our return on investment is already very positive."

Swiss quality was key to this purchase decision, with the business having previously invested in a Zund UV flatbed system. "Swiss made products are engineered to the highest standards and built for durability, and the Nyala 4 is a beautifully engineered example of this," said Hughes. "Considering the overall



*Three generations at Vyniline celebrate their new Nyala 4 printer.
From left to right: Dylan, Megan, Connor, Keith, Ken Hughes.*

cost of ownership is vital, and the build quality and simplicity of operation offered by the Nyala 4 are giving us the print performance and versatility we need for our long-term growth."

In addition to the 'hard-wired' flexibility of the Nyala 4's adaptability to switch from flatbed to roll to roll operation, swissQprint's in-built 'production-friendly' features, such as their unique Tip Switch Vacuum system, and extensive configuration options, deliver the true

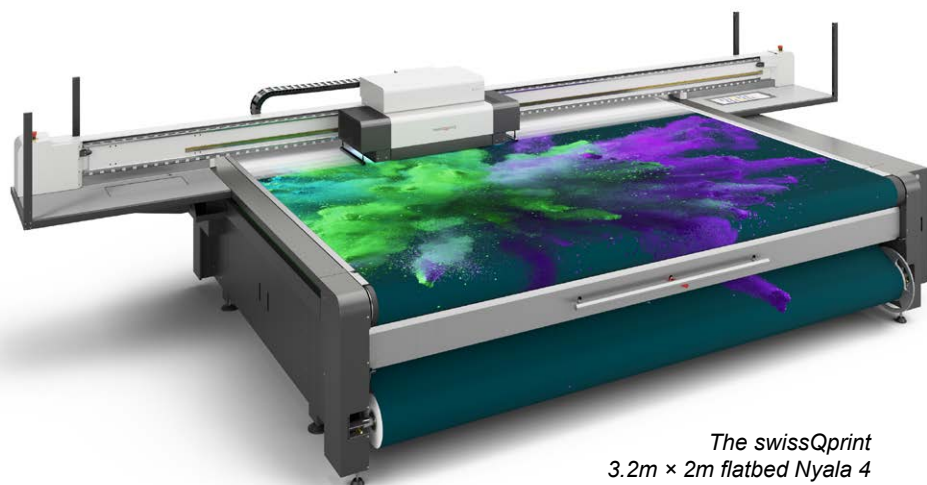
advantages in speed, quality, and reliability that print service providers demand.

The Nyala 4 has already enabled Vyniline to win new business from both trade and direct clients. Hughes sees almost endless possibilities for the company: "It's always been a top priority for us to stay ahead of the game and the swissQprint Nyala 4 gives us a definitive advantage over our competitors."

Before, Vyniline was unable to print anything smaller than 500 mm square. "Now, we can print down to 5 mm square, which is fantastic for small format safety signage," said Hughes.

Ersine Stewart, Managing Director for swissQprint, is delighted to have been able to provide the perfect solution for Vyniline's ambitious requirements: "It is rewarding to work with such a progressive firm, and we are confident that the Nyala 4 will facilitate the means for Vyniline's growth across a range of exciting new sectors."

Hughes added in conclusion: "Prospective clients all agree that our print samples are the best they have seen, saying 'if we can print that, we can print anything'. If you can't get an order based on that, you are in the wrong business!"



*The swissQprint
3.2m x 2m flatbed Nyala 4*

www.swissqprint.com

TF Signs installs an Epson SureColor SC-F6300 dye sublimation printer

Telford-based TF Signs has installed an Epson SureColor SC-F6300 (hdK) dye-sublimation printer from CMYUK. Together with a platen heat press, it was purchased initially to aid production of team apparel for the British male and female teams competing at this year's FIM International Six Days Enduro (ISDE), regarded as one of the world's most prestigious off-road motorcycle competitions.

Ryan Austin, MD of Austin Mix Limited, parent company of TF Signs has been involved in the sign and graphics industry for over 25 years. In this time, he has managed to blend his love of motorsports into his day job, providing all printed items and clothing such as motocross jerseys, bespoke team apparel, event logistics, and brand awareness for Team GB events.

Following a curtailment in 2020 due to the pandemic, and with a reduced presence in 2021, the ISDE made a spectacular comeback this year for its 70th anniversary, which pushed Ryan into bringing the manufacturing of these event jerseys in-house, for the first time, and setting him on the reshoring path.

"With Brexit and the Covid excuse, the usual sources in Italy became unusable, due to long lead times required on design and production and the tax tariffs imposed by Brexit. Back in June I took the decision we needed to manufacture here in the UK to enable us to solve the above problems, giving us 100 percent control over every aspect of the garment production," says Ryan.



"My thinking was to install a dye-sublimation printer to enable me to produce garments at roughly the same production costs but without the long lead times and logistic issues which continue to be problematic.



Ryan's Reshoring requirements

Once he'd decided to take the Reshoring plunge, Ryan knew he wanted to invest in Epson dye sublimation technology, but his main concern was the pressing element of the process. "How could I do that part of the process on a scale where I didn't require a big and expensive calendar press? After a conversation of pure coincidence, a suitable pattern press was acquired.

The printer Ryan had selected was an Epson SureColor SC-F6300 (hdK) bought from CMYUK, the only UK supplier that had stock of the printer at the time.

"For the ISDE job, we manufactured nearly 100 garments consisting of a four-piece pattern. For this, we had to create a pattern that was easy to stitch together, and which could work on the printer and be printable to a tight deadline.

"For me, one of the most daunting things was colour, and how I could manage colour in a way that is reasonably straightforward, that doesn't involve messing about with lots of different processes such as file types or settings, to be able to create consistent colour output. From the get-go, there wasn't much that I needed to do to get the right colour consistency. We printed over 300 metres of pattern with zero waste. It lived up to its plug and play credentials. Plug it in, prime it up, play about with a couple of the settings, and you just go from there.

"Obviously, I've been in the industry space for some time and have a good understanding of what needs to be done

to get the best colours, but if you didn't have any understanding of that this printer is nice and simple to use, it's easy to RIP and set files up very quickly," says Ryan.

Heat press for Reshoring on demand activities

While the printer was up and running straight away, Ryan experienced some initial problems with the Adkins platen press, which he bought elsewhere second hand. "I ended up having to service the heat press. The owners before had used it for a multitude of things so I gave the platen underneath a really good clean, and after that it was perfect. It's a great piece of kit for me now, but ultimately if I was doing this volume of work every month, I'd need a different set-up," he says.

For a month, Ryan focussed on delivering the garments for the ISDE event. "We used everything that was output from the Epson printer as it was 100 percent consistent. I didn't purchase the take-up roll for the printer, but I can see that I'll end up getting one as we continue," says Ryan.

TF Signs is traditionally a general signage and display printer. While it offers workwear and embroidery services, Ryan is very keen to expand the new in-house garment printing and manufacture. "My market is sportswear including polyester T-shirts, polo shirts, zip hoodies, gilets, and long-sleeved race jerseys," he says.

www.cmyuk.com/large-format-printer



The SureColor SC-F6300 (hdK) is a dedicated roll-to-roll dye sublimation printer that has a max width of 44-inches (1118mm) and a maximum print resolution of up to 1400dpi. Developed specifically for textile producers, it is designed to get businesses up and running as quickly as possible.



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2023 Price List

ACRYLIC PERSPEX® Colours add 10% for Gold & Silver

£20 + VAT minimum charge + carriage

Height	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	700mm	800mm	900mm	1200mm
3mm	1.11	1.39	1.54	1.82	2.17	2.89	3.63	3.87	4.50	5.43	8.24	8.93	10.04	11.30	13.81	15.99	21.34	32.09	48.33	56.32
5mm	1.48	1.88	2.22	2.74	3.44	4.18	5.11	6.55	7.78	9.05	10.55	12.07	14.48	17.50	20.20	21.73	28.37	28.60	54.30	69.93
10mm	2.70	3.23	4.27	5.30	6.61	8.46	10.14	14.22	15.40	18.67	21.38	25.49	29.04	33.78	37.92	42.66	59.26	86.53	111.41	144.00

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

£20 + VAT minimum charge + carriage

Height	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	700mm	800mm	900mm	1200mm
3mm	1.22	1.78	1.87	2.13	2.19	2.54	3.20	3.86	4.36	4.87	6.27	7.72	8.74	9.40	11.26	13.27	12.63	22.71	31.91	36.34
5mm	1.28	1.76	2.18	2.67	3.22	3.79	4.34	4.78	5.55	6.32	7.88	9.25	10.53	11.22	13.04	14.87	23.15	31.57	35.07	38.45
10mm	1.62	1.88	2.57	3.55	4.15	4.79	5.88	6.84	7.81	8.69	10.47	12.45	14.82	16.30	18.28	21.24	25.69	29.64	44.95	53.20
19mm	2.66	3.75	4.35	4.74	6.33	7.41	8.89	10.37	12.55	14.73	15.81	18.47	21.24	23.51	25.49	28.65	36.56	39.52	52.86	80.29

3mm ALUMINIUM COMPOSITE (Dibond, Alupanel)

£20 + VAT minimum charge + carriage

Height	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	350mm	400mm	450mm	500mm	550mm	600mm	700mm	800mm	900mm	1200mm
Coloured	1.83	2.36	2.94	3.47	4.10	5.29	6.46	7.74	8.92	9.91	12.05	13.50	16.44	18.79	19.96	24.06	28.77	41.30	54.02	73.98
Mirror (silver)	2.45	3.08	4.27	5.34	6.94	8.54	9.60	11.74	14.41	17.08	18.68	21.35	25.08	28.29	29.89	34.69	40.57	50.70	54.44	103.01
Mirror (gold)	2.70	3.38	4.69	5.87	7.63	9.40	10.56	12.92	15.86	18.79	20.55	23.48	27.59	31.12	32.88	38.16	44.82	55.77	59.88	113.31
Brushed	2.03	2.56	3.33	4.15	4.83	5.91	7.13	8.45	10.26	12.07	13.89	15.69	19.32	21.13	23.55	26.56	34.25	47.08	59.16	81.50

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

£20 + VAT minimum charge + carriage

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	700mm
2mm	3.12	4.36	4.94	6.60	7.46	8.33	9.41	10.85	12.06	13.25	14.65	18.19	21.58	30.88	41.33	53.61
3mm	3.65	5.07	5.80	7.13	8.22	9.19	10.27	11.72	13.11	15.11	16.66	21.62	25.86	36.13	50.75	75.24
5mm	3.99	5.57	6.65	7.98	8.94	10.27	11.61	13.53	15.58	17.95	20.24	26.19	30.21	42.00	58.21	81.62

EXTERIOR MDF

£20 + VAT minimum charge + carriage

Height	50mm	75mm	100mm	125mm	150mm	175mm	200mm	225mm	250mm	275mm	300mm	375mm	425mm	500mm	600mm	700mm
6mm	0.55	1.05	1.83	1.82	2.70	2.84	3.30	3.94	4.54	5.39	6.89	9.73	11.22	12.72	17.92	45.39
12mm		1.81	2.12	2.95	4.24	4.89	5.69	6.40	7.63	9.58	10.48	12.17	14.47	17.56	19.70	59.80
18mm		2.57	3.25	4.24	5.29	6.43	7.93	8.88	11.02	12.72	15.16	17.36	21.19	22.85	29.88	89.40

MOULDED ACRYLIC LETTERING (Includes locators and paper template)

Height	152mm	203mm	254mm	305mm	380mm	457mm	610mm
Colours*	7.12	10.70	16.82	18.39	24.94	29.56	51.91

Add 20% for locators and paper template

Add 30% for double sided tape

Add 30% for 3mm letters

Add 20% VAT

Delivery at £20.00 on all orders up to £300

Since the company was established over 50 years ago, two generations of the family have strived to maintain the personal approach and conscientious values which were so important to the founder which have helped establish Mercury Phillips Signs as a family-run, independent business with a reputation for outstanding service and high quality installations.

Discounts Available ...over £50 - 3% over £100 - 4% over £300 - 5%

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From 1 to 100,000 printing on automated machines.

Full colour up to 1500 x 1000mm on a large range of materials..

➔ Etching & Engraving

Your design on to stainless steel, brass, bronze and more. Filled spot or even full colour if required.

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Promotional/Gift items

TheMagicTouch says Keep in Touch

TheMagicTouch is a special company that provides an exceptional range of solutions. They sell an extensive range of consumables and equipment for the personalised decoration of blank items.

Owner, Jim Nicol, has a simple but very effective message for sign-makers, "We know exactly how you can increase sales with minimal effort and cost. I say this again and again to sign-makers - all you need to do is keep in touch. You have the customers, and you have their artwork, so there is nothing to stop you from sending them a personalised mug, t-shirt, Beanie Hat or something else desirable with their logo on. It's cheaper than a cup of coffee on the high street, it's tax-deductible, and you can be pretty certain that it's a very effective way of winning more business."

He continues, "It's a real win-win. You've already done a job for them - maybe a sign or some vehicle graphics - so you have their artwork already set up. Why not add another printed item? After all, the minimum order is one and the first one is free!"

Jim is passionate that sign-makers simply need to do more selling. "Pick up the phone. Talk to your customers. If you don't do this, you aren't going to sell them anything - but if you talk to them, there is a very good chance that good things will happen. Follow up these calls with a personalised printed gift, and the chance of closing more business goes up dramatically."

TheMagicTouch can provide all the equipment and materials that companies need to get started and then develop their business further. This includes training and support as well. "We have invested heavily in our premises and equipment here in Dunstable. We now host events and have built a fantastic training centre for all types of dye-sub and direct-to-fabric processes. We encourage people to tell us what they already know about the technology if anything. We will do everything we can to help them get set up and understand how to market the service and increase sales with their existing customer base."

Jim concludes by reiterating his simple formula, "Get a good CRM or database system that allows you to keep track of your customers. Talk to them and make them something personal - remember, you won't have artwork costs, and because it is a legitimate marketing spend, the items and printing are tax-deductible. There really are a lot of very good reasons to keep in touch."

"Many of our new customers come to us for help with designing their logo or providing vehicle graphics and stationery.

Once we have created a proof of the design, we can use this to make them a t-shirt or a cap with their logo" Garry Ashworth, Cabin Fever Graphics



Cabin Fever Graphics

Cabin Fever Graphics in West Lothian is one company that has really benefited from this approach. Garry Ashworth explains, "We made a firm decision when we started the business ten years ago that we would offer as much as we could for our customers. Many of our customers are small businesses and tradesmen - joiners, plumbers and the like - and we want to be their go-to company for all their signage, graphics and printing requirements. Whether it's their vans, clothing or stationery - we can do it all and, for the most part, our customers really appreciate it."

He continues, "Many of our new customers come to us for help with designing their logo or providing vehicle graphics and stationery. Once we have created a proof of the design, we can use this to make them a t-shirt or a cap with their logo, put it in a printed bag with a printed A5 flyer and give it to them with the finished job. This does two things. It's a lovely gift that we know they will use and appreciate. And it also shows them exactly what else we can do for their business."

As Jim says, this simple thing makes a huge difference to customer relationships

and sales. "Pretty much every customer we have done this for has come back to us for more. Everyone loves to get something free, but with this, they can see that we do all kinds of things that they can use in their own business. Hoodies, caps and more. It's a simple and cost-effective way of bonding with customers and ensuring ongoing and profitable business," adds Garry.

He concludes, "All this is possible because of the fantastic relationship we have with TheMagicTouch. We have worked with them for a long time because their products and solutions are of great quality and very reliable. They are also a lovely bunch of people to work with who can't do enough to help. They know that by helping us succeed, it helps them - that's what good business is all about."

Gift that makes an Impact

Andy Borrow, managing director of Aylesbury-based signmaker, Impact Signs, is also a big advocate of giving something back to customers. "I think it is a fantastic idea, and it's something we have been doing for many years. After all, most people would prefer a personalised t-shirt or cup than a discount!"



Personalised messages can be printed to virtually anything

He adds, "As we get to know our customers, we ask about family, kids, interests etc., and this means we can make the gift even more personal. Give someone an item that has your own logo on it, and it doesn't mean much. Print their logo or even their child's name on it, and you immediately create a good feeling. You also ably demonstrate what other services you offer. We have the logo and artwork already, and with the equipment we have from The MagicTouch is easy and inexpensive for us to produce personalised items."

Impact Signs builds promotional giveaways into its marketing programme in many innovative ways. "We have run campaigns where we offer printed t-shirts for vehicle graphics customers as part of the deal. It is much more cost-effective for us that simply giving a discount and it means more to the customer."

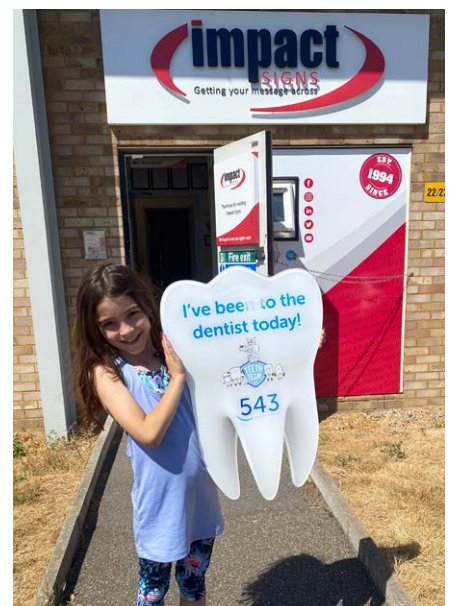
He adds, "We do lots of other items too. For example, when we print business cards for people, we provide a personalised card holder. We also add some engraving to this to demonstrate that this is another service we offer. It's a very effective form of marketing and one that has worked really well for us."

The personal touch works well in all sorts of ways for Impact. "After every job, we give customers a personal, hand-written card. All our customers are valued and understand that this is a competitive market, so we really appreciate their business. A personalised thank you, in the form of a card and a gift, is a great way to build a long-term and prosperous relationship," concludes Andy.

TheMagicTouch solutions

TheMagicTouch offers a range of solutions that sign-makers can invest in to deliver these personalised solutions. These include ten different specially coated transfer papers for use in selected toner-based colour printers or copiers. Each paper has its own specific attributes and offers the ability to print in full colour a vast range of products including cotton garments, poly/cotton textiles, ceramics, leather, wood, metal, MDF, glass, PU surfaces, acrylic and even human skin!

Image transfer solutions include the introduction of white-toner printers enabling product decoration regardless of surface colour or composition. The TMT/ OKI printers prove the best value and most reliable. The option of white-toner creates many more opportunities.



All toner-based printers from TheMagicTouch come with the relevant SpaceControl software for colour management and correct media settings. They also come complete with a 3-year manufacturer's warranty and support.

The company also offer a new direct-to-film (DTF) transfer printing process. This exciting new innovation is the process garment decorators have been waiting for, water-based inks applied to PET Film, cured and ready for application to dark garments with no pre-treatment required. Transfers are suitable for polyester, cotton, sportswear, performance fabrics, pique, canvas, denim and even leather. The transfer prints have excellent wash durability and stretchable properties.

www.themagictouch.co.uk
www.impactsignsolutions.co.uk
www.cabinfevergraphics.co.uk



The DTFMAGIC 60PRO

Mimaki UCJV300 will drive sales for new B2B brand

The Printed Gift House has taken delivery of a Mimaki UCJV300-160 UV LED roll-to-roll printer from CMYUK. The investment has been made so that the company can extend its services to a B2B customer base through its new brand, Printing X. It has plans to move into a new business park premises, where its physical presence will help support its sales focus in this area.

"The new Mimaki printer will help us to target businesses with large format banners, Sign boards, canvasses, wall murals, and stickers. We offer a very wide range of services such as promotional gifts, engraving, T-shirt printing, workwear, and embroidery. Whatever our customers want we can provide it," says Ravi De Silva Lindamoulage, company co-owner.

The Printed Gift House is a personalised on-demand B-to-C gift company that was set-up 7 years ago by Ravi and his wife, Achala Wannipuge. Initially working from home, they produced phone cases and cushion covers using sublimation printing and a small heat press. Two years later in order to expand their product portfolio, they invested in their first printer from CMYUK – a MimakiUJF-3042FX flatbed. So impressed were they by the versatility, quality, and reliability of the printer that when the time came to support further growth, they had no hesitation when it came to investing in a second Mimaki printer.

The Mimaki UCJV300-160 UV LED printer is a highly versatile piece of equipment that integrates both print and cut functions. Its 7-colour inkset builds up to 5 layers while a high-quality resolution of up to 1200dpi makes it ideal for numerous applications including banners, flags, wallpaper, swing POP, and outdoor signage.

"We really liked our Mimaki flatbed. We do lots of research and join forums to keep abreast of new tech. Jason McNulty [Senior Digital Sales Consultant, CMYUK]

sold me our first printer, and gave me a really good offer on our new 1.6mwide printer. The staff at CMYUK from sales to installer have all been friendly, offering us lots of information and support.

"The UV inks on the new printer will propel us into the promo and gifting markets. It can print onto any materials and the 5-layer printing will allow us to present really unique creative finishes. When compared to the Roland wide format printers we had, it beats them hands down," says Ravi.

"We'll be offering a whole range of services that target the small business community from banners to posters, sign boards, decals, stickers, and promotional items such as engraved pins. We've also started T-shirt printing, workwear, and embroidery, there's not that many places that can offer the versatility of services that we can, which also includes in-house design. We really have such a large range so it's really a case of you name it, we can print it," he says.



Physical shop, year-round products

The Printed Gift House is currently situated in Newcastle-under-Lyme in premises that has a physical shop as well as a production space fulfilling its online ordering, which accounts for 95% of the business. The company has three full time on-line staff as well as three full time staff working in the store. Seasonal part time staff are also employed over the busy periods that are traditionally Christmas, Valentines, Mothers', and Fathers' Days. In addition, the business operates another brand called Ellipse that is dedicated to personal items and engraved jewellery.

The physical shop has flourished through local word of mouth, while its online business has a regular client base as well as new customers. However, Ravi and Achala are keen to iron out the seasonal peaks to create equitable year-round offerings.

"We're moving into new markets now such as weddings and are developing summer products," says Ravi. Whether the business will retain a physical retail presence once it has moved to new premises is yet to be decided. Whatever is defined, it seems that this ambitious and enterprising couple have built true resilience into their core business offering, covering all bases whilst continuing their onward growth strategy.

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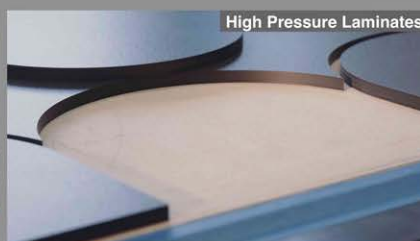
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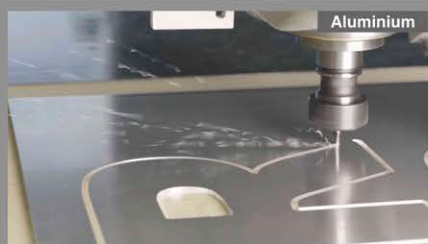
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Promotional/Gift items

Printing directly onto promotional items with UV flatbed



Rob Goleniowski, Head of Sales – UK & Ireland at Roland DG, explores how the firm's benchtop LEF2 Series can help to unlock creativity

It is no secret that consumers turn to personalisation when buying for others. According to our findings, the demand for personalised products is booming, reaching an estimated market value of £1 billion in 2022.

From Mother's Day surprises and romantic Valentine's Day gestures to sporting memorabilia and jewellery, personalised products serve an essential corporate need by providing firms with the added competitive edge of making their branding stand out.

High-quality, reliable, cost-effective printing solutions are crucial to fulfilling the growing demand for these products, with UV LED printers, such as Roland DG's VersaUV LEF2 Series, proving themselves as vital equipment for manufacturers and design houses who make personalised products.

Introducing the LEF2 Series

The latest generation of Roland's benchtop UV printers is available in three different models to suit the size and shape of any business operation and printing requirements.

We pride ourselves on creating simple machines, and the LEF2 Series is no exception to that rule. With very little training, operators can directly print onto a vast range of materials and object up to 200mm thick, producing stunning colour (with ECO-UV ink), realistic textures and stylish embossed effects.

The possibilities of items that can be printed on are endless and include smartphone cases, laptop covers, awards, boxes and packaging, shoes, prototypes, pens and signs (among many others!).

Using the optional rotary axis jig allows for printing on cylindrical items such as bottles and candle holders. Moreover, the machine can customise small and medium-sized items on demand by adding corporate branding and graphics. Whether a single object or a longer production run, the LEF2 Series can handle it seamlessly.

The software running behind the scenes is equally important. All LEF2 Series printers include VersaWorks 6 RIP software, which offers powerful 64-bit processing and RIP capabilities, cropping, tiling, nesting and other useful design tools.

Meanwhile, users can monitor the performance of their machine with Roland DG Connect App. Leveraging and analysing key performance data, this performance assistant helps to reduce downtime and improve the working efficiency of the printer by providing a detailed understanding of the entire print operation.

Choosing the right printer

Whether you opt for one of the VersaUV LEF2 Series or another UV printer option, it is important to ensure you ask the right questions before making that all-important decision.

What do you want to print? How many items? Do you need special effects and textures? Do you need a vacuum table to hold your items? How much space is available in your workshop? What is



Rotary axis jig allows printing to circular items



your budget? These are just some of the questions you will need answers to before deciding on your next UV printing investment.

No doubt, the beauty of digital printing is that it gives companies a high degree of flexibility and allows printing businesses to shift and change with trends – an essential element in today's marketplace.

The personalisation market is constantly evolving with buyers' habits, so newcomers should start from the point of flexibility rather than targeting specific items. It's best to research competitors and similar businesses, but always be prepared to try something different and think outside the box. Making a suitable machine investment call could pave the way for an exciting and profitable next step on your company's journey.

www.rolanddg.co.uk



Dye sublimation for promotional and personalised printing

Dye sublimation, in basic terms, is the process of printing onto a transfer paper and using heat and pressure to transfer the design from the paper to the product. The result is a vibrant print that will not fade or peel off. This makes dye sublimation incredibly versatile for promotional and personalised printing, with results in minutes and not hours.

There are many dye sublimation printers available on the market, and for a relatively small outlay, it is possible to create a starter setup of a printer and heat press. Epson launched their A3 dye sublimation printer, the Epson SureColor SC-F500 in 2021. The first desktop dye sub printer from Epson is aimed at small business and offers a complete business solution for promotional print, textiles, signage, apparel, gifts and homewares. Featuring the same high performance technology as Epson's wide format dye sublimation printers, the SureColor SC-F500 is simple to set up with no engineer required making it easy to get printing and pressing immediately. If space is at a premium, there is also the option of the Epson SureColor SC-F100, Epson's first A4 dye sublimation printer. Both machines offer a cost-effective entry into dye sublimation with high return on investment.

Investing in dye sublimation print technology is a great way to add an additional revenue stream to your business. Personalised and promotional print offers endless possibilities due to the range of products available. Sublimation printing is not just limited to fabric substrates. Other materials such as wood, metal, glass, ceramics and acrylic can also be used, provided they are specially treated with a polymer coating. There is also an array of ready-to-print blanks available, with the only limit being your creativity.

A vast range of heat presses are also available to complement your dye sublimation printer. A flatbed heat press is the go-to for many businesses starting their journey with dye sub, using them to create apparel, signage, gifts, decor and more. A mug press can be a great addition, with a printed mug being a great promotional tool when branded.



For promotional printing, dye sublimation offers the opportunity to create small branded items to showcase a customer's business. These could be giveaway items for trade shows, such as keyrings, coasters, mugs and even business cards. Personalised products can be used as gifts for customers, printed with a company logo to further brand awareness.

Create staff workwear, including t-shirts, lanyards and water bottles, all branded with the company logo. Decor items such as cushions and tiles can be a creative addition to the company workspace, furthering the company brand. Creating backdrops and fabric products for promotion is another way dye sublimation can add additional value to a print business.

It's not just small items that can be sublimated. Using an Epson wide format sublimation printer such as the SureColour SC-F6300 or SC-F9400, POS, soft signage, flags and decor items can be created. As the process of sublimation printing is quick, fast turnaround times can be achieved with easy-to-transport results.

Dye sublimation for promotional print offers a fantastic return on investment, with a range of potential revenue streams to complement any existing print business. From workwear to soft signage and promotional products, it offers versatility and can easily fit alongside current PSP offerings. Epson's dye sublimation range has been designed to offer outstanding quality at fast speeds regardless of the printer size, so those looking to invest can be assured they will produce best-in-class results.

www.yourprintspecialists.co.uk



The Epson SureColor SCF500 is simple to set up and easy to get printing and pressing immediately.



Promotional/Gift items

Peerless personalisation with Mimaki's direct-to-object UV printers

Direct-to-object printing has been transformed by digital technology like Mimaki's UJF Series LED UV flatbed printers. Delivering all the advantages of inkjet printing: photo quality reproduction, short runs, zero setup cost and fast turnaround, it has enabled the promotional and giftware industries to leverage technology and brought new revenue streams to print providers whilst revolutionising the manufacturing process.

Direct-to-object printing can be summed up as taking a ready-made item and printing onto it for any number of purposes; for example, to create a branded promotional item, bespoke décor or to aid manufacturing by the inline printing of component parts. This concept succeeds either by generating value add, reducing lead times, reducing costs, or in many cases, by a combination of some or all of the above.

Value-add

Personalisation – and therefore adding an element of emotion to the product – is a great way to increase revenue. Create a limited-edition product, and people will pay more for 'exclusivity', with the ultimate exclusive being something designed specifically for the customer. It could be an item as simple as a personalised phone case, ranging to higher value projects such as large acrylic photo blocks or even printed and laser engraved artwork; the opportunities are endless.

Mimaki's opaque white ink, primer and clear printable varnish all offer extensive creative potential, ensuring there are few material or application limits to trip designers up, and with proprietary Mimaki technologies such as 'long drop', even non-flat surfaces can be printed to. Take it one step further and with the addition of the optional Kebab unit for the Mimaki UJF, it's possible to personalise the entire circumference of objects such as aluminium water bottles and other cylindrical items.

Corporate personalisation

Another value-add area is the extension of the idea of personalisation – where a print run becomes personal to a brand, with the creation of promotional items and event collateral. With no minimum run length, direct-to-object promotional printing brings

the production of 20 branded pens, 50 commemorative notebooks or even 100 name badges well within the budgets of most event organisers and brand managers.

Reducing lead times & costs

Whilst typical screen or pad printing run lengths are frequently dictated by the necessary start-up elements, with no films or screens etc to be manufactured, the minimum run length for a Mimaki UJF is one item – and a lead time measured in minutes and seconds. Two items will cost twice that, and each can be different – something that's completely outside the bounds of traditional print technologies, so those 20 branded pens can each bear the sponsor's logo accompanied by each attendee's name, resulting in great positioning for the brand, along with collectable value for the recipient.

For companies offering exclusive personalised gifts, the ability to produce these one-offs extends the potential that print brings to the process. In these high-end applications where accuracy is paramount, the incredible tolerances of the output from a Mimaki UJF come to the fore. Add in the ability to choose from a range of inks to suit the substrate, and not only can designers include more creative elements in their print, but they can also leverage the digital workflow to include custom content, highly accurate colour matching and instantly dry ink.

Best tool for the job

Of course, there will still be jobs that, through their particular requirements, suit a pad or screen print process, but in more and more cases, a Mimaki UJF will be the best tool for the job. Gone are the days of turning away jobs because the run length is too short to make it worthwhile, the creative too complex or the deadline too close – it's time to rise to the challenge and grasp the opportunities that are out there for clients with specific requirements that play into the hands of Mimaki's range of small format LED UV flatbeds.

Mimaki offers four models in the UJF range, starting with the entry level UJF-3042FX and rising through the popular UJF-MkII e Series, to the industrial specification UJF-7151 plusII.



Decorating notebooks and other stationery can add considerable value by creating personalised items



Customising not only the phone case but the point of sale material can be readily achieved with the Mimaki UJF range of printers



The Mimaki Kebab enables 360-degree printing around the circumference of cylindrical objects such as bottles.



Personalised phone cases are a popular direct to object printing application



Mimaki's opaque white ink offers wide ranging applications, including printing directly to wooden boxes



Bespoke printed consumer electronics items offer new revenue streams



Eye-catching effects can be achieved by using Mimaki's clear ink

Product focus

Mimaki UJF-MkII e Series

The latest iteration of the sector-defining small format flatbed printer, the Mimaki UJF-3042MkII e and UJF-6042MkII e offer A3 and A2 format bed sizes, coupled with cutting-edge image quality and stability for printing onto an almost limitless array of materials and objects.



Mimaki's latest UJF Series flatbed printers are available in A3 and A2 table format

Mimaki UJF-3042MkII e and Mimaki UJF-6042MkII e

These printers have print areas of 300mm x 420mm and 610mm x 420mm respectively. They both offer 1,200 x 1,200dpi variable dot. The inks are Greenguard Gold certified with a choice of 7 colours, including white, clear and primer options. Choice of hard and flexible inks to suit your application. There is also the option of the Kebab MkII for seamless 360-degree surface printing. Both printers can handle media up to 153mm thick and the 3042 can handle a media weight of 5kg, while the 6042 can handle 8Kg.

Mimaki UJF-7151 plusII

Designed for seamless and reliable high-speed production, the latest iteration of Mimaki's 710 x 510mm high-end UV flatbed, the UJF-7151 plusII sports eight printheads which enable dual four-colour (CMYK) ink configurations, resulting in 190% faster print speeds when compared to the previous model. The printer breaks

creative boundaries with several features developed to enhance image quality, such as MFD2 (half-toning) processing functionality to further control dot position, delivering the very sharpest edges and finest lines.

The high specification printer's innovative Colour Gloss functionality adds a glossy finish to hardened colour inks, enabling users to create distinguishing textures and details to ensure eye catching results, even without the use of clear varnish. Load capacity is a substantial 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.

The printer can print up to 1,800 dpi variable dot and uses Greenguard Gold inks with a choice of 10 colours, including light cyan and magenta, silver, white, clear and primer. Choice of hard and flexible inks. Media can be up to 153mm thick and up to 30Kg in weight.



The Mimaki UJF-7151 plusII offers high specification and productivity

Conclusion

As you can see, the sheer range of products and technologies that Mimaki can offer in the personalised printed goods market is unparalleled. Whatever your requirements, we are bound to have a solution that suits so we would love for you to get in touch to let us know what you are looking for.

www.hybridservices.co.uk



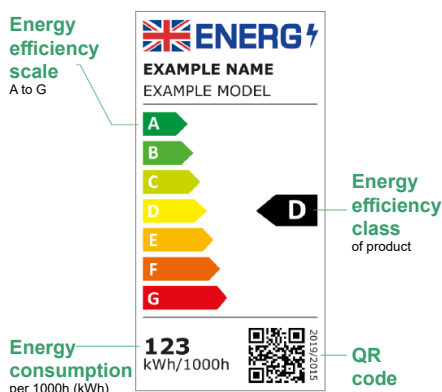
Projecting and hanging signs

Illuminating the way to a better environment

By **Michael Crotch**, head of signage for Applelec

Illuminated projecting and hanging signs need to be bright and reliable to ensure businesses' brands are visible to all. However, running costs and sustainability are slowly becoming high on signage customers' desirable list.

With sustainable designs becoming more prevalent, the energy rating system, which is also used for light sources, including LEDs, became obsolete, with many products now classifying above the top rating. This triggered the change to a new energy criterion to give consumers a better understanding of the true efficiency of their products over their lifetime and encourages improved design and circular economy.



The rescaled energy label for light sources:

So why is this important to sign companies and illuminated projecting signs?

As a product that is an important beacon for businesses with long running hours, it is essential to understand the new rating system to ensure you are meeting our customers' expectations.

For light sources, the criterion focuses on lumens per watt (lm/W), calculated by measuring the amount of emitted light against the amount of electricity consumed, with the higher the lm/W, the more energy efficient the LED is.

Efficiency can be achieved through several methods, including advanced lenses and LED chip technology. Both

help to maximise light output, reducing the number of modules needed and lifetime running costs, whilst dramatically improving LED performance and long-term reliability.

To achieve an 'A' rating in the new system, the module must achieve nearly double the lm/W as the previous system. This means that what used to be 'A' rated in the old system is now a 'D' rating in the new, and the A+ and A++ categories have been eliminated completely. This gives product designers room to improve efficiency. Still, without a full understanding of what the new rating system means, consumers may be left thinking a product has poor efficiency based on the labelling they are used to.

OLD		NEW	
2012 -2020 label		2021 -> label	
Class	lm/W	Class	lm/W
A++	120	A	210
A+	55	B	185
A	50	C	160
B	15	D	135
C	12	E	110
D	9	F	85
E	0	G	0

A and B-rated modules in the new system are not available on the market yet and so a C-rated module is the best and most highly energy-efficient module you can currently buy. However, manufacturers, are already progressing designs to reach the new higher standards and ultimately, this will benefit both the environment and the consumer with improved running costs. In the interim, a benchmark of a 'C' or 'D' rating is a good sign of an energy-efficient module.

Historically the signage market has opted for the cheap and cheerful LED options that provide instant gratification and affordable price points. What is less advertised is the compromise and potential difficulties this cheaper quality product entails, which will now be more accurately reflected in the new energy rating system. On average these modules were around 100 lm/W or less which drops this from an A+ rating down to and E or even an F.

This also makes it difficult for manufacturers to greenwash their products as highly energy efficient with complicated statistics that are easy to mistake for efficiency. One such example is the

Lifetime rating of an LED. You may have seen spec sheets reference the number of hours your LEDs are expected to last. This can seem very appealing and makes consumers believe the product is reliable. However, you may see a rating next to it, which looks like this:

Life rating >54,000 hours to L_{80} at $\leq 50^{\circ}\text{C}$ Ambient

This L_{80} figure indicates that a minimum of 80% of the LED's brightness will be maintained for the defined running period and is a good indicator of the quality of the LED, with L_{70} seen as excellent. For example, 54,000 hours to L_{50} (L_{50}) would mean that you would get optimum brightness for at least 50% of the life rating hours, which is valuable information to ensure you meet your customer's needs. Where this information is not available, long warranties (5 years plus) are also a good indication of the quality and dependability of the LED.

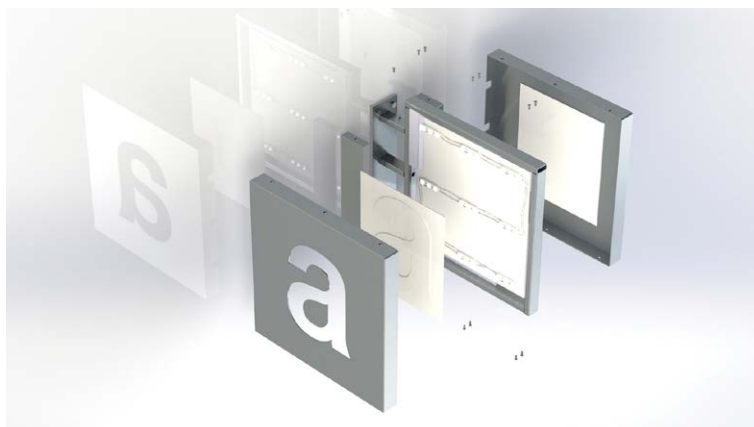
Other considerations that are not directly linked to lumens per watt but do impact how environmentally friendly an LED is, is the amount of material used in the product and the number of LEDs needed to reach the desired illumination. For example, a product that uses connectors for each module or brackets to install uses more material than a pre-wired, adhesive ladder system that is planned for efficiency and doesn't require connectors to apply them. Choosing a solution that doesn't require the LEDs to be glued, also allows the LEDs to be easily removed so that the sign can be recycled and/or reused.

Every hanging and projecting sign design is different, and so your choice of LED will be influenced by the sign's structure and whether it is single-sided, double-sided, has fixing plates, internal dividing panels etc. It is crucial to work with your supplier or design engineer to understand how the sign is constructed so you know what type of LED is appropriate. For example, a double-sided hanging sign may require the LEDs to be embedded around the internal edge. A single-sided sign with a fully illuminated front can have LEDs on the back panel and so on. From here, armed with your knowledge of the new energy rating system and the LED features that promote energy efficiency, you will ensure you choose the best LED solution for your project and can communicate these advantages to your customer.

Through understanding the new energy rating system and the key LED features available and how they contribute to important considerations such as efficiency, running costs, reliability and look, it allows you to responsibly supply more sustainable signage that is not just better for the environment but kinder to your customers pockets too.

Get in touch with the Applelec team for further advice on our industry-leading, highly energy-efficient LEDs and our environmentally conscious bespoke trade signage solutions.

www.applelecsign.co.uk



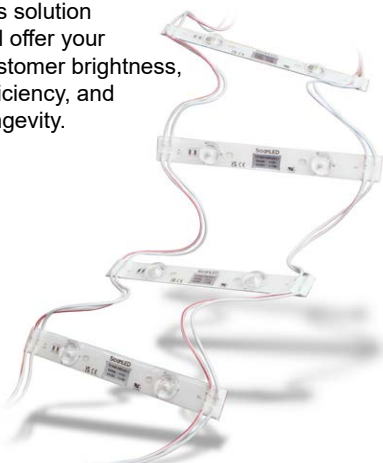
A projecting sign broken down into components made by Applelec



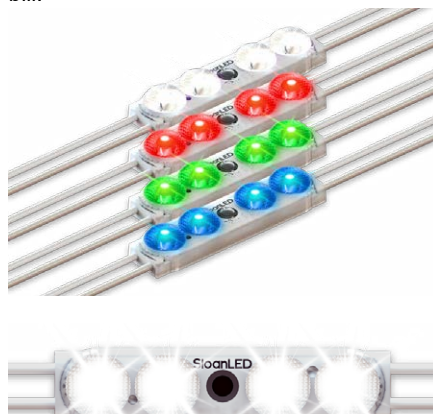
Let's look at some different types of LED and the advantages they give your sign.

SloanLED Brightline 2 outdoor –

This pre-wired system boasts prism lens technology, providing bright even illumination for fewer LEDs and material. Its outdoor silicone coating is safe and reliable for exterior use and its adhesive backing allows it to be installed without glue or additional brackets. At 150 lm/W (54.000hrs L_{70} or 42.000hrs at L_{90}) this system is one of the most energy-efficient ladder LED systems on the market and can be easily fixed to back panels and are ideal for slimline depths of between 30-200mm. Coupled with its 5-year parts and labour warranty, you can be confident that this solution will offer your customer brightness, efficiency, and longevity.



SloanLED Prism²⁴ - Ideal for edge, stencil cut and push-through letter illumination, the SloanLED Prism²⁴ uses constant current and prism lens technology to achieve a brilliant 160 lm/W (grade C), with a lifetime rating of 60,000 hours (L_{70}) and an industry leading 10-year parts and labour warranty. This module balances, brightness, low running cost with longevity, giving your customers over double the square footage of illumination and 34% higher efficacy over the existing 12 VDC version, giving your customers the brightness without hiking up their electricity bill!



SloanLED Posterbox 3 – for bigger signs that require a larger light throw, this exceptionally bright LED requires less modules to achieve the same brightness, reducing materials, without compromising on brightness. Although it has a lower lumen at 121 lm/W (60.000hrs L_{70}), it achieves 1700 lumens output (with a reliable lifetime rating), enabling it to throw light up to 3m.





Projecting and hanging signs

Classic and modern hanging options

With over 25 years of experience in the sign business, John Carron, Managing Director at Iron Design, has repeatedly encountered the same sign design challenges. He tells us how his company overcomes many of these challenges with a broad range of high-quality hanging and projecting sign solutions ready-made for the sign trade.

We have designed a projecting sign range to overcome all sorts of problems and issues customers face when designing and installing a sign for their business. It could be a small mounting area, a low shop fascia, planning consent problems, the need for a combined hanging basket bracket, a requirement for low-cost lighting and many more.

We ensure that the total surface area encompassed by our projecting sign is within the limits laid out by most planning authorities. This ensures immediate and permission-free installation. The range also comes as a complete package, including panel and lighting, which can be delivered the next day and only requires the addition of graphics and installation by the customer's sign shop.

Sign shops can stay in control

Our products mean that the sign shop doesn't have to source a blacksmith or other specialist traders, and they don't have to manufacture a sign panel themselves. This saves them the cost and lead time and ensures they have a professionally made product they can customise and install for their customers.

Our designs cover just about all requirements, both traditional and contemporary. They are sympathetic to conservation areas and just as at home on the high street. The uniformity of design can also work well in shopping malls and arcades.

Projecting signs and sign panels

Each sign hanger bracket is individually hand-crafted from a heavy-duty gauge material and then completely zinc plated for maximum corrosion resistance. The hanger bracket is powder coated to give a

durable gloss black finish. All bolts and fixings we supply are from corrosion-free stainless steel.

Each traditionally styled sign hanger can be supplied with one of our gloss white moulded oval sign panels (unless stated), moulded from a high-quality UV-stable rigid plastic. Another option is one of our high-density foam board panels (not to be confused with lighter Foamex), which replace the traditional wooden square or rectangle panels. These have the benefit of being totally free from decay and can be supplied with a decorative extruded frame on both sides. As well as stock sizes off the shelf, we can make these panels to any size the customer requires.

All the sign panels will give many years of service, even in the harshest conditions. The panels will readily accept vinyl, printing and most paints. Our full range of projecting signs and moulded, foamboard and aluminium sign panels can be found on our website.

To complete the projecting sign package, we offer a twin low-cost LED trough lighting kit, available 600mm or 850mm lengths. These simply fit straight on to our standard 750mm or 1M projecting brackets.

A bespoke service

If there is no product in our range suitable for your application, we have a bespoke service that allows you to have a custom-made projecting or hanging sign. By specialising in manufacturing only brackets, hangers and associated panels, we can offer a cost-effective solution with a quick turnaround, all to a very high standard.

We work with all our sign trade customers, from concept and design advice to fixing and mounting suggestions, utilising our proven experience in designing and manufacturing projecting signs. Our expertise is the brackets, fixings and panels, all of which are manufactured to the highest standards in the UK, so that sign suppliers can deliver the best possible solutions for their customers.

www.ironsigns.com



Iron Design provides a broad range of classic and bespoke hanging signs

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Projecting and hanging signs

Tradesignz has projecting signs covered

I donned my sign-maker hat in order to take a good look around the Tradesignz sign trade website with a view to ordering a hanging sign for my imaginary project. I was encouraged to do this by Norman Pickvance, Director at Tradesignz, so I could see for myself just how straightforward the process is.

And it was! Once I had registered and was approved as a sign company, I went straight to the Ject 3 bracket, which is one of Tradesignz' best sellers. Very quickly, I could see the basic product and price, along with a column of styles, panels, accessories, graphics and other potential custom options that I could select and view on the page. I could see how the sign would look, and the price and was able to request an instant quote.

Norman explained, "Jack's experience on the website is a big reason why we have been so successful with our hanging signs range. It is designed to allow sign-makers to try all types of configurations to find the best solution for their budgets. You can create all kinds of permutations, and the page shows pricing and availability right there. This saves sign-makers a lot of time when specifying their requirements and is widely used and loved by the trade."

Tradesignz Manufacturing Ltd was established in 2009 as a trade-only fabricator and supplier of brackets, sign blanks, banner supports, pavement signs and workshop storage systems specifically for the sign and display industry. "Our steady growth has culminated in the doubling of workshop and warehouse space of over 6000sq ft, where we have the greatest range and stock of projecting brackets in the UK, all available for next-day delivery," says Norman

He continues, "As a trade supplier, our philosophy is to protect the sign-maker from their customers 'going direct'. All our consumer products are priced at 'Suggested Retail Price', from which our registered trade customers get their trade discount. To qualify for this discount trade, customers must register on our website and once approved, only then will they see both retail and trade prices."

A massive range

It's just as well the website is so easy to navigate and use because Tradesignz has a huge range of products that can be brought together to create infinitely

customisable hanging signs. They have more than 50 different designs of projecting sign brackets in stock, an almost limitless choice of panel sizes, materials and styles, and they have several lighting options, including decorative, functional and internal illumination.

Norman adds, "We design and manufacture all the steel brackets and panels inhouse. Our website is a mine of information and resources for anyone wanting to purchase projecting sign brackets, double-sided panels and lighting options to match. We have done our best to make it very easy build your projecting signs and get instant pricing on the page."

The range really is comprehensive, with swing sign panels from 3mm aluminium sheet, through to 19mm white PVC panel. There is also the very traditional looking moulded frame panel (aluminium – not timber), all of which are made to customers' exact dimensions. The lighting options are also wide, from very discrete small LEDs on thin stalks and modern trough lights, through to a selection of old style Swan Neck Cowl Lights.

New for 2023

Tradesignz has recently announced the launch of its latest range of projecting signs and wall plaques called Tabula Jects. "The Tabular Jects have been developed after years of researching advice and ideas from the industry, as well as our own experience and the capabilities of our production operations," says Norman.

He adds, "They are suitable for inside or outdoor use with a very modern and 'chunky' look. They have softly rounded corners and edges and are available in virtually any RAL colour. We stock them in squares, rounds, ovals and diamonds, all in a variety of sizes and colours, with next-day delivery in white or three-four days in colour."

To conclude, Norman adds a comment about Tradesignz bespoke capability. "Because we design and manufacture everything inhouse, we are often called upon to produce special one-off signs, or batches of exclusive designs for prestige chains. As a sign-maker, simply send us a sketch, ideally with dimensions. We will call you back because we love to chat and talk through ideas."

www.tradesignz.com

JECT 10 Projecting Sign Bracket

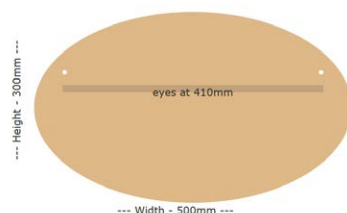
- Our most ornate stock bracket.
- Dimensions: L100cm H 50cm W12cm
- Hanging eye centres: 41cm
- Zinc plated & powder coated black. (Other colours available)



more info...



PANEL PREVIEW



Trade Price

£255.08 ex VAT (each)

Retail Price

£392.43

Trade saving of 35% off retail

All discounts will be applied at the checkout

Bracket Colour *	Black (RAL 9005)
Panel Style *	Round / Oval
Panel Type *	3mm Aluminium with links
Panel Accessories	Not Required
Aluminium Panel Colour *	Yellow (RAL 1004) +£40.00
Panel Width (mm) *	500
<small>Min panel width is 500mm and Max panel width is 500mm</small>	
Panel Height (mm) *	300
<small>Min panel height is 100mm and Max panel height is 1200mm</small>	
Panel Orientation	Landscape
Graphics Required?	-- Please Select --

Qty 1

Add to Cart

Quantity Discounts

2+ @	5+ @	10+ @	25+ @	50+ @
£235.46 each	£225.65 each	£215.84 each	£206.03 each	£196.22 each

Screenshot of Ject 10 Bracket with a yellow oval panel showing the depth and simplicity of the Tradesignz interactive website

Not just hanging around

Walk or drive down any high street, and the signs that most (pardon the pun) stand out are the hanging or projecting signs. This rather traditional form of signage remains as popular as ever, but there are some very important considerations – particularly when it comes to safety.

We spoke to Sam Armstrong from the Make it Happen Signage Consultancy, who explained, “I often talk about the viewing angle of signs – particularly those that are fixed flat to a wall. The popularity of a projecting sign is that it can be seen clearly as you are approaching it to attract you to a shop or other venue. They need to be able to withstand the worst of the weather without moving around, spinning or, worst of all, separating from the wall or its fixings.”

Because these signs are load-bearing structures that are fixed to a wall, they are subject to stringent CE (UKCA) rules and safety standards. These signs often have steel inside them, so they are heavy, and they are getting battered by the weather. Safety is a priority, particularly when they are above where people are walking and working.

Sam adds, “Any steels that are welded and are load bearing come under BS EN 1090, which is CE legislation which became law in 2014. Within the BS EN 1090, there are four execution classes. The sign industry works to execution class 2, so that would show as BS EN 1090-2.

To comply with CE, all materials used must have certification of compliance at manufacture to prove that the materials used are fit for purpose. Therefore, all suppliers need to provide CE certification upon delivery to hold on-site as proof of compliance.”

When the structural steel is constructed, all welders must be certified to ensure they are competent to the standard and are re-certified every two years. In addition, all equipment, including welders, tape measures etc., must be calibrated annually to comply with the standard.

As the images to the right show, hanging signs can come in all shapes and sizes by using different materials, such as flat-cut acrylic (middle) or rolled aluminium (top). These materials also allow you to get creative and add graphics to the wall itself that are a seamless element of the hanging sign (bottom).

These signs are much lighter, so they can be fixed to walls easily. This makes them a more flexible and cost-effective solution and they are rapidly increasing in popularity.

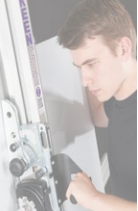
They don't have to be heavy

Sam also points out a practical and cheaper alternative to load bearing hanging signs. “You could choose to have a projecting sign made from something like flat-cut acrylic or rolled aluminium that has been wet-sprayed. Because they are not load-bearing structures, just projecting signs, they don't need the CE or UKCA certification. However, they usually have a surface area of around 600 sq mm, so even these lighter signs need to be able to withstand the elements, particularly wind and rain.”

Sam concludes that sign-makers don't just have to produce simple round or square signs for their hanging or projecting signs. With a bit of creativity, you can produce something unique that really stands out. “Too many people will make a tray or a round piece of acrylic and mount it to the wall. But you can get creative with these signs. It doesn't take a lot more in terms of the manufacture, but you can certainly develop some clever signage with a bit of creativity.”

www.makeih.co.uk





Flat-Cut Letters

Making letters stand out

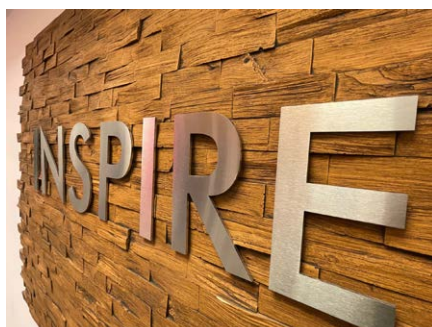
When talking about different types of signage, it is always important to consider the angles at which people are most likely to view it. Most signage is observed from an angle as people walk or drive past it. It's an important consideration when it comes to designing, manufacturing and, particularly, installing flat-cut lettering.

Sam Armstrong, who runs the Make it Happen Signage Consultancy, explains, "Whenever I talk about flat-cut letters, I always try to make sure the client understands the importance of getting them right in terms of the fixings. A major consideration is the longevity of the sign and making sure you have the right materials and fixings in place to meet this requirement."

While many PVC or plastic fixings, which are usually locators that go on the back of flat-cut foam, composite or acrylic, have been very popular, you do have to be very careful with them. They often refer to a lifetime guarantee, but ideally, you should consider changing them every 3-5 years, depending on location.

"For something that needs to last a very long time, I always recommend mechanical fixings," adds Sam. "These are usually brass or stud fixings and can be provided by companies like FK Moore."

She continues, "Most signs are viewed side-on so if there are too many fixings or they are holding the letter too far from the wall, all you are going to see is a mass of fixings, but they have to have a number of fixings to ensure they are fitted correctly and safely."



A popular 3D letter solution

Sam Armstrong concludes, "Lots of people are choosing to go for 20mm flat-cut acrylic, wet spraying and then drill and tapping a threaded rod into the back to give them a more 3D feel. These are very popular at present due to them being machine-made as opposed to handmade, therefore are considerably cheaper."

Increased laser cutting capacity for SignFab

Make it Happen provides consultancy services to the Sign Industry based out of SignFab (UK) Ltd. The company produces huge amounts of flat-cut signage and it has recently increased its capabilities by adding two new laser cutters. They now have a cutting department with three laser cutters, three routers and a team of ten staff in these departments. It means they can cut a huge range of materials, including brass, copper, stainless steel, mild steel up to 20mm, aluminium and acrylic.

The new machines include an i7 3kW laser, which, depending on weight and handling, can cut steel plates up to 20mm. It can also cut stainless steel up to 8mm, aluminium up to 10mm and brass up to 3mm.

Mike Smith, Operations Director for SignFab, says, "This gives our customers more flexibility in terms of the sizes of materials we can work with. It also gives them the confidence that we can cut brass to a good quality." A new Acrylic Laser Lotus Blue 250 gives SignFab the option to cut acrylic up to 20mm but can router up to 40mm. "Both Machines will provide more capacity to ensure our customers get their signage on time, and now with an actual acrylic laser, we can produce the quality that customers expect," concludes Mike.

www.makeih.co.uk
www.signfab.co.uk
www.fkmoore.co.uk



A range of flat-cut lettering examples



The 3kW fibre Bodor i7 gives SignFab more options and capacity

Turn to Fabricut for flat-cut letters and signs

By John Newman, Director of Fabricut

At Fabricut, we are pleased to provide flat-cut letters, flat-cut logos and flat-cut signs for trade sign manufacturers and suppliers. With our latest in-house sign-cutting technology we're able to produce all your flat-cuts quickly and with great accuracy.

An economical first choice

Flat-cut letters (or signs) are always a popular option as they're more economical and quicker to produce than the alternative built-up options. As they use minimal material, they are also extremely lightweight, making the signs easy to install too.

Flat-cut letters and logos can be flush fitted using very high bonding tape or can be supplied with locator fixings which gives the signage more depth.



Layered aluminium composite



MDF painted white with purple edges

Manufacturing flat-cut logos, letters and signs

At Fabricut, we've been manufacturing signs for over 30 years. We can work with our customers' own-supplied artwork, or our team can produce the designs on their behalf for a completely outsourced, hassle-free approach.

We manufacture our flat-cut signs, flat-cut logos and flat-cut letters using an automated computer-controlled process. This ensures the accuracy and precision of our signage production for a truly high-end finish at a great price.

Our cutting beds are 3m x 2m, which means we can make almost any size flat-cut sign, logo, letter or shape.

Sign materials, styles and options

There are many different materials, styles and options available for flat-cut letters, logos and signs. Acrylic (Perspex), aluminium composite, PVC Foam, MDF, aluminium and stainless steel are the most common choices. Aluminium is perfect for larger formats, where that extra strength is essential. We offer a powder coating or wet spray service for when custom colours are required.

We can also add LED modules to the rear of flat-cut lettering and logos to create an eye-catching halo effect for internal signage for receptions and foyers.

Delivery and installation

Once the final flat cut sign is complete, it will be securely packed (as sustainably as possible) with fitting templates ready for collection, delivery or for our direct installation team.



Stacked acrylic



Halo illuminated flat cut acrylic

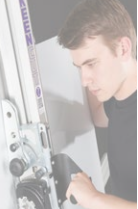


Foamex on locator fixings

www.fabricut.co.uk



Painted foamex topped with brushed aluminium composite



Flat-Cut Letters

Precision manufacture essential for flat-cut lettering

By Andy Dalglish, Account Manager at AG/CAD

For over 35 years, AG/CAD has constantly developed and evolved in line with available technology and customer requirements. AG/CAD can supply your Sign and Graphics business with the software and machinery needed to streamline your workflow from design to manufacture.

As a CAD software developer and digital cutter supplier, AG/CAD provides bespoke solutions for all the niche requirements your business may have. Despite its huge capability, KASEMAKE software remains intuitive and easy for you to learn and use.

The DYSS range of digital cutters are the perfect manufacturing partner for the KASEMAKE suite of software. DYSS machines range in size from 1000 x 1300mm to 3200 x 3000mm and can be equipped with a static or conveyerised mat. These highly versatile machines reliably process materials including but not limited to – textile, paper, self-adhesive vinyl, PVC banner material, folding box board, Foamex, Correx, corrugated, honeycomb, Dibond (ACM) and acrylic. As greener paper-based media solutions are developed and become available, the adaptability of the DYSS range of machines will allow you to capitalise in new markets.

An area where precise manufacture is important is in the creation of cut lettering.

Lettering can range from kiss-cut labels and window vinyl to aluminium composite or acrylic shapes.

DYSS machines are built as manufacturing units, and as such, they must process your full range of materials accurately and consistently. The attention to detail starts with the tooling. All DYSS tools are CNC machined to a very high tolerance. All tangentially controlled tooling, including the kiss-cut and drag knife, are interchangeable. You have the option to add additional tooling as new markets are identified.

Accurate tooling requires precise control. DYSS machines are equipped with industry-leading zero backlash drive systems. Unlike some machines that rely on traditional rack and pinion drives, DYSS machines engage low-wear technology. Rack and pinion drives can degrade over time if not maintained perfectly, leading to inconsistency. Even with the most demanding combinations of material and cut profile, DYSS digital cutters retain accuracy. To ensure precise processing, DYSS machines can be fitted with optional depth calibration sensors. The non-contact method of measuring tool depth engaged by DYSS means that accurate cutting depth can be measured to 100th of a millimetre. When processing kiss-cut vinyl lettering, maintaining a precise cut depth, enough to cut the vinyl but not go through the backing paper, is essential.



The DYSS X7 and X9 range of machines can be specified with an optional high-frequency router. The inclusion of a router will give you the ability to process materials that are too thick or too dense to knife cut. Simple-to-use DYSS front-end software allows you to vary many aspects of processing, including spindle RPM. High RPM is made possible with a precision-made spindle and high-end bearings. Some materials require lower RPM to reduce friction as they are routed. Some materials, such as acrylic, benefit from the higher RPM on a finishing pass, producing results that often require no further processing.

DYSS machines can be equipped with an optional camera and software package – K-CUT Vision. The addition of a camera allows you to cut items accurately to register. With K-CUT vision, you can capture any registration mark that the printer has used. This facility aids trade manufacturers processing printed media generated with a variety of marks. Where it is not possible to use registration marks, K-CUT Vision can locate the material edges and use these to process the job.

Years of experience have allowed the developers at AG/CAD to create a seamless software and manufacturing solution. This experience is available to you.

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How do you prepare for cold-weather installations?

Dennis Leblanc, Senior Business Development Manager for North America, details key points that print service providers should consider when choosing the correct media for cold weather applications.

With the chill of winter now very much in the air, the minds of print service providers, sign-makers and specialist installers begin to turn to how they are going to cope with installing graphics in cold conditions.

While keeping themselves warm in often-sub-zero temperatures is one thing, ensuring that graphics are installed properly and do not fail is a different matter altogether. After all, the last thing you want is a graphic installation failure that could have been avoided with proper research.

Traditionally, pressure-sensitive print media has a minimum application temperature of 5°C (41°F), which in cooler climates only allows for graphic installation for half of the year. When choosing a print media, it is important to select one that has an application temperature to match your climate.

Drytac has several solutions that are cold weather install rated down to as cold as -20°C (-4°F). In fact, the aptly named Polar range features products that are all designed with low temperatures in mind, from installation, throughout the life of the graphic, and its removal.

The Drytac Polar range comprises a full selection of media for almost any graphics project need including:

- Polar Grip
- Polar Premium Removable (N America)
- Polar Premium Clear
- Polar Premium Air
- Polar Dynamic Clear R
- Polar Blockout
- Polar Street FX
- Polar Smooth 150
- Polar Smooth 150 Air
- Polar Transit
- Polar Transit Air

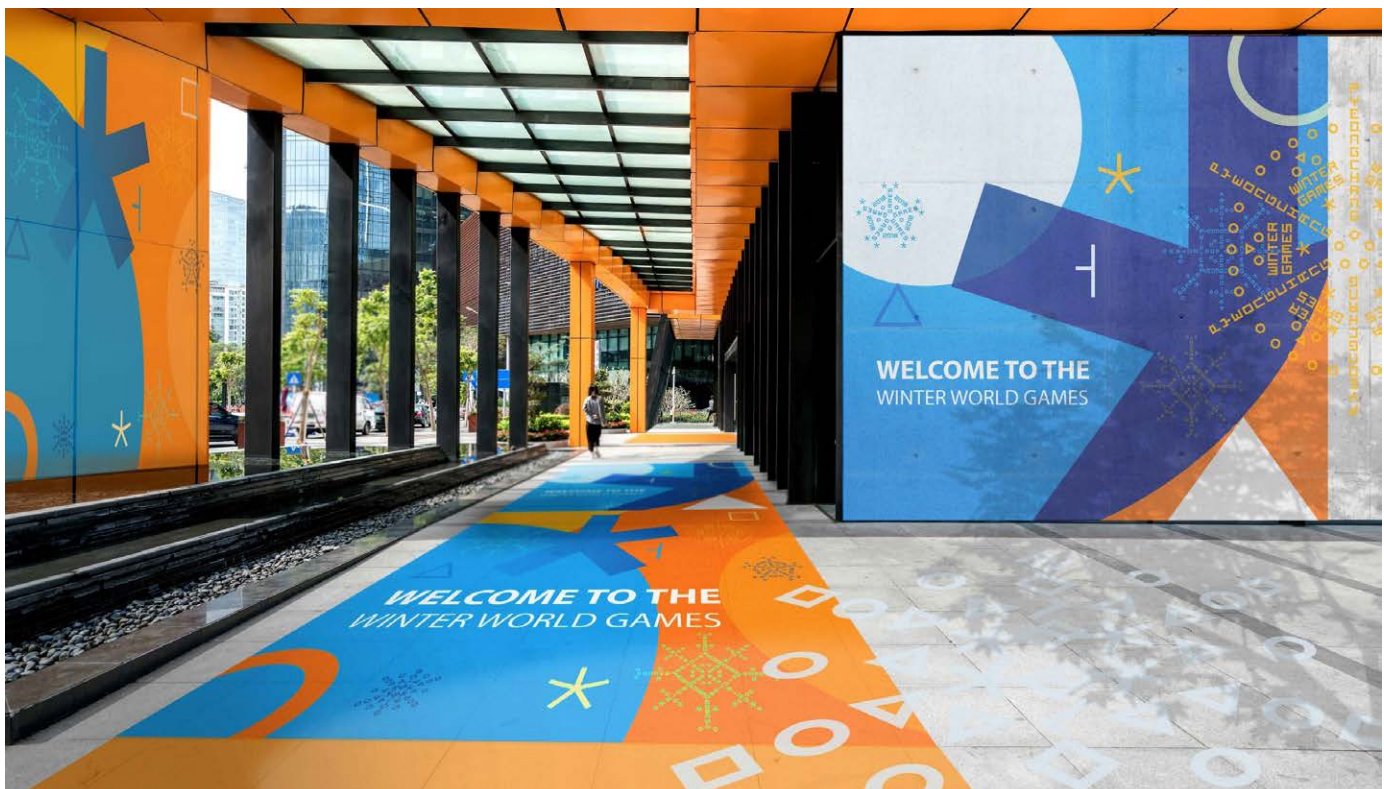
Polar Transit, for example, is often used for NHL rink board advertising across the US and Canada, demonstrating its durability in low temperatures during action-packed ice hockey games, just as much as for bus graphic applications.

The entire Polar range is extremely versatile; Polar Smooth 150, Polar Smooth 150 Air, and Polar Grip also fit the bill for the lifespan required and ease of application for rink boards, as well as multiple other cold weather applications.

Then there is the Drytac Air range of products – Polar Premium Air, Polar Smooth 150 Air and Polar Transit Air – all of which have an air egress release liner with bubble-free technology allowing for easy-to-apply graphics without the need for wet installation. This is absolutely key in cold weather environments as it eliminates the need for messy or frozen wet graphic installations, making the whole process much easier for installers.

Crucial to the success of a cold weather application projects is selecting the perfect combination of film, laminate (if necessary), and adhesive. If you've got any queries, Drytac's knowledgeable experts are able to advise which products will best suit the application you are working on.

www.drytac.co.uk

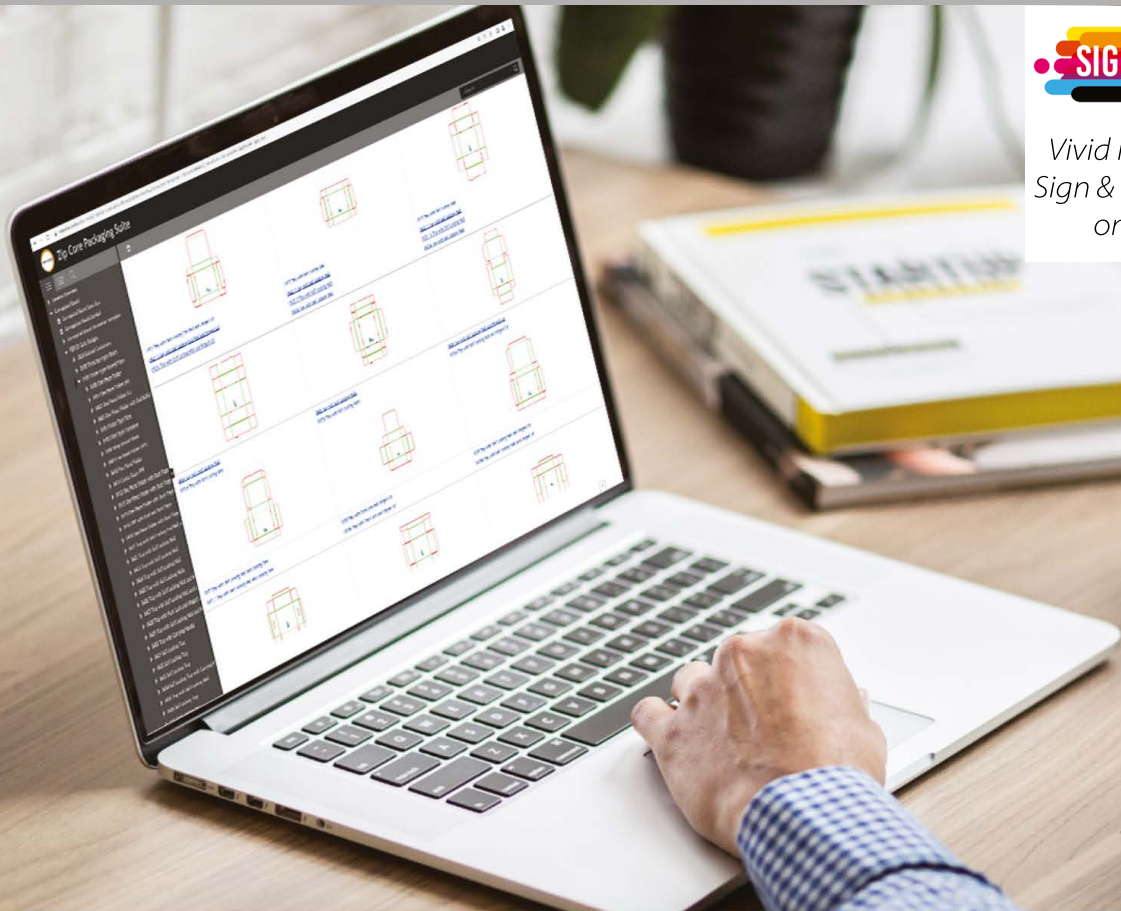


Crucial to the success of a cold weather application projects is selecting the perfect combination of film, laminate (if necessary), and adhesive.

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Industry View

Eye on... Fujifilm wide format

I recently visited the worldwide headquarters of Fujifilm's Wide Format and Speciality Ink divisions in Broadstairs. Despite working in this industry for 26 years, Fujifilm was a company I didn't know much about, and I want to put that right. What I got was a masterclass in running a modern and efficient manufacturing and distribution site, with advanced Lean Manufacturing and Continuous Improvement processes and a visible commitment to improving sustainability across the entire operation.

Broadstairs in Kent seems an unlikely venue for such a prestigious global enterprise and one that certainly raises the eyebrows of overseas visitors as they enter the postcode into their sat nav. It was initially based there for sound business and economic reasons and is still at its original site because of the dedication, determination and commitment of the people working there.

During the 1940s, Alexander de Gelsey, a young man from Hungary, arrived in England for a new life. He wanted to be a chemist, first manufacturing ink in his bathtub. He soon identified the screen-printing market and created specialised inks for it. In the 50s, he teamed up with a manufacturer of screen-printing machinery to form Sericol and built the factory at its current site in 1961. After various acquisitions and accreditations, Sericol remained a market leader in screen printing ink manufacturing. But in the late 90s, one man within the company had a vision of where the market was heading that would shake the company to its core. That vision was digital printing - and he wasn't wrong.

Kevin Jenner, Fujifilm Wide Format Systems' European Marketing Manager, reveals the concerns this caused at the time, "This was a big deal for Sericol because screen printing had been a very successful and profitable business for many years. Also, there was a big difference in manufacturing ink that could go through a screen printer and ink that could pass through the tiny nozzles of a digital printhead. But it was the right thing to do and, in my view, showed how this company has remained successful over many decades by identifying and responding positively to the changing needs of the market and our customers."

By 2005, UV inkjet ink manufacturing was very much in place, building a strong market and solid reputation. So much so that Sericol was acquired by the giant



The Broadstairs manufacturing plant follows a rigorous Continuous Improvement programme

Fujifilm Corporation. It is a testament to the people of this company, many of whom have worked for the company since well before this acquisition, that despite the many pressures faced over the years, this manufacturing plant, situated somewhat out of the way on the East coast of Kent, is one of Fujifilm's shining jewels.

Sustainability through actions, not words

Over the years, the Broadstairs site has won many awards, including Queen's Awards for Environmental Achievement and Factory of the Year. Key to this success is their adoption of a programme called Continuous Improvement.

Also underpinning everything that happens at this site is a true commitment to meeting the company's sustainability goals. Kevin is keen to talk about this, "I always feel we are in a difficult situation in terms of communicating what we are doing around sustainability. Companies are making grand claims, but when you look under the bonnet, many are not doing as much as they would like you to believe. We have never wanted to be tarred with that brush, but we also want to let people know about some of the amazing things we are doing. We have built sustainability into all of our processes, with experienced, knowledgeable team members who are constantly looking at ways to reduce waste and energy and minimise the amount of new raw materials we use."

On my visit to the site, I saw much of this for myself. I'm not an expert on designing and delivering measurable practices for improving sustainability, but it was evident that much thought, effort and investment was going into implementing tangible, results-oriented processes. There are already solar panels in use, and with further plans to install vertical wind turbines, Fujifilm is aiming to generate 20% of the site's electricity requirements using renewable energy by the end of 2023.

There were waste receptacles for everything and in all departments, including administration, R&D and the factory. I was assured that nothing has gone to landfill from this site for several years, and the Zero to Landfill formal accreditation is due to be awarded in 2023.



R&D is a vital part of the operations in Broadstairs

Continuous Improvement

Another way to reduce waste is to get things right, so you don't have to do them again. The factory has an outstanding 100% RFT – Right First Time in Digital Manufacturing and 97% in Analogue Manufacturing. "In 2005, when Fujifilm first took over, our score was just 45%," says Gary Burgess, the site's Manufacturing and Continuous Improvement Manager. "To achieve this transformation in customer satisfaction, we have taken everyone who works here on a journey with us to improve every aspect of our operations. It's great to see it being recognised and successful."

Communication is possibly the most important element of achieving positive results through Continuous Improvement. "If employees don't know what is happening, we can't expect them to support or replicate it," says Gary, adding, "For example, one of our most popular ideas is the operators' issues board where any ideas, constraint, wishes or concerns can be highlighted. Employees will get feedback to anything raised the following morning at their 5-minute morning meeting. Instant feedback lets the team know that anything raised by them is important to the management team and will get dealt with, ensuring we have an engaged and empowered team."

Fujifilm places a considerable emphasis on creating a positive culture within the business. Continuous Improvement requires everyone to be involved in shaping and delivering it. "We have introduced proven techniques for visual communications in the workplace, such as Kamishibai and Electronic Process Control (Takt) Boards. "These are excellent tools for delivering great productivity and performance improvements. As a team, we have delivered them with consistency and determination. On top of that, we reinforce our commitment to best practice so that we can achieve outstanding operational excellence," adds Gary.

The Kamishibai boards are a lean manufacturing tool used to visualise data in manufacturing facilities and track the status of various activities happening across a production process. "This has been adopted with enthusiasm by our team leaders, operators and office staff because it provides a simple, visual task reminder. The boards are easy to set up and install and they ensure repetitive tasks are completed. This simple technique has made huge improvements to our efficiency and productivity," Gary says.

To ensure the team are encouraged and supported to be part of the CI strategy, Gary highlights other important factors. "We ensured some quick wins to help the programme gain some early momentum. We also tried not to make too much of a big thing about it. People can be put off by big launches and meaningless jargon. We wanted everyone to see we were serious through actions, not words. We wanted to ensure we captured EVERY problem in the organisation and saw each one as an opportunity to improve. This gives people more responsibility and is key to empowering them as part of the overall programme."

Commitment to quality and improvement greatly extends to Fujifilm's manufacturing and R&D work in the laboratories. Like in the factory and the offices, improvements have led to significant cost-savings and a more environmentally-friendly, sustainable workplace. The whole area is designed for efficiency and productivity, is spotlessly clean and organised and staffed by friendly, determined and clearly very hard-working people.

Don't forget the printers

It is quite easy to get carried away by seeing all the great things happening in the laboratories and factory floors. But I was also interested to hear more about Fujifilm's printer manufacturing. In 2019, the company returned to the drawing board to define what it called a 'new blueprint for UV inkjet print performance'.

The result was a brand-new range of Acuity printers that have already captured the market's attention since their launch at FESPA earlier this year.

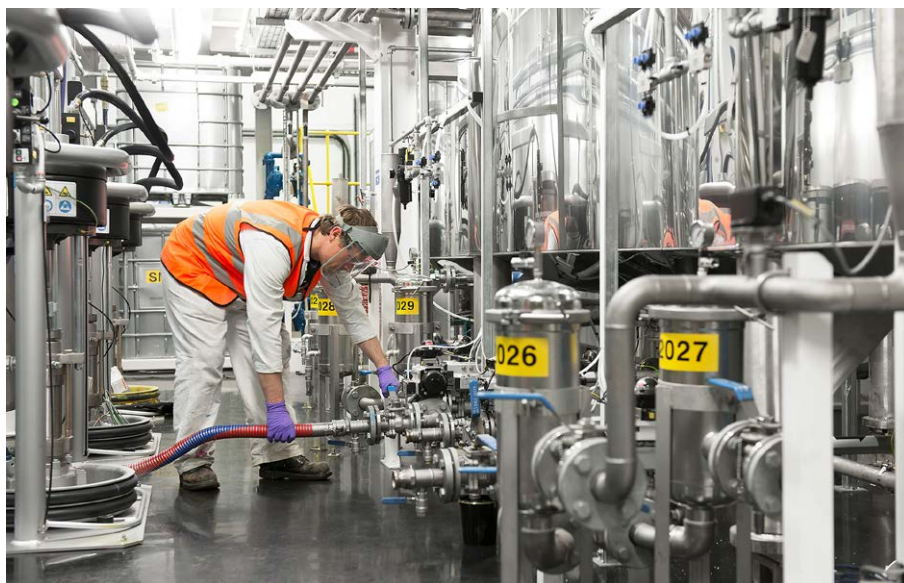
Seeing the testing and validation in action in Broadstairs, you can see the incredible attention to detail that goes into these machines. They are big, they are tough, they are fast, and they print some seriously good-looking output. They also manage to do this at a competitive price!

Kevin explains, "When it comes to printers, customers look at three key elements. Speed, quality and price. Raising or lowering the bar with any of these elements will always affect the others. Our challenge is to minimise any compromise to deliver printers with the highest possible speed and quality at the most competitive price. I believe Fujifilm has done that with the Acuity range, and many in the market agree."

To close

My visit to Fujifilm was eye-opening. This is a huge organisation that is demonstrably focused on looking after its staff, its customers and the wider planet. I will follow their progress with interest, particularly the commitments to zero landfill, increasing renewable energy and minimising the use of new raw materials. Many thanks to Kevin and the team at Fujifilm for welcoming me to the site and showing me around.

print-emea.fujifilm.com



The factory has an outstanding 100% RFT – Right First Time in Digital Manufacturing and 97% in Analogue Manufacturing



Industry View

Ricoh list the benefits of latest features in their latex printer

Sign Update asked Stewart Cobby, Inkjet Sales Manager, at Ricoh UK about the latest technology in their latex roll-to-roll printers and what the latest features mean for sign-makers. Stuart summarised with:

No gassing. It's ready to hang

Ricoh's latest roll-to-roll printer, the Ricoh Pro L5160e, uses fast-drying latex inks. Unlike conventional solvent and eco-solvent inks, Ricoh's latex inks do not require gassing-off. Reducing production times, media is delivered dry and can immediately be hung or moved to secondary processes, such as laminating.

Ideal for indoor signage

Grow your business by producing floor graphics, wall coverings and static clings for indoor use. Ricoh's GREENGUARD® certified latex inks do not emit noxious odours, which means no venting is required. The ready-cured print media can be installed in sensitive indoor environments, such as healthcare, education and hospitality.

Perfect for outdoors too

Ricoh's latex inks hold their colour against the elements. Durable and scratch resistant, they are perfect for outdoor signage applications. You can leverage the broad media support of the Pro L5160e to create lucrative outdoor products, such as event banners, vehicle wraps and bus shelter advertising. And using our white ink, you can also create stunning backlit day/night panels.

Faster throughput speed

Printing at speeds of up to 46.7m² per hour, the Pro L5160e streamlines production, helping you to meet the demand for high-quality, fast turnaround work. Ricoh's unique drop-on-demand printhead technology speeds production and ensures that high-quality output is delivered at pace. Irrespective of the media, the output is delivered dry, fully cured and ready for installation.

Lower print temperature

Because Ricoh's latex inks cure at lower temperatures than other latex inks, the Pro L5160e is able to print reliably onto heat-sensitive media, such as PVC, PET and fabric. With smudging from uncured inks and cockling from overheated media no longer an issue, you can expand your product range to include window graphics, vehicle wraps and wall hangings.

White ink applications

Ricoh's high-opacity white latex ink helps expand your printable media range to include clear, dark and coloured substrates. Use white as a mid-layer for printing day/night backlit applications or as a base under CMYK to protect colour integrity. As a spot colour, opaque white creates an eye-catching element in text, images and patterns to turn heads and capture attention.

Wider colour palette

And white isn't the only standout colour. The pigments in Ricoh's specially formulated second-generation latex inks combine to produce vibrant colours and dense blacks with a matt finish. And Ricoh's new Orange and Green inks can be used to match corporate colours. Offering a wider colour palette than other latex printers, the Pro L5160e brings posters, banners and point-of-purchase materials to life.

Minimise running costs

With its low running costs and maintenance-free performance, the Pro L5160e will enhance your bottom line. Ricoh's innovative variable drops size print process reduces ink consumption by as much as 48%. And, reducing running costs, the stainless steel printheads continue to deliver day-one quality over years of reliable use, without need for replacement.

RICOH

www.ricoh.co.uk



The option of orange and green inks for its RICOH Pro L5160e and RICOH Pro L5130e extended gamut latex large format printers allows the accurate reproduction of a wider range of Pantone and brand colours.

Sustainable solutions at the heart of 'Fujifilm House'

In October 2022, Fujifilm officially opened 'Fujifilm House', its new UK headquarters in Bedford, which boasts more than 30,000 square feet of attractive working space, built with sustainability in mind.

Fujifilm has opened a new and improved UK headquarters in Bedford, a short distance from its previous site, where business operations had been located since 1983. Sustainability considerations were integral to the new building's design and the new site's excellent BREEAM environmental rating underlines this point.



Protecting wildlife habitats

In designing the new building, Fujifilm worked with the Wildlife Trust for Bedfordshire, Cambridgeshire and Northamptonshire, one of its corporate charity partners, to keep the environment around its UK HQ site as habitable as possible for plants, wildlife and animals.

For example, the Trust advised on biodiverse landscaping, implementing flowers and plants to maintain habitats for creatures that live on-site, as well as encouraging more wildlife to the surroundings.

Additionally, by installing permeable slabs in the Fujifilm House car park, Fujifilm is able to nurture worms residing in the ground, prevent flooding and help maintain the water table.

Catering further to the wildlife, Fujifilm is in the process of adding bird feeders and bat boxes around the outside of the site, as well as installing bee hotels around the car park, which will provide a nesting space and shelter to bees and mini beasts.

Energy efficiencies

The site's 80 rooftop solar panels are able to generate up to 63,000 kW of electricity each year, saving an impressive 29 tonnes of CO2 emissions annually. On a sunny day, they collectively generate enough electricity to sustain the whole building without needing to draw energy from the grid.

Meanwhile, the site's interior is fitted out with intelligent LED lights, which are triggered by motion sensors, turning on when they detect movement and remaining off when rooms are empty.

The temperature in the main areas of the building – all inside areas except offices and meeting rooms – is maintained with a centrally controlled comfort cooling system, which is turned off overnight.

To accommodate Fujifilm's evolving company fleet, as well as anticipating the shift away from fossil fuel-powered vehicles, the car park at Fujifilm House has 16 charging points for colleagues and visitors to use, and there is capacity to provide double this number in the future as demand grows.

Waste management

A continued part of operating sustainably at Fujifilm House involves reducing waste and recycling, where possible. A waste sorting system, comprised of bins with different coloured lids, enables rubbish to be sorted into general waste, printer cartridges, plastics and cans, and paper and cardboard, meaning it can be disposed of or recycled accordingly.

Steering away from single-use plastic cups on-site has encouraged the take-up of reusable cups, while each water dispenser has a digital counter which tallies up and displays the number of plastic 'water bottles saved' during each use.

Naturally clean

Fujifilm has also taken steps to keep its UK headquarters clean and tidy, in an eco-friendly manner. The toilets are flushed with water

obtained by a rainwater collection and storage system, and toilet paper is made from completely recycled material. Even the toilet roll dispensers are made from recycled Tetra Pak packaging.

Installed throughout Fujifilm House is Soap2o – one of the most sustainable soaps on the market. The cleaning agent, which is made from biodegradable materials, is sold as tablets which can be added to water to form a liquid soap. Benefits of the soap include its natural (pomegranate and pink grapefruit) fragrance, lightweight delivery compared with bulky and heavy traditional liquid soaps, a reduction of packaging by up to 70% and the elimination of single-use plastic packaging.

The cleaning routine on-site involves an ioniser which adjusts the pH of the water to create a strong alkaline liquid that is suitable for sanitising. After around 24 hours, the ionised cleaning solution gradually neutralises back into water, meaning that waste going down the drain is both neutral and natural. The process of using ionised water as a cleaning solution – also known as stabilised aqueous ozone – means the use of traditional, chemical-based sanitising products is minimised.

Andy Kent, Divisional Manager at Fujifilm Graphic Communications UK, comments: "It's important for us all – at an individual and corporate level – to take steps to protect the planet. Our new UK headquarters further demonstrates Fujifilm's commitment to sustainability across our business, and we look forward to developing our approach and innovating for a sustainable future from Fujifilm House."

fujifilm.com/uk/en/business/graphic



The new UK headquarters with more than 30,000 square feet of attractive working space, built with sustainability in mind.



Industry View

The Q is for Quality

Deciding to install a UV printer is always going to be a big decision for your business. Flatbed or roll-to-roll, the investment will be significant, and it will impact your revenue and profitability for years to come. As with all big purchases, you need to focus on what is most important to your company and what is most likely to make your investment successful.

Of one thing, there is no doubt. There are plenty of choices. And you need to make sure it's a good one.

I had the pleasure of being invited to the UK office and showroom of swissQprint in Bracknell. From the moment I stepped into the building, there was a comfortable and relaxed atmosphere, and as I got to know the team through the conversations and demonstrations, I could see why.

Pride of place in the showroom are two printers: the new Karibu roll-to-roll and a Nyala flatbed. I got a powerful sense, particularly from Simon, service manager, and Marcin, print solutions engineer, that these printers were like part of the team. They were valued and treated with respect, and this respect was reciprocated with reliable, high-quality printing.

It led me to think that this is how swissQprint's many customers must feel about their printers. Indeed, when I posted about my visit on social media, one customer was keen to say how much they love their Nyala.

And I can see why. The design of the printers is very, very clever. It's as if they have thought of everything an operator could possibly want and built it into the machine. Easy-to-read light bars tell you that media is lined up properly, cleaning processes are simple and easy to perform with minimal ink wastage, a unique vacuum system is controlled by innovative 'Tip Switches', and safety measures are in place to make sure you cannot trap fingers in any part of the machine. And there are many more such features. These printers are built to be used comfortably and safely, efficiently and productively.

This isn't marketing hype, either. swissQprint's focus is very much on innovation and R&D. Even the marketing materials they showed me are of the highest quality. Beautifully presented books and folders celebrating the achievements of their printers in the hands

of imaginative and creative customers around the world.

Generations of Quality

swissQprint's product history is as solid as its printers. The company has stayed true to its roots of delivering high precision, reliability, performance and service. These are what the company calls its four pillars, and it has served them well. The swissQprint name is synonymous with high-quality and very reliable machines. With each new generation of printers they launch, they raise the bar a little higher, helping their customers stay ahead of the competition.

They have recently launched the 4th Generation of their flatbed printers, which delivers an increase in production speed and quality, as well as a host of operational innovations. I watched the new printhead working at more than 200sqm/h with perfectly acceptable quality. And with a click of a mouse, it shifted to 1350dpi image quality, ideal for high-end photographic reproduction and other applications requiring the best possible detail. They even showed me 2pt text printed with white ink (I checked with a magnifying glass, and it was spot on!)

It is also worth noting that while all this innovation is available, not all of it is necessary for every business. But that's OK because all swissQprint machines are individually built and configured for each customer. These are modular systems in every sense of the word, with a commonality of parts across the product

ranges. You choose what you need, and as your needs change, your printer can be upgraded and adapted quickly and easily to change with them.

Another advantage to having your new machine built-to-order is that the swissQprint engineers will also put it through its paces and make sure it is fully calibrated for your requirements before it leaves the factory floor. It arrives loaded with Caldera RIP on a Monday morning for installation and training, and you are ready to go full steam ahead before the week is out.

swissQprint Greentech

Sustainability is often a difficult subject for printing companies, but swissQprint has a practical and realistic message that is borne out by measurable facts. UK Managing Director, Erskine Stewart, explained to me, "Giving value to our customers is important to us, and so is giving equal priority to the health of users and the protection of our environment. We aim to keep our ecological footprint small by using as many local suppliers as possible. 90% of machine parts are sourced in Switzerland, where every printer is made."

He continues, "All of our printers are rated ISO2690:2018 for energy efficiency. The UV printing process requires neither heating nor ventilation, which keeps the energy requirement low. LED lamps consume little electricity and have low emissions. And perhaps most importantly of all, our printers have a service life of



swissQprint Karibu 2 prints on a variety of roll media

over 12 years, with low maintenance, few spare parts and minimal service visits. This all adds up to as green a printing solution as you will find anywhere.”

The importance of swissQprint's ISO2690:2018 energy rating becomes apparent when you compare it with other items consuming similar energy. To produce 200m² (the area of a tennis court) of printed output on a Nyala requires 3kWh. The same amount is required to drive a Tesla for 16 miles or keep an electric kettle on constantly for an hour.

Value proposition

swissQprint customers range from one-man bands to huge multinational corporations. It is not the size of the company that drives the need for these printers; it is how much that company is dependent on them. If the printer stops running, what does that cost the company? In some cases, that could be everything. swissQprint installs printers that it knows won't let its customers down. That is its true value proposition.

Erskine adds, “Unscheduled call-outs are incredibly rare for our printers. The machines have an easy daily maintenance routine that keeps them working in top condition, and we regularly visit to service them and carry out routine checks and balances. Most support issues are easily resolvable over the phone, and in the rare situation that a part needs replacing, because of the commonality, we hold them here in stock and can get them onsite and installed very quickly.”



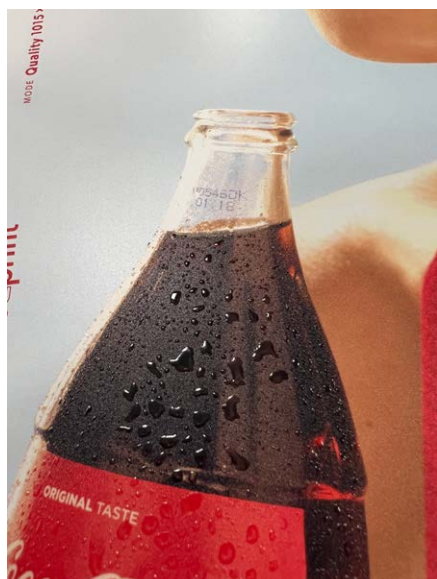
High-quality tandem printing in action on the Nyala 4

He continues, “We know our customers are heavily reliant on our printers to keep their businesses operating and profitable, and over the last 15 years, we have shown that this is a responsibility we deliver on. Our engineering and support team are excellent, and we have great relationships with all our customers. Also, as a company, we welcome and value our customers' input. Understanding how they use our machines and what they would like to do to develop further helps us continually innovate and improve our solutions.”

Conclusion

If you are considering a UV printer, you are probably already at a stage where you are expecting to make a significant investment. It's important and is likely to be the most crucial decision you will make for your business for some time. I can heartily recommend taking a close look at swissQprint to see what these printers can do, particularly if quality, reliability and versatility are what you are looking for.

www.swissqprint.com



Varnish can add 3D effect on prints



swissQprint's Nyala 4 UV flatbed is available to see at their Bracknell showroom



Signwright (UK) and William Smith look back on refurbishing Beverley Racecourse

One of the most common questions clients often have is how durable architectural films are.

To answer that, William Smith recently revisited a project from 2016 to see how it was standing the test of time...

The project

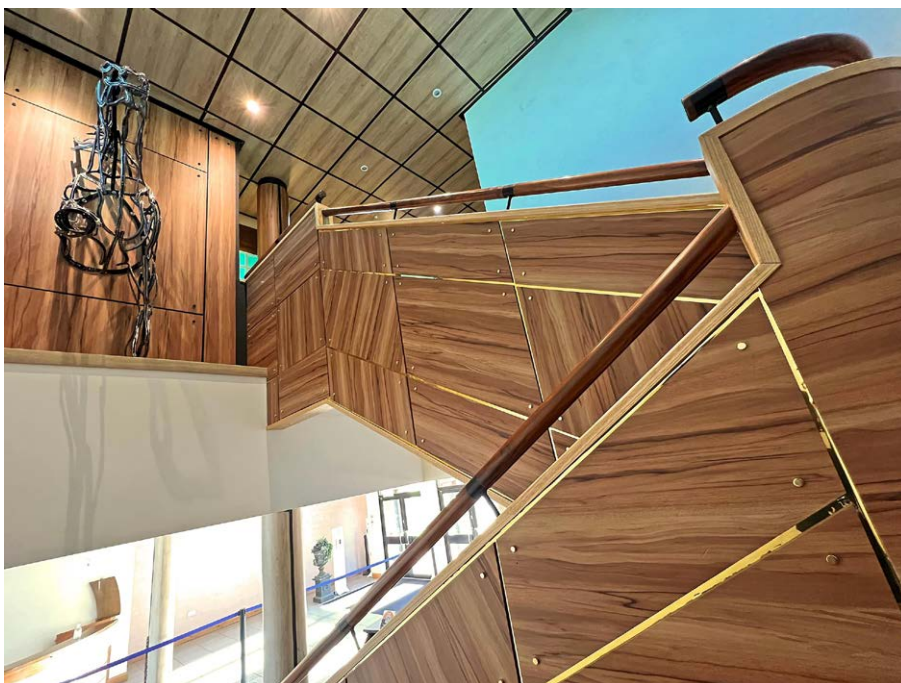
In 2016, the experts at William Smith worked with Signwright (UK) on a prestigious contract for Beverley Racecourse, focusing on refurbishing the bar and other areas used for corporate entertaining using an architectural finish.

The brief required a finish that would complement the features of the overall project, providing a high-end look without a high-end cost, all within a tight 12-week timescale. The William Smith team recommended 3M's DI-NOC self-adhesive film as the premium solution to meet the demands of this testing application.

With more than 1000 patterns in a wide range of shades, surface textures and finishes, DI-NOC offers unlimited flexibility to create natural or hi-tech designs for all sorts of environments.

Speaking at the time, Signwright managing director Matthew Wright said: "In order to help the architect and client select the colour and finish from this extensive range, William Smith supplied sample boards of the material so that everyone concerned could get a real feel for the product and how it would look. This was essential to the project due to the prestige nature of the area of the racecourse concerned."

To create a sense of warmth and opulence, wood-effect films were chosen in a number of shades, giving the racecourse a luxurious feel with an element of the natural world.



The results

More than six years on, the racecourse still looks as good as new, thanks to the remarkable endurance of 3M's DI-NOC film.

The range is made of durable cast PVC, which can be used to extend the life of existing fixtures and fitting by an average lifespan of 12 years. In fact, in many cases, it is more resilient than other wall coverings, with four times more resistance to scratching over painted surfaces. This ensures a high-quality finish that is scuff and abrasion resistant to withstand everyday wear and tear, particularly in the bar areas of the racecourse.

The films are up to six times more UV resistant than other versions on the market, meaning they won't fade in the sun, even in areas close to windows or doors exposed to natural light. They are also easily cleanable (something we're all more conscious about these days) with standard cleaning products, with no deterioration of the surface.

All of which means that Beverly Racecourse looks as good now as it did the day it was installed.

What's more, given the low cost and ease of using architectural films, it has also provided a sustainable way of creating

a whole new look, without the wastage of ripping out and replacing. The project saved a lot of structurally sound material from going to landfill, as well as saving the client budget too!

Wrapping with 3M DI-NOC is fast becoming the preferred option for updating commercial interiors. It's hard to believe that architectural finishes can really be as durable, as more well-known options such as HPL or veneers, but this project is such a great example of that. The surface finishes look just as good as the day they were installed.

If you have a project in mind, you can talk to the William Smith team, request a sample or find your nearest trusted installer, all on the Architextural website.

www.architextural.co.uk



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Sustainable exhibition stand success

When Woodlodge needed to find a sustainable solution for their largest exhibition stand to date for Glee 2022 – the international festival for all things garden, leisure and pet – they turned to Antalis.



Antalis recommended Xanita fibreboard, an engineered fibreboard made from recycled used cardboard boxes. With its re-usable, recyclable and part-recycled core, Xanita is a lightweight, high strength fibre board ideal for eco-friendly decorative and structural applications, including POS, shop-fitting and exhibitions.

The stand's primary structure, comprising an 800 square metre wall system made entirely from Xanita fibreboard, was designed by Xanita and manufactured by the team at Woodlodge's own dedicated print production suite, led by Graphic & Production Manager, Steve Partington. Design and manufacture of the stand's non-structural components were carried out by the Woodlodge team. For production, five further products from Antalis Visual Communications range of sustainable products were selected:

Libra Grey Centred Display Board – used to create 'skirt' wraps for the base of two of the stand's display units, and to produce racking panels and shelf strips.

Katz Display Board – used to create 'skirt' wraps for most of the stand's display units, and to produce product boards.

Coala Printbond – used for primarily decorative purposes, but to also hide carry holes on the large corner plinths.

Priplak – used to create robust product tags 50 x 80 mm in size – every product Woodlodge sells is pre-priced and barcoded. Priplak was also used for product backing cards on blister packs, chosen because of its outstanding print quality and weather resistance.

Coala Walk and Wall – printed with a brick effect and used to wrap large wooden plinths located on two of the stand's corners. Steve commented, "To be able to feel the texture as well as see it in the image is really cool!"

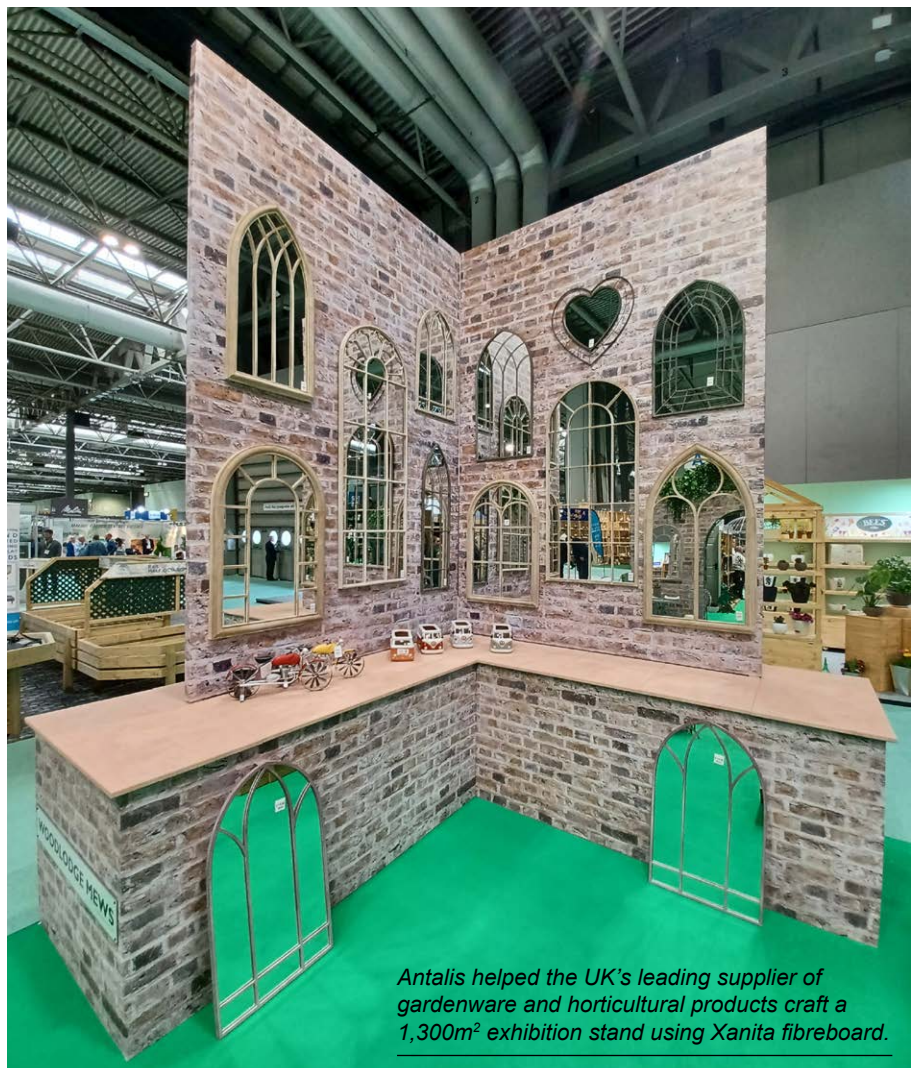
In total, the stand featured over 1,800m² of printed and cut material and was a staggering four metres tall at its highest point, creating a showstopping presence.

Steve Partington comments, "Using Xanita offered us a massive saving in production as well as the benefit of being sustainable. In addition to being able to reuse some

parts of the stand at another show just two weeks after Glee, we could also recycle pretty much the entire stand into standard waste streams, practically eliminating landfill waste from the show, it also offered us a huge reduction in cost compared to the quote we received for a conventionally constructed stand – it's a brilliant result all round."

Product Manager for Visual Communications at Antalis, Paul Neale, comments: "There is no doubt that Xanita fibre board is the solution for production of sustainable exhibition stands. It's a remarkable material that, as well as being sustainable, is also cost-effective when compared with traditional stand builds. We recently used Xanita to create our own Antalis stand, Sustainable Street, for which we have just won a top Platinum award at the World Exhibition Stand Awards 2022."

www.antalis.co.uk



Antalis helped the UK's leading supplier of gardenware and horticultural products craft a 1,300m² exhibition stand using Xanita fibreboard.

Mimaki 3D printed models star in ITV trailer for Emmerdale soap opera

When ITV's Emmerdale soap opera reached its milestone 50th birthday, the show's producers marked the occasion with a series of stories that came to a head in a gripping special episode that aired on 16th October. Weaving the show's past with the present, an all-action climax saw a deadly storm hit the village and, in the run-up, viewers were treated to a powerful trailer, that featured starring cast members recreated as full colour 3D printed models, produced on the Mimaki 3DUJ-553 printer.

ITV contacted Cheshire-based 3D scanning and printing specialist Europac3D to establish the possibility of 3D scanning and colour printing for the project and, as the company's Operations Manager Danielle Kenny recalls, things soon began to get interesting. "This started out as a very innocent enquiry but grew quickly into an enthralling project."

"We visited ITV at their offices in Leeds and scanned the cast members using the Artec Leo scanner," she continues. "We had a full day on site with the team and scheduled the actors to attend specific timeslots, during which they were scanned in costume, holding poses to match the requirements of the animated trailer."

The Artec Leo scanner is a portable, handheld 3D scanner, and is the first system to offer full onboard automatic processing. With its inbuilt HD screen, the 3D replica can be viewed during the scanning process, to ensure that all areas of the object (or in this case, the actor) have been correctly captured.

Kenny continues, "Once the scanning was complete, we processed the files back at Europac3D to prepare them for print, with every model edited to enable two different sized versions of each to be produced."



The Mimaki 3DUJ-553 is the world's first 3D printer to output in up to 10,000,000 colours

Europac3D called upon UK and Ireland Mimaki distributor, Hybrid Services to create the final models, printing them on the high-end Mimaki 3DUJ-553 full colour 3D printer. "The Mimaki was the only solution available to us to complete the job," cites Kenny. "We needed full colour output that would stand up to close scrutiny on the nation's TV screens, and with its ability to print up to 10,000,000 colours, the Mimaki fit the bill perfectly."

The Mimaki 3DUJ-553 has a build area of 500 x 500 x 300mm, which allowed the characters to be batch printed using Mimaki's layout software to optimise the print process. Mimaki's range of full colour 3D printers use UV curable ink in conjunction with water soluble support material to build the models, and once printed, the figures were placed in a water bath to allow the support material to dissolve, before final cleaning. "The non-invasive removal of the support material ensured no time was lost through

breakages and ITV's deadline was hit with time to spare," Kenny recalls.

Aired in the weeks prior to the landmark episode, the trailer is a 1-minute animated scene, depicting the explosive impact of a huge storm on the fictional village. Key characters are shown in emotive poses, suspended in time as the storm wheels around them, and as the camera pulls back, it becomes apparent they're actually portrayed as decorations, set amidst a vast cake situated in the village pub.

"The finished trailer is a really dramatic watch, and the 3D printed models were really put to the test during the filming," Kenny concludes. "The producers were delighted with the results of the scanning and printing – and it was a privilege to be able to contribute to a memorable bit of TV history."

www.hybridservices.co.uk/3D
www.europac3d.com



Characters from ITV soap Emmerdale were scanned and 3D printed using Mimaki's full colour technology.



Mimaki 3D printed characters starred in the recent trailer for Emmerdale's 50th Anniversary episode on ITV



Premier plant 600 native broad leaf trees

Pepper Wood is the home of where it all began. In Fairfield, Bromsgrove, Worcestershire Carbon Capture was born in partnership with Premier and the Woodland Trust.

On the 6th December 2022, 30 of Premier's dedicated environmental champions gave an early Christmas present back to mother nature. The small but mighty team of tree planters dug deep and persevered in relatively kind weather conditions from 10:30 to 12:30. Overall, 600 native broad leaf trees were planted in the Woodland Trust's Pepper Wood on a brisk winter's morning.

Pepper Wood spans over an impressive 147 acres in the rolling Worcestershire country side near to the market town of Bromsgrove. The Woodland Trust gained possession of the community woodland in the early 1980s and ensured it remained a green sanctuary honouring its history and beauty. Pepper Wood is a formal conservation designated area, also known as a Site of Special Scientific Interest (SSSI). This is due to its high conservation value through containing an extensive variety of trees, shrubs and flowering plants which are all protected by the Trust. This remarkable woodland is home to a whole host of wildlife including woodland birds such as nuthatch, jay, marsh tits and great spotted woodpeckers and at night tawny owls. The woods also provide a valuable habitat for the rare land caddisfly and the white admiral butterfly along with a number of uncommon moths.

Pepper Wood, in all its beauty, is one of Premier's cherished tree planting locations. This site was the seed which sparked the concept of the Carbon Capture programme back in 2008. Over time this idea grew and has branched out to become the print industry's leading environmental programme.

The programme mitigates the CO2 emissions from the production and distribution of paper and materials purchased from Premier and gives customers and their clients the opportunity to join many major brands in doing the same. Every penny raised goes to the Woodland Trust to be directly used to plant native woodland in the UK.

The Woodland Trust have bought a plot of land extending the edge of Pepper Wood. Premier and their customers were the first group to take on the open space and begin the work of planting native trees on the newly acquired land. An impressive 600 trees were planted by the team of 30 customers on the morning of the 6th December, with

many eager to continue the work. A diverse mix of people were in attendance, from first timers to seasoned professionals, the day was a success. Connecting over a common purpose brought everyone together as a team to help build a nursery of woodland for future generations to enjoy.

"Getting out and planting trees to protect our future, is brilliant for the youth and the local community. I'm really pleased and delighted at what everyone has achieved here today, coming together and planting trees; everyone is demonstrating their commitment to nature and improving their sustainable development goals and it's just amazing!" Hussein Ismail, Sustainable Business Director.

Through the Carbon Capture programme, Premier and their customers have already planted over 400,000 trees across the UK, captured 92,000 tonnes of CO2 and donated over £1.5million to the Woodland Trust since its launch in 2012.

www.paper.co.uk



Quality Print Services relocates to new purpose-built premises

Quality Print Services relocates to new purpose-built premises Quality Print Services (QPS), the one-stop-shop for the wide-format print market, is delighted to announce its relocation to brand new, purpose-built premises as part of its ongoing commitment to delivering a high quality service to customers.

The dedicated facility is significantly larger than the previous QPS premises and features a fully air-conditioned ink warehouse for the storage of a wide range of ink products including Nazdar digital inkjet inks and DuPont Artistri textile inks.

The new premises also houses a full demonstration suite for market-leading print hardware such as specialist UV

flatbed printers from ColorJet and wide-format print machines from Roland DG.

In addition, the larger space will allow QPS to store more spare parts on site, meaning the company can respond faster to customers' requests and significantly reduce downtime caused by technical faults.

QPS completed the move to the premises in early December and is looking forward to welcoming the first visitors for live demonstrations of its printing technologies. QPS Managing Director Chris Bailey says: "We're incredibly excited to have moved to the new facility, which will allow us to deliver an even higher quality service to our customers."



"The ability to run live demos of a range of kit on site, as well as store a greater selection of products at a single facility, will significantly benefit our valued customers across the UK."

QPS can be found at: Unit 19 Seafire Business Park, Tollgate Road, Burscough Industrial Estate, Burscough L40 8AH

www.qualityprintservices.com

300 celebrate UK Graphic Awards gala dinner

The UK's wide format print industry celebrated its biggest achievements of the past year at a glittering gala dinner on October 5th, at the second UK Graphic Awards.

Companies large and small came together from across the UK to learn who would win what has become a highly coveted set of awards since their inception in 2021.

Founder of the event Dan Tyler commented "If last year was about celebrating the wide-format print industry's reawakening, then this year was all about being reminded of what it's capable of when firing on all cylinders. The calibre of

entries, the number of companies getting involved, and the energy in the room on the night were just incredible."

ITV's Emma Jesson led proceedings on the night, with gold, silver and bronze prizes being handed out across a range of categories including Retail, Events & Exhibitions, Branded Interiors and more.

The biggest winners of the night included Wild, who scooped up 5 prizes, Faber Exposize UK and ImageCo who were crowned Wide-format Print Company of the Year with 30+ and under 30 employees respectively. ImageCo's winning entry in the Exhibition category was also crowned Best in Show.

Faber Exposize team member Iva Dobрева received special recognition, winning the hotly contested Rising Star award.

Jesson expressed the organisers' gratitude to the industry for adopting the awards and was widely praised for her excellent hosting skills.

The organisers haven't taken their foot off the gas, with their 2023 event already confirmed for October 4th, this time in Birmingham.

This follows news that they've launched a sister event for signmakers in the UK & Ireland. The inaugural gala dinner for The Sign Awards will take place on March 22nd, also in Birmingham, with a launch set for November 1st.

To see a full list of all the winners from the 2022 UK Graphic Awards and register for updates on next year's event, visit:

ukgraphicawards.com



Liyu UK's Eddie & Tracie present the Exhibitions award to Imageco



Paul Fitch (AGFA) and Emma Jesson announce the Best in Show award

Spirit Displays proudly announce a merger with RTD Systems

Spirit Displays Ltd are proud to announce a merger with RTD Systems which includes partnering with Octanorm Vertriebs GmbH through an exclusive licence agreement for the production and sale of Octanorm products in the UK and Ireland.

"This is an exciting chapter in our 19-year history," says Alistair Weight, Director at Spirit Displays. "We see growth potential for our business in the exhibition, event and experiential sector. The Octanorm solution brings a huge range of profiles, accessories, system-based products and creative opportunities to enable us to move in this direction."

Alan Sheridan, the owner of RTD Systems will retire from the business in March 2023, staying on in a consulting position to ensure a smooth transition.

"The experienced Octanorm UK team will continue in their existing roles, as part of the wider Spirit

Displays organisation, and continue supporting our valued customers with high quality products, an eco-conscious approach, and excellent customer service," says Sheridan.

"There is a great synergy between the two businesses with our combined knowledge of aluminium design and processing. This opportunity increases scope for even more

solutions in retail and commercial graphics and structures," continues Weight.

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Spirit Displays fabricate custom aluminium frame solutions for the graphics and signage industry, specialising in tailor-made solutions. It is a family-run company with 23 employees working from their manufacturing facility in Broadbridge Heath, West Sussex.

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Alan Sheridan (left), the owner of RTD Systems with Alistair and Hadley from Spirit Displays

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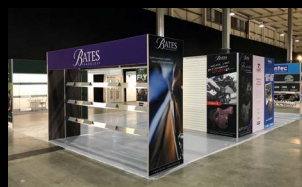
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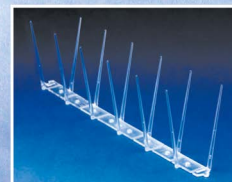
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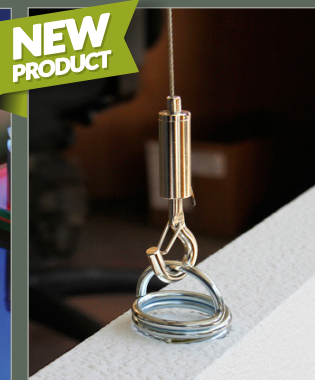
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www.smith-signdisplay.co.uk

Part of William Smith Group 1832, we are a leading trade-only fabricator of commercial signage products including Built-Up Letters. With over 200 years industry experience we are able to assist with all project types including Face Illuminated Letters, Halo illuminated, Rim and Return, and standard Non-Illuminated Letters.

SPECTRON LED LTD

102 Chapel Walks, Chapel Street,
Salford, M3 5DW

Tel: 0161 263 8828

sales@spectronled.co.uk

www.ledsignsandlighting.co.uk

Specialist trade suppliers of premium quality, stainless steel 3D built-up letters and logos with face, edge-lit or halo LED illumination. Hand finished. Inside letters are painted white and LED light sources will be provided and fitted. No minimum height of letters. Choice of mirror or brushed finish. Spray painting to any RAL colour FOC. Approximately 10 day turnaround. Very competitive prices.

WATERJET SIGNS LTD

Continental Approach, Westwood
Industrial Estate, Ramsgate Road,
Margate, Kent CT9 4JG

Tel: 01843 225666

waterjetsigns@btconnect.com

www.waterjetsigns.co.uk

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

CABLE DISPLAY SYSTEMS

ISPI TRADE LTD

Unit 3.3 Strathclyde Business Park,
19 Starling Way, Bellshill ML4 3PU

Tel: 0141 764 1600

sales@ispitrade.com

www.ispitrade.com

Cable display systems are simple yet highly flexible. Available in high quality solid brass with a polished chrome finish or satin finish aluminium. Cable systems can be used for modern retail shelving, displaying signage and LED window displays which are highly effective for shop fronts. We supply all parts individually or as simple to use complete kits. Need help? Use our new online chat.

SHOPKIT GROUP LTD

Unit 3 Swanstons Road, Great
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Tel: 01923 818282

www.shopkit.com/brochures/

Shopkit manufacture versatile cable & rod display systems to support signage & graphics in our UK FACTORY, offering quality products at COMPETITIVE PRICES in different sizes & metal finishes, with an ONLINE SHOP with next day delivery & quick lead times on CUSTOM ITEMS. Products include sign hanging systems, banner systems, graphic & poster displays, poster & brochure holders & cable fixing kits.

CAST SIGNS

FALON NAMEPLATES LTD

10-13 Stephenson Court, Barrington
Industrial Estate, Bedlington,
Northumberland NE22 7DN

Tel: 01670 530136

quotes@falon-nameplates.co.uk

www.falon-nameplates.co.uk

Falon Nameplates are a family run business, we have been in the manufacturing business since 1952 and are the largest cast signage company within the UK. We specialize in many areas, these are some we think you would be the most interested in: Finger Poles, Memorial Plaques, Town Trails, Blue Plaques, House signs, Pet memorials and Trophies. We hope we can help with all your casting needs.

PHOTOCAST PRODUCTS LTD

78 Venture Point West, Even Road,
Liverpool, L24 9PB

Tel: 0151 4862 821

kim@photocast.co.uk

www.photocast.co.uk

Photocast Products Ltd is a Liverpool based designer and specialist manufacturer of etched zinc and cast bronze interpretive, decorative, architectural plaques and signage for both internal and external usages, alongside aluminium, bronze and zinc memorial plaques that can include photographs, clip arts and motifs as well as personalised messages and wording.

WARD SIGNS

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

Tel: 0117 955 3385

info@ward-signs.co.uk

www.ward-signs.co.uk

Plaques, Crests, Lettering. In aluminium and Bronze. From Pattern Making to Finishing in Stove Enamel. 60 Years of Experience.

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Tel: 0117 951 0234

sales@aesigns.co.uk

www.aesigns.co.uk

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

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Tel: 01322 340 194

mail@desp.co.uk

www.desp.co.uk

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

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Mob: 07957 870 756

andy@impactengraving.co.uk

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REAL Trade prices for chemical etching, brass and stainless steel a speciality. ULTRA FAST DELIVERY

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Tel: 01603 66 66 99

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

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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.

PHOTOCAST PRODUCTS LTD

78 Venture Point West, Even Road,
Liverpool, L24 9PB

Tel: 0151 4862 821

kim@photocast.co.uk

www.photocast.co.uk

Photocast Products Ltd is a Liverpool based designer and specialist manufacturer of etched zinc and cast bronze interpretive, decorative, architectural plaques and signage for both internal and external usages, alongside aluminium, bronze and zinc memorial plaques that can include photographs, clip arts and motifs as well as personalised messages and wording.

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.

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ATC LTD

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

Tel: 01706 633 043
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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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info@smith-signdisplay.co.uk
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www.ward-signs.co.uk
Wards of Bristol Specialise in manufacture, restoration and accurate reproduction of historic and modern coats of arms. We are able to produce from originals, information from heraldic associations, or even from a photograph. Check our website for recent projects.

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

PHOTOCAST PRODUCTS LTD

78 Venture Point West, Even Road, Liverpool, L24 9PB

Tel: 0151 4862 821
kim@photocast.co.uk
www.photocast.co.uk
Photocast Products Ltd is a Liverpool based designer and specialist manufacturer of etched zinc and cast bronze interpretive, decorative, architectural plaques and signage for both internal and external usages, alongside aluminium, bronze and zinc memorial plaques that can include photographs, clip arts and motifs as well as personalised messages and wording.

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

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

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installation service throughout the
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Tel: 07885 486 182
We specialise in sign surveying to the trade, with over 35 years of experience as a sign fitter/ manufacturer. I was contracted to large companies in the north west, and country wide. I am based in Merseyside and have PASMA, IPAF/ PAL & CSCS qualifications and will travel UK and Europe. For further details please contact the above number or email.

SIGN TRADE SUPPLIERS

APPLELEC

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

Tel: 01274 774477
sales@applelec.co.uk
www.applelec.co.uk
As confidential signage TRADE only suppliers, Applelec have the vision, experience & craftsmanship to help bring your project to life. Our in-house manufacturing facilities allow us to offer a vast array of signage & LED lighting options as well as respond to your needs without compromising on quality. Whilst our knowledgeable sales & production teams are there to support you all the way.

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31-35 Wortley Road, Croydon CR0 3EB

Tel: 0844 800 1020
sales@discountdisplays.co.uk
www.discountdisplays.co.uk
Discount Displays are UK based experts in all things display and signage. As well as a huge range of hardware for exhibitions, events and retail, we also specialise in large format print solutions. We are able to offer super low trade prices on a variety of printed signage, all produced in-house using high quality inks and materials. Visit our website for more information and to view our full range

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

SIGNSCAPE AND SIGNCONEX

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

Tel: 01934 852888

sales@signscape.co.uk

www.sasl.co.uk

We're a leading sign trade manufacturer providing services in signage for Modular signs, Bespoke signs, Noticeboards and 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 is consistent and engaging.

SMITH TRADE SIGNAGE

Grove Works, Barnard Castle, Co Durham, DL12 8JG

Tel: 01833 694700

info@smith-signdisplay.co.uk

www.smith-signdisplay.co.uk

Part of William Smith Group 1832, we are a leading trade-only manufacturer of Commercial and CE Marked Traffic Signage, plus Chapter 8 Chevron Kits.

THE SIGN GROUP

Unit 3 Maple Park, Lowfields Avenue, Leeds LS12 6HH

Tel: 0113 25 24 706

sales@thesigngroup.co.uk

www.thesigngroup.co.uk

We are a friendly, professional and experienced trade manufacturer of bespoke signage including (but not limited to), Neonplus®, built up and flat cut letters/logos, neon flex signage, illuminated sign trays and digital print amongst other things. We also offer a laser/cnc cutting service and stock a wide range of LED consumables including modules, fairground lights, power supplies and much more.

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ATC LTD

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

Tel: 01706 633043

sales@apptape.co.uk

www.apptape.co.uk

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

MACTAC UK LTD

Room 232, Victory House, 400

Pavilion Drive, Northampton

Business Park, Northampton NN4 7PA

Tel: 01604 644697

www.mactacgraphics.eu

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

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

Tel: 01582 671 444

sales@themagictouch.co.uk

www.themagictouch.co.uk

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

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

Tel: 01274 774477

sales@applelec.co.uk

www.applelec.co.uk

Manufactured inhouse for the TRADE signage industry, Applelec can create all styles of trays & fascia signs according to design specification. Available in metal or Dibond, trays can be flat face, curved or a bespoke shape. Back trays can be accessorised in a variety of ways with the addition of built-up, flat cut or vinyl letters & logos as well as LED illumination.

ILLUMEX

Wigan, WN1 3AB

Tel: 01942 243 341

Hello@illumex.co.uk

www.illumex.co.uk

Producing bespoke tray signs for the trade in both solid aluminium and alupanel composite, trays can be supplied as blanks or complete with an array of lettering and illumination options. We offer national delivery along with project trade services when required such as installation and graphic design. Always ensuring exceptional levels of service along with quality of products to match.

TROUGH LIGHTING

SPECTRON LED LTD

102 Chapel Walks, Chapel Street, Salford, M3 5DW

Tel: 0161 263 8828

sales@spectronled.co.uk

www.ledsignsandlighting.co.uk

Designed & manufactured by LED and Sign specialists, Spectron LED, the LUMENLINEAR trough light is our best-selling product. It has been designed with the signmaker in mind; fast to install, easy to maintain, long lifespan, aesthetic & sturdy. Troughs are made to order; any size or Lead time is typically 1 day. Very competitive prices and 5 year warranty included.

VISION LIGHTING LTD

Unit 1 Wortley Moor Lane, Leeds, LS12 4JD

Tel: 0113 279 9745

sales@vision-lighting.co.uk

www.vision-lighting.co.uk

Vision Lighting is a leading supplier of LED sign lighting products including Nanolight, a slim, modern trough light, unrivalled in brightness and efficiency. Nanolight is the most waterproof trough light available in the UK, rated IP66. We guarantee quality with high quality components, a 5 year parts warranty and our ISO 9001, UKAS accredited certification for Quality Management.

VINYL & GRAPHIC INSTALLATIONS

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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.

VINYL SUPPLIES

APA (UK) LTD

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Tel: 020 8311 4400

apauk@apaspa.com

www.apaspa.com

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

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Tel: 01706 633043

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www.apptape.co.uk

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

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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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3 Acorn Enterprise Centre, Hoo Farm Industrial Estate, Kidderminster DY11 7RA

Tel: 01562 747 000

sales@creativefilms.co.uk

www.creativefilms.co.uk

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

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We supply a huge array of different sign vinyl products with options suitable for virtually any sign vinyl application you may need. Choose from monomeric vinyl, polymeric vinyl, premium cast vinyl, reflective vinyl translucent vinyl, fluorescent vinyl and etched vinyl, produced by leading manufacturers such as MACTac, Avery Dennison, LG and Aslan.

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SPANDEX UK

1600 Park Avenue, Aztec West,
Almondsbury, Bristol, BS32 4UA
Tel: 0800 77 26 33
info@spandex.com
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', Canon, Epson, Roland and many others.

WAYFINDING SIGNS

APPLELEC

Unit 1, Wharfedale Business Park,
Shetcliffe Lane, Bradford BD4 9RW
Tel: 01274 774477
sales@applelec.co.uk
www.applelec.co.uk
TRADE suppliers of curved or flat-faced way-finding and aluminium display systems with directories incorporating wall mounted, projecting and totem signs. Poster display frames with a snap side profile to allow for easy interchange of inserts and an exterior light box series is available. Please contact our friendly team for more information.

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Pear Tree Works, Bath Road, Upper
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Tel: 01934 852 888
sales@signscape.co.uk
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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 finger posts, totems, 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.

VISUAL GROUP

Hunt Lane, Doncaster, South
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Tel: 01302 800 250
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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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