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**ISSUE 7
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to meet the high demands etc”

Josh Ainsley, Ainsley Signs

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Simon Platt, Pumpkin Sign & Display

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hundreds of 8 x 4 boards”

James Clarke, EP Cowen Signs

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China and UK exhibitions are similar but different

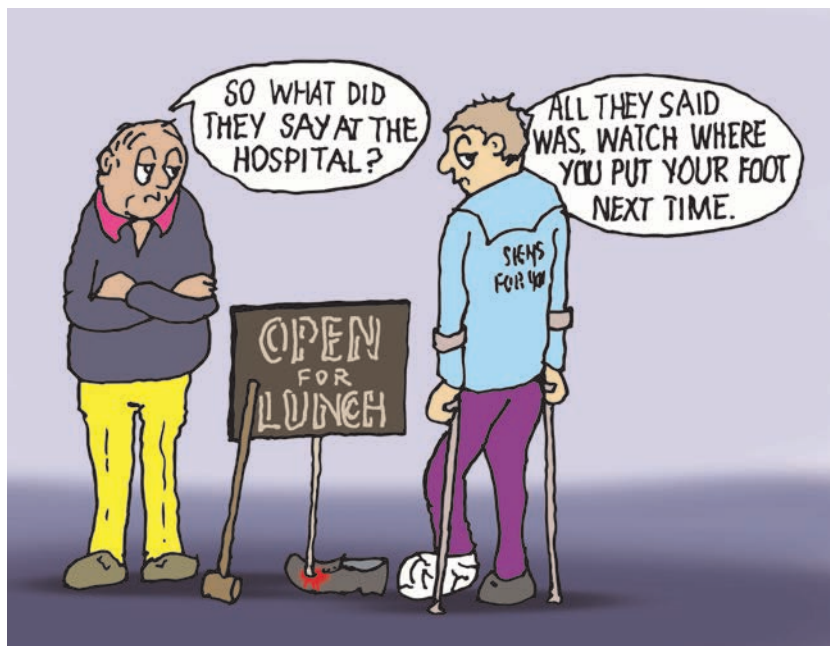
With UK Sign & Digital over for another year, I remember a few things in particular. One being the BMW on the Hexis UK Wrap Battle stand, with the highly reflective mirror finish. It would take a brave man to be seen in this. I

nearly replaced the word 'man' with person, but the likely hood of a woman wanting to be in this would be pretty slim in my opinion as it's a real lads car. If I was twenty or thirty years younger, I'd have wanted a car like that. It looked like a real sporty performer and only for the real extravert. It was a great choice for promoting Hexis and if you have the confidence and can pull it off with out looking like a right dick, then an awesome car to have. Unfortunately, I'd be the right dick.

UK Sign & Digital had a slightly different feel to it last year, when compared to this year and also other years. I thought last year was quieter as it had less international visitors due to the pandemic. This year we had a few international people come to us looking for resellers for their products, meaning that not all people who are there, are looking to buy, so despite last year being possibly quieter, that wasn't a bad thing at all.

There is another exhibition being promoted now for September. This is based in Shanghai China and it really is many times bigger than anything in the UK. The organisers are promoting this as a global event in this issue of the magazine and throughout the world. I did initially wonder why they promote it at such expense in the UK, but reflecting on past conversations, I recall how I have spoken to people who go directly to China to buy equipment, and there are others that are looking for opportunities to setup business as a distributor for whatever opportunities they find over there and as we all know, alot of the european brands have their products made in China, although as the world becomes more polarised, I wonder how this will fare in the future.

Martin Hinchliffe



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ITC catalogue signposts route to success

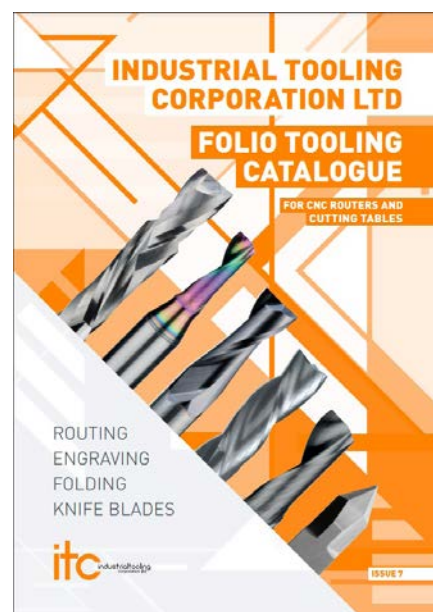
As a market-leading cutting tool manufacturer for the sign-making industry, Industrial Tooling Corporation (ITC) has now published the latest edition of its Folio product catalogue. The much-anticipated Issue 7 of the Folio catalogue series introduces a range of innovations from the Tamworth technical tooling specialists.

The new arrivals in the 2023 product catalogue include an extended Clearcut range that incorporates longer tool and flute lengths. This provides customers with more reach than ever before, making the cutting of thicker materials easier than ever. The longer cut length programme has also been extended to the balanced tool range and the compression tools. As ITC's Sally Hunt says: "As a UK manufacturer, we are particularly close to the UK marketplace and the needs of manufacturers. We discuss the challenges that the industry faces – and we respond accordingly with high-quality solutions. More businesses are being faced with new projects, material types and industrial trends; more of our customers are requesting extended cutting lengths for several reasons and

we are accommodating this request with extremely rigid high-quality solutions."

Also new to the Folio Issue 7 Catalogue is a more diverse selection of knife blades for digital cutting tables. ITC is also working on new special tools for LED lighting applications. The new catalogue also includes all the next-generation cutting tools, routers, folding tools, grooving and V-grooving tools and blades that ITC is renowned for. All of the new product lines in the catalogue are backed by expert service and support, with product lines developed and manufactured at ITC's UK headquarters in Tamworth.

Simplifying tool selection for your business, customers can download the ITC App (www.itc-ltd.co.uk/itc-app). The App and the guides within Issue 7 of the comprehensive 68 page Folio catalogue have been developed by experts with decades of experience in delivering the most technically advanced products that set the performance benchmark in the sign-making sector. If you would like to receive a copy of the Folio catalogue, please contact your local ITC



representative or alternately you can download the catalogue from the ITC website.

www.itc-ltd.co.uk

Drytac announces global availability of improved ViziPrint Impress White

Drytac, a leading international manufacturer of self-adhesive materials for the large-format print and signage markets, is delighted to announce the global availability of its enhanced ViziPrint Impress White PET film.

A versatile solution for self-adhesive applications on glass and other smooth, flat surfaces, the new and improved ViziPrint Impress White allows users to achieve vibrant colours and create stunning graphics to print visuals that make applications stand out.

ViziPrint Impress White is designed for either dry or wet installation – depending on the size of graphics – on glass, mirrors, or other smooth surfaces. The flexibility of ViziPrint Impress White makes it the ideal choice for applications such as window advertisements, screen displays and appliances or white goods decoration.

ViziPrint Impress White features Drytac's Adhesive Science technology,

which creates a strong bond in both high and low temperatures without leaving residue behind. This eliminates bubbling, making installation much easier for the user, while the film is unaffected by moisture.



The enhanced film allows customers to bring vibrant colours and stunning graphics to applications such as window advertisements, screen displays and white goods decoration.

The flexible nature of the film also means it can be moved and repositioned multiple times and will remove cleanly, without leaving residue on the surface. Compatible with eco-solvent, latex and UV print technologies, the 4.6 mil (115µ) ultra-white PET film has a matte finish and offers three years interior and two years exterior durability.

"We are delighted to make the improved ViziPrint Impress White PET film available to our customers around the world," says Hayden Kelley, CEO of Drytac. "It is an incredibly flexible material and can be used for multiple indoor and short-term outdoor applications including window advertising, graphics, decals, stickers and privacy and decorative glass applications."

"Add in clean removability and excellent durability, and ViziPrint Impress White PET film is the ideal solution for a wide range of graphics projects."

www.drytac.com

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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

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Colours*	7.12	10.70	16.82	18.39	24.94	29.56	51.91

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BOBcat Digital buys first Agfa printer

BOBcat Digital, based in Milton Keynes, has become the latest print manufacturer to invest in an Agfa wide format engine. They took delivery of an Anapurna H3200i LED hybrid machine at the end of last year with installation and training completed in January.

BOBcat was established in 2013, set up by three colleagues who had previously worked together in the litho print market. Managing Director, Rob Blackburn may have an established litho production background, but the BOBcat business focuses on digital print and produces banners and graphics largely for the events and exhibition market. They have a spread of different customers covering lots of sporting events, especially over the summer months, and exhibitions throughout Europe.

"We started the business with an entry level roll-to-roll 1.3m digital printer 10 years ago in our first premises in Bletchley Park." Said Rob. "We've moved premises twice since, each time to larger facilities with the capacity for more equipment and staff as the business grew. We've been in our current premises for 6 years and this most recent investment of the Agfa Anapurna H3200i LED print engine is a game changer for us."

BOBcat, who now employ 7 staff, had a busy 2022 with a continually growing order book that resulted in his team working lots of overtime and outsourcing more and more print by the year end. The Agfa Anapurna has changed all that with print speeds increased threefold and



"The new Anapurna engine is 3 times quicker with much better quality and has substantially reduced our overtime bill."



James Argent from Agfa (foreground) with Rob Blackburn from BOBcat Digital

with improved quality too. Rob Blackburn explained that some of the events they supply had previously required over 100 hours of print, reducing that by a third to 30 hours makes a project much easier to plan. The reliability of the Anapurna has apparently given them much more confidence in hitting tight lead times too.

The team at BOBcat looked at lots of wide format machines when they decided that they needed to purchase more capacity and they were very impressed with the running costs and ink usage of the Agfa Anapurna engines, where cost calculations brought Agfa in at ½ the running costs of some in the market. But the main reason Rob was sold on the Agfa machine was due to the Asanti workflow which he was very impressed by, he explains why:

"As my background is litho print production, where pre-press accuracy is critical, the RIP software is a very important consideration for me. Agfa's history is pre-press, they understand it and that's so obvious in the Asanti workflow. On wide format it seems to be more normal to sort out any issues on press but that's time consuming and costly. So, at BOBcat that responsibility lays with our pre-press design team which makes the print operations much more efficient. It reassured me that I'd made the right decision for the business when Graham Clark, Inkjet Systems Specialist at Agfa, came to do the training, what it offers is very impressive."

The Agfa wide-format hybrid Anapurna LED series is perfect for printers that

want to combine board and roll-to-roll jobs. The engines print at a width of up to 3.2m and combine high print quality with high productivity for outdoor and indoor jobs. The white ink function creates possibilities for printing on transparent material for backlit applications or for printing white as a spot colour. They are fitted with air-cooled UV LED lights that save energy, costs and time and are ideal for heat-sensitive materials. They also lead to a faster process as they can be switched on and off instantaneously and it boasts 'Thin Ink Layer Technology' resulting in one of the

lowest ink consumptions in the market.

Rob said "The overall training and support package from Agfa has been very good. Our operators are happy with the Anapurna and find it easier to use. In fact, they want to put all jobs on the Anapurna as it's so much faster and with great quality results. It's early days and we haven't had the chance to go to customers and sell the machines capabilities, but it will help us move into new products too. It's already changed and improved how we print our Aluminium Composite Material ACM metal signage where we used to print on self-adhesive vinyl's and mount them, now we can print direct which brings down costs and speeds up the process. The icing on the cake for me was the Agfa finance package which is a good solution instead of using a 3rd party finance house and having to personally guarantee the loan. So overall I am very happy with our decision so far..."

www.agfa.com



The Asanti workflow software was a huge contributing factor when switching to the new Agfa machine.

MediaCo takes delivery of UK's first swissQprint Kudu

Large format print, display and graphics manufacturer MediaCo Group has taken delivery of the UK's first swissQprint Kudu at its state-of-the-art manufacturing site in Trafford Park, Manchester.

The 3.2x2 metre true flatbed Kudu combines high volume production with precision and 10 colour channels print flexibility. Three rows of print heads deliver a print resolution of 1350 dpi and an output of up to 304 square metres per hour.

Delivering on all fronts

While productivity and quality were key to MediaCo's decision, the power consumption of the swissQprint Kudu flatbed printer and top-in-class energy efficiency were also fundamental. swissQprint LED systems are all certified to be highly energy efficient, ensuring owners benefit from low operating costs and conserve valuable resources.

MediaCo selected the Kudu after an extensive review, specifying their machine with 10 colour channels including white, varnish and neon yellow and pink together with a CMYKLcLm ink setup. In addition, the roll to roll and dual roll options mean that films, banner, mesh and other roll stock up to 180 kg, are easily handled, as are boards and sheet materials.

Flexibility, creativity & sustainability combined

Stephen Arthur, Managing Director at MediaCo Group, said: "swissQprint's reputation for quality is second to none. The flexibility, productivity and energy efficiency offered by the Kudu made it the perfect fit in support of our commitment to deliver innovation as part of our net zero, carbon reduction plan."

MediaCo's team is excited about the possibilities the Kudu's extensive colour options, from the ability to print 2 pt text sizes to the opportunity to add texture with up to five layers of print, alongside gloss, satin or matt spot clear varnishes.

"Installing the UK's first Kudu is another first for MediaCo and I have no doubt the Kudu will quickly become the go to solution for outstanding and innovative displays," added Arthur.

beMatrix partner

As the approved beMatrix UK print partner, MediaCo will now showcase the Kudu's latest creative and sustainable print as an integral part of the beMatrix display system for the exhibition, retail and live events sectors.

Arthur said: "Outstanding print quality, application of neon inks, and amazing 3D images on acrylic are just some of the innovative options we can now provide for the beMatrix system and will help revolutionise both the impact and sustainability of display graphics."

Providing a turnkey solution

Ian Maxfield, Sales Manager at swissQprint UK is delighted that MediaCo is installing the UK's first Kudu: "It will be fascinating to see the print solutions the business provides for customers with its new machine."

Over the past 20 years MediaCo has built a team of dedicated professionals providing advice and guidance on image and project management from concept to delivery. The Kudu will form a key part of its production site in Manchester as the business focuses on offering a turnkey fulfilment service for innovative concepts for live events, exhibitions, in-store displays, product launches, interior decoration, brand promotion and much more.

www.swissqprint.com



From left to right, Ian Maxfield – Regional Sales Manager at swissQprint, Erskine Stewart – Managing Director at swissQprint UK, Mark Wardle – Owner / Chairman at MediaCo, Vincent Randall – Owner at MediaCo, Bryan Carmichael – Director at MediaCo, Stephen Arthur – Managing Director at MediaCo and Arthur Wardle – Owner at MediaCo.

Simply Beautiful Print invests in a Kongsberg C64 Edge from CMYUK

Simply Beautiful Print has invested in a Kongsberg C64 Edge digital cutting table from CMYUK. It replaces an existing CNC machine with a 3 x 2m fixed bed, which meant cutting anything larger than this had to be done by hand.

"As we've got busier and moved into exhibitions and events, everything we produce is bigger than 3m x 2m, so we needed to find an alternative," says Simply Beautiful Print owner and MD, Michael Tyrrell.

Simply Beautiful Print has purchased materials from CMYUK over the past five years. During this time, it has enjoyed a good relationship with Tim Boore, Senior Digital Sales Consultant. Michael evaluated various cutting and finishing solutions from different manufacturers before committing to the Kongsberg C64 Edge, which he first saw during one of CMYUK's regular Open House events.

"We chose the C64 because after weighing everything up, Kongsberg and CMYUK were just so easy to deal with. The technology and the tools behind the Kongsberg are really advanced, you can clearly see the thought that's gone into its development. It's also exceptionally good value and has a fantastic reputation. As a piece of equipment, it looks very impressive in our production facility," he says.

Kongsberg C series

The Kongsberg C Edge is the newest cutting table in the Kongsberg C series. It has a working area of 3210 mm x 3200 mm and offers a top speed of 75m/min. Future proof, it is specifically designed to grow with your company, and can be easily upgraded for faster speed and acceleration. It features a 3kW liquid cooled router with extraction for consistent milling accuracy.

Simply Beautiful Print bought several tools for both textile and packaging work that includes a RotaCut knife for fabrics, Rigid Material Knife, Kiss cut knife, High frequency Vibracut knife, and a Heavy Duty Crease unit. The table has an option for a conveyor that

provides a continuous flat feed of material during cutting, which is not curtailed by size of the bed. It moves smoothly across the tabletop, eliminating any wrinkles or folds and a straight advancement means that cuts are always in perfect registration with the print.

The cutting table can be fitted with a conveyor at time of machine build or retrofitted at a later date.

The conveyor was a must for the business, due to its need to cut material longer than the table bed. This option was added to the quote as a standard item. "It's a really big plus for us to have a conveyor that will enable us to cut long lines. We've now got all the tools to cut fabrics as well as cardboard and the like, which means we can do point of sale work and expand our application range to offer more products that are going to be far easier to produce," says Michael.

"The Rotacut fabric tool is something we've never used before, previously we were cutting fabrics with a fixed blade, which wasn't easy as it dragged the corners of the material, making them fray a little," he adds.

Simply Beautiful Print also purchased Quickbox packaging design software, to enable it to create bespoke packaging. This software comes with a library of parametric (rescalable) standard designs including FEFCO & ECMA libraries as well as a wide selection of POS (including FSDU) and countertop designs.

The Kongsberg C64 Edge was installed just before Christmas, and four members of staff have been trained to use it. "The training was really good and extensive, running over three days. In fact, the trainer was the same person who actually built the machine," says Michael.

Exhibition graphics now account for 90% of the company's business and 3.2m wide

fabric at varying lengths accounts for the majority of the output.

"The Kongsberg C64 Edge enables us to cut fabric easily and accurately. We are now running longer rolls with multiple jobs on them, you just load the roll onto the back of the Kongsberg, and it cuts each job down. It's allowed us to become very efficient and not cut anything by hand," says Michael.

Due to a five-fold speed increase, the company has become significantly more efficient and productive, allowing it to handle greater volumes.

"We're only a team of 6 including me and we were under a great deal of pressure before, as we were having to cut a lot of fabric down on the floor. The C64 Edge has improved the well-being of staff as they're not having to crawl around on the floor anymore on their hands and knees. Now only 1 employee does the cutting, freeing the others to set up jobs. We're no longer burning ourselves out working long hours. We're doing the same job but, in less time, which is allowing us to take on more work. We really needed that efficiency," says Michael.

The Kongsberg has given the company the opportunity to bring more processes in-house, supporting its journey to become fully self-sufficient. Says Michael, "We know we can finish fabrics ourselves faster and to the highest quality. Our turnover has doubled in the last 12 months, and the Kongsberg has given us the capacity, and driven our productivity and efficiency significantly."

www.cmyuk.com



Michael Tyrrell, Director,
Simply Beautiful Print

Digiprint Nettl launches environmentally friendly products with new HP Latex R1000

Diversified print service provider Digiprint Nettl has revealed that its new HP Latex R1000 printer has allowed it to launch an environmentally friendly range of products to help satisfy the rising customer demand for sustainable services.

Established in 1987 as a litho and copy shop in Bath and Chippenham, Digiprint Nettl has evolved to become a leading provider of all kinds of print, with two advanced design and digital print studios. In addition, in January of this year, the company launched a new signs, display and exhibition factory to further widen its offering to customers.

As part of this ongoing evolution, Digiprint Nettl has been committed to investing in new technology to support the business as it moves into new markets and takes on more customers. This led to the purchase of the new HP Latex R1000, which was installed in January 2023 to coincide with the launch of the new factory opening.

Running alongside an HP Latex 800W printer, which was installed just a few months earlier in October last year, the HP Latex R1000 has already had a significant impact on the way that Digiprint Nettl operates.

In particular, the environmentally friendly qualities of the printer, specifically its use of water-based HP Latex inks which have a much lower impact on the planet than other ink options, have allowed the company to take yet another step forward by rolling out a new range of products.

"Our most important requirement when investing in the printer was the environmentally friendly Latex technology," says Ben Gregory, Director of Digiprint Nettl. "Our business became carbon neutral in 2015 and Climate Positive in 2019, and HP Latex was an essential step to help us achieve this goal.

"For us choosing to partner with HP was

deliberate and researched extensively. As a result of the new HP Latex R1000 investment, we are going to be launching a fully comprehensive range of PVC-free environmentally friendly sign and display products."

Ben added that these environmental credentials, along with the high-quality output of the HP Latex R1000 and the company's new product offerings, means Digiprint Nettl will be able to move into a number of new, exciting and profitable markets.

"Having already offered HP Latex to our customers for roll-to-roll printing, adding the flatbed option with an HP R1000 will deliver new markets instantly," Ben said. "We have secured contracts with schools, councils, government bodies and larger businesses all due to the increased eco-friendly options available to us now.

"Within a week of installing the HP R1000 we had customers enquiring about new products and services that were previously not achievable. For example, a customer who uses our business for regular print has placed orders for bespoke packaging boxes for large items and has ordered point of sale and pallet wrappers to match.

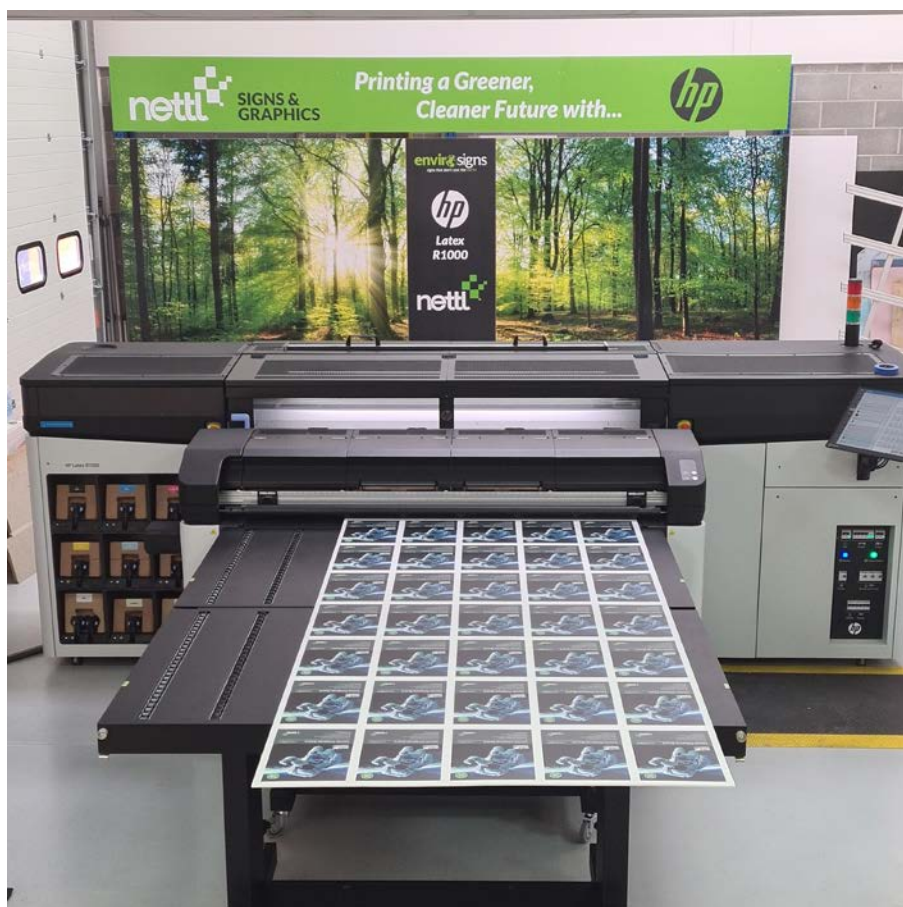
"Another business was ordering transfers for skateboards from China; after some testing on our HP R1000 we profiled a film and have landed an order of over 5000 skateboard prints."

Digiprint Nettl is a long-term user of HP technology, having taken on its first HP printer in the 1990s. The company has regularly upgraded its production setup with new machines from HP, with Ben saying that HP devices have played a major role in its growth over the years.

"From HP plan printers and scanners to the first Latex machine in the South West, we have grown year-on-year by adding HP print machines to our business offering," Ben said.

"Our production team really like the ease of use with HP and the simple to follow guides for maintenance. This enables us to retain the quality of output to meet our customers' exacting standards."

www.hp.com/gb-en/printers/large-format/latex-r-series.html



The new HP Latex R1000 printer was installed in January 2023 and is running alongside an HP 800W that was purchased in October of last year.

FDP move into dye sublimation

One of the North West's leading wide format printers, Fusion Digital Print (FDP) is expanding its facility to offer dye sublimation fabric printing. The first new piece of dye sub kit, an Agfa Avinci CX3200 machine, was installed in January.

FDP has been trading nearly 20 years and for the last 8 have been based on the secure Heywood Distribution Park in Greater Manchester. They have always been a large format business and they supply lots of different types of customers globally. They do a lot of European exhibition work and have many prestigious retail customers and whilst they have dabbled in fabric with UV, they have confirmed their commitment to invest £400,000 to set up a new fabric department.

"You can't dip your toe in to fabric printing, you need to do it properly." Said FDP Director Darren Taylor. "We see a lot of growth for the business in printed fabrics both from our existing customers and new ones. It will allow us to print on a wider range of substrates and we can pack them smaller, fold them, making it easier to post them out to clients. The Agfa Avinci was the first piece of dye sub equipment to be installed closely followed by a calendar unit. We've purchased new tooling for our two cutting tables, have new sewing machines and now employ two full time seamstresses with over forty years of experience between them."

FDP are no strangers to Agfa products, one of their early print machines was an original 3.2m Agfa Anapurna. When they decided to move into the fabric print marketplace more seriously, they looked at all the main suppliers and wanted to go with an established brand. Ultimately, they decided on an offline printer with separate fixation unit as they felt it was less limiting on materials and will give them better colour consistency. They also visited Northern Flags, a well-established printer in fabrics who run three Agfa dye sub machines and spoke to their production team. This coupled with a long-standing relationship with their local Agfa salesman, Wesley Small gave them the confidence to order the Avinci machine.

Agfa's dedicated dye sublimation roll-to-roll printer produces vibrant high-quality prints on polyester-based fabrics up to 3.2m wide, including a broad range of soft signage for inside and outdoors and for interior decoration. The Avinci CX3200 is



Darren Taylor (left) at Fusion Digital with Wesley Small from Agfa by their new Avinci Dye Sublimation machine

a reliable soft signage printer that's able to print directly to fabrics as well as onto transfer paper. It uses an off-line calendar unit to ensure perfect fixation.

The new fabric offer has meant that Fusion Digital has expanded its workforce and taken on another unit to house the finishing equipment, which is often the bottleneck in the process. And whilst they appreciate the running costs of a calendar

unit that requires 40kw in a time when energy is a serious consideration, this is in part offset by the efficiency of the printer at 4kw, with lower ink costs and usage and by driving a green agenda with media supplies. They don't purchase in the far east but more locally in Germany with a fabric manufacturer that plants millions of trees to offset their carbon footprint.

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Elevate Signs and Graphics brings key work in house with new HP Latex 335

Falkirk-based Elevate Signs and Graphics has hailed the impact of its new HP Latex 335 printer, revealing how the machine has allowed the company to bring a large amount of printing work in house and to explore opportunities in new markets.

Founded by Adam Sharpe in 2021 after redundancy during the pandemic, Elevate Signs and Graphics offers a wide range of print and signage services, including both indoor and outdoor signs, safety signage and vehicle wraps.

As a new business finding its feet, Elevate Signs and Graphics had been outsourcing a lot of printing work to a trade printer, which had been costing the company thousands of pounds due to the level of demand for these services.

This led Adam, who has been working in the print and signage markets for over 20 years, to explore the option of purchasing a printer that would allow the company to bring work in house and cut the costs of outsourcing printing.

Adam and Elevate Signs and Graphics opted for an HP Latex 335 with the machine being installed at its Falkirk base in December last year. The printer has already had a major impact on operations, with the company having taken much of its printing work – including vehicle wraps and signage panels – in house.



"The versatility of HP Latex technology was perfect for my business as we cover a wide range of jobs," Adam Sharpe says.

"The versatility of HP Latex technology was perfect for my business as we cover a wide range of jobs," Adam said. "Both the cost effectiveness and quality of print made the HP Latex 335 the obvious choice for us.

"I was spending tens of thousands of pounds with a trade print supplier, so not only will I have more control over jobs, but I will increase profit margins. I have also

employed my wife to help with production."

In addition to bringing valuable work in house, Adam said the HP Latex 335 has allowed the company to explore new markets, highlighting the exhibition and events sector as a particular growth area for the business.

"I have been doing a lot more exhibition work, printing then applying to boards, so it's definitely a growing side of the business for me," Adam said.

"We are always looking into new possibilities; we don't do as many window graphics as we would like, so that is a target market. We also do lots of interior wrapping, so digital wallpaper is also on the radar.

"Having been working in this industry all my life, I can honestly say that what HP has to offer is the most comprehensive range of machines that suits all sizes of business and budget. I will look to upgrade my current machine eventually, but for the moment, it is perfect!"

hp.com



"Both the cost effectiveness and quality of print made the HP Latex 335 the obvious choice for us."

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Edinburgh designer brings unique look to John Mark wallpaper with HP Latex 2700W

Edinburgh-based designer Mairi Helena and leading digitally printed wallpapers manufacturer John Mark recently linked up to produce a bespoke wallpaper featuring a host of special effects, all of which were printed using an HP Latex 2700W Printer.

Mairi has been designing wallpapers, fabrics and various home accessories for more than six years, drawing inspiration from the textures and colours in photographs she has taken of the stunning Scottish landscape.

Having worked with John Mark for a number of years and designing a range of wallpaper products for the brand, Mairi was keen to explore new areas with her

White ink capabilities on the HP Latex 2700W allowed designer Mairi Helena to achieve a number of special effects that helped make the wallpaper "shimmer".

latest piece that was inspired by water going in and out on the shoreline of the Scottish coast.

After creating a design with several layers, Mairi approached John Mark to see how they could bring the patterns to

life. John Mark recently installed a new HP Latex 2700W Printer which has white ink capability and, working with Mairi, was able to use the machine to achieve the desired effects.

The stand-out feature of the design was a "shimmering" effect. When light shines on the wallpaper, parts of the piece glisten in a similar way to the water in the original photograph. Layered printing also helped accent other parts of the design such as oystercatcher birds walking on the shore.

"The ability of the HP Latex 2700W and its white ink to help parts of the design stand out and almost come to life was just incredible," Mairi said. "The shimmering effect in particular was really special as never before have we been able to create such a design."

"I was really keen to try out something new with this design and thanks to John Mark and its new HP Latex 2700W, we were able to achieve something quite special that offers a whole new option to the end customer."

John Mark is a long-term supporter of HP Latex technology and, to date, has an HP Latex 570, an HP Latex 800W, five HP Latex 1500 and two HP Latex 2700 printers. In July 2022, the company was also the first UK businesses to install the new HP Latex 2700W printer, officially launched at the end of last year.

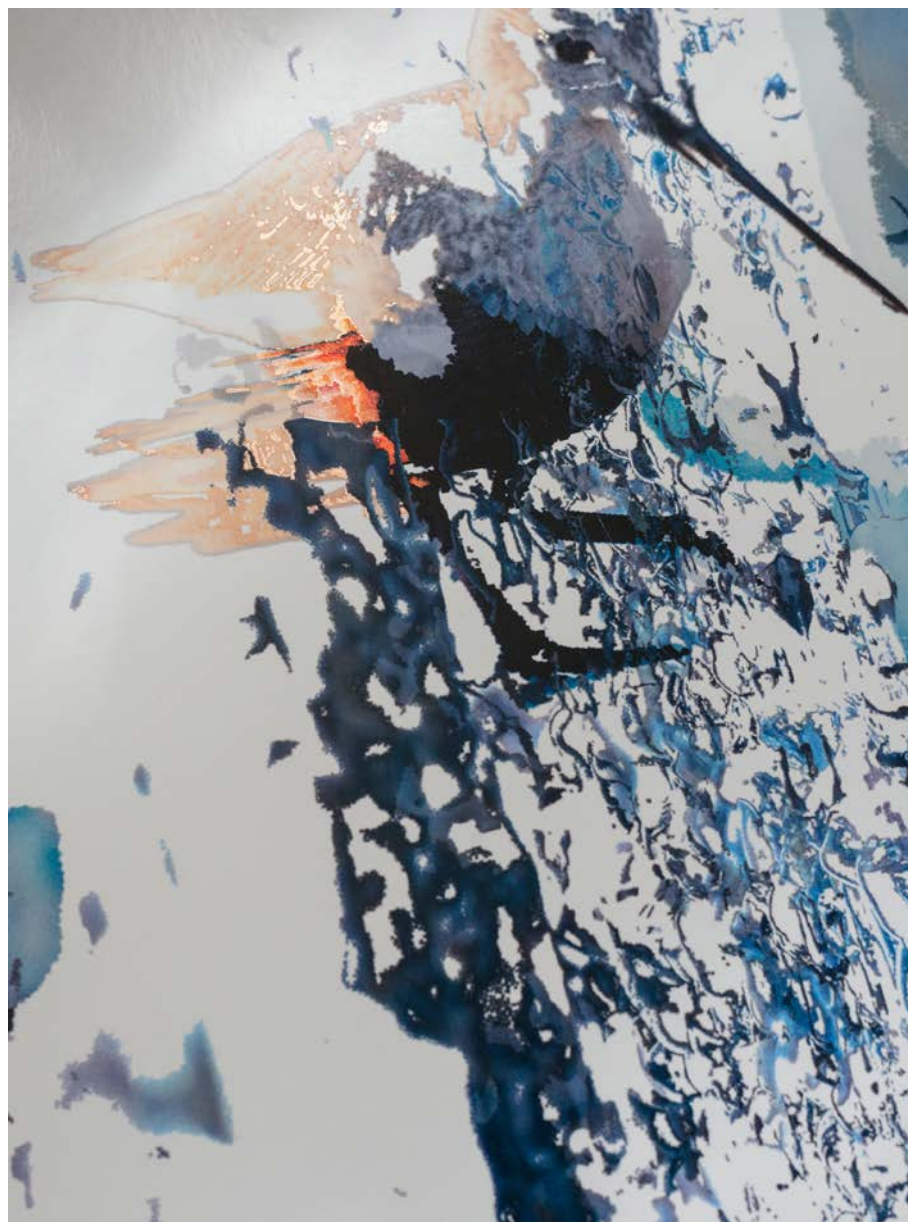
"The addition of the HP Latex 2700W has significantly increased our white ink capabilities, which in turn has opened up all manner of new layers and finishes that we can add to our already expansive range of wallpapers," says John Mark Watson, Managing Director of John Mark.

"We have been blown away by the results we are getting and have been showing those to designers who have been impressed by the outcome, helping to inspire them to come up with new designs."

Building on the success of this initial design, Mairi said she is keen to see what else she can achieve with John Mark and the HP Latex 2700W, adding that she has a number of ideas as to how to push the boundaries further.

"This first project has given us food for thought in terms of what else might be possible with the HP Latex 2700W," Mairi said. "It's a really exciting time!"

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Road Safety Signage

Tennants UK – Innovative Solutions for business opportunity

Tennants UK, established since 1967, have a wealth of experience within the Road Safety signage. Tennants UK offer reflective products and services to a range of sectors such as the automotive, highways and sign making industries. A leader in number plate solutions. Not to mention being the Master Distributor for a huge range of Oralite Reflective films & materials, they also provide highway equipment and road signs. Additionally, they have developed new ground-breaking products within the industry, which benefits safety and the environment with their Quick-Lock Post System.

Discussing their ground-breaking solution with Lizzie Rowe, who heads up the marketing division at Tennants UK, she extolls the virtues of the system by telling us, "The game-changing solution for urban and streetwork schemes is the Quick-Lock Post System. Benefitting the environment as much as it does safety, it increases road-work sustainability. Providing a tidier assembly and more visible temporary signs, it takes up a far smaller footprint in comparison to metal frames and sandbags. Fully recyclable, the Quick



Tennants UK's quick-lock solution creates more durable, environmentally friendly, and long-lasting road safety signage.



Fast, precise and reliable, the large-format ColorPainter M-64s meets the demand for high quality in the outdoor signage and indoor graphics markets. Dynamic Dot Printing (DDP) controls and the Smart Pass 4 (SP4) dot control algorithm enable high-density printing and superior image quality.

Lock Post System helps hugely towards meeting ESG (Environmental, Social and Governance) responsibilities."

Passed in 2019, a key regulation for UK ESG requirements is the Companies Act of 2006, which includes requirements for annual reporting. The reporting links to the UK's achievement to become Carbon Neutral by 2050. Lizzie continues to expand on the advantages that Tennant Signs can offer to businesses looking to establish themselves within the Road Signage industry. "By combining the QUICK-LOCK system with our Traffic Sign Printer, we can offer a turnkey solution for anyone looking to start a traffic sign business."

Another benefit of the system is that it is extremely durable. For the sign plates we use their own sign substrate, called Enviroplate. Enviroplate is Tennant's own substrate, which is more durable and eco-friendly than traditional road safety signage. Since it's more durable than GRP and Composite, Enviroplate won't bend & damage Sign faces. In addition to being highly resistant to bending out of shape, so your sign faces last longer. On the rear we pre-fit lugs for use with our slotted posts' keyholes.

The other side of the Road for Safety signage solutions

Lizzie expands on how Tennants UK, as distributors, offer a secondary aspect of

Road Safety signage to their consumer. "A versatile printer that can produce both traffic and commercial signs." Tennants are official distributors of The Oralite Eco Traffic Printer. This printer produces compliant permanent road signs on HIPs, (HIPs refers to reflective traffic signage) temporary road signs to BS 8442 standard and full colour commercial graphics. Widely used throughout America and Asia and now available in Europe through Orafol. Tennants are proud to announce that they have official distributor status for traffic printers and consumables into the UK road sign market and can offer direct on-site technical support.

Additionally, Oralite Eco Traffic Printer saves significant time when compared to outdated cut-graphics. Not to mention reducing the environmental impact, by cutting down on waste & screen-print solvents. Using GreenGuard Gold certified SX Inks, the printer delivers low VOC emissions and produces even less airborne pollutants and chemicals during operation.

With the combination of the innovative Quick-lock Post System and master distribution of Oralite Eco Traffic Printer, Tennants is the company to contact for your Road Safety signage needs.

www.tennantsuk.com

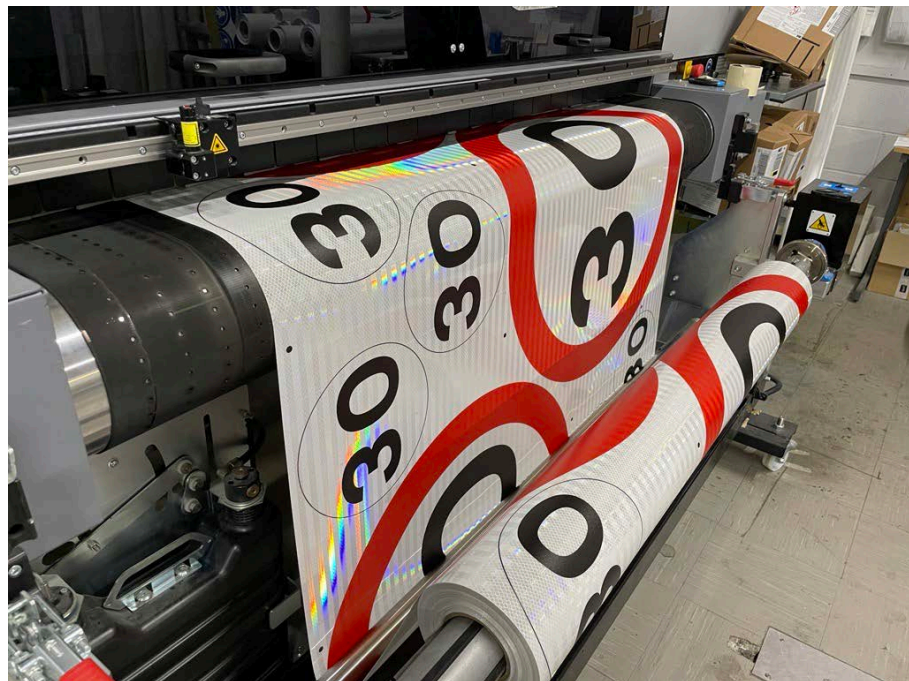
William Smith Signmaker's - 191 Years of Experience

William Smith Signmaker's specialise in Road Safety Signs in the UK. Established in 1832, they are the UK's oldest Sign maker. With 191 years traditional knowledge and experience, they know better than most how to create a quality product. With a variety of specialities, William Smith Signmaker's have a lot of experience and knowledge within the industry.

For This feature on Road Safety Signage, we spoke to Kyle Giles, Marketing Executive, what makes William Smith the premium choice for Road Safety Signage within the industry. Kyle Giles tells us, "Our long history of traffic sign manufacturing makes us the premium choice, as one of the first companies to achieve CE marking (now UKCA). It shows our commitment to ensuring the products supplied meet the highest standards and always comply with current regulations. Our sign designers have a wealth of experience and knowledge which allows us to advise customers on the correct layout of the sign faces, so that they comply with the TSRGD 2016 (Traffic Signs Regulations and General Directions) and any other relevant specifications."

Intrigued to know about what the CE/UKCA marking entails, Kyle explains "All traffic signs need to meet the requirements of BS EN12899-1, which when part of Europe meant CE marking, however since Brexit the signs still need to comply with the standard but now have to have a UKCA mark and for Northern Ireland they need to carry the UKNI & CE mark." (BS EN12899-1) is a British Standard institute, which stipulate the regulations that Road Safety signs must abide by. In a nutshell, the CE marking shows that the manufacturer has checked that these products meet EU safety, health or environmental requirements.

With Road Safety Signage as paramount and laden with strict regulations, it is not only the signs but the vinyl's, which must also adhere to the regulations. Kyle explains, "The reflective vinyl's used have to meet specific requirements set out in the standard and carry a CE mark to show compliance and any overlays need to be tested in combination with the base reflective materials to ensure they meet the relevant colour, retroreflective and durability requirements of the standard. As digital printing is far more common within the industry, the printing of the



William Smith's investment in their Durst RH0163TS automated multi-pass UV inkjet flatbed printer and inks create high quality print, meeting traffic colour specifications to produce certified highly reflective traffic signs.

reflective base has the same testing criteria to ensure colour, retro and durability are met, again it needs to be tested with the associated laminate(s) to ensure compliance with the standard. All vinyl's used need to be from the same manufacturer." William Smith ensure that all regulations are complied with.

Digital Printer for Road Safety signs

Kyle continues to elaborate on the vinyls required and the method of digital printing vs vinyl application. "There are still a number of methods employed in the manufacturing of traffic signs, from the traditional laying up of vinyl's, through to the digital printing of the sign faces using product specific printers for the various makes of reflective vinyl in the marketplace. As we use 3M reflective vinyl's for our traffic signs we have made significant investments in their digital printing solutions using their Durst RHO163TS and inks which allow us to meet all the regulations, improve throughput and react swiftly to customers delivery requirements." The Rho 163 TS Series is the latest development for industrial traffic sign production. Using specially designed 3M UV Inkjet

Traffic Inks it delivers highest quality and reliability, meeting traffic colour specifications to produce certified highly reflective traffic signs.

How to keep up with change

With stringent regulations, we asked Kyle what has been the most significant change to the signage industry in regards to Road Safety Signage. Kyle responded with "The most significant change in traffic sign manufacture has been the advent of digital printing into the manufacturing process as there were numerous challenges to overcome compared to the commercial digital print industry. Smith were again at the forefront of this when it was originally launched by 3M in 2000. Adopting the technology early on allowed us to gain a wealth of knowledge and experience." Having over 190 years of experience and having discussed how William Smith stays ahead of the curve when it comes to keeping up with technological advancements, it looks like William Smith Signmaker's will be at the forefront of the manufacturing and sign making environment for a long time to come.

www.smith-signdisplay.co.uk



CNC Router Cutting Tools

ITC tools sign the route to success

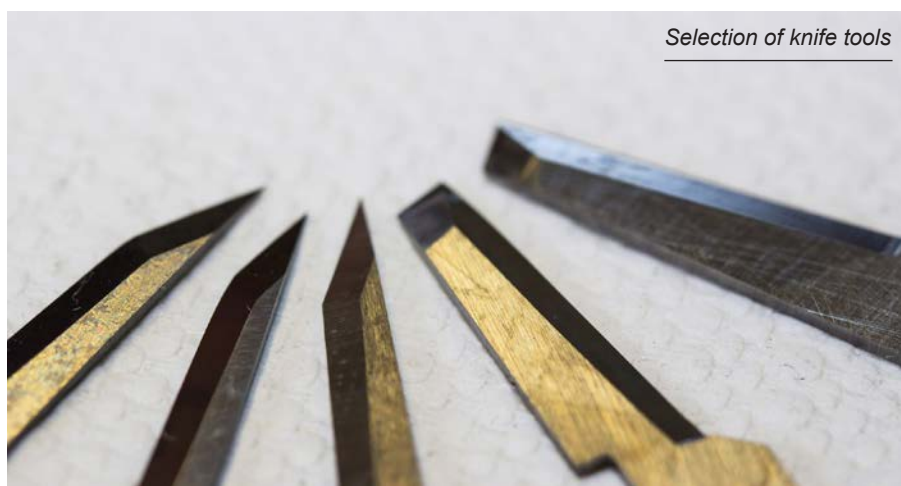
Founded in 1991, ITC (Industrial Tooling Corporation) is a specialist tooling supplier. Their objective is to supply customers with the best possible products, at the same time, making them more efficient and driving productivity through method improvements. We spoke with Rhys Williams and Sally Hunt, at ITC, who decided to give us an insight of the company through the eyes of a customer at ITC.

Ronnie Ross, Managing Director of Designed Signs & Graphics Ltd, entered the signage industry aged 16. After cutting his teeth in the sign-making business, Ronnie established his own company, and now, 20 years after the inception of Designed Signs and Graphics Ltd, the company has grown to become one of the primary print and sign making companies in the Elgin area of Northern Scotland. Recalling his first interactions with ITC, Ronnie told us "Through my career, every business I worked for was using ITC as the 'go-to' supplier for all their routing tools, knife tools and ancillary equipment for routing. This is because the service, technical support and ability to solve problems were up there with the quality of their cutting tools. So, when I bought my first routing machine – ITC was the first name on the list."

As a startup company, they started with a Gerber Edge printer and GSX15 plotter, producing small print run jobs and signage. With financial assistance, the company invested in a large format digital printer, a Gerber Sabre 408 routing machine and a wide format plotter – it was here that the company started its journey with Tamworth based cutting tool experts ITC.

Customer's journey into the present

Ronnie adds: "With the additional capability and capacity, we could produce everything from shop fronts, 3D and illuminated signage through to



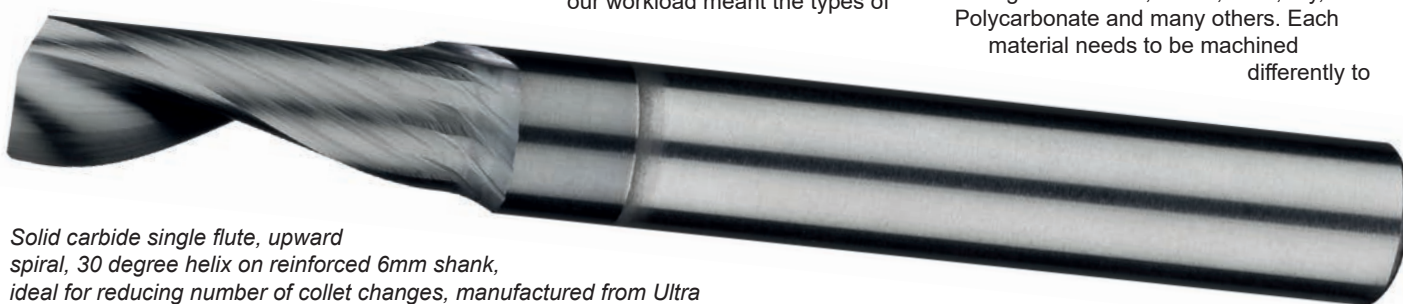
Selection of knife tools

"Through my career, every business I worked for was using ITC as the 'go-to' supplier".

vehicle wrapping, banners, cut letters and logos, fascia's, engraving and all types of larger jobs. This not only opened doors of opportunity for our business to grow, but it also meant we needed additional advice and expertise on our choice of cutting tools. The increased variation in our workload meant the types of

materials we were processing started to expand – and Sally Hunt from ITC was instrumental in ensuring we were using the right tools for the right materials."

Designed Signs & Graphics now serves customers within a 100-mile radius of Elgin, providing a complete range of services. Looking at the diverse range of services and how ITC has supported the company, Ronnie says: "We machine materials from PVC and Perspex through to Di-Bond, Wood, MDF, Ply, Polycarbonate and many others. Each material needs to be machined differently to



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optimise our machining performance and also our surface finishes. ITC has supplied us with everything from the Clearcut single flute tools for machining Perspex and PVC, engraving tools for all material types, an auto-carve set for creating 30, 45 and 60 degree angled features on signs and letters as well as the Di-Bond range of tools for cutting ACM. Whatever we have needed from a cutting tool perspective, ITC has catered for all our requirements."

Tools of choice

ITC supply a vast range of tools for the Signage Industry. Ronnie tells us, "The tools of choice that fulfil most of

the routing requirements at Designed Signs & Graphics are the ITC single flute solid carbide Clearcut range with an upward spiral for swarf evacuation. The balanced 15-degree helix tools are primarily specified in 3 and 4mm diameter to provide a polished finish on Perspex, Acrylic and Foamex as well as a host of other material types." Following the initial success of the ITC Clearcut range, Designed Signs & Graphics started to integrate more of the leading tooling solutions from ITC. This includes the 3 and 4mm diameter Di-Bond Folding tools that are regularly adopted for machining Di-Bond and similar aluminium composite materials.

Referring to these tools, Ronnie says: "The ITC Clearcut and Di-Bond tools are fantastic. The quality of the tools and the strength of the carbide ensures both the Clearcut and Di-Bond series retain their edge sharpness and cut quality for very long periods. It also means that we rarely need to change our tools and tool breakages are never an issue for us. The Di-Bond tools are offered with both a 90 and 135 degree inclusive angles and they give us precision machining for a remarkably long period of time. This gives us confidence on the shop floor that we will never encounter any tooling-related issues. Whilst most Di-Bond materials are not very thick, we also apply the Di-Bond tools to cutting Perspex and other materials up to 19mm deep."

Concluding upon the relationship with ITC, Ronnie says: "The service from ITC is 'second-to-none' and the technical advice and support from Sally at ITC is exceptional. As a UK-based cutting tool manufacturer, ITC has experts like Sally that can support our business and work with us to resolve any challenges that may arise. This includes everything from machining new materials, improving surface and edge finishes or enhancing our machining performance to increase our throughput. With next-day delivery and products of exceptional quality with fantastic service, we would never need to look for another cutting tool supplier."



An ITC routing tool profiling a signage component at Designed Signs & Graphics

www.itc-ltd.co.uk



CNC Router Cutting Tools

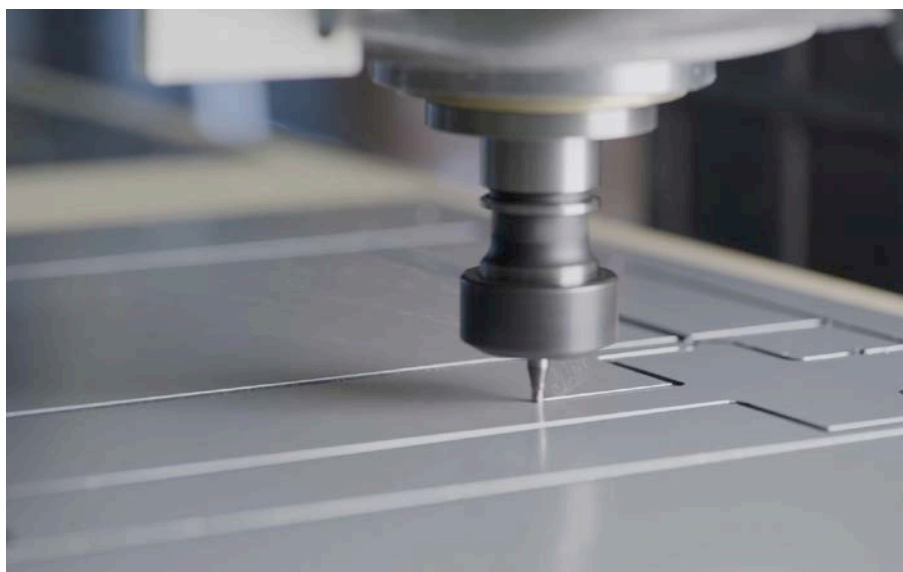
Taking the guesswork out of CNC routing

LKH Tools is a UK distributor of quality CNC tooling from Crown Norge, a Norwegian company who have the tools manufactured in Switzerland. We asked Liam Hodson, Tooling and Machine Consultant at LKH what makes Crown Norge a premium for cutting tools within the industry. Liam tells us "By using high grade European carbide and the latest grinding machines, the tools' consistency and quality is superb. For the end user, they can cut cleaner, faster and for longer with these tools, reducing labour and time compared to other tools on the market. The parts cut require no further finishing or cleaning which is a huge time saver for a business and their customers."

Liam tells us about the popular range Crown Norge range and the specific components used by Sign Makers. "In the case of aluminium, we offer "Superior" coated tools which allows the operator to cut dry and without the use of coolant. This is a very important feature if the next material is MDF, plastic or PVC. In the past, the operator would have to clean the machine down between sheets or dedicate a machine purely to cut aluminium." Liam continues, "With acrylics we have seen a huge demand for our GEN2 acrylic range which cuts clear acrylic to a very high level. This gives a near polished edge (in a single pass) on even the most basic of machine setups. In most cases this is more than expectable to pass as a polished finish."

Taking the guesswork out of CNC routing

"Taking the guesswork out of CNC routing" is LKH's motto. With multiple options, it



The MP (Multi Purpose) superior cutting tool cutting ACM with ease

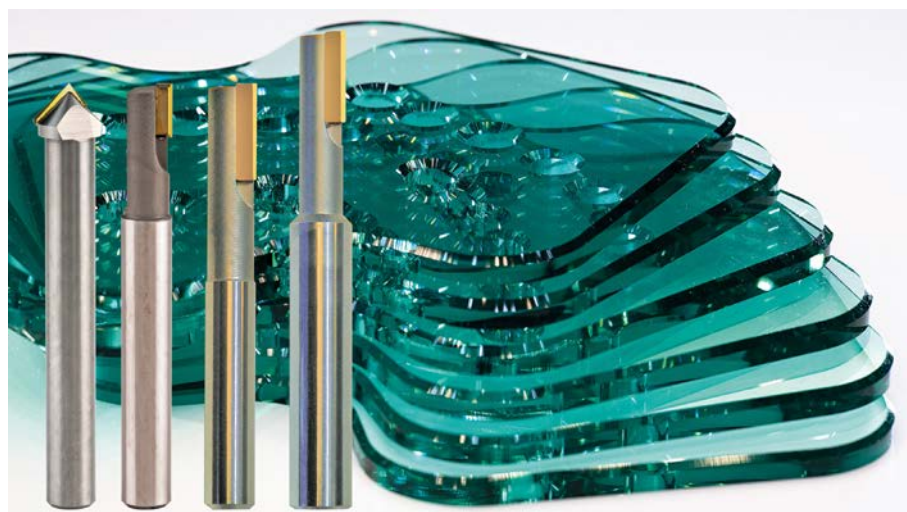
can lead to the question; what is the right tool for the right job. Liam states that, "For new users or customers who have not cut a particular material before, it can be just a simple verification of what they want to cut. We go through a process of finding out what the customer is trying to achieve and look at the machinery they are using. We can then advise on the correct tools, based on the material, part/shape they want to cut. More importantly we also give them the right settings (feed rates, pass depth and spindle speeds) based on the conversation at the very start."

Expanding on services at LKH Tools, Liam says, "We provide advice and the correct settings for each tool and material combination. This saves the

customer the trial-and-error process. We have CNC machines in house for testing purposes. Material suppliers often send new materials to us for test cutting prior to their new product launches. This allows us to have the relevant tool and information for their customers. End users can also send us materials they have been struggling with for assistance. We are also distributors for Vectric and the V-Carve software. We offer training on this software package as well as a tool library which our customers can download. This gives instant access to settings for feeds and speeds on the materials for each tool and helps new machine users get up to speed very quickly. In addition to the tooling and software, we also offer an onsite consultancy and training service to improve the customers production and routing processes."

Benefits of additional services

With LKH Tools offering training and consultancy services with their products. Liam explains the positive impact for this company. "The training and consultancy we offer increases the customers output and also reduces amount of hand finishing required. Choosing the correct tool for the material is very important and by making simple changes to the way they operate, makes a huge difference in what's produced. I often see customers making the same mistakes, using the same router tool to cut everything from aluminium to plastics, usually cutting at a very slow speed. This then requires a huge effort to clean up or dress the cut part. In some of the more extreme cases, customers have



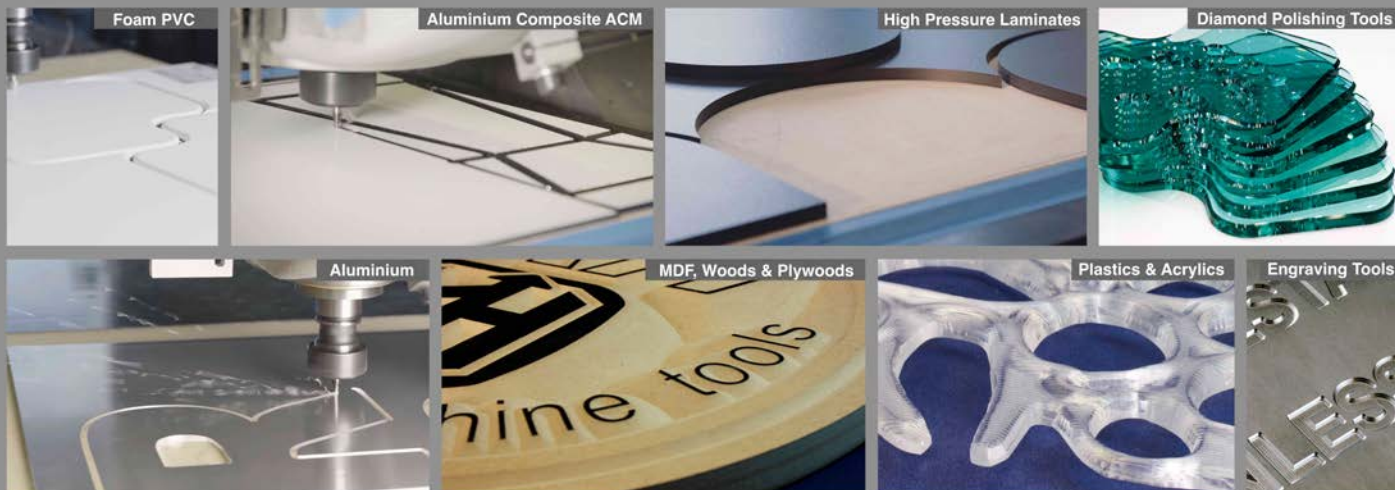
Diamond polishing tools



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gone from cutting aluminium, for example at 1 meter per minute with coolant, or oil to 12 meters per minute dry by using the correct tool. The obvious improvement is speed but it also means they do not have to clean the parts or machine from oil/coolant between cuts. The finish of the cut requires no further work, saving the time and additional labour to bring to the correct standard. We work with customers to improve how things are cut, the layout of the program and optimisation of the process. All these elements which we work on are then combined together to give the operator a concise method of working.

Although CNC machines have largely remained similar for the last decade or so, cutting tools themselves have taken a quantum leap forward. We asked Liam how LKH Tools plans to stay one step ahead of the curve to offer customers the best service possible.

Liam explains, "We work closely with Crown Norge to develop and improve the tooling we offer, their motto is "Innovative cutting tools" and they are right. There are always new challenges to be met, new materials and cutting process that we are working on. For example, we work on some of the more difficult and challenging materials to cut and we like to push the boundaries of what is possible on a CNC router."

www.lkhtools.co.uk



The MP Superior tools for dry routing aluminium



CNC Router Cutting Tools

Powell CNC – Quality Suppliers of CNC Routers and Ancillary Equipment



Compression spiral cutters with marathon coating perfect for laminated materials, including Plywood and MDF.

Powell CNC are a leading supplier of CNC Routers and ancillary equipment in the UK and Ireland. With over 10 years of experience, their expert sales team are knowledgeable on all types of CNC machinery from CNC Routers, Edgebanders, CNC drilling machines and smart factory solutions. Dedicated to supporting all customer needs from machine sales, to spare parts and consumables. Speaking with Bill Powell, Sales Director for Powell CNC about what makes them the premium choice for CNC routers within the industry, Bill highlights the essential requirements for CNC routers.

Precision: CNC routers and cutting tools require a high degree of precision to produce accurate and consistent results. We are known for supplying machines and tools that can achieve tight tolerances and produce high-quality cuts with minimal error.

Durability: CNC routers and cutting tools are often subjected to heavy use and can undergo a lot of wear and tear. We supply machines and tools that are built to last, with high-quality materials and components that can withstand the demands of frequent use.

Innovation: The CNC and cutting tool industry is constantly evolving, with new technologies and techniques emerging all the time. We are at the forefront of innovation, developing new features and tools that can improve efficiency, accuracy, and overall performance.

Customer support: CNC routers and cutting tools can be complex, and users may require support and guidance from the manufacturer to get the most out of their equipment. We offer exceptional customer support, with knowledgeable technicians and resources available to help users troubleshoot any issues and optimize their machines and cutting performance to increase longevity, throughput and profitability.

Right tools and services for the job

Within the Signage industry, there is a very low tolerance for imperfections. As such, it is essential for sign companies to be equipped with the right tools for the job.

Bill elaborates on this subject, “single flute

spirals are often the tool of choice. They have a large flute volume, evacuating chips and debris quickly and efficiently. The design allows for faster feed-rates, cutting through material quicker than other types of tools and produce a cleaner edge. This is important as quality of the finished product is critical and edge quality is often scrutinised.” Knowledge and support within the signage industry is essential, as speed and quality ultimately affects the reputation and profitability of an industry that requires exemplary attention to detail.

As most within the signage industry are aware, a cutting tool is only as good as the substrate it is intended for. This can vary widely, from acrylic to MDF, to composite. We asked Bill, what type of single flute spiral was best for each substrate. These CNC tools are supplied in different versions to suit our customer's needs. The range expands from the “Acrylic” range, with special geometry for Acrylic and Polycarbonate. Our “multi-purpose” range is suitable for engineering plastics, wood, rubber and aluminium. The “Multi-purpose Superior” range with its special coating offers 60% less friction for difficult and harder substrates such as Trespa, ACM mineral core and dry cutting aluminium.

In terms of customer support, Bill recalls a particular situation that helped a customer to find the right tool for the job. “A customer was having trouble processing 12mm phenolic faced plywood.



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TOOLING FOR A VARIETY OF
MATERIALS**



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The standard carbide tools were not lasting due to the aggressive nature of the material. We specially designed a diamond compression spiral, which gave excellent tool life and finish and a competitive price." Powell CNC's offers not only the product to its customer, but the experience and knowledge with their product.

A primary example of how Powell CNC helps their customers is for their special tooling requirements. Bill tells us, "We can have tools designed to meet customer's specifications and profiles. We offer high-quality CNC router tooling that is durable and reliable. This reduces tooling costs, labour, and machine time. Along with this, is our first-class technical support that gives advice on applications and running information. Our fast delivery with a large stock at competitive prices means that our customers don't have to wait long for their order." As always within business, time is money and Powell CNC's aim is to aid business with this prospect and future proof their business by keeping up with the latest in technology and services.

Looking to the future of tooling

As technology ever moves onwards, we asked Bill about how they keep up with the industry. "We continuously monitor the latest advancements in the industry by attending conferences, workshops, exhibitions and investing in technological infrastructure and tools. This includes keeping up with the latest software, hardware and machinery innovations."

"For our customers, this means we are able to offer innovative products and services, provide better customer experiences, and operate more efficiently to reduce costs. Staying innovative helps us to meet the changing needs and expectations of our customers. Offering innovative products at competitive prices allows us to build trust and long-term partnerships with our customer base."

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Vinyl Cutter/Plotter Blades

Graphtec – Precision and reliability with every cut

Graphtec, established in 1949, has a long history of technological development. This has meant that they have always been at the forefront for the plotting and recording markets.

Talking to Colin Gallimore, Marketing Director at Graphtec GB, we asked about Graphtec's long standing within the signage and cutting tool industry. Colin told us, "Graphtec GB plotter blades are among the most popular and widely used plotter blades in the market. They are designed to be compatible with Graphtec cutting plotters, which are well-known for their precision and accuracy in cutting various materials such as vinyl, cardstock, paper, fabric and more. Graphtec GB plotter blades come in a range of sizes and shapes, each designed for specific cutting applications.

When asked about what distinguishes their product from others on the market, particularly relating to quality and durability, Colin responded, "our plotter blades are made from high-quality materials, the highly durable Super Steel material or Tungsten Carbide ensures that they are durable and long-lasting. The blades are designed to withstand the wear and tear of regular use, which means that you can use them for an extended period without needing to replace them."

Different needs for different uses.

Within the signage industry, different substrates are needed to match the customer's requirements. We asked what blades are used for different substrates. Responding to this, Colin says "The Graphtec GB plotter blades come in a range of sizes and shapes to suit different cutting applications. The most common sizes are 30 degrees, 45 degrees and 60 degrees. The 30-degree blade is used for cutting thin materials such as vinyl and paper. It can also be used for creating fine detail in designs. While the 45-degree blade is used for general cutting of materials such as cardstock, vinyl and thin plastics. The 60-degree blade is ideal for cutting thicker materials such as heavy-duty vinyl, rubber and other materials that require a greater cutting force.

Apart from the standard blades, Graphtec also offers specialty blades that are designed for specific applications. The CB15UA-K30 blade is designed for cutting thick, dense materials such as sandblast

stencil, textile, felt and cardboard while the CB15U blade is perfect for cutting thin materials such as film."

As in most cases with the rise of the digital age, there are other cheaper competitors on the market. Asking Colin what does Graphtec offer to their customers that is different from the competition, he tells us. "To complete the portfolio, Graphtec GB have their own economy range the Graphtec CB09-L 0.9mm Economy Blade, providing high-quality cutting solutions for budget-conscious customers and replaces the need to purchase cheaper 3rd party blades which may not have the same quality as a Graphtec branded product. The CB09-L 0.9mm Economy Blade is a top-quality cutting blade made from Supersteel designed to fit a wide range of Graphtec cutting plotters. The blade is engineered with the highest precision to deliver accurate and clean cuts on a variety of materials, including vinyl, cardstock, and more."

Uses of Graphtec GB Plotter Blades

Graphtec GB plotter blades are designed for use with Graphtec cutting plotters, which are commonly used in the graphics, textile and sign-making industry. Graphtec GB blades are also ideal for making banners, decals, stickers, heat transfers and other similar products.

Well known for their precision and accuracy, Graphtec GB plotter blades are adept in cutting various materials. Sharpened to a precise angle, this ensures that they cut through materials cleanly and accurately, resulting in high-quality cuts that are free of jagged edges and imperfections.

Having such a variety of choice in the Graphtec range, we wanted to know how a customer would know what is the right blade to use and how to make sure that their purchase is a good investment for their business. Colin responded to this by telling us. "Graphtec GB plotter blades are a good investment for anyone who needs a reliable and high-quality cutting blade. The range of blades available, their uses and the comprehensive Graphtec GB guide to fitting both the blade and the holder, is available on the Graphtec website ensuring that you get the best results from your cutting machine. The quality and durability of these blades, coupled with their precision and accuracy, make them a worthwhile investment for anyone who needs to cut materials regularly." With such a rich history of supplying plotter blades to the industry, Graphtec GB is a safe bet for your plotter blade requirements.

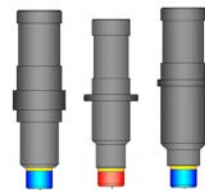
www.graphtecgb.co.uk/blades/



CB15U 1.5mm blade
Max Material Thickness: 0.50mm

CB09UB 0.9mm blade
Max Material Thickness: 0.25mm

Tungsten carbide edges on these blades feature superior edge sharpness, greater strength and wear resistance, compared to standard plotter blades.



Edward Mathias & Co. - The right tool, first time around

Edward Mathias & co. was established in 1987. Harry Davies, Managing Director of the company is a paragon of information and knowledge about all things cutter-blades. It is a knowledge that in many ways has ingrained itself in the repertoire of the company. Yes, they manufacture and sell quality products to their customers, but it is the customer support that is their real selling point. The quintessence of no-nonsense material; you need to know something, and you will find out.

In discussion with Harry Davies, we asked what type of enquiry suppliers and manufacturers face. Harry regales us with a snippet of a particular encounter with a customer, "When people call us about a cutting problem, they usually assume it is blade or plotter related but it very rarely is. The most amusing call we have ever had was from a very angry man who claimed his plotter was spelling signs incorrectly because we had supplied a dyslexic blade. He felt rather foolish when we told him that a blade could not be dyslexic but his new (and untrained) machine operator could!" And this is very much in touch with the information you receive – Do it the right way, and it will work.

This goes very much the same way about their products. Edward & Mathias manufacture and supply smart knives. In Harry's words, "Our most popular products are our Smart Knives, not because the blades they contain are any better than the 'ordinary', 'standard' or 'original' blades we also manufacture, but

because the blades are pre-set in their own blade holders, they are easier to use and therefore less likely to be used or set incorrectly." As the blades are pre-made, ready for immediate use, this takes away the time needed to configure the blade or fiddle with springs. The only recommendation is to test cut using low pressure to establish the perfect depth.

In a similar vein to the personal approach of how Edward & Mathias sell their products to their customers is via their website for router cutters. Unlike most other distributors of cutting tools, Edward Mathias want to understand your needs before selling you the product. In a simple format the To supply the appropriate cutter we need to know:-

The DIAMETER of the cutter you require.
The DEPTH to which you need to cut.
The MATERIAL you wish to cut.

For some Sign companies, this may be a straightforward scenario, however, for others who are looking to expand their potential but don't know the right tool, Edward & Mathias are only a phone call away.

Face to face technical support.

Harry directed me toward their info. & technical support page. Within these support pages, there is a liturgy of information, all categorised into specific criteria. Pulling a reference from their technical support, we can see their level of detail their support page offers. "Magnetism can attract dust and fine metal

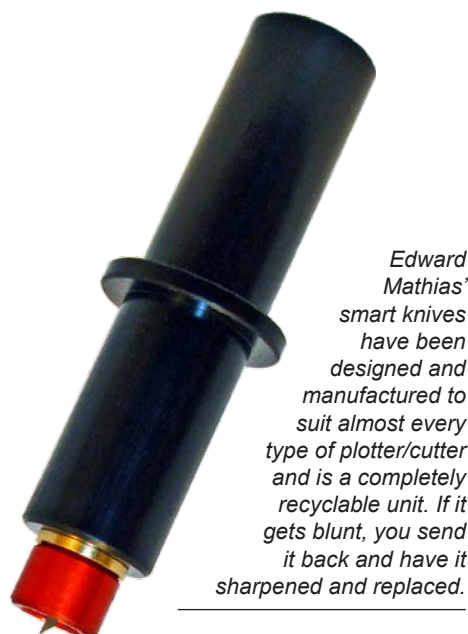
particles into the angular contact bearing (sometimes called pivot bearings) inside the holder and cause it to clog. When the bearing clogs it creates resistance to the rotation of the blade which may then try to cut sideways or backwards causing turned up corners and vinyl rips." This is simple enough information, but essential for a signage business that is having issues with their plotter. This is what Edward & Mathias offer to their customer, they offer full and honest advice online, and encourage you to call them.

Edward & Mathias are also an official distributor of Signage Software. Whilst they stipulate that their help & support is not a substitute for proper training, however their customer support level is second to none. Harry tells us, "With most software packages to obtain help and support, users need to play text message tennis or email ping pong with a computer in a far distant country which can give stock answers to standard questions but can rarely understand or answer YOUR question.

(Artificial intelligence is not always as "intelligent" as some people like to believe). Support is important so the software we most frequently supply is SignLab. because when users need help they can speak (yes! act ually speak!) to living breathing human beings from a company, based in the UK."

In a digital age of immediate purchases, Edward & Mathias are different in the way they operate. Yes, the intention is to sell a product, but they want to make sure you have the right product the first time.

www.edwardmathias.com



Edward Mathias' smart knives have been designed and manufactured to suit almost every type of plotter/cutter and is a completely recyclable unit. If it gets blunt, you send it back and have it sharpened and replaced.



Working in close partnership with companies like Graphtec, that supply cutting machines such as the FCX2000; the ultimate solution for prototyping and small production runs of rigid materials without the use of a cutting die.



Textile Printing / Soft Signage

R A Smart -

A new way of keeping the local tradition

Established 1972 by Ron Smart, R A Smart now has a rich heritage in the textile industry, stretching over five decades. The company's headquarters is based in Macclesfield, Cheshire. The town holds its own legacy within the textile market as it is said to have once been the largest producer of finished silk in the world. At one time there were around 70 mills in the town. Today R A Smart is the last local factory still practising the ancient art of weaving silk.

R A Smart is unusual as the company not only supplies cutting edge textile printing solutions, it also produces quality printed textiles for high-end fashion and home furnishing customers. In fact, the machinery side of the business wasn't founded until 1986 when Magnus Mighall joined the company to manufacture specialist short run textile printing equipment. Magnus was a trained lithographic printer who had served four years in the Royal Engineers printing maps for the military prior to joining Ron.

R A Smart Machinery built up a renowned reputation for the supply of bespoke print. Solutions were installed throughout the UK as well as further afield, building the foundations of a specialist network of customers and suppliers. This meant that, when digital print began to emerge, R A Smart already had a healthy number of customers who were eager to explore

the new technology and challenge the constraints of traditional print. The company has had long standing relationships with many textile equipment manufacturers – one of the longest of which is with Mimaki. R A Smart had installed machines from Mimaki at its own print facility before Hybrid became the UK Distributor.

The company has a wealth of experience and knowledge within its field, and this resonates through to its customers. Those who purchase equipment from R A Smart can do so with the understanding they will be supported by one of the most capable teams in the industry.

Popular Industry Choices

Printer and ink chemistry depends on the customer's intended usage. It's sometimes the case that more than one solution is required to meet all the client's requirements and produce different product ranges. However, for a direct-to-textile solution that can meet most requests, the Mimaki TX300P-1800 is a popular machine. With the ability to be setup with several different ink chemistries, or in some cases multiple, the TX300 offers versatility. The new MKII version of the machine also comes with a vacuum platen, offering further flexibility and allowing users to print onto transfer sublimation paper.

Speaking of dye sublimation, R A Smart's exclusive range of HP Stitch printers have taken the market by storm since their announcement. Users can choose between 1.6m and 3.2m models, each utilising HP's ground-breaking thermal printhead technology. They are the first machines in the world to successfully use thermal technology to produce dye sublimation prints – which means users benefit from higher native resolutions and reduced downtime, as the heads can be changed by the operator. R A Smart are extremely proud to have partnered with HP as the exclusive distributor for the Stitch range of printers in the UK & Ireland.

Keeping Up With Technology

Maintaining tradition isn't all R A Smart is known for though. The company is always actively seeking out the latest in print technology and trends for its customers. A recent example includes being one of the first established suppliers of DTF technology in the UK, partnering with a highly reputable machinery manufacturer to bring end users a reliable and tested turn-key solution.

R A Smart were also the first company in the UK to supply and install Mimaki's 3DUJ-2207 cutting-edge 3D print technology. The printer is capable of producing over 10,000,000 colours in 3D, revolutionising the industry and making full colour 3D print more accessible than ever before.

Looking To The Future

Going forward, R A Smart continues to grow and adapt with the industry. The company has recently opened a Large Format division, bringing in industry expert, Adam Booth, as partner. The Large Format company focuses on the supply and support of industrial print equipment that's mainly geared towards the sign & graphics sector. The incorporation of the division has seen R A Smart expand its product portfolio to include industry leading manufacturers such as Fujifilm, Summa and Canon. These new partnerships have allowed R A Smart to promptly build upon its presence within the market, as the company aims to develop and evolve over the next 50 years.

www.rasmart.co.uk



Mimaki TX300P-1800 has the capability to print directly onto almost any type of natural or man-made fabric. It is ideally suited to applications such as fashion, soft signage and exhibitions.

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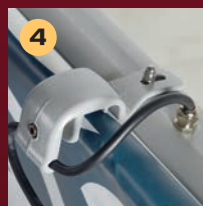
1 Wall box with feed link cable to first barrier



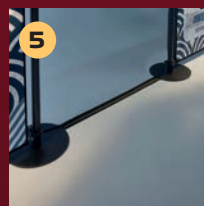
2 4mm carabina clip cable management



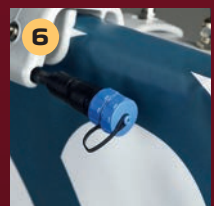
3 Link cable available in various lengths



4 Cable tidy slot on rear of bracket



5 Gangway entrance with floor cable protector



6 End cable waterproof dust cap

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Exhibitions

Sign China 2023: The leading trade fair for the global sign industry

The sign industry is evolving at a rapid pace, and the Sign China 2023 trade fair aims to provide a platform for businesses to showcase their products and services, network with industry peers, and keep up with the latest industry trends. Scheduled to take place from 4-6 September at the Shanghai New International Expo Centre, the event promises to be a highly anticipated gathering of sign industry professionals from around the world.

The Sign China trade fair has been held annually since 2003 and has become one of the most prominent events in the sign industry calendar. With over 2,000 exhibitors/brands from more than 30 countries and regions, the event offers a comprehensive range of solutions for signage, digital printing, and advertising.

The exhibition is expected to cover an area of more than 60,000m², and visitors can expect to see the latest products and technologies from industry leaders. From LED displays and 3D signage to digital printing equipment and materials, the event provides a one-stop-shop for businesses looking to expand their product offerings and stay ahead of the curve.

Sign China 2023 is expected to attract a diverse range of attendees, including sign manufacturers, designers, distributors, and buyers. Whether you are looking to explore new products and technologies, network with industry peers, or gain valuable insights into the latest industry trends, this event is not to be missed.

LED CHINA

LED China is the concurrent event of Sign China. Founded in 2005, it's the flagship event in the LED displays, digital signage industry, featuring the latest visual products and solutions. SIGN CHINA and LED CHINA complement each other, 2 shows together covering every aspect of tradition and digital signage. They formed a perfect all-in-one platform for most end-user markets, such as retails, supermarkets, malls, exhibitions, events, architectures, venues, stadiums, recreation, etc.

www.signchinashow.com



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Statistics expected:

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80,000 Visitors
2,000 Exhibiting brands
6 Exhibition halls



Sign and Digital UK brings face-to-face business back to the industry

Sign & Digital UK, which ran from 21 to 23 March, brought thousands back together to share information, network and, most importantly, do business. The positive experience for exhibitors has led to a record number rebooking already for next year's event.

Exhibitors across the hall, large and small, met and exceeded their targets for the event, and many said they took several orders on the stand. Event director, Jenny Matthew, said, "It was really encouraging to hear that so many of our exhibitors took orders during the show. Sign and Digital UK has always been known as a 'selling' show, and this year it certainly earned that label."

The visitor experience continues to improve, with more features and services introduced to help educate, inform and guide sign-makers attending the event. The Explains Lounge, run in conjunction with the ISA UK trade association, saw more than 30 people presenting or being part of expert panels over the three days, with many interesting and informative sessions standing room only. Craig Brown, CEO of ISA UK, said, "We had some really interesting sessions this year and this was reflected in the numbers of people coming to see them and also in the questions they asked. I certainly learned a lot, and the feedback I received suggests many others did too."

Alongside the Explains Lounge was the Sign Surgery, which allowed visitors to spend time with individual members of the panels and the ISA directors to ask questions and receive advice. "As the trade association for the UK sign industry, it was so valuable to be able to spend time with sign-makers from across the country at the show. We had lots of great discussions, and we also did our best to answer questions and explore new ideas and initiatives," adds Craig.

The Sign Studio with Paul Hughes ran eight sessions a day demonstrating vinyl application onto walls and vehicles. This was hugely popular, drawing big crowds and very positive comments.

The Hexis Wrap Battle contest was hugely popular and ran throughout the show. The competition was incredibly stiff, with all the heats and finals drawing big crowds and encouraging their favourites. The final took place on the last day and

was won by Chris Hooper of Wrap Worx. Congratulations also to Oli Goodman of Wrap Capital, who came second and Aleksejs Kosarevs of AKtints Ltd, who came third.

Jenny Matthew concludes, "It felt like the industry was well and truly back and looking as healthy as ever. It is so encouraging for us to see how people respond to Sign and Digital UK. It is an important part of the industry's calendar and a great opportunity to get together, reconnect with old friends and do some great business. We spent a lot of time throughout the show talking to visitors and exhibitors about how to keep improving the experience, and we have lots of ideas for 2024. I would like to say a big thank you to all the exhibitors, visitors, partners and media supporters who came to the show, and we look forward to seeing you all again next year."

Sign & Digital UK returns to the NEC, Birmingham from 27-29 February 2024 and is free to attend for visitors.

Exhibitor Feedback

Feedback from exhibitors at the show reflected how lively the show floor was and the quality of visitors. Some comments include:

Duncan Jeffries, Head of Marketing, Hybrid Services (exclusive UK and Ireland Mimaki distributor), "It's great to be back at Sign and Digital UK again. It's the perfect opportunity for us to meet customers old and new, launch new products and engage with the industry. It's a great snapshot of our industry, allowing people to come and see products from a broad range of suppliers under one roof. There's nothing like seeing it live at an event, and that's what Sign and Digital gives us."

Sarah Winterbottom, Group Sales Director, Soyang Euope, "We've enjoyed some really good conversations on the stand throughout the show. We signed many orders on the stand and generated lots of potential opportunities. It's clear that many people who come to the show are seriously considering their next major investment and it's great to have the opportunity to spend face-to-face time with them."

Bryan Jater, Sales Director, Trotec, "We came to the show with an expectation of a number of leads that we would hopefully generate and we certainly achieved that. It's always great to talk to people about how their business has progressed and while we try and keep in touch with our customers as best we can through the year, SDUK is a great opportunity to see a lot of people in one go."

www.signuk.com



Star Wars characters from the Premier stand visiting the Hexis stand



Industry View

Building a lasting legacy with Summa cutting technology

John Draycott, Marketing Manager at ArtSystems explains how a proven, trusted and reliable brand within the cutting solutions segment, Summa has made a significant impact on the industry since launching in the early 1970s, supplying the market with innovative solutions on a regular basis.

Celebrating 50 years in business this year, Summa's technology has been rolled out by printers and sign-makers around the world, thanks in part to the manufacturer's worldwide network of approved partners, including ArtSystems in the UK.

But what has driven this success for Summa? What is it that the manufacturer does to ensure that its technology stands out in a busy market, and how is it planning to continue this development in the years ahead?

Quality and durability

While Summa has remained true to its Belgian roots, innovating and manufacturing from a specialist facility in the country, at the same time the company has established new locations to further its development. A site in the US serves as the headquarters for Summa America, while its laser division is based at a facility in the UK.

What all three of these locations have in common is a commitment to quality and durability, which Summa has become known for over the years. Continuous research and product development has allowed Summa to build on its technology and react to demand by launching new products to help their customers grow.

Creating value

Summa strongly believes that the most effective way to develop new solutions that will create value for users is to listen to what customers are saying. Summa and its partners are constantly in contact to ensure they are supplying the market with the products they need to address the latest trends in the wider industry.

This approach can be seen in Summa's current product portfolio. The diverse range of vinyl cutters, flatbed cutters and laser cutters are testament to Summa's commitment to deliver the solutions that will be most effective for users, and ones that will allow them to grow as a business.



The F Series provides a comprehensive selection of cutting tables from the entry-level F1612 pictured, right up to the superb F3232, and provides an outstandingly reliable solution for any print finishing application.



The Summa S One D60, is the latest entry-level range of roll fed cutters

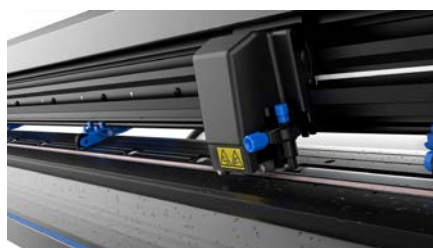
Teamwork

At the heart of Summa's success is a sense of teamwork, not just among those who work directly for Summa, but also its

partners in regions around the world that share the manufacturer's ongoing desire to evolve its technology to meet changing market demands.

Each member of the Summa family cares about the customer and is committed to assisting them in any way they can. Whether it's help selecting a product, answering queries during installation, or offering advice on a machine that is already running, Summa is there to support the customer at every step.

www.artsystems.co.uk



Analysing print's place in the modern retail market

Yucel Salih, Wide Format/DTG DTF Specialist at Ricoh UK Limited explains how despite the influx of and increased use of digital technologies in the retail sector, print remains a popular choice among brands and marketers as a way of capturing the attention of consumers as they browse the shelves in supermarkets and high street stores.

This is all the more important in a market that is being impacted by much wider issues, primarily the economic situation that is placing a great amount of stress on almost all businesses. With consumers cutting back on certain products, this greatly impacts their buying behaviour and brands are having to respond to ensure their products stand out and remain at the forefront of consumers' minds at this difficult time.

The BPIF, in collaboration with Ricoh, recently hosted a dedicated webinar on the subject, inviting specialists from both the print market and the retail sector to speak about the role that print can play in driving sales within retail and helping brands capture attention.

Titled 'Display and POS - How do we make an impact in retail', the webinar set out a number of key considerations for print service providers (PSPs) as to how they can not only help their customers succeed, but also grow their own businesses at a time of great economic uncertainty.

Buying habits

With consumers changing the way they shop due to the higher cost of living, this could lead to PSPs altering their own strategies. Olga Munroe, Head of the Retail Institute at Leeds Beckett University, said consumers are likely to look at cheaper, own-brand products during times of economic struggle, with the pressure on well-known brands to cut their own prices to retain sales.

As such, in-store promotions, much of which is print-based, will draw attention to these special offers, which in turn will help brands keep hold of customers. This will also lead to more impulse buying as consumers look to take advantage of offers while they are there, but the key to this is to ensure the brand is doing enough promotional work to make customers aware.

Then there is consideration of the types of products that will be popular during harder times. While consumers may cut back on certain luxuries, there are categories where they will not compromise such as personal care, children's accessories, soft drinks confectionary and alcohol.

Printers may want to focus on working with these well-known brands as they show resilience and may even grow during a recession, which will benefit their own business in the longer run. It may also be worth looking at growth areas such as tourism and recruitment to see how print can help.

Sustainability factors

Another way brands are drawing attention to their products and services is by making a noise about their own commitment to sustainability. Protecting the planet is a hot topic for many consumers and they are much more likely to buy from a brand that shares these green values.

'Sustainability' has been a buzzword in print for a number of years now and many PSPs will already be working with brands on this, but perhaps the key thing is to speak with more clients and potential customers about the benefits of this approach and how you, as a printer, can help to improve their own image.

When it comes to retail-specific considerations in this area, there is plenty to look at. The plastic packaging tax will have an impact on many brands, as will new consumer regulations that require businesses to meet certain environmental criteria.

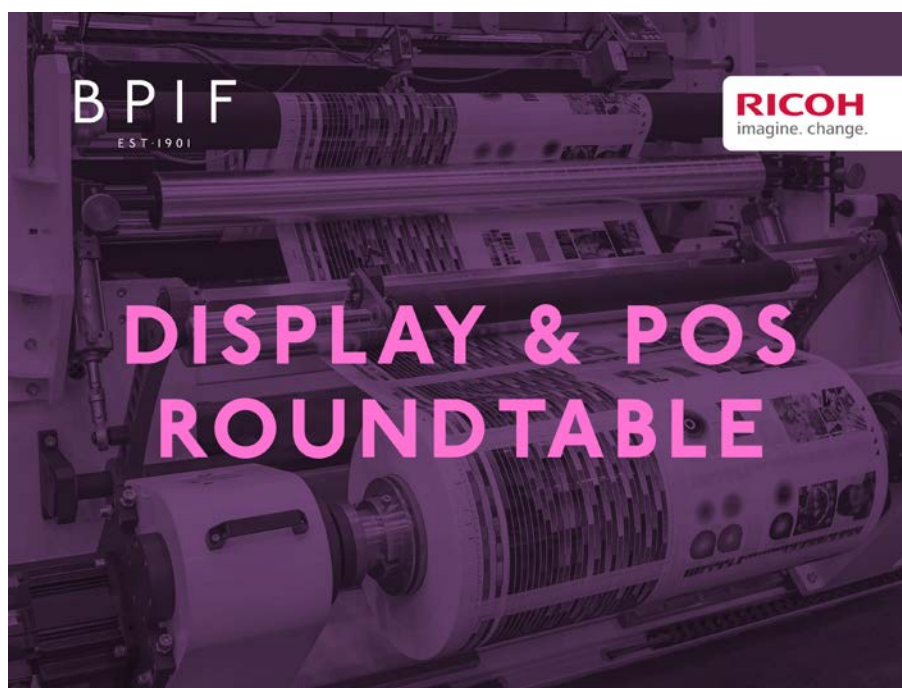
While there remains a great deal of uncertainty as to what 'sustainability' actually means, and a lack of clarification from governments over what specific targets businesses need to reach in order to be considered as being sustainable, one thing for certain is that print as a media can help retailers and brands in the long run.

The shift towards recyclability, reusability and reduction within retail can be supported with printed media. For example, when speaking about point-of-sale (POS), it would be much more sustainable for a retailer to simply replace the printed graphics on a structure rather than dispose of the entire piece when the campaign had finished.

This can also be said for the types of materials used to print; by working with media that can be recycled properly will further improve the environmental credentials of both your own business and that of your customers.

Of course, none of this can be achieved alone and requires a lot of cooperation among members of the industry. PSPs need to speak with their customers about how they can support them with their green goals, while manufacturers should do more to promote what is possible with print when it comes to marketing within the retail sector.

www.ricoh.co.uk





Macroart deliver sustainability in the real world of exhibitions

Leading wide-format print, graphics, and branding specialist MacroArt helped a series of clients enhance their sustainability impact at the ICE gaming event at ExCel London in February, with over 1500m² of graphics removed from potential landfill disposal.

All clients sourcing graphics from MacroArt at the event were provided with a full turnkey print, install, dismantle and take-back service for their stand graphic prints, ensuring that all materials were captured and brought back for recycling correctly.

Analysis of the data after the event showed that the 1500m² of graphics materials collected, graded, and processed into suitable audited waste streams by MacroArt's dedicated Sustainability Team, all removed from potential landfill disposal.

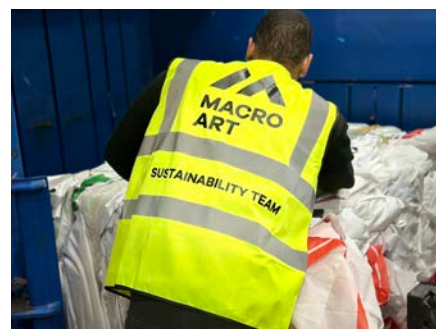
Although complex in the planning, the Sustainability Team developed effective processes on site to minimise impact for their client whilst maximising the quantity

of materials reclaimed, resulting in a trouble-free operation.

Matt Guise, MacroArt's Sales Director, was delighted with the success of the initiative: "As the first of what we hope will be many turnkey projects, it was rewarding to see both how smoothly everything went and how much material we were able to redirect to our audited waste streams.

"Our experience at ICE has clearly shown that making a significant reduction in waste at large-scale shows is more than achievable, and we are now focusing on delivering and improving this service at future events. By providing this for both individual clients, and large scale shows with multiple clients, we are once again proving our commitment to offering the most sustainable options for graphic production."

MacroArt's clients at the show were pleased with the positive outcome, with the business showing that attending



The MacroArt team collected and sorted materials for recycling from ICE

exhibitions and events can be achieved with a much-reduced environmental impact. Focus is now on offering the service at future shows as the company continues to deliver on its Sustainability Strategy.

More information of MacroArt's sustainability initiatives can be found at:

www.macroart.co.uk/sustainability

QPS expands LED UV flatbed printer range with new ColorJet Verve Mini

Quality Print Services (QPS), the one-stop-shop for the wide-format print market, is delighted to announce the availability of the new ColorJet Verve Mini small-format LED UV flatbed printer.

The ideal solution for the production of bespoke promotional merchandise, the ColorJet Verve Mini features a bed size of 1,050mm x 1,650mm, opening up its use for a wide range of applications.

Offering users CMYK plus white and varnish, the new printer can handle substrates up to 65mm thick, including foam board, acrylic, MDF, glass, tiles, cut sheets, leatherette, foil, corrugated paper and more.

With best-in-class automation, a top printing speed of 60sq ft/hr and its compact size, the Verve Mini is the ideal choice for print service providers with limited floor space who are looking to enter new markets.

*The new **ColorJet Verve Mini** is the ideal small-format LED UV flatbed for the production of bespoke promotional merchandise, offering users CMYK plus white and varnish.*

"We're excited to be able to offer our customers the competitively priced ColorJet Verve Mini, which, in our opinion, is among the best small-format LED UV flatbed printers available in the UK market at present," QPS Managing Director Chris Bailey said.

"With its flexibility to handle all kinds of materials, along with fast print speeds and a small footprint, the ColorJet Verve Mini is the ideal solution for those companies looking to expand their presence in busy and profitable markets.

"The Verve Mini joins ten other UV printers making the ColorJet UV range one of the

most comprehensive in the market. This includes dedicated flatbeds capable of printing 2 x 8'x4' boards at the same time, space saving Hybrid printers up to 3.2m wide and dedicated roll to roll printers up to 5m wide. There's something for everyone!"

The full range of ColorJet printers is available with immediate effect from QPS, with support being offered to customers across all areas of the UK.

www.qualityprintservices.com.





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Dufaylite becomes carbon neutral and FSC certified

As the world is focused on climate change on a global scale, sustainable manufacturer Dufaylite has fully committed to cutting its own carbon footprint, after becoming a Carbon Neutral Business and achieving FSC status, marking a great start to the year.

The partnership with (TAG) Carbon Neutral Britain, will see the manufacturer measure and offset its carbon footprint, in a continual commitment to the environment.

The FSC (Forest Stewardship Council) forest management certification supports Dufaylite's commitment to responsible forestry and makes them the only honeycomb producer in the UK to achieve the status.



Example of Dufaylite Ultraboard in use.

These accolades further underpin Dufaylite's commitment to the environment and comes hot on the heels of them becoming the only honeycomb provider in the world to have secured the AA BRCGS Global Food Safety Standard in 2022.

Ashley Moscrop, Managing Director of Dufaylite, commented; "I am delighted to have started the year so positively. We are now officially and purposefully making the decision and commitment to the environment as a business and promise to offset all carbon emissions ongoing. Our journey to being Carbon Neutral and own our carbon agenda has just begun.

"As a business we didn't feel it was enough to just manufacture a product that is sustainable, we are fully committed to the environment and reducing our overall impact in every way possible. Looking ahead, we will continue to evolve, and our next commitment is to switch to renewable energy sources by the end of 2023."

Further complimenting Dufaylite's environmentally led approach is its partnership with Premier who act as exclusive distribution partner for Ultra Board in the UK. Premier runs a Carbon Capture® programme which allows clients



Managing Directory, Ashley Moscrop

to mitigate the CO₂ emissions from the production and distribution of paper and materials purchased. As part of this, Ultra Board now has Carbon Capture® included and any sales of the substrate will support the work of the Woodland Trust, the UK's leading woodland conservation charity.

www.dufaylite.com

TECHSiL acquire Eurobond Adhesives

TECHSiL are delighted to announce the acquisition of Eurobond Adhesives, as of March 23rd 2023.

TECHSiL was founded in 1989 and acquired by Diploma PLC in 2021 with an emphasis on added value distribution. TECHSiL supply an exhaustive range of technical & high performance adhesives, silicones, tapes, O-rings and seals into industries such as Automotive, Aerospace, Defence, Electronics, and other manufacturing companies. TECHSiL follow a problem solving engineering and design led approach, with outstanding customer service at the heart of everything they do. TECHSiL represent some of the biggest brands such as Momentive, Loctite, Trelleborg, Power HotMelts, PermaBond, Panacol, ITW, Stokvis, 3M, amongst many.

TECHSiL
Adhesives | Silicones | Tapes | Seals | O-Rings



Simon Dearing, EuroBond MD (left) and Chris Dilley, Techsil MD (right).

Eurobond
ADHESIVES LIMITED

Why Eurobond?

Established in 1984, Eurobond Adhesives are suppliers of high performance adhesives, tapes, sealants, coatings and UV light systems under the Penloc & Vitralit brands. TECHSiL and Eurobond share similar values, business models and end-markets making them a great strategic and cultural fit, focusing on delivering outstanding customer service alongside an excellent product proposition.

Other Acquisitions

TECHSiL are acquisitive and Eurobond Adhesives became our 5th acquisition, after Fospat Ltd, M-Tec Ltd, GlueLine Ltd and Silicone Solutions in 2022.

www.eurobond-adhesives.co.uk
www.techsil.co.uk

Soyang Europe opens up new demonstration facility to customers

The new facility at Soyang Europe's Accrington site will constantly run as an open house, allowing customers from across the UK to view a wide range of hardware and material solutions whenever suits

Soyang Europe, a leading manufacturer and distributor of digitally printable wide-format and superwide-format media and surface coverings, and – through its acquisition of Josero – a supplier of leading edge wide and superwide format print production hardware solutions, is delighted to announce the opening of its new, dedicated demonstration facility.

Based at Soyang Europe's headquarters in Accrington, the new site houses a range of printing equipment, sewing machinery, flatbed printers, reel-fed printers, routers and cutters, all of which will be available for live demonstrations during visits.

The facility is unique in that it will run in the style of a print house, with solutions ranging from narrow width machines up to 5m-wide printers, in addition to finishing equipment to complement this hardware.

Among the many solutions on display is a brand-new Fujifilm Acuity Ultra R2 5m-wide printer. Last year,

Soyang Europe agreed a partnership to sell the market-leading printer in the UK market and visitors can now view the machine up close.

Soyang will be running its wide range of specialist materials on all the printers in-house, allowing visitors to see for themselves the quality of these solutions and how they perform in a print house environment.

The new Soyang Europe site is open daily for customers to visit, offering unmatched levels of flexibility and access to those interested in learning more about hardware and material solutions for use across a host of markets.

"If you come to Soyang, it's not just a normal demo site where you'll just go and see machines; you'll see an actual

facility with one and a half million square metres of material in it," Soyang Europe Managing Director Mark Mashiter said. "That shows how we support the industry in terms of stock levels. It's not just about machinery, it's about the media as well and, specifically, the right media for the right printer.

"We want to be different; the printers will be used all the time as we will be producing our own samples, so there will always be something running in the demo room."

The new space is being overseen by Gareth Newman, an experienced industry expert who joined Soyang Europe as Technical Applications Manager earlier this year. Gareth will be on hand to guide visitors through the many options available from Soyang Europe and the solutions that will best suit their requirements.



Among the many solutions on display is a brand-new Fujifilm Acuity Ultra R2 5m-wide printer

"Gareth has run a demo suite before in an applications department, so he's fully versed with running print equipment," Mark said. "Our aim is to be a 100% open house during business hours. So, if somebody said they want to come next week, we will be happy to welcome them."

To book your visit to the demonstration centre, email sales@soyang.co.uk



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The Sign Awards celebrate success and announce expanded event for 2024

The signage industry has welcomed new event The Sign Awards with open arms, as attendees and sponsors alike hailed the inaugural event an overwhelming success.

The brand new contest saw over 100 submissions to 11 categories with the winners revealed at a glittering gala dinner on March 22nd at Birmingham Town Hall.



The organisers have said that following discussion with partners and entrants, the competition will be expanded to include a number of wrap focussed categories for the 2024 edition.

The aptly named Sign & Wrap Awards will see 5 new categories added covering individual printed vehicle wraps of both traditional vehicles and those more out of the ordinary, fleet work, full colour changes and architectural film projects.

Dan Tyler who founded the awards commented "We've been absolutely blown away by the response from the industry to our inaugural event. The energy inside the room on the night was incredible, and having just about caught up on sleep now, we're excited to do it all again!"

Discussing the expansion, he said "We added a printed vehicle wrap to sister event the UK Graphic Awards last year, collaborating with the guys at Amari ADAPT to do so. It proved incredibly popular. Having looked at the make-up of the entrants at both events, we've decided it makes sense to bring the wrap community together to celebrate their achievements with the signmakers, since there's lot of crossover there, and we can't wait to see them at the 2024 Sign & Wrap Awards"

The event will return to Birmingham for it's 2024 edition, with a date to be announced later this year.

To stay up to date and hear when entries open, register at signandwrapawards.com

IPIA sets out to stimulate print economy in a room with a view

As part of its wider mission to energise the print industry, the IPIA will host its first physical event of the year; the Spring Networking Lunch, on June 14th, 2023.

The IPIA is committed to stimulating new economic activity for the sector, and that is why it develops a series of events throughout the year to bring together a cross section of printers, print buyers, suppliers, designers, marketing agencies and technology developers.



Charles Rogers, IPIA Chairman, is keen to encourage those who have never attended an IPIA networking event to come along

Matthew Ruff, Chair of the IPIA Events Subcommittee, comments: "Last year's event was a huge success, largely down to the structure of the event and providing the opportunity to meet new connections and share experiences of the market. Not only are our events great for meeting potential new clients, but they are also perfect for finding future collaborators and maintaining existing relationships."

The Spring Networking Lunch includes a glass of bubbly or two on arrival, a sumptuous French cuisine three course lunch – wine, beer, and soft drinks – and a networking introduction service.

The venue is the beautiful sky restaurant Orelle in Birmingham, which is just a five-minute walk from both Birmingham New Street and Snow Hill stations – situated in the buzz of the city centre. Sitting at the top of the city's tallest building, it offers incredible panoramic views.

Charles Rogers, IPIA Chairman, is keen to encourage those who have never attended an IPIA networking event to come along: "We recognise that everyone is busy, and choosing to take a day out of the business to attend networking events means the day must deliver a ROI. We endeavour to ensure that we know who is of interest

to those attending in advance of the lunch, and effect as many introductions as possible on the day, creating the opportunity for that ROI to become a reality.

"Everyone who attends an IPIA networking event is made to feel very welcome – so if you are new to us, rest assured you will be well looked after. We aim to make the event a positive investment of your time."

Welcome drinks commence at 12:00 and guests are seated for lunch at 13:00, and to maximise everyone's conversations, people move from table to table between courses. Guests will wrap up full, happy, and newly inspired at 16.30 – guests that are not pressed for time will normally continue the day at one of the fantastic venues nearby.

If you want to meet new people and grow your network, or simply catch up with some friendly faces in a great atmosphere, come and enjoy some of the finest networking available in our industry.

Tickets are now available online at: ipia.org.uk/snl23, members tickets are £114* and non-members tickets are £176 (*prices include VAT).

YPS becomes reseller for Agfa's Anapurna

Your Print Specialists (YPS), based in Newcastle, has become the latest customer of Agfa UK. A partnership that will see them add the Agfa Anapurna engine and associated software and consumables to their portfolio of print brands.

Established in 2009, YPS is a print supplies reseller within the Screen, Litho and Digital Wide Format print market. They supply hardware, software, and consumables for many brands including Mimaki, Roland and Epson, and they service customers nationwide. They are particularly strong in the North of England where they are based and have built long standing relationships with many independent printers. A team of 14 staff

at YPS support their customers with a proactive service of supply, extended warranty packages, and with a team of in-house engineers, service work can be carried out too.

Georgia Brown, MD of YPS said of this latest development: "We are really excited about this new partnership with Agfa. This move to add the Agfa Anapurna brand to our portfolio is a natural expansion to our product range, as it provides a choice of wide format options and fills a price gap in our current offering. We will be supplying the Agfa Anapurna print engine range plus the inks and the Asanti workflow."

The wide-format hybrid Agfa Anapurna LED series is perfect for sign shops, digital

printers photo labs and mid-sized graphic screen printers that want to combine board and roll-to-roll print jobs. The engine options print from 1650mm up to 3200mm in width and combine high quality with fast productivity for outdoor and indoor, rigid and flexible wide-format jobs. The white ink function creates possibilities for printing on transparent material for backlit applications or for printing white as a spot colour. An optional automatic board feeder helps increase productivity too. The engines are fitted with air-cooled UV LED lights to save energy, costs, and time. The Agfa thin ink layer technology ensures the lowest ink consumption in the market and the engines are powered by the Agfa Asanti workflow software.

"I have known the team at YPS for many years and we are delighted to now have them on board as a reseller of our popular Anapurna range." Said Paul Fitch, Head of Inkjet at Agfa UK & Ireland. "It's a great fit for our business, they have a loyal customer base who appreciate the independent technical advice that YPS give on the best print solution for their business."

www.yourprintspecialists.co.uk



YPS to resell iEcho digital cutting tables

Your Print Specialists Ltd (YPS) has announced a new partnership with Sabur Digital to resell the iEcho range of digital cutting tables in the UK. The relationship will mean that YPS adds a high-quality and great value finishing machine to its comprehensive range of large format printing solutions.

Sabur Digital is the UK distributor for the iEcho range of digital flatbed cutting systems. Georgia Brown, Managing Director of YPS, says, "The iEcho machines are built to very high production standards that compare favourably with other machines in the market but at a considerably lower price point. This very much fits our strategy to deliver quality products at great value for our customers."

Dan Jeffries, Business Development Manager at Sabur Digital, says, "YPS is an ideal company for us to partner with to help increase the exposure of iEcho in the market, as well as promote additional sales. They have a superb reputation for great products, service and value, and we are very happy to be working with them to bring this exciting range of digital cutting tables to the UK market."

Earlier this year, YPS visited Sabur to see the iEcho in action and the team was hugely impressed, "We were blown away by the quality of the iEcho and also the infrastructure behind," adds Georgia. "We could see that the technology and build quality were equal to the more recognised market leaders, but with a significantly reduced cost. We could see the massive benefits in terms of quality and price that we could bring to our customers, particularly in the current economic climate."

There are already more than 50 iEcho machines already installed in the UK. Together, Sabur Digital and YPS will provide full UK onsite warranty, with parts held in stock in the UK. The two companies are developing a close partnership to help both companies

raise awareness of the iEcho brand and further increase sales in the UK. Georgia continues, "Roll-fed cutters still have a strong grasp of the digital roll market. However, the use of flatbed printing is rapidly increasing, and this is driving the demand for good and affordable flatbed digital cutting. We are very confident that with iEcho's build quality and affordability, our customers will certainly see the benefit of investing in this technology alongside their flatbed printers."

Georgia Brown concludes, "This deal is similar to our adoption of the EWS flatbed applicator table, which we believe to be as good, if not better, than any similar machine on the market."

www.yourprintspecialists.co.uk



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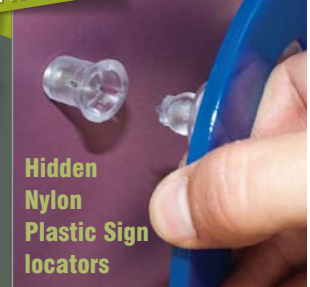


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As SOLE UK distributor of SloanLED systems & TRADE manufacturer of lighting products, our experienced team can advise you on the best solutions for your project. Whether energy efficient LED modules in a variety of kelvin & RGB options, or our innovative, made in Britain light panel, Applelec LED Light Sheet, which is now available in an ECO-FRIENDLY version, we have something for every need.

ARDITI UK LTD

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Tel: 01604 864615

artillus@arditiuk.co.uk

www.artillus.com

Our 12v or 24v Garnet super bright edge lit LED boards produce balanced lighting, shadow and hotspot free and will backlight any type of translucent material you care to imagine, such as thin cut stone, marble sheets, fabrics, vinyl etc. providing pure, unadulterated freedom for your creative mind to produce stunning wow factor lighting features for hotels, leisure centres, restaurants and homes.

FOCUS LED UK LTD.

Unit 38 Cariocca Business Park, 2
Hellidon Close, Ardwick, Manchester,
M12 4AH

Tel: 07979 944 418

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Specialise in LED Lighting for Signs & Shop fitting, Kitchens, Restaurants, Commercial & Domestic Lighting. Quality & Professional Lighting to get your job done by giving you our best advises, there is no job too small. You only pay for quality products at Focus LED. Check out our gallery to see how we helped others to achieve their projects.

SIGNTRADE LETTERS LTD

225 Long Lane, London N3 2RL

Tel: 08085 456700

sales@signtrade.co.uk

www.signtrade.co.uk

Chromasign launched at Sign UK. We offer a complete range of ChromaForm Letters with Halo Lighting not available anywhere else. Ring Susan or Lesley for details and samples.

SPECTRON LED LTD

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

Tel: 0161 263 8828

sales@spectronled.co.uk

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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.

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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 Trough Lighting, LED Modules, Floodlights, Strip Lights, Fairground Lights, Power Supplies and much more. We guarantee quality with high quality components and our ISO 9001 UKAS accredited certification for Quality Management. Contact us today to find out how we can help you with your lighting requirements.

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

Tel: 01132 524 706

sales@weloveleds.co.uk

www.WeLoveLEDS.co.uk

The favourite online LED supplier to the sign, display and shopfitting trade. Large stocks carried of Fairground lighting, LED modules, power supplies and other signage consumables. Working with Weloveleds, you will only deal with experienced salespeople and receive 'no nonsense' ordering. Orders can be made online, over the phone and by email. Use Code: TSG10 for 10% trade discounts.

LED NEON

APPLELEC

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

Tel: 01274 774477

sales@applelec.co.uk

www.applelec.co.uk

Get that sort after neon look with all the advantages of modern signage. Robust, easy to install, low voltage & safe to touch, LED Neon removes all the risks associated with traditional neon signs without compromising on look & quality. Available to the TRADE signage industry, our LED neon styles range from fun to sophisticated & offer the perfect alternative to traditional neon.

NEONPLUS® (PART OF 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

Award winning LED block acrylic illuminated shapes and letters used for window displays, visual merchandising and signage. Neonplus® was the first of its kind, and still the only CE-approved LED block acrylic illuminated shape/letter product on the market today.

LED WINDOW DISPLAYS

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

Tel: 0141 764 1600

sales@ispitrade.com

www.ispitrade.com

iSpi Trade is the UK's premier supplier of LED window display solutions. With A4, A3 and A2 size options in portrait or landscape, we can supply fully configured kits which are designed to match your windows specifications, plus we provide single panels, accessories and replacement parts, all at low trade prices.

SPECTRON LED LTD

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

Tel: 0161 263 8828

sales@spectronled.co.uk

www.ledsignsandlighting.co.uk

Specialist LED lighting supplier offering a wide range of commercial grade LED components, signage & POS display systems including battery or mains powered LED Illuminated A-Boards (A1 single or double-sided); Aluminium Light Panels; Glass Fronted Pockets with cable kit. Trade prices, technical support and same day despatch available.

LIGHT BOXES & LIGHTING

APPLELEC

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Tel: 01274 774477

sales@applelec.co.uk

www.applelec.co.uk

TRADE suppliers of fabricated and extruded light boxes, custom made to client design requirements. From flat faced and curved styles, to LED illumination and colour changing modules, a definitive range of light box products are available. Applelec LED Light Sheet is regularly used to create ultra slim light boxes with bright, even illumination at a depth of just 25mm.

DPI UK LTD

Unit 25 Trent Lane Industrial Estate,
Sycamore Road, Trent Lane Ind Est,
Castle Donington DE74 2NP

Tel: 01332 228 150

paul@dpi-uk.com

www.dpi-uk.com

DPI UK Ltd are a UK manufacturer and supplier to trade. The Lumina range of LED lightboxes is unique in offering a LIFETIME WARRANTY because we use the most reliable LED system in the business. The Lumina range is being used by our trade customers high end clients such as Lidl, Ikea, John Lewis, Fat Face, Harrods and Heathrow Airport.

MAGNETIC MATERIAL

BISBELL MAGNETIC PRODUCTS LTD.

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Trent, Staffs DE13 0BN

Tel: 01283 531000

sales@bisbellmagnets.com

www.bisbellmagnets.com

The UK's widest range of digitally printable wide format magnetic and ferro sheet (up to 1524mm wide). Maxmag vehicle grade magnetic materials available in white, plain or adhesive backed - by roll or cut to your specific requirements. Also available dry-wipe sheets, magnetic chalk boards, window graphics, neo magnets, vehicle roof magnets and a full range of magnetic and steel tape.

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Brooklands Business Park, Leigh
Street, Sheffield S9 2PR

Tel: 0114 2422211

sales@magnetic-solutions-ltd.co.uk

www.magnetic-solutions-ltd.co.uk

Part of the Sanders Group, Europe's largest combined supplier of magnetic & ferro sheet materials including wide format, PVC FREE magnetic (1370mm) and ferrous media (1600mm). Also available, retail POS graphic materials, magnetic flooring, neo magnets, sign grippers and magnetic tape with a range of adhesive finishes to suit your requirements. We can provide the solutions.

MOULDED & FABRICATED PLASTICS

MERCURY & PHILLIPS SIGNS

51-59 Waterworks Road, Norwich
NR2 4DA

Tel: 01603 666699

sales@mercuryphillips.co.uk

www.mercuryphillipssigns.co.uk

Suppliers of moulded acrylic pans and logos up to 2800mm x 1500mm and other types of press and vacuum forming in PVC and HIPS. Specialists in fabricated plastics for POS displays with full screen print, graphics and CNC routing capabilities.

PROJECT PLASTICS LTD

7 Grange Way Business Park,
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sales@projectplastics.co.uk
www.projectplastics.co.uk
Manufacturers of acrylic domes and
shapes, tubes, point of sale displays
and showcases. Bespoke plastic
fabrication. 3mt x 2mt CNC router,
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moulding oven for oven forming,
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Plastic cut to size service.

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

Tel: 01603 666699
sales@mercuryphillips.co.uk
www.mercuryphillipsigns.co.uk
Moulded letters and logos in all
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stabilised gold and silver acrylics, in 8
standard sizes, bespoke sizes available
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blow moulded pans, in acrylic and petg
also available.

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225 Long Lane, Finchley London
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sales@signtrade.co.uk
www.signtrade.co.uk
Moulded letters are our speciality with
stock of 20 fonts 8 letter heights in
coloured Perspex and 1000's of flat cut
letters as well. Your own font or logo
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over 60 years of experience to call on.

WARD SIGNS

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Tel: 0117 955 3385
info@ward-signs.co.uk
www.ward-signs.co.uk
Having patented the original method
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Bristol can manufacture and supply
resin lettering to the highest standard.
Our stock patterns for resin letters are
a cost effective method of achieving
the same styles as traditional bronze
and aluminium (which we also cast in
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designed patterns for letters and logos
for all your needs.

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A1DESIGNS

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Tel: 020 8646 9886
enquiry@a1designs.co.uk
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Neon & Cold Cathode Manufacturers to
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Confidential Service. All neon
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Tube supports etc.

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ME4 5BS

Tel: 01634 841300
info@avenuesigns.co.uk
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Full computerised design service neon,
cold cathode and LED lighting. Fully
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diagnosis, fast repair service. Complete
sign service from vinyl through to
acrylic to polished stainless steel
to transformer and neon accessory
supplies.

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sales@spectronled.co.uk
www.ledsignsandlighting.co.uk
Specialist trade suppliers of premium
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Tel: 0113 25 24 706
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Award winning LED block acrylic
illuminated shapes and letters used for
window displays, visual merchandising
and signage. Neonplus® was the
first of its kind, and still the only CE-
approved LED block acrylic illuminated
shape/letter product on the market
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sales@signscape.co.uk
www.sasl.co.uk
We're a leading sign trade
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tailoring solutions to suit each client,
location, and application. Our exterior
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illumination, and custom graphics.

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Antrim BT36 4RB
Tel: 028 9084 9999
mail@brettmartin.com
www.brettmartin.com
Brett Martin is a leading manufacturer
of plastic sheet products for signage,
interior design, shop outfitting, POS
displays and fabrication. Products
include Foamalux, the extensive foam
PVC range in bright White, Satin and
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in addition to Polycarbonate, PVC,
Acrylic, aPET, PETg and Styrene
sheet. Our sales team and distribution
network covers the UK & Ireland.

RIGHTON BLACKBURNS LTD

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Tel: 01384 276400
sales@rblimited.co.uk
www.rightonblackburns.co.uk
UK distributor of Polycasa Crylux
Cast & Crylon extruded sheet
acrylic. Available in a wide range
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finishes. Also stocked: Alucobest
aluminium composite sheet, Marlon
solid polycarbonate, PET-G, SAN,
polystyrene, hygienic cladding, rigid
PVC and fixing accessories, sign
post systems, aluminium sheet and
extrusions.

TELEGAN PRESSED PRODUCTS LTD.

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Essex CO11 1UP
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Leading manufacturer of plate pressed
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laminate. A comprehensive range of
photoluminescent boards and self
adhesive vinyl is available in PSPA
class B and Class C to order.

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Trusted TRADE suppliers of projecting
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branding to one or both sides of the
sign face & a variety of illumination &
fixings options are available. When
combined with our award-winning
LED Light Sheet, a double-sided
projecting sign can begin at a super
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also available, so get in touch with our
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Tel: 01202 463573
enquiries@ironsigns.com
www.ironsigns.com
Leading trade suppliers of high quality
traditional and contemporary projecting
signs and brackets, offering a large
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and next day service. Please visit our
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Unit 3C Buckley Road Industrial
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Lancashire OL12 9EF
Tel: 01706 633043
sales@apptape.co.uk
www.apptape.co.uk
Suppliers of Micro prismatic reflective
tapes (3m, Avery, Reflexite) and
glass bead reflective vinyl for use on
emergency vehicles (police cars &
chapter 8 legislation etc) also HGV
markings as per EC 104. We stock
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Reflexite and Avery which are some of
the most reflective materials available
on the market. Chapter 8 chevron kits
also available.

SIGN TRADE SUPPLIES LTD

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

ROUTER CUTTERS/ PLOTTER BLADES

ATA ENGINEERING PRODUCTS LTD

ATA House, Unit B, Boundry Way, Hemel Hempstead, Herts HP2 7SS
Tel: 01442 264411

sales@ataeng.com

www.ataeng.com

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

EDWARD MATHIAS & CO

PO BOX 121, Frodsham, Cheshire, WA6 1AA

Tel: 01928 739 799

info@edwardmathias.com

www.edwardmathias.com

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

LKH PRECISION TOOLS

Unit 15a, Cowlairs, Nottingham, NG5 9RA

Tel: 0115 666 0060

enquiry@lkhtools.co.uk

www.lkhtools.co.uk

UK distributors of Crown Norge, offering the highest quality CNC routing and engraving tooling. Tooling specialist for aluminium, plastics, acrylics, PVC, foams, ACM/Dibond brass, MDF, plywood, and woods. Maximise production, quality and optimisation with our range of training and consultancy services. Authorised UK reseller for Vectric software with training available upon request.

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Tel: 01322 340 194

mail@desp.co.uk

www.desp.co.uk

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

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

Tel: 01279 467999

sales@firstsignsandlabels.co.uk

www.firstsignsandlabels.co.uk

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

MERCURY & PHILLIPS SIGNS

51/59 Waterworks Rd. Norwich NR2 4DA

Tel: 01603 666699

sales@mercuryphillips.co.uk

www.mercuryphillipssigns.co.uk

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

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Tel: 01384 276400

sales@rblimited.co.uk

www.rightonblackburns.co.uk

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

TELEGAN PRESSED PRODUCTS LTD.

South Strand, Lawford, Manningtree, Essex CO11 1UP

Tel: 01206 803580

sales@teleganpressedproducts.com

www.teleganpressedproducts.com

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

TROTEC

9 Didcot Way, Boldon Business Park, Boldon Colliery, NE35 9PD

Tel: 0191 580 1184

materials@troteclaser.co.uk

www.troteclaser.co.uk

Trotec's UK warehouse is fully stocked with engraving materials available with cut-to-size and next day delivery. As well as a range of laminate, acrylic, metal and wood sheets, we also supply a range of engraving consumables such as marking pastes and accessories including mounting devices and braille beads.

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Unit 3, Delta Court (Robin Hood Airport), Auckley, Doncaster, DN9 3GN

Tel: 01302 775920

sales@visionsinplastics.co.uk

www.visionsinplastics.co.uk

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

SIGN & DISPLAY SYSTEMS

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Unit 1 Wortley Moor Lane, Leeds, LS12 4JD

Tel: 0113 279 9745

sales@vision-lighting.co.uk

www.vision-lighting.co.uk

Vision Lighting's Signtrim aluminium sign frame extrusion is ideal for fabricating sign frames for non-illuminated sign panels 5 to 6mm in thickness. Signtrim is widely used on convenience stores to create external displays where window graphics are not possible. Signtrim can be supplied in mill finish or painted to the required RAL colour on a short lead time.

SIGN LOCATORS

F. K. MOORE LTD

5 Wilton Road, Haine Industrial Park, Ramsgate, Kent CT12 5HD.

Tel: 01843 593 440

enquiries@fkmoore.com

www.fkmoore.com

British manufacturers of screw type Brass Sign Locators, Wall Fixing Standoffs and stockists of Nylon Locators for the Sign and Shopfitting Industries. As well as other shopfittings, we also manufacture Coverhead Screws, either Flat, Dome, Conical or Mushroom shape in various finishes.

SIGN POSTS & FIXINGS

INDASOL

10 Crystal Drive, Sandwell Business Park, Smethwick B66 1QG

Tel: 0121 556 9900

enquiry@indasol.co.uk

www.indasol.co.uk

INDASOL offer the complete range of SNAP FIX and SIMPLE FIX locators to compliment our extensive range of Sign Makers Tapes, Adhesives and other products. Available from stock on a next working day delivery, we also offer our Locator Bonding adhesives that are not only compatible with these locators, but also offer low read through on sensitive substrates such as mirrored acrylic, ACM etc.

SIGN TRADE SUPPLIES LTD

Unit D5 Bonham Drive, Sittingbourne, Kent ME10 3RY

Tel: 01622 689 410

www.signtradesupplies.co.uk

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

SIGN SUPPORT SYSTEMS

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

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

SHOPKIT GROUP LTD

Unit 3 Swanstons Road, Great Yarmouth, Norfolk NR30 3NQ

Tel: 01923 818 282

www.shopkit.com/brochures/

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

SIGN SURVEYOR

PB WILLIAMS SIGN SURVEYOR

48 Durlay Rd, Aintree L9 9AW

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.

DISCOUNT DISPLAYS

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

INDASOL

10 Crystal Drive, Sandwell Business Park, Smethwick B66 1QG

Tel: 0121 556 9900

enquiry@indasol.co.uk

www.indasol.co.uk

Located in The Midlands, INDASOL offer a complete range of Technical Tapes, Adhesives, Sealants and other associated products for the Sign Maker. We can assist with on site visits to ensure the right product is specified for each job. With the ever changing materials being used in Sign Making, it's vital to use the right product for each job. Get in touch for a free of charge quote or visit.

SIGN TRADE SUPPLIES LTD

Unit D5 Bonham Drive,

Sittingbourne, Kent ME10 3RY

Tel: 01622 689 410

www.signtradesupplies.co.uk

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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.

SPECIALITY FILMS

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.

TRAY SIGNS

APPLELEC

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.

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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

VISUAL GROUP

Hunt Lane, Doncaster, South Yorkshire DN5 9SH

Tel: 01302 800 250

sales@visual-group.co.uk

visual-group.co.uk

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

VINYL SUPPLIES

APA (UK) LTD

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Tel: 020 8311 4400

apauk@apaspa.com

www.apaspa.com

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ATC LTD

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Tel: 01706 633043

sales@apptape.co.uk

www.apptape.co.uk

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Tel: 01670 59 2095

graphics.averydennison.eu
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Tel: 01562 747 000

sales@creativefilms.co.uk

www.creativefilms.co.uk

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Tel: 01827 300500

www.grafityp.co.uk

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sales@gmcrafts.co.uk

www.gmcrafts.co.uk

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MACTAC UK LTD

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Pavilion Drive, Northampton
Business Park, Northampton NN4
7PA

Tel: 01604 644697

www.mactacgraphics.eu

Mactac is a global manufacturer of 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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3JP

Tel: 0151 272 1234

www.mdpsupplies.co.uk

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1600 Park Avenue, Aztec West,
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Tel: 0800 77 26 33

info.uk@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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Tel: 01934 852 888

sales@signscape.co.uk

www.sasl.co.uk

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VISUAL GROUP

Hunt Lane, Doncaster, South
Yorkshire DN5 9SH

Tel: 01302 800 250

sales@visual-group.co.uk

visual-group.co.uk

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.

WIDE FORMAT PRINTING

VISUAL GROUP

Hunt Lane, Doncaster, South
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Tel: 01302 800 250

sales@visual-group.co.uk

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WIDE FORMAT SOLUTIONS PROVIDER

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