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# Sign Update

SEPTEMBER/OCTOBER 2008 ISSUE 110 £2.50

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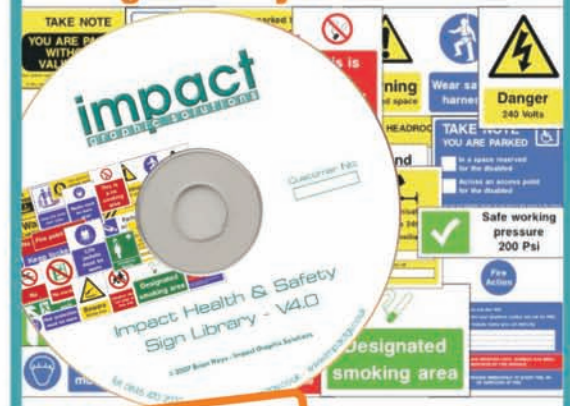
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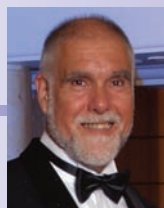
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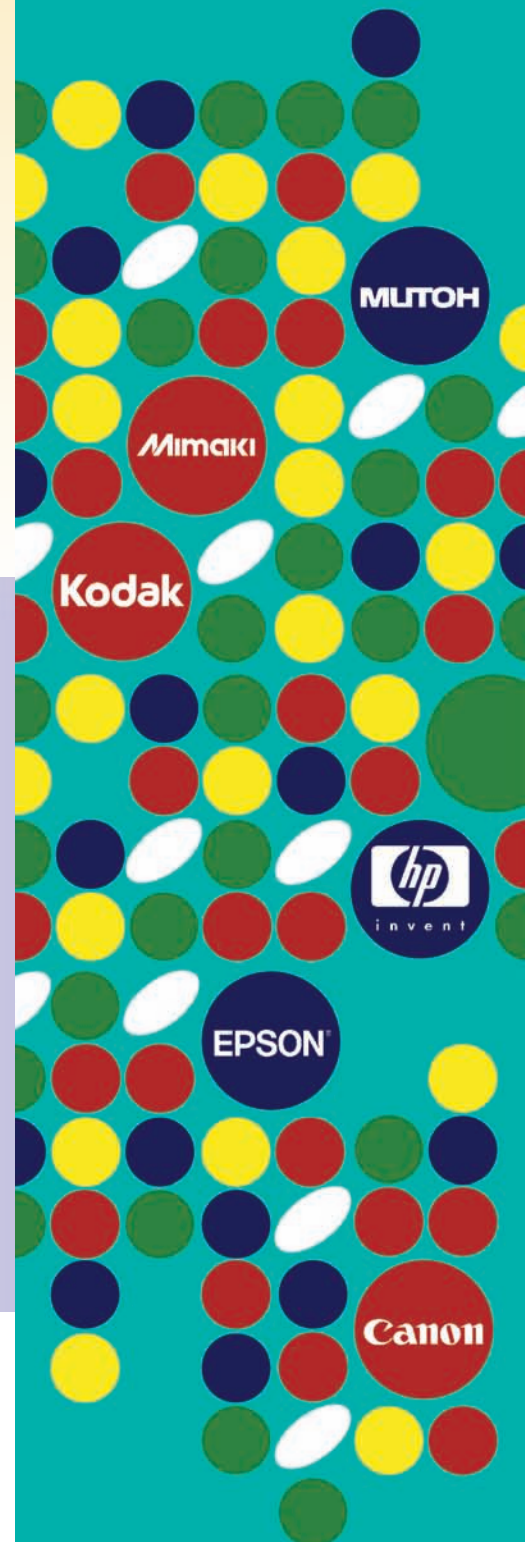
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### PRODUCTS AND EDITORIAL SUBMISSIONS

Sign Update welcomes news and information relating to new and improved products for possible coverage within the news and review pages. Sign Update however accepts no obligation to provide coverage or return unsolicited products which are sent to it.

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imagination at work

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There are still a lot of small sign makers that still turn work away, simply because of the size of the job. But there really is no need to – the industry is alive out there with help for you. You don't have to struggle with something that's just a little out of your reach to complete in-house.

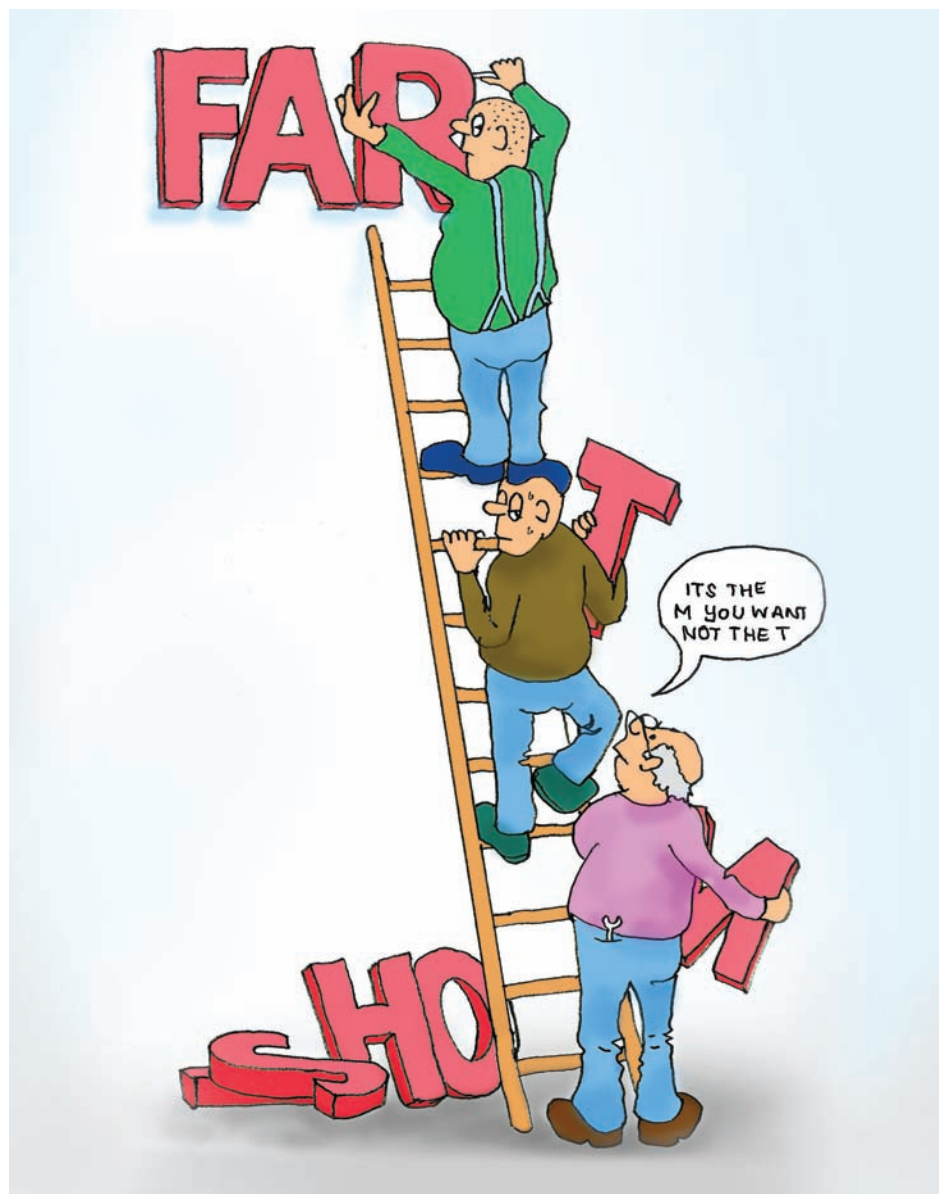
Does the illustration remind you of anyone? Is that how you work? There are businesses that work this way and there's no need. We have quite a number of installation companies out there just waiting for your call. They have the right equipment to do the job and a trained workforce. As it turns out, we have a feature on installation contractors on pages 75 to 79.

On pages 82 to 86 we have our Gloucester sign makers focus. Sadly, Gloucester was a bit of a let down, with only three companies taking part, I think it was the effect of the holiday season. A big thank you to all those who shared their work with us.

My next visit was visiting sign makers in Devon. I have made one trip down there with my bucket, spade, notepad and camera. The weather was kind to me, at least it didn't rain. I will be going again in early September, so please shout if you would like to take part and have your work displayed in the magazine, and we will also put it on our website forum, the address being [www.sign-update-magazine.co.uk](http://www.sign-update-magazine.co.uk)

Just to remind you, we have our entire Buyers Guide on the website, with links back to advertisers' websites. So far it's been a big help to those people looking for suppliers who haven't got a copy of our magazine. We do have more than 150 companies included, which service and supply the sign trade. Although we don't yet have every supplier to the trade listed, this we are working on. If you want to be included in the Buyers Guide, I'm only a phone call away. I look forward to hearing from you.

Roger



## PRINT SYSTEM UPGRADES



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## New heavy-duty routing solution and faster cutting from Pacer Systems

Leading manufacturer of all-British CNC routing and engraving solutions, Pacer Systems has introduced a faster and more powerful version of its HDS machine. The HDS2 Series is of a more robust construction and can therefore handle materials like aluminium, brass and steel with greater efficiency in addition to plastics, woods, wood composites and laminates. Furthermore, the cutting speed of the new machine has been increased from 20 to 25 metres/minute.

The weight of the HDS2 is over double that of the original machine and this has resulted in a more rigid construction and consequently a superior cutting capability. There is a choice of processing areas (from 2,500 x 1,250 to 3,050 x 2,050mm) and a range of spindle options.

The frame of the machine is a single-piece welded steel construction that is stress-relieved and milled flat to a very fine tolerance. The steel gantry is mounted on linear bearings running on steel rails and is driven on each side by an AC Servomotor and a precision ball screw for backlash-free motion. The controller has an automatic self-squaring feature that ensures the gantry is always accurately aligned to eliminate the possibility of twisting or 'crabbing'.



ATC (Automatic Tool Change) facility available as an optional production tool.



New Pacer HDS2 heavy duty router.

The zoned vacuum bed incorporates a high-flow brush-less exhauster that is capable of continuous operation, while independent switching and redirection provides a versatile and high-powered hold-down facility. The Pacer cyclonic extraction system ensures clean operation at all times.

The latest XMC-E version 3 software from Pacer combined with a Windows XP PC located at the point of the machine provides the operator with total flexibility. The graphical display allows easy creation of tool paths live at the machine or for adjusting programs 'on the fly'.

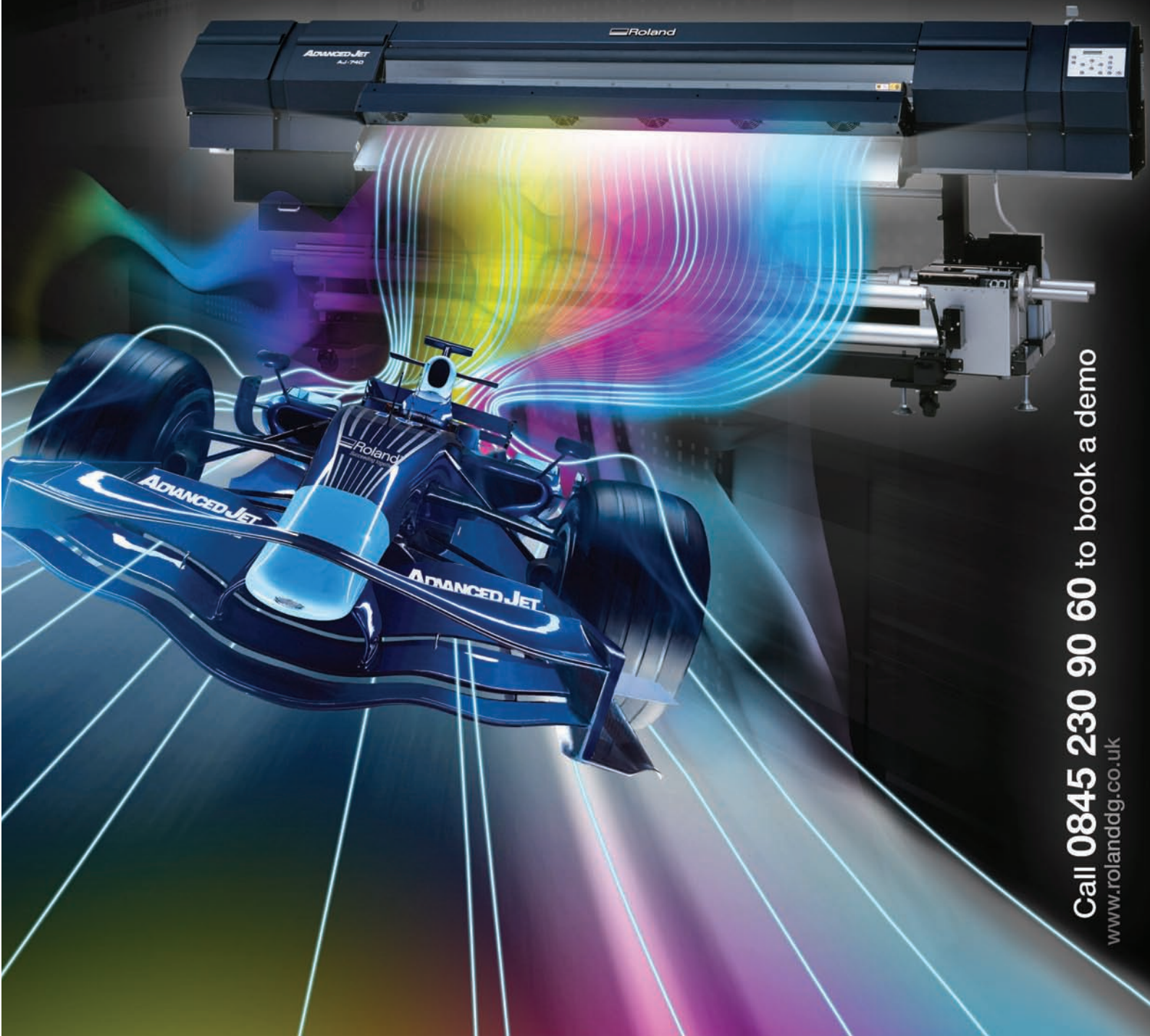
Included in the range of optional features is a spray mister coolant system for cutting metals and alloys and a fully automatic tool change system including high-power and high-speed (up to 40,000rpm) spindles. Remote 'dial-in' E-support for rapid online fault diagnostics supplements the day-to-day UK-based technical support that is provided by Pacer.

For further information, visit [www.pacersys.co.uk](http://www.pacersys.co.uk) or telephone Liam Hodson on 0115 988 7777.

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## Mutoh announces bulk inks and bulk ink system for Blizzard series printers

Wide-format piezo inkjet printer manufacturer Mutoh Europe announces immediate availability of a bulk ink system and a new set of CMYK mild solvent inks called Mild Solvent Plus for its Blizzard series printers. Mild Solvent Plus (MS Plus) indicates a second generation of Mutoh mild solvent inks. The new inks will drastically improve both performance and cost for print figures on Mutoh's award-winning Blizzard series printers.

The new Mild Solvent Plus inks are available in 1 litre bottles for use in combination with Mutoh's continuous ink supply system called BIS. The inks are also offered in 440 ml ink cassettes. Mutoh's new MS Plus inks are an addition to the existing Blizzard ink configuration possibilities i.e. CMYK Eco-Solvent Ultra inks or Mild Solvent inks in 220 and 440 ml cassettes.

The key features of Mutoh's new MS Plus inks can be seen by going to [www.mutoh.eu](http://www.mutoh.eu)

Mutoh's Bulk Ink System (BIS) has been developed specifically for speed-intensive volume-oriented users requiring a high-end, high-volume ink delivery and refill system offering long unattended printing capabilities along with minimum user intervention.

BIS for Blizzard has 4 ink bottles. Each bottle has a total capacity of 4.3 litres. The bulk ink system comes with eight permanent ink supply cartridges. Each cartridge offers electronic and mechanical overflow protection.

Each ink supply tube has its own filter pump, which will prevent dust particles from reaching the print head, avoiding head obstruction. A constant ink level is maintained inside each cartridge. This will guarantee a steady pressure inside the print head, a continuous uniform drop mass and as such a constant print quality.

The Mutoh Blizzard series is available in 65" (165 cm) and 90" (224 cm) width. They print directly onto standard available uncoated vinyl, banner and soft signage materials. The machines are targeted at small sign businesses needing versatility or larger operations wanting to extend capacity while gaining flexibility. Application possibilities encompass all types of indoor and outdoor display graphics.

Mutoh Blizzard printers incorporate Mutoh's innovative Intelligent Interweaving print technology called  $i^2$ . Ink is laid down in carefully optimised wave forms versus straight lines as used with most wide-format printers.

One of the biggest benefits of Mutoh  $i^2$  technology, apart from an overall printer performance increase, is that predictable and reproducible output quality can be offered. Printer users are enabled to produce "fit-for-purpose" quality prints in a repeatable way, as well as in the shortest time.

For further details about Mutoh's Blizzard series printers visit [www.mutoh.eu](http://www.mutoh.eu) or for information on Mutoh's Bulk Ink System visit [www.mutoh.be/page.aspx/148](http://www.mutoh.be/page.aspx/148)



Award winning Mutoh Blizzard printer.



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## 3M adds new cast option film to its range

The range of digital printing films from 3M™ has been further expanded with the introduction of 3M™ Scotchcal™ Graphic Film Series IJ70. Developed for general sign and graphics and commercial vehicle livery applications and for use with solvent-based piezo inkjet printers, this durable and dimensionally stable 50 micron-thick cast vinyl film is available in a white and transparent format and features either a permanent acrylic pigmented (IJ70-10) or permanent acrylic clear (IJ70-114) adhesive.

The film can be applied to a wide range of commonly used sign and graphics substrates (including glass, acrylic, various metals, polycarbonates, fibreglass and painted surfaces) involving flat or simple curved surfaces. Typical applications include interior and exterior general sign and graphics and commercial vehicle liveries (including those applied to surfaces featuring rivets). Where graphics are likely to be exposed to the more severe environmental conditions and/or frequent power washing involving harsh and potentially damaging chemicals (for example, commercial vehicle applications), use of an appropriate 3M-specified protective laminate is recommended. 3M IJ70 will, however, resist mild acids and alkalis and salts.

When manufactured, applied and maintained in accordance with 3M's recommended procedures, graphics produced on 3M Scotchcal

Graphic Film Series IJ70 and protected with a selected 3M Scotchcal over laminate film will be covered by a performance warranty founded on 3M's renowned Matched Component System (MCS) warranty. This is recognised globally as the most powerful and comprehensive warranty of its kind currently available.

3M IJ70 is available from 3M's primary distributors William Smith and Spandex.

For further information, telephone 01344 857850, or visit [www.3m.com/uk/graphicsolutions](http://www.3m.com/uk/graphicsolutions)



The 3M™ Scotchcal™ Graphic Film Series IJ70 developed for general sign and graphics and commercial vehicle livery applications.

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| Medium                                | 250 | 500                    | 1,000 |
|---------------------------------------|-----|------------------------|-------|
| Complete Fixing                       | £22 | £37                    | £65   |
| Sockets only<br><i>Black or white</i> | £15 | £22                    | £37   |
| Studs only                            | £16 | £26                    | £38   |
| <b>Measurements</b>                   |     | Socket Length: 13mm    |       |
| Socket Width: 11mm                    |     | Stud Ball Dia: 8mm     |       |
| Stud Base Dia: 15mm (11mm)            |     | Overall Standoff: 16mm |       |



| Jumbo                                 | 250 | 500                    | 1,000 |
|---------------------------------------|-----|------------------------|-------|
| Complete Fixing                       | £33 | £58                    | £98   |
| Sockets only<br><i>Black or white</i> | £22 | £35                    | £60   |
| Studs only                            | £23 | £38                    | £62   |
| <b>Measurements</b>                   |     | Socket Length: 23mm    |       |
| Socket Width: 20mm                    |     | Stud Ball Dia: 11mm    |       |
| Stud Base Dia: 20mm                   |     | Overall Standoff: 25mm |       |



| Screw                  | 250 | 500                              | 1,000 |
|------------------------|-----|----------------------------------|-------|
| Complete Fixing        | £33 | £60                              | £115  |
| Nuts only              | £22 | £38                              | £75   |
| <b>Measurements</b>    |     | Screw Rear Thread: 1/4 whitworth |       |
| Overall Width: 12mm    |     | Overall Standoff: 14mm           |       |
| Rear Thread Depth: 5mm |     |                                  |       |

## See the latest HP Flatbed technology at Perfect Colours Demo Suite

Opened in March of last year, Perfect Colours showroom and demonstration suite, already equipped with the full spectrum of Hewlett Packard large format print solutions, has recently been further developed with the installation of 2 new flatbed UV printers from HP's Commercial and Industrial product lines.

To celebrate these installations, Perfect Colours have created a website dedicated to the newly installed products, where users can download product information and register to attend a full product demonstration. As a further incentive, all visitors to register at [www.perfectflatbeds.com](http://www.perfectflatbeds.com) by December 1st 2008, will be entered into a free prize draw, with the lucky winner receiving a £5000 voucher that can be spent on any Hewlett Packard badged product, including ink, media, computers, or even used as a discount against any future HP wide format printer purchase.

The first of these flatbed installations is the new HP Designjet H45000 printer (formerly the ColorSpan 5400uv series), an affordable solution for commercial print service providers who want to effectively produce durable outdoor and indoor signs, banners, point-of-purchase (POP) displays and posters with vivid colours on flexible and rigid media. Intelligently designed to convert easily from a roll-fed to a flatbed printer, the devices print directly on rigid display boards or flexible media, unleashing new growth opportunities for HP customers. Available in 4 and 6-colour versions, the H45000 offers print speeds up to 36 square metres per hour.

The second flatbed machine available for demonstration in the Perfect Colours showroom, the HP Scitex FB910, is aimed at the established printer looking at increasing productivity and functionality with higher print volumes across multiple applications. The new FB910 is a robust flatbed printer for the production of durable outdoor and indoor based applications, such as signs, banners, POP displays, posters, billboards, building wraps, lawn signs and street furniture.

The HP Scitex FB910 helps print service providers accommodate a greater range of customer requests and grow their business with unlimited versatility, an efficient workflow and robust durability at fast print speeds. Featuring HP Scitex FB240 UV inks and innovatively designed to increase productivity and profitability, it achieves maximum print speeds of 74.3 square meters per hour.

Those interested can download further information on the above machines, as well as register their interest in attending a demonstration, by visiting Perfect Colours product specific website found at [www.perfectflatbeds.com](http://www.perfectflatbeds.com)

These newly installed printers sit alongside a range of existing HP Designjet printers, from entry level CAD and GIS systems running water - based inks, through to more production oriented systems utilising either water or solvent based ink technology. In total more than 15 different HP printers are available for viewing at the Perfect Colours Demo Suite.

For further information visit [www.perfectflatbeds.com](http://www.perfectflatbeds.com)



*HP DesignJet H45000 printer.*



*HP Scitex FB910.*

new customers  
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## foam pvc

10mm available in black & white only.  
19mm available in white only

| height | 3mm    | 5mm    | 10mm   | 19mm   |
|--------|--------|--------|--------|--------|
| 50mm   | £0.39  | £0.45  | £0.79  | £1.70  |
| 75mm   | £0.50  | £0.68  | £1.24  | £2.38  |
| 100mm  | £0.77  | £1.02  | £1.59  | £3.40  |
| 125mm  | £0.96  | £1.36  | £2.38  | £3.96  |
| 150mm  | £1.07  | £1.87  | £3.28  | £4.53  |
| 175mm  | £1.29  | £2.15  | £4.08  | £6.22  |
| 200mm  | £1.47  | £2.49  | £4.64  | £7.93  |
| 225mm  | £1.98  | £2.94  | £5.66  | £8.78  |
| 250mm  | £2.26  | £3.40  | £6.79  | £10.19 |
| 275mm  | £2.54  | £4.08  | £7.76  | £11.59 |
| 300mm  | £2.83  | £4.81  | £8.72  | £13.87 |
| 375mm  | £3.73  | £5.66  | £10.75 | £15.85 |
| 425mm  | £4.53  | £6.41  | £12.46 | £18.68 |
| 500mm  | £5.38  | £7.47  | £15.85 | £21.51 |
| 600mm  | £7.36  | £10.30 | £20.15 | £26.04 |
| 1200mm | £16.98 | £28.09 | £53.15 | £72.12 |

no minimum order

## acrylic

including gold and silver  
10mm available in black, white and clear only

| height | 3mm    | 5mm    | 10mm    |
|--------|--------|--------|---------|
| 50mm   | £0.56  | £0.85  | £1.71   |
| 75mm   | £0.74  | £1.08  | £2.17   |
| 100mm  | £0.90  | £1.36  | £2.71   |
| 125mm  | £1.13  | £1.70  | £3.40   |
| 150mm  | £1.36  | £2.15  | £4.30   |
| 175mm  | £1.70  | £2.61  | £5.20   |
| 200mm  | £2.26  | £3.29  | £6.79   |
| 225mm  | £2.83  | £4.18  | £8.38   |
| 250mm  | £3.06  | £5.38  | £10.76  |
| 275mm  | £3.51  | £5.89  | £11.77  |
| 300mm  | £4.30  | £7.36  | £14.72  |
| 375mm  | £6.40  | £9.06  | £18.11  |
| 425mm  | £7.81  | £10.19 | £20.37  |
| 500mm  | £9.62  | £13.01 | £26.04  |
| 600mm  | £11.66 | £15.85 | £31.69  |
| 1200mm | £45.28 | £62.26 | £124.51 |

no minimum order

## 3mm Aluminium Composite

Dibond, Reynobond or Alupanel

| height | colours | brushed | mirror |
|--------|---------|---------|--------|
| 50mm   | £1.02   | £1.24   | £1.87  |
| 75mm   | £1.42   | £1.59   | £2.38  |
| 100mm  | £1.86   | £2.16   | £2.71  |
| 125mm  | £2.38   | £2.67   | £4.00  |
| 150mm  | £2.71   | £3.63   | £5.43  |
| 175mm  | £3.17   | £4.36   | £6.55  |
| 200mm  | £4.53   | £5.10   | £7.64  |
| 225mm  | £5.32   | £5.89   | £8.83  |
| 250mm  | £6.22   | £7.02   | £10.53 |
| 275mm  | £6.79   | £8.60   | £12.87 |
| 300mm  | £7.69   | £9.62   | £14.48 |
| 375mm  | £9.06   | £10.92  | £16.39 |
| 425mm  | £10.53  | £13.01  | £19.53 |
| 500mm  | £14.72  | £16.02  | £24.04 |
| 600mm  | £18.11  | £20.37  | £30.51 |
| 1200mm | £54.33  | £61.12  | £91.70 |

no minimum order

## exterior mdf

Medite Exterior comes in a raw form ready for painting/finishing

| height | 6mm    | 12mm   | 18mm   |
|--------|--------|--------|--------|
| 50mm   | £0.34  | £0.85  | £1.47  |
| 75mm   | £0.79  | £1.47  | £2.26  |
| 100mm  | £1.14  | £1.81  | £2.76  |
| 125mm  | £1.52  | £2.66  | £3.79  |
| 150mm  | £2.26  | £3.63  | £4.69  |
| 175mm  | £2.43  | £4.35  | £5.77  |
| 200mm  | £2.83  | £5.10  | £7.13  |
| 225mm  | £3.56  | £5.89  | £8.04  |
| 250mm  | £4.08  | £7.02  | £10.19 |
| 275mm  | £4.87  | £8.60  | £11.59 |
| 300mm  | £6.22  | £9.62  | £13.93 |
| 375mm  | £8.82  | £10.92 | £15.96 |
| 425mm  | £10.19 | £13.01 | £18.68 |
| 500mm  | £11.54 | £16.01 | £21.51 |
| 600mm  | £13.58 | £18.11 | £26.04 |
| 1200mm | £40.75 | £54.33 | £73.58 |

no minimum order

## stainless steel

| height | 1.2mm satin brushed | 1.2mm polished | 2mm satin brushed | 2mm polished |
|--------|---------------------|----------------|-------------------|--------------|
| 50mm   | £3.21               | £3.45          | £4.28             | £4.60        |
| 75mm   | £3.46               | £3.71          | £4.61             | £4.94        |
| 100mm  | £4.20               | £5.06          | £5.60             | £6.75        |
| 125mm  | £4.82               | £5.43          | £6.42             | £7.24        |
| 150mm  | £5.19               | £6.05          | £6.92             | £8.06        |
| 175mm  | £7.29               | £8.27          | £9.72             | £11.03       |
| 200mm  | £9.23               | £10.62         | £12.31            | £14.16       |
| 225mm  | £10.86              | £11.61         | £14.48            | £15.48       |
| 250mm  | £11.67              | £12.47         | £15.56            | £16.63       |
| 275mm  | £12.90              | £14.81         | £17.20            | £19.75       |
| 300mm  | £14.81              | £16.24         | £19.75            | £21.65       |
| 375mm  | £21.11              | £22.78         | £28.15            | £30.37       |
| 425mm  | £23.61              | £27.29         | £31.48            | £36.38       |
| 500mm  | £29.63              | £32.22         | £39.50            | £42.96       |
| 600mm  | £35.80              | £40.73         | £47.73            | £54.31       |

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- add 25% - for brass locators and template (stainless steel letters)
- add 20% - cladding template (cladding details will be required)
- add 20% - for standard extended typefaces
- add 25% - for laser cut acrylic (polished edges on clear & colours)
- add 25% - gloss finished foam p.v.c.
- add 25% - 45° bevelled edges to m.d.f. letters

## delivery

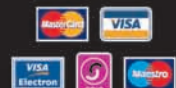
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## Bomar upstroking aluminium saws

Lettering based sawing specialist Prosaw, have introduced the Bomar range of upstroking high speed circular carbide saws for aluminium, plastics and non ferrous materials.

These heavy duty semi automatic machines allow easy mitre cutting left and right to 60° (ie past 45°).

Large capacity is provided with machines incorporating blade sizes of 400, 500 and 600 mm diameter.

The heavy duty construction with powerful motor and two adjustable horizontal and two vertical pneumatic clamps allow quiet, vibration free cutting with a first class finish. Mist spray is provided as standard.

Also available are fully automatic versions with either 400mm or 500mm blades. The larger machine includes a bull screw vice feed with NC control allowing different cut lengths and pieces to be cut from the same stock material without re-programming. These machines can be left running unattended.

The blade rises from the bed and drops back under the bed at the end of the cut. A fully enclosed interlocked safety hood is provided together with two buttons, two hand safety control.

Both ranges of saw incorporate a large swarf collection tray together with connections for swarf extraction if required.

For further information contact Prosaw Ltd on Tel: 01536 410999 or visit [www.prosaw.co.uk](http://www.prosaw.co.uk)



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*Available from October this year, the range of Lumirescent™ products will expand over the next 12 months, with all products designed first and foremost with signs in mind, covering all aspects such as edge lighting, letter illumination, back lighting, and building illumination. You are not purchasing from a LED supplier with limited experience of sign construction, you are purchasing from a company with 21 years experience in designing and fabricating signs.*

#### KEY FACTS REGARDING LUMIRESCENT™ LAMPS

- They are a direct replacement for T8 fluorescent lamps, providing comparable levels of illumination.
- They require no control gear, working straight from the mains 220/240v.
- They can be retro-fitted to any existing T8 fitting—simply replace, and disconnect old control gear.
- They are solid state, with high shock/vibration resistance, operate with no RF interference and offer instant soft start.
- They do not flicker or buzz, they contain no harmful mercury so therefore do not incur any WEE charges.
- They consume just 3w per linear foot (305 mm) with a lifespan of up to 50,000 hours, complete with 3 years warranty.



# HIGHLIGHT® ECO-STAR™



*... a complete new lighting system  
combining performance and economy*

*Highlight Eco-star™ was developed around our own brand Lumirescent™ lamps. As they require no separate control gear to operate, we were able to offer a very small profile, attractively shaped and further complemented by our 'wave' shaped fixing brackets.*

*As with all of Insight's products, all things are properly researched to ensure clients have a very user-friendly product. For instance, no requirement to swivel the light due to the shape of the profile which diffuses the illumination (swivelling the profile in towards any sign face can result in glare, making lettering illegible). Our fixing plates are 60 mm top to bottom, which allows fixings to be one above the other. This is twice as secure as two fixings side by side, due to the fact that wind causes lighting to move up and down.*

*So if you require to externally illuminate any sign, speak to Insight before making that purchase.*

#### KEY FACTS REGARDING HIGHLIGHT ECO-STAR™

- Consumes only 3 watts per linear foot (305 mm), i.e. 6,096 mm length 60w total. The same length using fluorescent is 232w.
- Lamp life up to 50,000 hours, based on continuous operation of no longer than 12 hours per day. Complete with 3 years warranty.
- Lamps work straight off the mains 220/240v so no control gear or starters to maintain, and also no harmful mercury, so no WEE charges.
- Available made to measure to any continuous length from 610 mm upwards. Due to carrier restrictions, 3,658 mm is the longest section size.
- We have three standard finishes: silver anodised, powder coated white or black. We can also match most standard powder coated RAL colours.
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## New products and fresh inspiration from Insight

Insight Sign Systems has pulled all stops out this year with the introduction of many new and modified products, brand new plant and machinery, an additional exhibition and a fresh brochure.

To start with, the company spent the last 12 months assessing the way the sign business is changing.

Richard Rinn, Managing Director, explains: "As we all know, our trade is never slow on the uptake of new products and technology, but at Insight we're not the type that just jumps on the bandwagon and mindlessly follows the very latest trends. We watch all the hype that goes on with the likes of digital printers, edge lighting, LEDs, and we spend a lot research and development time to design products that actually perform as they should. We also looked hard at how designers for large blue-chip retailers have reverted to bespoke signs rather than just using standard extrusions, materials and digital printing."

The assessment proved very interesting and demonstrated that the cost of machinery associated with creating such bespoke signs almost eliminated small sign companies from competing. Insight believes that incorporating bespoke with standard extrusions will keep costs at a sensible level and ensure uniformly high quality, which is of real benefit to the trade.

To further aid production the company invested in the very latest CNC draw and form metalwork equipment. This means many profile shapes can now be created that could previously only be extruded, anything from just a simple sign tray to a complex radius fascia. And, instead of paying for tooling charges and waiting up to eight weeks for extrusions, now Insight can simply draw the shape required and this new machine will form it out of various materials such as stainless steel, brass, aluminium, and similar, up to 3mm thick.

This capability, combined with the company's vast range of extrusions and array of CNC routers, powder coating plant and other equipment, makes it easy to realise why Insight is able to produce some fantastic products.

### But what about new lines from Insight?

Richard continues: "Our very own new brand is named Lumirescent. We've started to produce exciting and original extrusions around it; for example Highlight Eco-Star, which is completely new including its fixing brackets. This lighting offers the same performance as others using fluorescent lamps, but consumes only 3w per linear foot, and with a life up to 50,000 hours, the benefits are obvious."

Spectra Halo-Light, again designed around Lumirescent, is also brand new. It's an illuminated quick change poster frame with an exclusive feature of a rear border of light round the perimeter, creating a halo effect and making the poster stand out in the crowd.

Insight's newly launched Post & Panel system, Wayfinder Multi-Post, is a replacement for its 10 year old Wayfinder 76 & 100mm posts that in total had eight individual extrusions. These are now replaced with just two.

To view the full range of new and existing Insight products and their benefits, visit the Insight stands at The Sign Show in Coventry's Ricoh Arena, 2-4 September 2008. Alternatively, go to [www.insightsignsystems.com](http://www.insightsignsystems.com) or tel. 0141 774 5990.



*Above: Highlight Eco-Star, designed to provide powerful but economical illumination.*



*Insight Sign Systems' new brand "Lumirescent".*



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Your partner in digital print

## Zünd's ultra-versatile G3 cutter and router comes to the UK

Following its successful showing at Drupa, Zünd UK has announced the availability of its digital G3 cutting and routing solution in the UK. Designed to work with materials up to 50mm thick, this latest family of machines automates all cutting and trimming functions, eliminates potential bottlenecks in finishing workflow and supersedes the inefficiency and expense of manual cutting.

The Zünd G3 comes in a range of nine sizes to suit all materials and applications, is highly customisable and is specifically designed for user-friendly 24/7 operation. Key to its appeal is its full automation and high level of adaptability, provided by its modular tool concept.

"There is a massive range of modules, tools and material handling options, yet installation and exchange of any of them is quick and easy," explains Peter Giddings of Zünd UK. "Up to three of these modules can be used at any one time and, because users can prioritise purchasing, upgrades are simple and can be determined by demand in his sector."

Zünd has thought through the design of the G3 carefully to ensure that waste and error are virtually eliminated. Using its laser pointer and optional ICC camera, pre-printed graphics can be processed with perfect registration and, because tool initialisation on the G3 is automatic, the risk of mis-aligned cutting is removed. An integrated dust extraction facility is included, there is a material transport for rolled and oversized jobs, and the conveyer belt serves as a cutting underlay and support during movement. Sheet and board stock is handled by a feeder and the punching module can achieve up to ten holes per second.

"We combined our expertise with that of award-winning industrial designer Richard Amiel," Giddings continues. "Zünd's reputation is for solid, heavy-duty Swiss craftsmanship and unprecedented levels of accuracy.

Combining that with Amiel's design expertise has led us to a product that we are confident will lead the market forward in terms of cutting and routing automation. Also, we know that we can provide the tools needed as the scope of materials and applications develop - automation will mean our customers can adapt alongside those developments."

With environmental concerns forever at the forefront of today's industry Zünd has responded to the eco challenge in a number of ways.

"It's vital in the current market for all users to be ecologically aware, which is why the G3 is designed specifically to reduce material waste," says Giddings. "Also, the machine has an integrated vacuum which is variable between one and 9 kW, with 15 kW as an option. This feature lets the cutter generate just the right amount of vacuum for any given task, which means that the energy consumption and cost of operation are drastically reduced."

The G3's time-saving features are one of its most viable assets. Its ergonomic table can be accessed from all sides and, with safety in mind, there is 60 mm of clearance between the beam and the cutting surface. An advanced safety system includes light barriers and four emergency stops, and the base machine is sold with a two year warranty agreement as standard. An integrated workstation completes the array, with space for a personal computer, accessories and tool storage.

"Essentially the G3 is a solid production machine which eliminates waste in terms of time, material and costs," concludes Giddings. "This not only helps revenues but also reduces the ecological footprint of the owner. But the most important thing is that it's a multifunctional production system that is completely modular - it can be whatever you need it to be."

For those interested in finding out more, or seeing the new G3 in action, Zünd UK have a series of Open Days scheduled at their fully fitted St. Albans facility. You can register your interest in attending at [www.zundg3.co.uk](http://www.zundg3.co.uk)



Zünd's G3 cutting and routing solution comes to the UK

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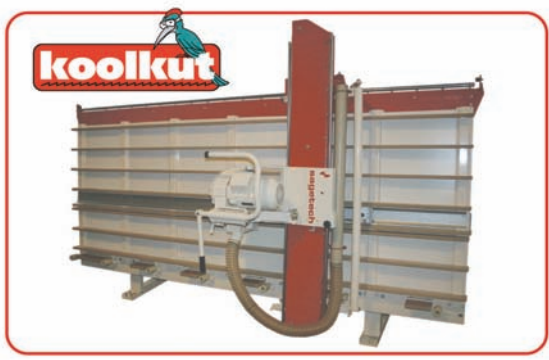
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## More choice of films for William Smith customers

In response to customer demand for a wider choice of materials, the Arlon ink jet range is the latest family of products to be added to William Smith's material supply portfolio, starting with two films and their appropriate overlaminates.

The 6000 series, a cast ink jet printing film, with either permanent or repositionable adhesive is available in gloss, transparent and translucent finishes, plus a special gloss with an air release adhesive system known as x-scape. It has a seven year life and is suitable for long-term interior and exterior applications and can be applied to more complex curved surfaces.

The 4500 series, a polymeric calendered ink jet printing film with a clear or grey permanent adhesive is available in a gloss or matt finish as well as a special gloss with x-scape adhesive finish.

4500 series has a five year life and is suitable for application to flat and slightly curved surfaces on glass, metal and rigid plastics, making it ideal for fleet graphics, general signage and display and window graphics.

Overlaminates are also available for both ink jet films in gloss, matt and satin options with durabilities from five to 10 years. All have permanent adhesives.

Self-adhesive films from William Smith are available as full, part or custom slit rolls and same day despatch is provided on full or part roll orders of stock ranges received up to 5.30pm.

For further information call William Smith on Tel: 01833 694707 or visit [www.williamsmith.co.uk](http://www.williamsmith.co.uk)



The 4500 series, a polymeric calendered ink jet printing film ideal for fleet graphics.

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## New Infopanel clips from Spandex

Two Infopanel clips, one for rigid sheets the other for glass, have been added to the extensive Spandex range of exterior sign systems.

The Infopanel Rigid Sheet Clip allows flat rigid substrates to be fixed to all existing Signpole and Signpost profiles, providing an economic alternative to current systems whilst retaining the robustness of the Signpoles and Signposts. Available in two formats, 3.3 and 5.3mm, the clip works with a range of rigid sheet panels including aluminium sheet, Dibond, foam board, acrylic and many others.

When using the rigid sheet clips the sign does not have any extra fixings or rails, which offers an added benefit for trouble free graphic application to both sides.

The Infopanel Glass Clip is ideal for both internal and external signs and suitable for glass up to 8mm thick. It is fitted with an internal protective gasket and silicon coated spacer bar to prevent damage to the glass surfaces and provides a secure non-slip positioning. This simple-to-use clip system is compatible with Signpole 55, 80, 140 and Duoline using two spacer bars and a locating screw

For further information contact 0800 772633 or visit [spandex.com](http://spandex.com)



Spandex's simple-to-use Infopanel Glass Clip is ideal for both internal and external signs and is suitable for glass up to 8mm thick.

## ITC changes dimensions for sign industry

A leading market provider of high quality cutting tools to the sign industry has launched its new 180-13 three flute end mill with metric dimensions. Now available from ITC, the new 180-13 solid carbide single ended cutter has been developed for routing hard materials in the sign making and wood cutting industries.

Historically known as industry sectors that work in imperial dimensions, the change to metric is often constrained by machines, collets, cutters and peripheral equipment. However, with more manufacturers working to metric drawings and dimensions as demanded by their customers, ITC has worked closely with its customers to develop the 180-13 Series of cutters in metric as well as imperial dimensions.

The 180-13 is now available in diameter ranges 3, 4, 5, 6, 8, 10 and 12mm with corresponding shank diameters. The length of cut ranges from 12mm on the 3mm diameter tool to 30mm on the 12mm diameter tool.

The overall length of the series varies from 40 and 50mm for the 3 and 4mm diameter cutters to 76mm on the 12mm diameter tools. For customers with specialist applications demanding dimensions outside the standard range, ITC can accommodate requests on a rapid turnaround from its Tamworth based manufacturing plant.

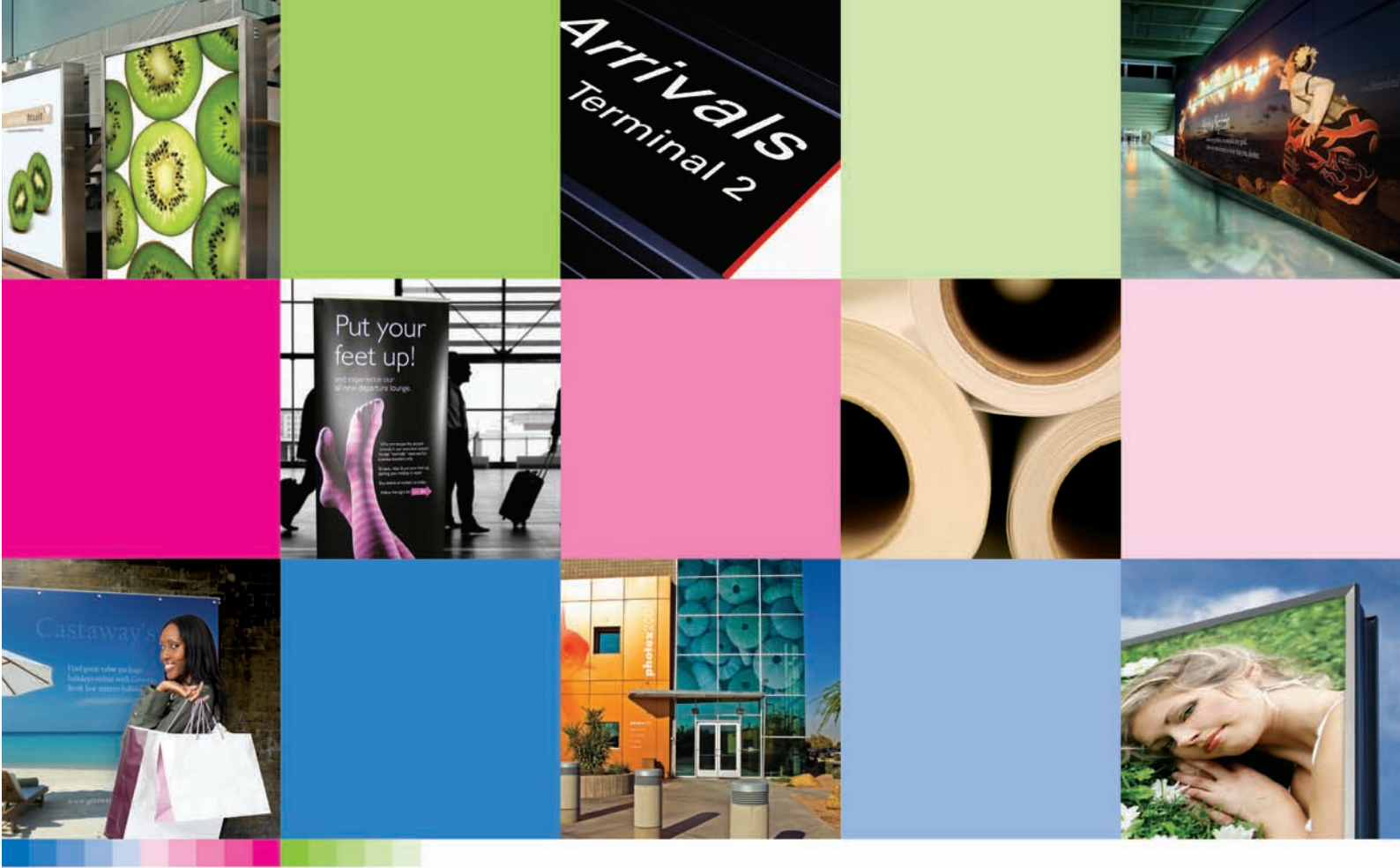
The right hand cutting straight flute routing tool is an excellent option for machining hard materials where a high quality surface finish is required. The three flute design delivers more strength than two flute cutters and it is this attribute that minimises vibration and chatter to deliver a surface finish unrivalled by competitor cutting tools. To maximise the potential of this extremely productive series of tools, a rigid and robust machine and workholding set-up must be adhered to.

For further details on the 180-13 Series or any of the alternate tools in the extensive ITC catalogue, please contact your local ITC representative at Tel: 01827 304500.



The ITC 180-13 cutter was developed for routing hard materials.





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Your partner in digital print

## 'Mint' printing with Foamalux "Bright" White

A 'Brighter White' substrate, engineered for use with the new breed of high definition wide format digital printers, is the latest innovation in the Foamalux range of foamed PVC flat sheet from market leaders Brett Martin. Extensive research into colour pigmentation has led to the development of a brighter white colour formulation throughout the Foamalux range which optimises reproduction capabilities to achieve outstanding print clarity and quality - for a white that makes your print look mint.

Advanced image processing delivered in the latest digital technology demands high performance substrates for the quality output of dazzling images and pin sharp text for the highest quality signs, point of purchase displays and exhibition backdrops. To ensure maximum compatibility with evolving digital technologies, Brett Martin have developed Foamalux 'Bright' White, in consultation with digital equipment manufacturers and ink producers to create a substrate for high quality digital imaging and excellent colour reproduction.

The pigment formulation in Foamalux 'Bright' White has been innovated to provide the maximum levels of UV stability in the ink curing process to produce outstanding image quality and the highest standards of digital reproduction for demanding six and seven colour imaging requirements.

Manufactured to exacting tolerances, the ultra smooth, semi matt surface finish of Foamalux 'Bright' White provides a consistently even, reliable surface for digital printing.

The uniform, expanded closed cell structure gives Foamalux 'Bright' White a hard, flat surface, providing exceptional rigidity and mechanical properties for intricate die cutting and routing. The hard surface is also more durable providing excellent resistance to knocks and scratches at the point of display.

Foamalux 'Bright' White is available in a wide range of sheet sizes, lengths 2440-3050mm, widths 1220 - 2050mm and thicknesses 1-13mm for a variety of print and display applications.

Duncan Smith, Sales Director of Brett Martin's Semi-Finished Products Division, commented, "The innovation of Foamalux 'Bright' White illustrates how we constantly strive to improve and develop our products to provide the best range for our customers. Foamalux 'Bright' White presents the optimum surface for print clarity to achieve maximum stand out for signage and in-store point of sale. Companies who have trialed the product are delighted with the results and we think that our customers will find that it is a very useful addition to the Foamalux colour portfolio."

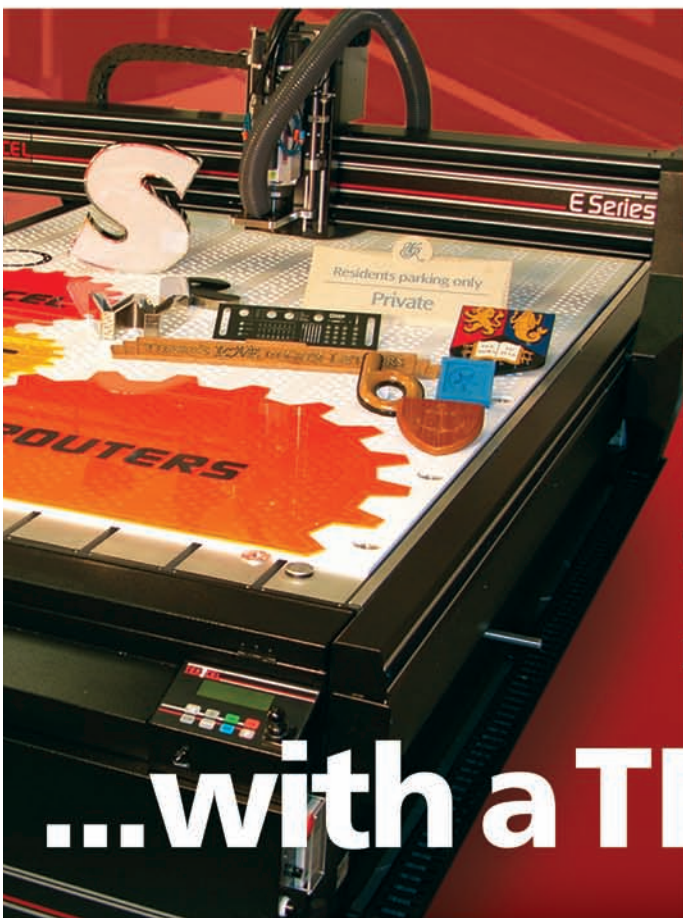
Brett Martin's Foamalux Foam PVC range is one of the most extensive in the world: Foamalux - white plus 12 colours, satin finish; Foamalux Ultra - white plus 6 colours: gloss finish, weatherable and Foamalux Xtra - recycled core and co-extruded white surface.

For more information on a white that makes your print look mint, telephone 028 9084 9999 or visit [www.brettmartin.com](http://www.brettmartin.com)

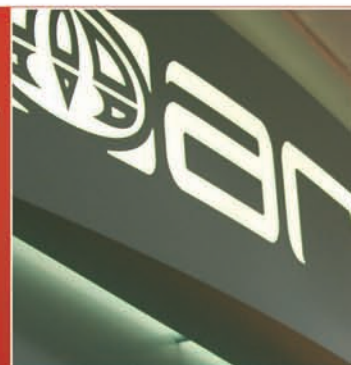


*Foamalux "Bright" White foam PVC flat sheet is the latest addition to the Foamalux range.*

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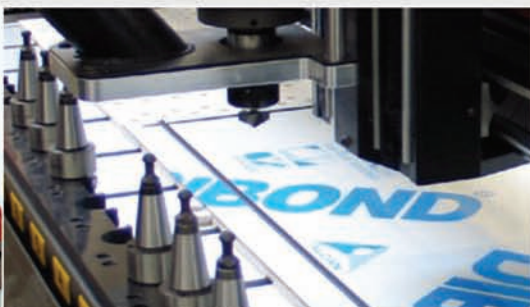


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## 'Noah & Nancy' signage creates safer environment for school children



One of the new signs designed to be seen earlier by drivers for increased road safety in Grimsby and Cleethorpes.

More than 200 finished 20mph signs, incorporating a safety message and a specially designed logo have been supplied by William Smith for School Safety Zones in Grimsby and Cleethorpes.

North East Lincolnshire Council's principal Traffic Engineer, David Poucher explains, "Using Neighbourhood Renewal Funding, which is provided to undertake projects in areas of deprivation, we have worked closely with the Police, highway engineers and the Education Department on a number of joint initiatives. One of these was to look at introducing 20mph zones around schools, based entirely on signing. It involved re-badging of existing 20mph zones and the introduction of new signs in non-traffic calming areas."

When children leave school en masse, any problems that arise generally tend to be further away from the school rather than immediately outside the gates.

"Although School Safety Zone wording was used on the signs, we were looking to introduce a formal 20mph Zone rather than an advisory one. The special logo that has been incorporated into the signs, featuring the 'Noah & Nancy' characters, was designed by Education Department staff and these characters will also be used to bring the road safety message into all schools in North East Lincolnshire," said David Poucher.

William Smith produced the signs using full colour Scotchprint graphics on 3M Diamond Grade DG<sup>3</sup> Reflective Sheeting, a prismatic reflective material that provides outstanding performance from every viewing angle and distance. This means that signs can be seen sooner and for longer, giving drivers vital extra moments in which to make decisions and thereby increasing road safety.

"We are very pleased with the new signs, which have been well received by both schools and members of the public, and we anticipate seeing a positive benefit for the schools concerned with a reduction in driver speeds. Schools outside of the deprived areas are already asking when they can have this signage."

William Smith won the contract for this project in a competitive tender.

"However, we have used William Smith previously and developed a good working relationship with them. We have always been more than satisfied with the quality of product, service and delivery they provide. They are one of a small number of manufacturers who readily give helpful advice and I would certainly recommend them to other local authorities," concludes David Poucher.

For further information visit [www.williamsmith.co.uk](http://www.williamsmith.co.uk) or contact 01833 694707.

## Spandex introduces innovations to its C-Fix range of exterior sign systems

The C-Fix system has, for years, been regarded as a fingerpost only wayfinding system. Thanks to enhancement of key components, the system can now offer a refreshingly modern approach to plain and simple signs.

Again, as with the Rigid Sheet and Glass Clip systems, sign companies and their customers have the freedom to choose the sheet substrate in both size and shape.

In addition, economic pricing is a feature of this product line, fitting neatly in between both ends of the freestanding post and panel market as a viable alternative offering style and economy.

The system is easy to fabricate and presents a variety of shapes, sizes and colours. Furthermore, if fabricating metal signs isn't part of a sign company's portfolio, they can still sell these

products by liaising with one of Spandex's Sign System Centres.

David Catanach, Spandex UK's Business Manager for Sign Systems, adds "Spandex now has by far the widest choice of profiles for flat and curved systems available to sign companies allowing them to offer a range of finished products at very economic prices. Signs using these components are already out there making money for sign companies. We continue to investigate viable designs and products to add to Spandex's established and industry recognized leading systems."

For further information or to arrange for a demonstration of the benefits of Spandex Sign Systems, contact 0800 77 26 33 or visit [www.spandex.com](http://www.spandex.com)

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## A clear solution from Ritrama with new solvent and film

Ritrama have recently added a new super-clear solvent and UV inkjet printable film to their extensive digital range.

Ri-Jet 100 Clear on Clear is a 100µ gloss clear PVC film with a highly specialised solvent-based semi-permanent adhesive and a clear filmic liner. The solvent-based adhesive combined with the filmic liner affords exceptionally high clarity, as well as allowing wet application. The special properties of the adhesive also allow the printed graphics to be ultimately cleanly removed from glass.

Digitally printing clear PVC is currently growing in popularity and offers the designer the possibility to create a 'no label look' on glass. The recent increased development of white inks also opens up a whole host of new possibilities for clear films. Ri-Jet 100 Clear on Clear can be printed equally successfully with a wide range of solvent and eco-solvent inkjet printers and also with UV cure inkjet technology.

Other new Ritrama Digital Print products include the award winning Ri-Jet 50 Eco-Print PVC-free film and also Ri-Jet 170 gloss white high gauge PVC.

For samples or further information, or to receive a copy of the new Ritrama Digital Brochure, please contact Ritrama on 0161 786 1760 or visit [www.ritrama.com](http://www.ritrama.com)



## How do you protect your media?

**With a thousand installations and not a single unit returned, Clustarack appears to have really hit its stride...**

Clustarack will be a new company to most people but its reputation is evidently growing. Clustarack and its product of the same name are cleaning up the sign industry's print rooms and saving customers about ten percent of their print media spend - that's impressive. So is what the Clustarack accomplishes in other savings, including the results of lost production.

There can't be a printer operator anywhere who hasn't heard the sudden interruption of the rhythmic progress of a wide format printer which signals a collision of the material being printed and the printers heads - the dreaded head strike. Recovery can be painful and costly. If luck is on your side, a simple hard clean will recover the heads and the job can be started from scratch again. If luck's mood is against you though, it may require an engineer's visit to change permanently damaged heads and that'll invariably involve an impressive bill.

Head strikes are caused when the loaded media fails to track correctly and makes contact with the heads. Tracking errors usually trace to subtle media damage.



*The Clustarack makes media damage a thing of the past.*

Most digital media is damage free when it arrives but, once it's been handled a few times, leant against a wall to store it and so on, it will have some sort of edge damage capable of upsetting a wide format printer.

The Clustarack sets out to change this common scenario and like most good inventions is a model of elegant simplicity. It's simply a stable plate that sits on the print room floor with an array of prongs which engage the media's core so storing it on edge, stopping it falling over and preventing its damage. Media stored in the Clustarack will apparently remain damage free and fit for use to the very last metre. Clustarack offers several versions of its product to accommodate the needs of printers operating with practically any common media core size.

Protecting media isn't something that needs to be trusted to luck and the cost of lost production, material waste and missed deadlines is no longer something that has to be accepted as part of digital printing's territory. With a Clustarack in the print room media damage is evidently history.

For further information visit [www.clustarack.com](http://www.clustarack.com)

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Ashby Trade Sign Supplies

Shaped flat plate



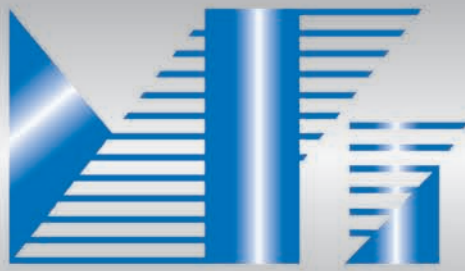
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## Acrylic Flat Cut Letters

| Height                               | 50mm | 75mm | 102mm | 127mm | 152mm | 207mm | 228mm | 254mm | 305mm | 380mm | 457mm | 533mm | 610mm | 762mm |
|--------------------------------------|------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| <b>3mm</b>                           | 0.55 | 0.68 | 0.78  | 0.98  | 1.28  | 1.68  | 2.35  | 2.65  | 3.55  | 5.35  | 5.95  | 7.70  | 9.50  | 14.50 |
| <b>5mm</b>                           | 0.85 | 0.98 | 1.25  | 1.55  | 1.95  | 2.85  | 3.55  | 3.95  | 4.45  | 6.90  | 8.50  | 11.65 | 14.70 | 22.50 |
| <b>10mm</b><br>Black/<br>White/Clear |      | 1.96 | 2.50  | 3.10  | 3.90  | 5.90  | 7.10  | 7.90  | 8.90  | 13.80 | 17.00 | 23.30 | 29.30 | 45.00 |

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Logos

Foam PVC., Aluminium, Stainless Steel, Aluminium Dibond Composite, Brass and MDF

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Add 10% Gold and Silver UV Stabilized

Add 10% Locator and paper template

Add 20% Extended typeface

### Quotations for Spraying

To Pantone, Ral and B.S. colour references to all materials

### Moulded Acrylic Letters (price includes locator and paper template)

| Height                                    | 152mm | 203mm | 254mm | 305mm | 380mm | 457mm | 610mm |
|---|-------|-------|-------|-------|-------|-------|-------|
| <b>Coloured including Gold and Silver</b> | 3.95  | 5.95  | 9.45  | 10.20 | 13.90 | 17.20 | 29.50 |

**Standard styles** : Helvetica Bold, Times Bold, Clarendon Medium

Quotations on request for non standard styles and logos

All prices are exclusive of VAT

Delivery at £16 per consignment up to 45lb in weight

## Canon's aim to cement recent wide format growth with Star Buy pricing

**When you consider the current drive towards green printing, and new ink developments, we appear to be right in the middle of a resurgence in water-based inkjet printing.**

Canon believes it has developed some superb large format water-based inkjet printers recently, and on the back of sterling work by the distributors and resellers, has increased its market presence and market share.

To further continue this trend, recent Canon pricing changes have made the eight-colour imagePrograf S-series production printers even more accessible and affordable. With current Canon Star Buys and Cashback deals, the 44" wide iPF8000S can be had for an incredible £4995, whilst the larger 60" wide iPF9000S will set you back £9745.

These S-series printers are tailored for all-out print performance, with a maximum speed, which produces saleable print, of 37.5 square metres an hour.

Mark Keeley, Director of Canon UK distributor Velmex, says: "Fundamentally, the Canon differentiator is speed with quality. Other manufacturers offer high quality output at low speed, and high speed output at lower quality. In our experience, Canon is the only manufacturer to currently merge the two by offering super quality output at production speeds. With users output demands increasing, wide format printers need to meet these demands."

Mark continues "Canon's large format printer range also has another major benefit - low running costs. Independently tested, Canon printers used up to 34 per cent less ink than its competitors. Users can print faster and cheaper with Canon - ideal for today's demanding market place where more and more printers are competing for the same work, and margins on sales of large format output are getting ever tighter."

In a series of benchmark tests through the world renowned Buyers' Laboratory Inc (BLI) arranged by Canon, the imagePrograf iPF8000S and imagePrograf iPF8100 both scored highly against its two market leading competitors, namely the HP DesignJet Z6100 and the Epson Stylus PRO 9880.

The independent report found the imagePrograf iPF8000S used 34.5 per cent less ink than its competitors' product running under identical test conditions. Figures for Canon's imagePrograf iPF8100 were similarly good, with the Canon using 31.6 per cent less ink. In addition, the Canon iPF8000S can save an additional eight per cent of ink usage if switched into economy running mode.

Further tests from BLI, covering colour gamut volume, also showed the iPF8000S has a larger colour volume when compared to HP DesignJet Z6100.

The strength of the imagePrograf printers has led to a range of Awards.

The Canon iPF8000S / 9000S series won the Bert's Best 2008 award for Best Wide Format in the Print-for-Pay and Production Market range. The five-colour dye / pigment Canon imagePrograf iPF710 printer was presented with the Best Wide Format System for the Low Volume Colour Printer AEC market.

Canon's large format imagePrografs iPF5100 and iPF6100 have also won accolades recently, for proofing, fine-art and photographic quality reproductions. These Canon 12-colour printers, running with an EFI Colorproof XF RIP, were awarded FOGRA certification for their print qualities, whilst the iPF5100 was presented with the European Digital Press Association award for its proofing abilities.

With publications from 15 European countries, a combined circulation of more than 120,000 copies and a readership exceeding 250,000 graphic arts professionals, the EDP award in particular is a prestigious recognition of the ability of Canon printers to meet the most accurate of proofing standards.

For anyone looking for a large format aqueous printer, be it for proofing, photographic, fine-art or all out print-for-pay production, Canon machines are well worthy of consideration.

For technical specifications and further information, go to [www.velmex.co.uk](http://www.velmex.co.uk) or [www.canon.co.uk](http://www.canon.co.uk)



*Canon Star Buys and Cashback deals make the 44" wide iPF8000S highly affordable.*

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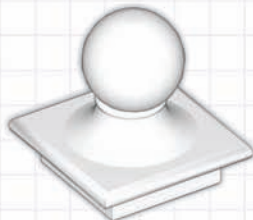
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| Grey/White/Mill Finish    | £10.88 |
| Other Colours             | £15.88 |



|                               |        |
|-------------------------------|--------|
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| Grey/White/Mill Finish        | £10.88 |
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From  
**£10.88**



|                        |        |
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|                              |        |
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|                        |        |
|------------------------|--------|
| <b>GOTHIC (76mm)</b>   |        |
| Grey/White/Mill Finish | £25.80 |
| Other Colours          | £30.80 |



|                        |        |
|------------------------|--------|
| <b>ALPINE (76mm)</b>   |        |
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\*Round and square ball finials available for all our stock round and square posts.

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## Be more creative with GraphCUT software

**Choosing a cutting plotter from Graphtec has just become an even better business investment.**

Now buyers of both CE5000 and FC7000MK2 Series can include GraphCUT software, usually retailing at £325, for just £80 with their purchase.

GraphCUT has been produced exclusively for these machines by CADlink Technology, the people behind the widely popular SignLab software. Based on SignLab, it includes all the features, design, text and cutting tools needed to quickly achieve professional results.

This new software is easy-to-use and enables even inexperienced operators to get creative and start designing immediately. Whether it's adding drop shadows, special effects to text, editing graphics, or fitting text around an arc, GraphCUT makes it simple.

Available in 600mm and 1200mm cutting widths, the CE5000s are favoured by start-up signmakers and retail outlets that produce their own signage, as well as larger sign businesses wanting extra production capacity. They have an enviable range of functions for cutters in their class, including SmartFeed auto material pre-feed, providing enhanced media tracking for consistent accuracy, and an exceptionally easy-to-use menu.

The FC7000MK2's range of sophisticated features and newly developed functions make them first choice for high production environments. A new all-in-one cutter head, Graphtec's Advanced Registration Mark Sensing System (ARMS), Auto Registration Mark Reading, and more, provide improved cutting accuracy along the entire length of even large and long format drawings plus increased production speeds and reliability.

"The CE5000s are designed to help a business grow without a big up-front investment and the FC7000MK2s to boost production. GraphCUT software is the perfect complement to both, enabling operators to quickly and easily produce a wider variety of signage with extra design elements added," says Phil Kneale, Sales and Marketing Director for Graphtec (GB).

"CADlink has developed industry-leading design and production software for more than 18 years. Specialised tools it developed for particular markets such as signmaking have become industry standards; now that knowledge and expertise has been applied in developing GraphCUT."

"The software that comes with many entry-level and even higher-spec plotters is often very limited and doesn't cater for more than the very basics. But GraphCUT lets you do much more, and because it's so user-friendly, you don't have to be a technical wizard to achieve excellent results."

"And, where most software that comes with a cutter can't be upgraded as your business grows, GraphCUT can be seamlessly upgraded to SignLab Vinyl, with more money saved in the process," adds Phil.

GraphCUT is fully compatible with Windows 2000, XP and Vista, and comes with full technical support.

To find out more or arrange a demonstration, go to [www.graphtecgb.com](http://www.graphtecgb.com) or tel 01978 666700.



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## Coloured acrylic sheet from Vulcascot for use with light emitting diodes

**Modern illuminated signage is becoming increasingly more designer specific, now requiring complicated flowing shapes, higher brilliance with much improved efficiency and longer life expectancy plus, complete technical safety in all aspects for which the simple solution is LED lighting.**

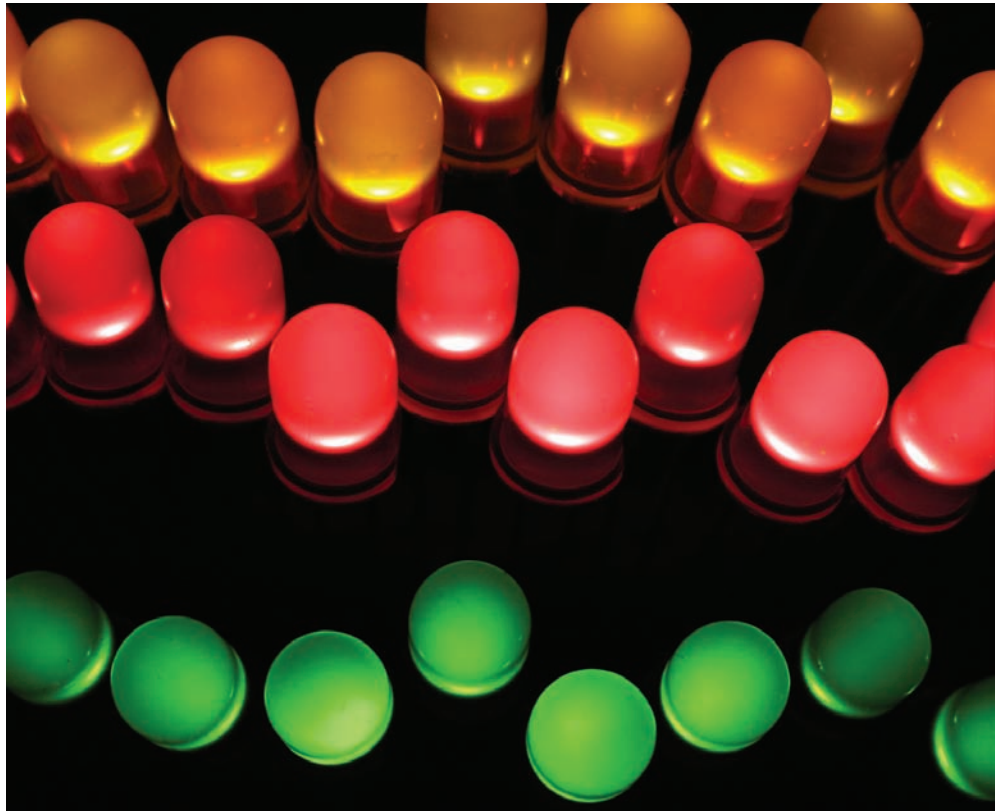
When illuminating signs, it is essential to achieve above all, a uniform and brilliant light. Conventional lighting methods usually requires a number of high powered light sources such as fluorescent tubes. Optima LED cast acrylic sheet, which is distributed by the Vulcascot Group provides the opportunity to use LED, which requires a smaller number of light sources using much lower power consumption.

LEDs for signage and general display lighting are gaining in popularity as the requirement for less bulky illuminated signs becomes ever more prevalent. Along with greater design flexibility using LED, there are additional advantages of much lower power requirements, hardly any maintenance costs and because of the lower power requirement, LED is much safer to work with.

Additionally, when using conventional coloured acrylic with LED lighting sources, most of the light emitted actually heats the plastic panel which means that up to 50% of the energy created is wasted. When using Optima LED the light reaches the public eye.

Even with these the outstanding light transmission results, Optima LED displays excellent light diffusion reducing any risk of fluctuations in brightness or burn points, even in the thinnest of illuminated signs.

For further information contact Vulcascot on Tel: 01293 560130 or visit [www.vulcascot.com](http://www.vulcascot.com)



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**Size:**  
750 x 500mm\*  
(\*Image area)

### Folding Swing Sign

This folding swing sign is easy to transport and store. Folds flat for easy storage. Manufactured from 25mm square tubing with 1.2mm zinc coated steel panel.

**Available in 3 heights**  
1 metre high • 1.5 metre high  
2 metre high



### Bus Stop Sign

A useful sign for marking meeting points or giving direction. Suitable for indoor and outdoor use. Available with lightweight or located base (as shown).

**Available in 2 sizes in any combination**  
635 x 457mm (A2)\*  
530 x 450mm\*  
(\*Image area)



### Handysign

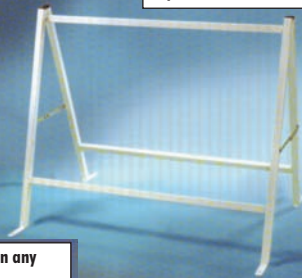
This lightweight and easy to move 'A' board is manufactured in 1.2mm zinc coated steel.

- Powder coated in white as standard
- Integral carry handle

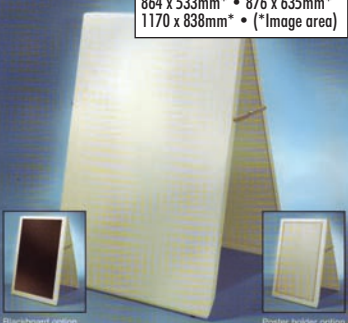
**Easy to assemble.**  
Custom made to your own requirements and sizes.

### Banner Frame

The easy way to display your banners. Fabricated from 25mm square section steel tubing, this double or single sided frame comes in a modular easy to assemble system.



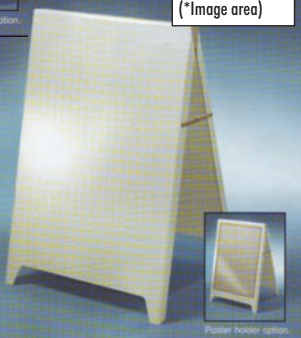
**Available in 3 sizes in any combination**  
864 x 533mm\* • 876 x 635mm\*  
1170 x 838mm\* • (\*Image area)



### Pavement Sign

1.2mm zinc coated steel. White powder coated. Available in 3 sizes and 4 styles. i.e. Standard, poster, blackboard and poster blackboard.

**Size:**  
915 x 610mm\*  
(\*Image area)



### Legged Pavement Sign

Manufactured from 1.2mm zinc coated steel.

- Powder coated in white as standard
- Two heavy duty metal side stays and legged feet
- Double folded sides give extra strength



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## PS2 Digital find digital solutions from Robert Horne

The Robert Horne Group has long been synonymous with offering printing substrates to the commercial print sector. Building on this reputation the Group has invested heavily in developing the largest and most comprehensive range of wide format digital print hardware, software and consumables.

Recognising that customers don't necessarily just want to buy a piece of digital hardware, Robert Horne not only offer aqueous, solvent and large flatbed printers they can also supply laminators, media inks, RIP's and colour management facilities, all supported by the UK's most experienced in-house team of advisors and technicians. Robert Horne recognise the importance of helping the customer make the right choice for their business and helping them to develop new added-value services and therefore maximise return on investment. This is particularly the case with commercial printers who are increasingly becoming aware of the exciting new business opportunities that wide format digital can open up for them.

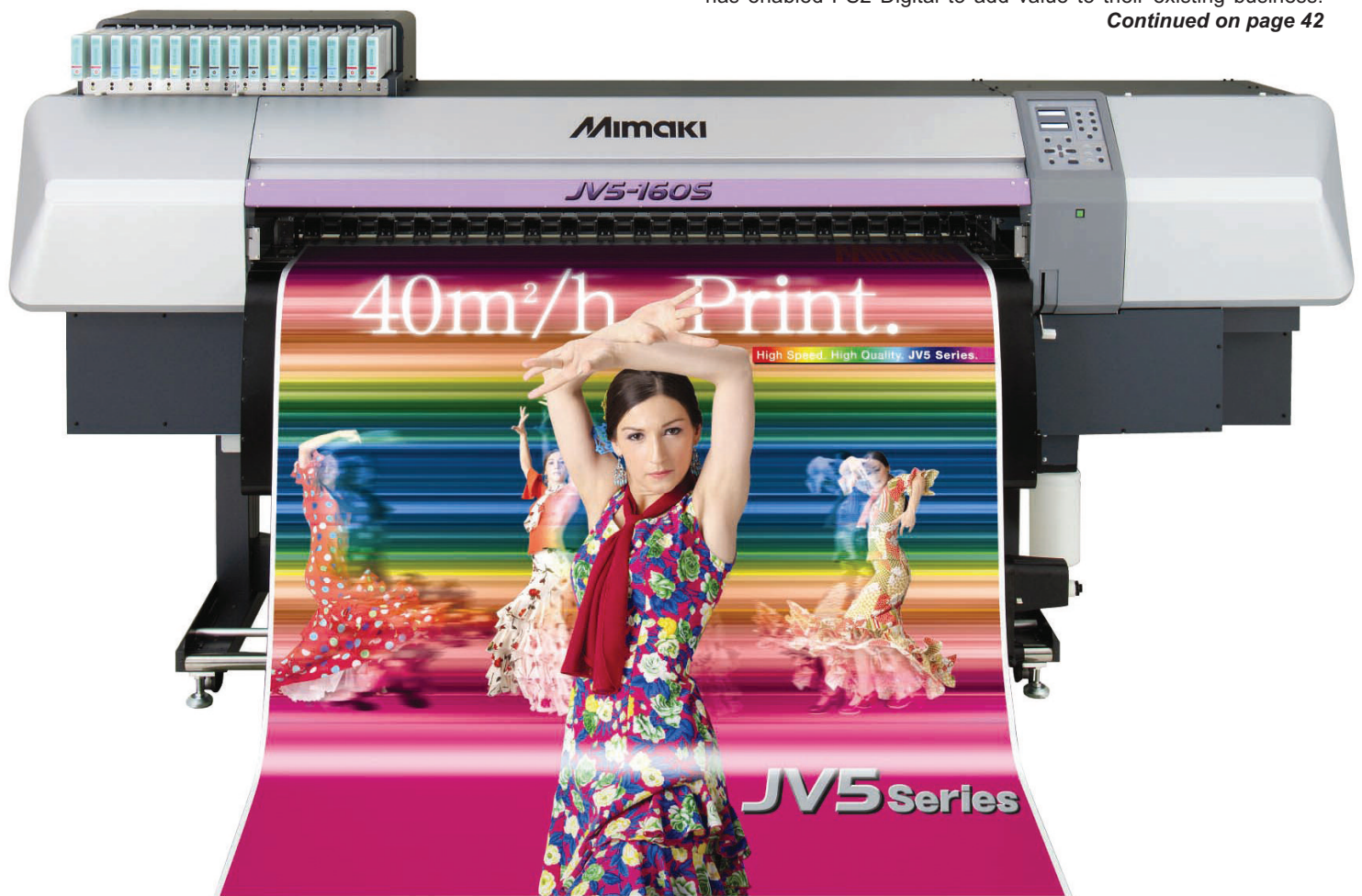
The Robert Horne Group makes selection and choice easy. By bringing together market leading brand names such as; Roland, Canon, Mimaki, Vutek, Seal, Zund, Signlab and Onyx they have created a complete digital solutions offering, all under one virtual roof that can be carefully matched to the specific needs of the customer.

*Digital Imaging*  
**PS<sup>2</sup>**

One company to benefit from this 'total solutions' approach is PS2 Digital of Runcorn. Since July last year they have purchased from Robert Horne a Mimaki JV5 160SP solvent printer, Mimaki 160 CG-FX vinyl cutter, Seal 62 Pro laminator, Seal Base laminator and software/RIP Onyx Postershop 7, plus PC hardware and an Air Purification unit. These additions to their existing portfolio of Xeikon, NexPress and Heidelberg has ensured that they are perfectly situated to enter and embrace the wide format market and provide their customers with the most up-to-date point of sale and signage solutions, including banners and posters for both interior and exterior applications. Robert Horne is also supplying a variety of substrates for these machines plus their unrivalled service offering of product and technical know-how.

Peter Lewis, Production Director at PS2 Digital explains why Robert Horne was selected as their supplier of choice and how this has enabled PS2 Digital to add value to their existing business.

*Continued on page 42*



Mimaki JV5 Solvent Printer.



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TRADE DISPLAYS

## PS2 Digital find digital solutions from Robert Horne

*Continued from page 40*

"PS2 Digital has developed a good trading relationship with Robert Horne for our digital and litho materials. On deciding to add to our existing digital print facility by establishing a large format division, we contacted Robert Horne to discuss our proposals, as we were aware of their commitment to wide format digital printing. Robert Horne had been supplying materials for our Xeikon 5000 digital web press and NexPress 2500 digital sheet fed press as well as our PM52 5col Litho press and were familiar with the high level of service and expert back up we expected from our suppliers.

"Robert Horne's team of specialists were on hand to provide advice on a variety machines available in the marketplace and along with their demonstration suites, enabled us to make an informed and balanced decision on the equipment we needed. Robert Horne was able to advise on all aspects of wide and narrow format printing and their back up with regard to the colour profiling of materials and the availability of technical data is second to none. The online ordering system, ESP, has also proved to be extremely useful when we have to order materials out of normal office hours.

"Wide format printing, whether it is outdoor signage or modular exhibition stands, can be a minefield if you do not have the right people on board to control and advise on all aspects of the process. PS2 Digital now has one of the most experienced teams of large format technicians and advisors in the North West, combine this with one of the largest digital print facilities in the north of England, and PS2 Digital is a force to be reckoned with in the digital print market.

"At PS2 Digital our intention is to create lasting relationships with our suppliers to enable us to identify new products, machines and materials, so we can give our client base the very latest solutions to their printing requirements. Robert Horne has helped review our substrate requirements and continue to ensure that we are buying effectively. From an ecological standpoint PS2 Digital has worked closely with Robert Horne to reduce our carbon footprint by combining deliveries of our small and large format stock."

Kevin Wheeler, Business Director for Digital Solutions Robert Horne added, "We are delighted to work with PS2 Digital; this on-going relationship highlights our commitment to being the complete wide format digital solutions provider for the Graphic Display sector. From input to output, the Robert Horne Group is a partner you can trust and rely on. What's more we can remain completely independent as a supplier and are therefore able to offer customers a balanced view covering all the technology available today. We have recently invested £1/2 Million, to improve one of our UK Digital Demonstration Suites. Located in Manchester's Trafford Park Business Centre, the suite has been specifically designed to provide Robert Horne's customers with an opportunity to compare the relative merits of different digital printers and to assess which one is most suited to their particular business needs. You ultimately make the right choice for your business working with a long-term partner who will help you develop new added-value services and maximise the return on your investment"

For further information on Robert Horne Digital Solutions or to visit one of the comprehensive Digital Demonstrations Suites at Robert Horne please contact your local branch or visit [www.roberthorne.co.uk](http://www.roberthorne.co.uk)



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## printMAX and Roland DG 'Get it right' for G4B

Ian Hatfield and his business partner set up G4B four years ago and with a combined experience of over 20 years between them you'd have thought they would have been hard pressed to impress when buying their next large format print machine. You'd be right. It took the joint effort of leading distributor printMAX and leading manufacturer Roland DG, to get them to raise an eyebrow, let alone a purchase order, but they did it.

Ian explains, "Originally we were looking to get another cutter to work alongside our current one, however, we were fairly unhappy with the service we'd been getting from our previous printer supplier and were on the lookout for a company that could possibly replace them in the future."

They discovered printMAX's details through an advert and contacted their sales team to discuss the deals they were offering, especially on the print & cut hardware. After weighing up the economic pros and cons of the investment, and where this would fit in with their already impressive amount of large format equipment, which included a HP Designjet 9000, two Designjet Z6100's and a tried and trusted HP5500, they went for the Roland SolJet PRO III XC-540 print and cut system.

"It was a leap of faith really at first as although the deal was great on paper, we'd had no past dealings with printMAX and, as everyone will have experienced once in a while, teething problems can, and did, occur in the early stages, and we were unsure of what kind of service we'd receive in this event." Ian continues.

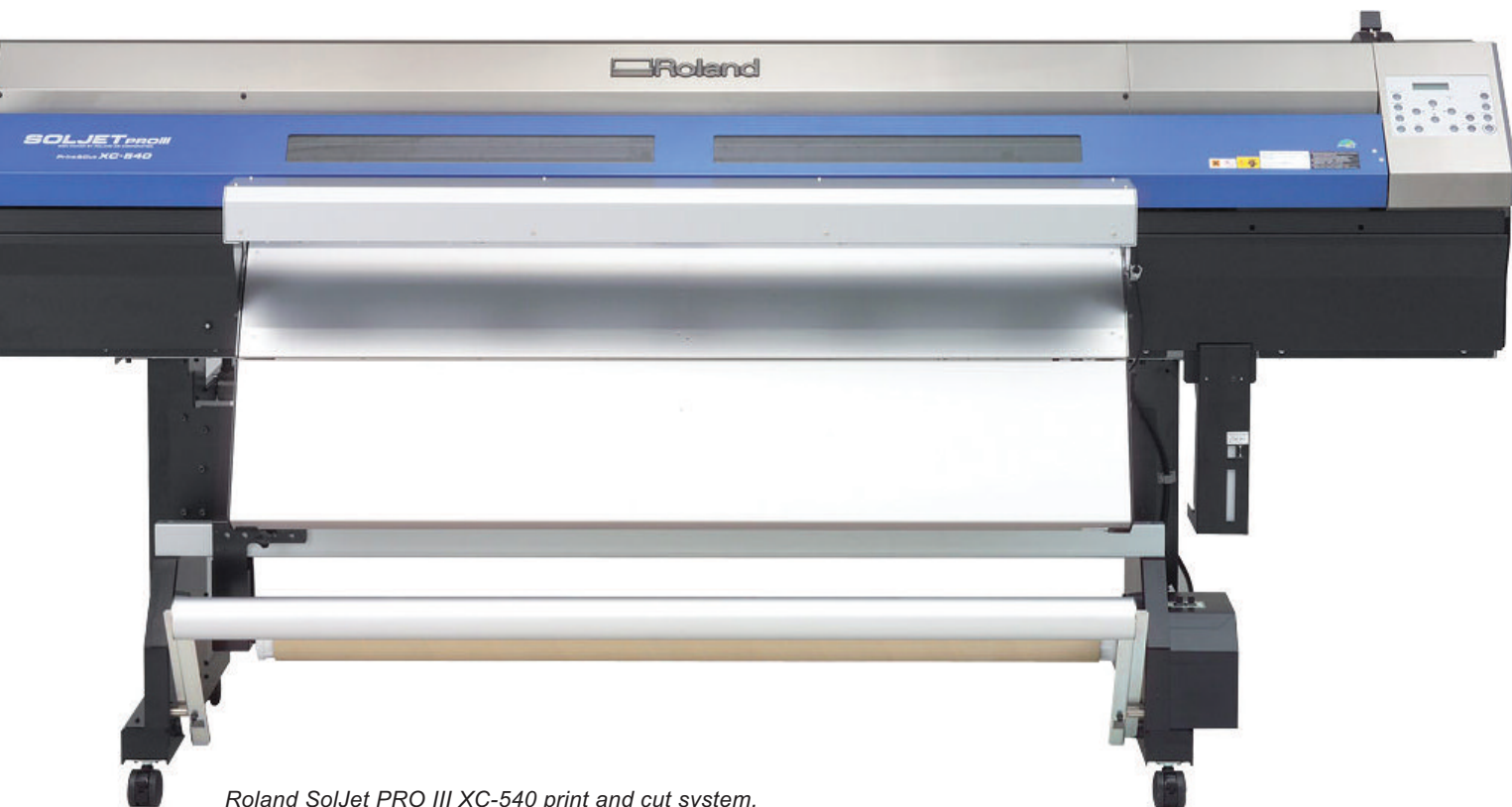
There was nothing to fear however as G4B were over the moon with the speed and professionalism both Roland DG and printMAX responded to regarding the problems. G4B found that printMAX had obviously listened well to their requirements as the XC-540 answered a number of the company's production problems, streamlining the process and improving production by installing such an efficient machine.

It also opened up new markets for G4B as, although they're already a successful trade-printer supplying to many of the local sign companies, they can increase their services to offer smaller scale print jobs which historically had never been looked at due to cost effectiveness.

Ian concludes, "printMAX and Roland DG just got it right. We're more than happy with the trade-in we received on our old machine and the service and knowledge we now have on hand from these guys makes our jobs and life easier, and business healthier!"

Michael Bolton, MD for printMAX adds, "We were delighted to have impressed such an experienced and established company such as G4B – to help grow our clients' business is a key factor in our business culture. printMAX also aims to grow opportunities and profits for our customers through the printMAX Community; our innovative new system that opens up myriad possibilities for all printMAX business' machines and in-house print and finishing system capabilities!"

For more information on the Roland SolJet PRO III XC-540 or the printMAX Community please call 08700 200 090 or visit [www.printmax.co.uk](http://www.printmax.co.uk)



*Roland SolJet PRO III XC-540 print and cut system.*

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## Encore for Dibond and Eagle Signs

**Following the recent acquisition of DML by Babcock Marine, new signage was required for the company's premises at Plymouth's Devonport Dockyard.**

The main existing sign, a 15m wide rectangular logo made from Dibond, aluminium composite panels, had been installed by Eagle Signs of Plymouth in 2005. The success of this original sign led to Eagle Signs being commissioned to produce its replacement again using Dibond.

Mark Carter of Eagle Signs takes up the story. "With large signs like this, we use Dibond as a matter of course. Extreme flatness and rigidity, combined with light weight, make it an exceptionally good sign material. Very importantly, it is extremely durable and resistant to weathering. We have tried other grades of ACM as the price appeared attractive, but having had to replace so many signs due to failure or colour variation, we think paying a premium for guaranteed performance and piece of mind is well worth it."

This fact is borne out by the condition of the existing sign at Devonport which showed no signs whatsoever of weathering after three years in a very exposed coastal location.

The customer made a point of asking for the same material to be used for the new sign.

Mark continued: "Our fitters like working with Dibond because it's light and easy to work and handle on-site. For example, other materials often distort at fixing points. Dibond remains flat, making installation simpler and less prone to compromises. Alcan Composites provides good technical back up when we need it and our supplier, Robert Horne Sign & Display in Bristol has always given good service with product available from stock.

"The sign was manufactured from 3mm thick ultramarine blue Dibond which provided an excellent match for the client's corporate colour."

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## RED gets straight to the point with Pacer routing technology

**Specialist manufacturer of point-of-sale and shop fitting display units, Retail Design Engineering (RED) is reported to have comprehensively resolved a long-standing problem with the degree of accuracy possible when fabricating acrylic sheet by installing a Pacer 3020K Series router.**

The company, which has a workforce of 21 employees at its 8,000 square feet facility in Hull, is known particularly for the superior quality of its intricate display solutions. These are based primarily on acrylic and used in multiple commercial, industrial and high street retail applications. RED also functions as a general plastics fabricator and provides a full range of bespoke solutions for a diverse range of industries, including signage, furniture production and rail.

Apart from helping to create a more efficient standard of methodology, use of the Pacer router has, according to director James Caley, added a new dimension to the company's in-house design capabilities and greatly increased the potential for attracting new work.

He commented: "With the Pacer machine considerable savings have been made on production time with a commensurate increase in profitability, while the level of accuracy has been dramatically improved by comparison with the work hitherto carried out using inverted routers. The company has also become much more competitive and is securing larger contracts which previously might not have been possible."

As testimony to these improvements, James cited the large volume of work now being placed by Fabricast Plastics following installation of the Pacer 3020K Series router. The machine is being used to process acrylic squares that fit into a profile with a critical tolerance level. Elsewhere, this company had been experiencing a 40 per cent rejection rate due to problems with accuracy involving the use of manual cutting methods but this rejection rate has now been reduced to zero as a result of the Pacer solution.

The Pacer 3020K router installed at RED is one of a series of machines that collectively represent a major price/performance

breakthrough. It has an effective processing area of 3,050mm (X) x 2,050mm (Y) and 135mm (Z) and is suitable for 2D and 3D manifestations involving plastics, solid and composite woods and non-ferrous metals. The machine is based on a strong steel frame to ensure maximum rigidity in operation. It incorporates high-quality twin ball screw drives for enhanced accuracy and repeatability and integral steel bearings and slide ways that are fully enclosed to prevent dust and particle contamination.

Engineers at RED use Auto Cad 2008 to produce drawings prior to manufacture and this has been found to integrate perfectly with Pacer's XMC-E software that supports the 3020K Series router. This is based on an open architecture concept and can accept design data from any CAD system or drawing package in industry-standard formats. The software features a host of advanced design and production tools, including automatic cutter offset compensation, 3D G-code data input, engraving facilities and 3D profile cutting.

Since installation, the Pacer machine has been working continuously for 12 hours a day, producing high quantities of acrylic cut shapes and smaller quantities of bespoke items.

On the technical support provided by Pacer, James added: "Having been aware of Pacer systems used in the industries in which we specialise and having visited the Pacer showroom in Nottingham, I had high expectations of their performance but some reservations about our operational capabilities. However, Pacer's approach to operator training and the technical back-up provided have made dealing with this company both a happy and a profitable experience.' As to the future, James Caley concluded: 'We are now looking at Pacer's automatic tool change feature to further enhance production and will possibly upgrade our current software to include the 3D version.'"

For further information on Pacer systems, visit [www.pacersys.co.uk](http://www.pacersys.co.uk) or telephone Liam Hodson on 0115 988 7773 (direct line). For information on the services provided by Retail Engineering Design (RED), visit [www.plasticonline.co.uk](http://www.plasticonline.co.uk) or telephone James Caley on 01482 333800.

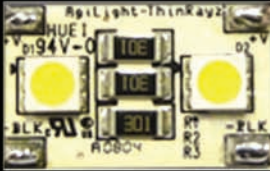


*RED resolves long standing problem with the Pacer 3020K router.*

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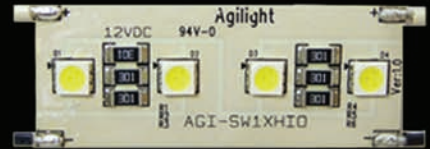
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## Material application perfected with RollsRoller Flatbed Applicator from William Smith

**Savings in production time of between 50 and 80 per cent over traditional methods of material application, trouble-free operation under all conditions, ease of use and consequently enhanced operator motivation continue to fuel the huge demand for the RollsRoller Flatbed Applicator. Distributed exclusively in the UK and Ireland by William Smith, the machine has now assumed parallel importance with mainstream equipment like digital printers and routers in meeting the production requirements of sign and graphics manufacturers.**

Greens the Signmaker, Butterfield Signs, Hawes Signs and Allsigns were just a few of the many leading sign manufacturers who initially recognised and acknowledged the outstanding capabilities of the RollsRoller. Following installation of the machine, each announced significantly higher rates of production, visible enhancements to the quality of finished products and commensurate increases in both business growth and profitability.

Recent successful installations of the RollsRoller have taken place at Image Technique, WSI and at the sign shop of Denbighshire County Council. Significantly, this latter installation has provided further evidence of the machine's continuing popularity with local authorities and confirms its broader market appeal.

At Denbighshire County Council, the RollsRoller was specified on the basis of its potential to increase operator efficiency and productivity as well as the machine's comparatively small footprint in relation to its actual size and production capabilities.

The Denbighshire Sign Shop Welding & Fabrication Manager, Chris Rumney explained: "Surprisingly for such a large machine, it actually takes up less space than two old laminators used previously. We employ the RollsRoller Flatbed Applicator to laminate sign faces

and to apply vinyl materials to various substrates for both road traffic and commercial signage. Apart from significant improvements in efficiency and productivity, as well as the enhanced safety of operators due to the machine's inherent health and safety design features, the RollsRoller has enabled us to manufacture much larger signs but with less fabrication time required."

An example of the improved level of efficiency achieved using the machine was further demonstrated by the application of a clear protective overlay film to sign faces.

Chris Rumney continued: "When this was carried out manually, it was a two-man operation and there was a high risk of error. The work is now far less labour intensive (since only one machine operator is required) and we have significantly reduced material wastage. Our materials audit is now very good."

The self-financing appeal of the RollsRoller was also again highlighted at this particular installation.

Chris Rumney concluded: "When we decided to purchase the machine, we predicted that it would self-finance within 18 months. In fact, we have already recovered half of the initial outlay within six months! Such has been the success of the RollsRoller, we are now considering the purchase of a second machine."

At Image Technique, the RollsRoller Flatbed Applicator is used in the production of large flexible-face signs.

Jon Daniels at Image technique commented: "We have seen an immense improvement in the quality of output as well as savings in time and labour. For example, an eight by two-metre flexible-face sign that previously took eight hours to complete now requires only four hours!"

At WSI, which produces signage for large buildings and car

parks, Craig Nash commented: "The RollsRoller is used for large-format graphics as well as fascia and specialist glass signs. The dry process offered by the machine is a huge advantage and we can achieve a perfect finish by comparison with the manual process. The large illuminated table installed on the machine serves as a good workbench and we have been able to reduce material wastage considerably. Time savings of up to 85 per cent have also been achieved."

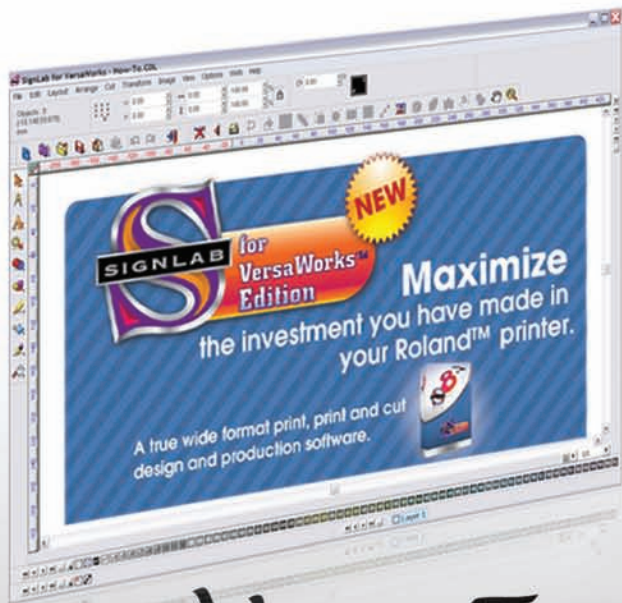
Available in a choice of eight models, the RollsRoller Flatbed Applicator offers one of the easiest and most accurate methods of applying self-adhesive films and protective laminates to virtually any substrate. Special design features include an automatically adjustable roller height function to accommodate substrates up to 70mm thick and back-illumination to assist material registration. This latter feature makes the machine ideal for work involving multi-coloured or translucent signs and graphics.

A demonstration of the RollsRoller Flatbed Applicator can be arranged by William Smith or information can be accessed at [www.williamsmith.co.uk](http://www.williamsmith.co.uk) or by telephoning 01833 690305.



*RollsRoller installed at Denbighshire County Council's Sign Shop.*

# DESIGN Tutorial



**Signlab for VersaWorks** boasts a wealth of design and editing tools that have been developed specifically for the modern sign maker. But what's more when you're done designing, you can simply output directly to VersaWorks for production, there's no saving or exporting, just a seamless workflow from design to output that includes all your cut data. Let's take a look at an example to see just how easy this feature packed product is to use.

## New Features

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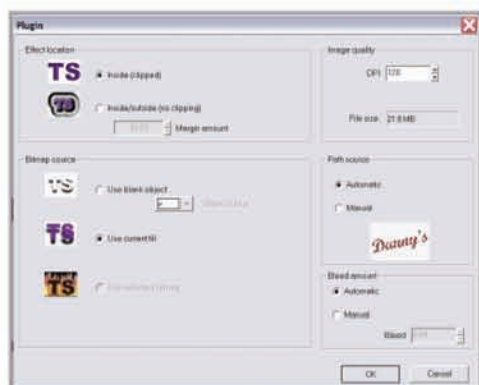
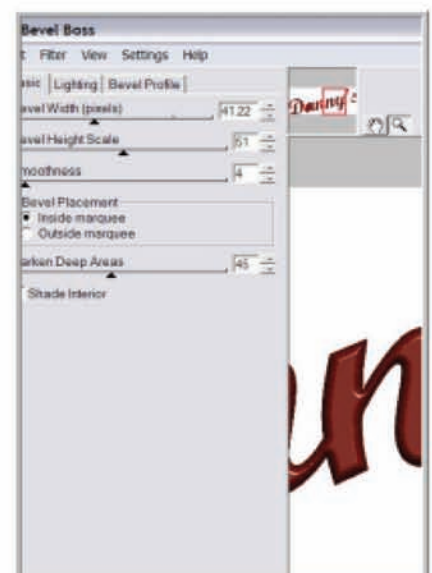
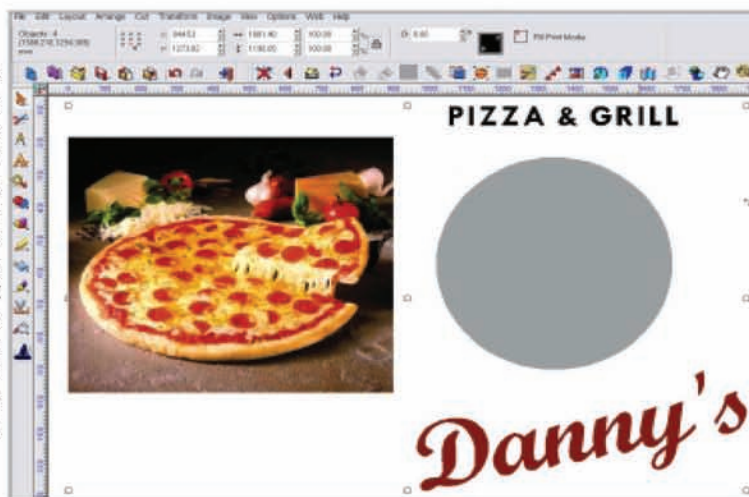


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01

**Getting started:** I have already created the elements needed to complete my new sign for a Pizza restaurant. The text and the circle are all vectored objects and I have imported the photo image. The first task is going to be making the main text a little more exciting, I am going to use one of the built in Eye Candy plug ins to achieve this.



02

**Plug Ins:** SignLab for VersaWorks is packed full of great design plug-ins, I am using the built in Bevel Boss tool to add some real depth to this lettering, the Bevel Boss tool is launched from the "image" menu. This first dialogue window allows me to control how the effect will be applied to my lettering. I have selected the "inside clipped" option and this will ensure my text edges are kept nice and sharp, regardless of production size. By selecting the "use current fill" my lettering will retain its original colour.

03

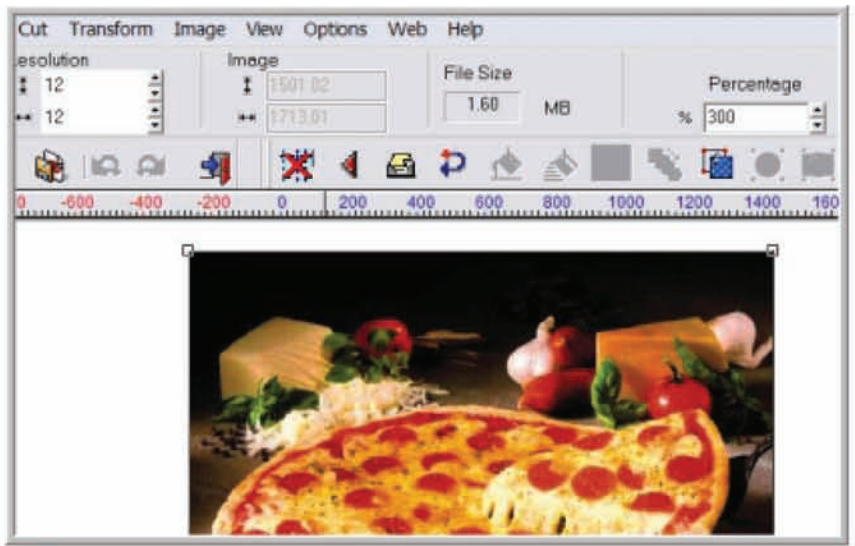
**Endless choice:** This next window let's me control all the parameters of the effect and what's more were adding this bevel directly to a vectored object first out the need to render to a bitmap first. The bevel height and scale and even the light direction can be adjusted to suit your preference. When I have finished, I can click "Ok" to be returned to the main Signlab screen.



04

**Outline:**

Next I am going to add an outline to the text. Signlab's outline tool is launched from the "Transform" menu. The thickness of the outline can be controlled with a small on screen handle or by entering a specific value in the numeric box at the top. Any colour from the Roland VersaWorks palette can be used.

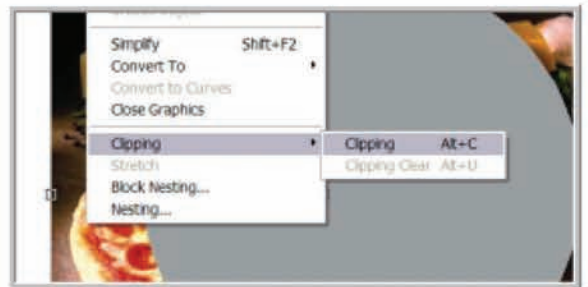
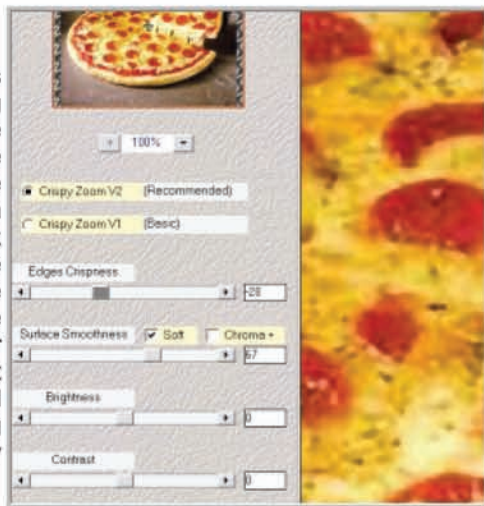


05

**RE-Sample:** Next I am going to edit the photographic image, the first task is to improve the quality of this picture to make it more suitable for large format reproduction, to achieve this I am going to use the built in "Super Size" feature. This is launched from the "Image" menu. The smart bar will display the current properties of the photo and I can choose to increase the size in one of three ways, I am simply going to increase the overall quality by 300%, when I click "apply" the image is automatically placed in the Supersize dialogue window and from here I can adjust the properties to increase the quality of the image.

06

**Super Size Me:** The settings made will vary greatly depending on the style of image being re sampled. The CADlink website contains some detailed guidance on using this feature. Once I am happy with my settings I can click "Ok" and the re sampled image will be returned to SignLab. The supersize function is a free module with SignLab for VersaWorks which is a great bonus when you consider a good stand alone image re sampling software can be a sizable outlay just on its own.

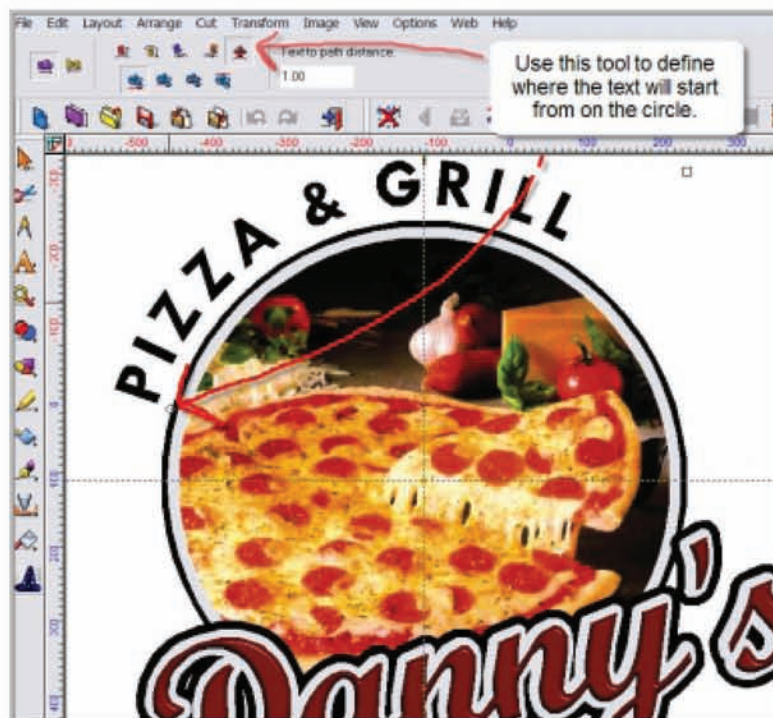


07

**Clipping:** I am going to use the circle as a clipping path on the photograph that we just resampled to achieve this I will place it on top of the image. With both objects selected I go to the "Arrange" menu and select "Clipping". All parts of the image outside the circle will be discarded.

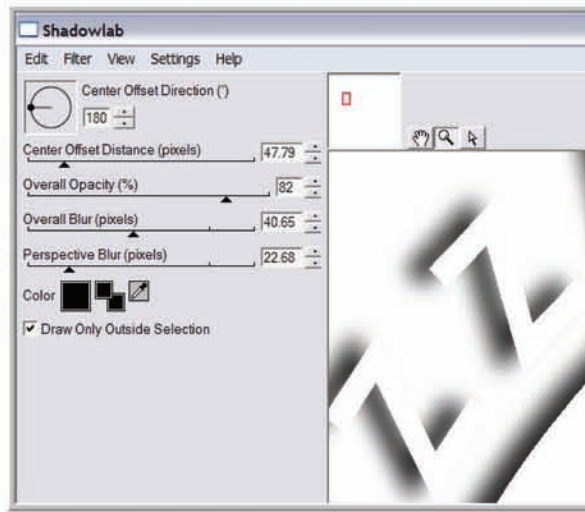
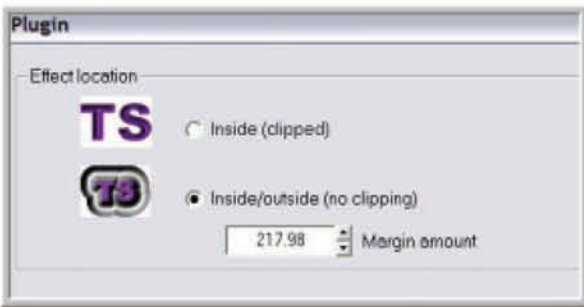
08

**Outline:** Remember the outline I applied to my text? well to beef this up a little more I have added another outline in black. The photo image of the pizza now has a vectored clipping path so I have also added two outlines of similar properties to this as well. The text can now be placed on top of the image.



09

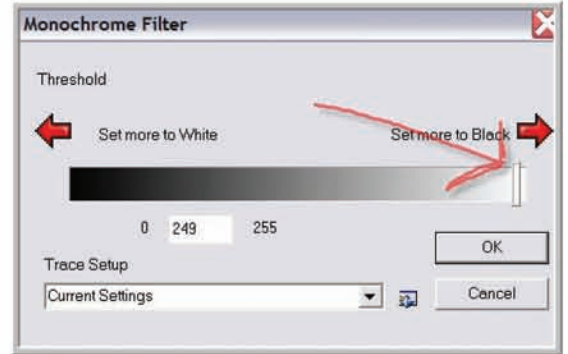
**Text To Path:** To make the "PIZZA & GRILL" text wrap around my clipped photograph I have used "fit text to Path" so with the text and the outer circle selected, I launched this feature from the transform menu. Many options exist here, so that we can make the text wrap left to right upside down inside out and so on. I used the "Pick Tool" to mark a point on the circle from where the text would



**11 Settings:** Another simple plug-in interface let's me control the effects and even the direction of the shadow, the preview lets me see exactly what's going on. Ticking "Draw Outside Selection" will enable a better preview but its good practice to de-select this option before the finished effect is applied.

10

**ShadowLab:** To finish off this design I am going to use another of the built in plug-in effects called ShadowLab and this is launched from the "Image menu" For this type of feature I need to select "Inside/Outside No Clipping" so that the effect will blend out nicely from my objects.

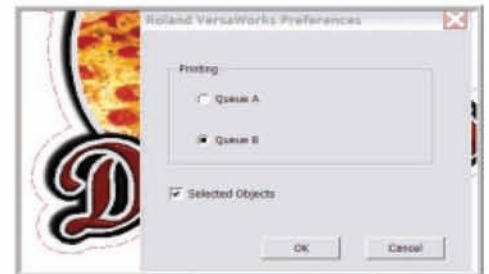
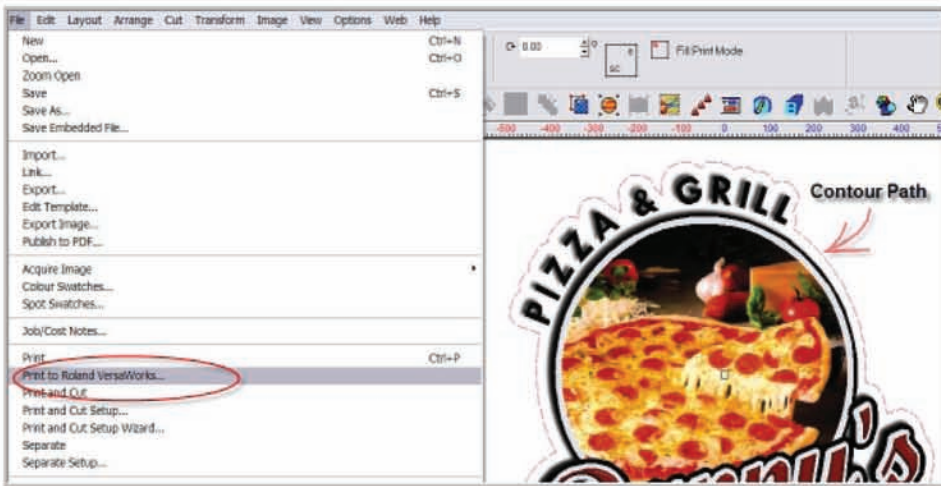


12

**Contour Cut:** The Sign is now finished but before I send this job to VersaWorks I am going to add a contour cut path around all my objects. With all selected I will go to the cut menu and select contour cut, I have an offset of 25 in place here to create a contour path that follows the outside of my objects to create a complete decal, I don't need any specific colours for my contour path so now simply hit apply and then adjust my filter settings so that the white boundaries of the image are easily detected.

13

**Filter Settings:** The Monochrome Filter works by detecting the point at which the white of the bitmap background begins. Each image will differ but a good starting point is to reduce the value slightly from 255 (Pure White).



14

**VersaWorks:** With the contour path applied, the design is complete and ready to send to VersaWorks. This is done by going to the "File" menu and selecting "Print to VersaWorks" Its then simply a choice of which Queue to send the job too.



14

**Job Done!** In VersaWorks you can see my job has arrived and if I double click on it you can see it in its entirety including the contour cut path, its really that simple. Signlab for VersaWorks is the real professional choice for the sign maker who wants to eliminate complex workflows from every day tasks.

You can find out more about this great new product and also view this tutorial in video format on the cadlink website. [www.cadlink.com](http://www.cadlink.com)

## Morrisons set store by Sign 2000



**With more than 370 stores throughout the UK employing over 114,000 staff and with in excess of nine million shoppers every week, William Morrisons is the fourth largest supermarket group in the UK.**

This pioneering retailer has recently taken a fresh look at its stores' layout and design resulting in a move to replace all external and internal signs with a new design incorporating Morrisons' new corporate identity.

Styles&Wood, a UK leading provider of property services for major retailers, was appointed by Morrisons to project manage the entire changeover, part of which involved appointing specialist sign manufacturing and installation companies.

Following a competitive tender and interview process Sign 2000 of Paddock Wood in Kent was one of a handful of specialists awarded the contract.

Simon Brierley, Account director at Styles&Wood, commented, "We were looking for someone who had relevant experience of this type of work, who could satisfy us as to their health and safety record and who could demonstrate a sound and stable commercial background."

The project involves both Morrisons' core stores, purpose built to their own specification and conversions, rebranding former Safeway stores into Morrisons.

The task was to manufacture, supply and fit a vast range of different Bulkhead signs identifying generic product groups e.g. Butchery, Bakery etc., together with detailed category signs for the aisles – 'cooked meats', 'chicken', 'bacon', 'lamb' and so on to guide customers directly where they wished to go. These signs are produced using light-weight materials such as Foamex with applied vinyl lettering.

The use of timber back boards and specialist woven wicker panels complete with high quality painted timber letters ensures a clean and sharp image throughout the stores.

While this type of project is well within Sign 2000's technical capabilities, logistically it is a challenging task. With two to three stores being worked upon each week at the height of the exercise and with the fast changing nature of the retail grocery business Sign 2000 had to be fleet of foot and pay close attention to detail in order to achieve the client's objectives.

The installations take place out of hours in the evening between Sunday and Thursday nights. With the contract scheduled to be completed by August 2008, feedback on the new signage has already been good according to Simon Brierley.

For further information call Sign 2000 on 01892 834383 or visit [www.sign2000.co.uk](http://www.sign2000.co.uk)





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**Digital Range:** an extensive choice of solvent, eco-solvent and UV inkjet printable media together with overlaminating and mounting films.

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self-adhesive materials

## Signage duo scoop £10k EnterPrize award

**Two entrepreneurs, who built a successful signage firm by using their redundancy package to buy the assets of the failing company which laid them off, were recently presented with the top award of £10,000 at New East Manchester's EnterPrize competition.**

Peter Potts, 26 and Westley McKay, 27, began their Newton Heath-based business, Built-Up Signs, in January 2007 after losing the jobs they had held for 10 years at a local sign-making shop. Determined not to let their expertise go to waste, the two friends succeeded in buying, from the liquidator, the equipment of the failed business that had made them redundant.

They went on to grow their own built-up letter and bespoke signage firm from scratch, using the skills they had developed over the past decade along with advice from New East Manchester's business advisors. Since starting in January 2007 they have turned over £170,000.



The entrepreneurial pair, who have known each other since leaving school at 16, began the business by cutting signs out by hand in a tiny unit. Some 18 months on and they have tripled the size of their premises, taken on two more staff and are supplying over 60 UK and international clients with acrylic 3D letters and thermoformed built-up logos.

Built-Up Signs beat off stiff competition from over 40 other entrants to win the £10,000 cash EnterPrize. The prize was presented to Peter Potts and Westley McKay by guest speaker, James Averdieck, founder of hugely successful luxury pudding brand GÜ Chocolate Puds.

On hearing they had come first, Peter Potts said: "We are shocked and over the moon to have won this award - it's all been a bit of a whirlwind. The £10,000 prize will help us buy new machinery and equipment and training for our employees. The advisers at New

East Manchester have been brilliant - like project managers, setting us goals and helping with our business plan. We'd encourage other local businesses to enter - even if you don't win, the advice you get is really useful."

The EnterPrize is open to start-ups based in east Manchester that have been trading for two years or less. Now in its second year, the competition rewards business talent in the area, recognising the enthusiasm, creativity and innovation of new companies and encouraging economic growth. It is run by urban regeneration company New East Manchester in partnership with the Northwest Regional Development Agency and New Deal for Communities.

EnterPrize Autumn 2008 will launch this September and the deadline for applications is in October 08. Winners will be announced in December 08. For your chance to win visit [www.thenementerprize.co.uk](http://www.thenementerprize.co.uk) and complete the online form.

## FESPA launches The Wide Network

FESPA recently announced the launch of The Wide Network, which they state is the industry's first and only online networking community site for wide format digital print professionals. Those interested in sharing ideas, experiences, discussing current issues, the latest products and staying up-to-date with the latest digital developments can now join the network at [widenetwork.ning.com](http://widenetwork.ning.com)

With more than 350 individuals already signed-up as members on the Wide Network, FESPA's social network service is fast becoming a hub for the global digital print community. The network provides users with a number of useful features, such as a digital events calendar, industry contacts, photos and videos, and a number of communication mediums to facilitate peer networking and interaction.

Each member on the network has their own individual profile page. Members can personalise pages by providing relevant information, in terms of their professional interests, current job roles, pictures and videos, with a view to potentially securing interest from new business contacts within the industry.

Wide Network members can interact with each other in a variety of ways, such as email, instant messaging, blogs and discussion forums. The Wide Network's forums, for instance, enable users to source valuable input from other print professionals and gain important industry knowledge and feedback.

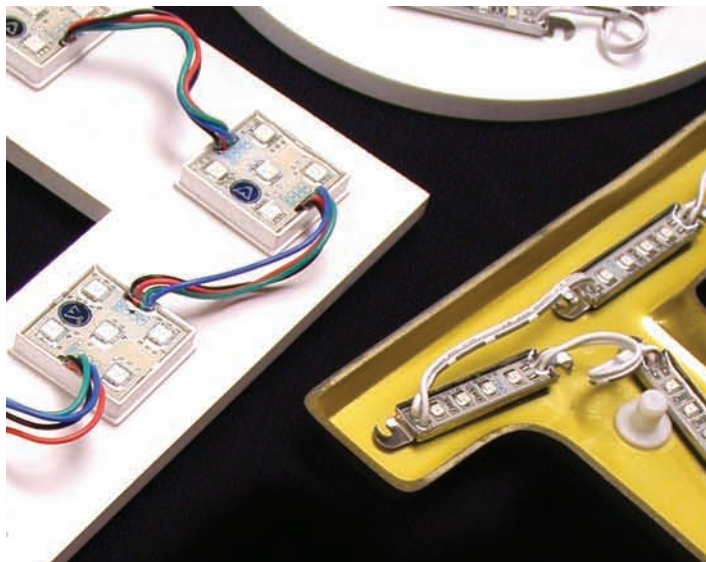
For example, screen printers potentially looking to invest in digital printing as an additional revenue stream, are able to get in touch with digital experts, ask them questions and learn about the industry.

Members of the Wide Network are also able to create or join online groups relating to particular interests, such as the environment. The site's Planet-Friendly Group, for instance, helps members keep abreast of the latest environmental news and developments. The site's group facility also provides a way for members to lobby or champion causes.

Network members can use the Wide Network's blogging feature, displayed on the site's main page facility, to share their thoughts and ideas with other digital professionals. Users can also subscribe to the Wide Network blog RSS feed, ensuring that they receive up-to-the-minute notifications when new blogs are added to the website.

Marcus Timson concludes: "We have already received some very positive feedback from the industry and are optimistic that all members will find the Wide Network a useful platform to network and engage with other users in the digital wide format printing community. FESPA looks forward to welcoming you all on board the Wide Network."

For further information visit [www.fespa.com](http://www.fespa.com)



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## Hexis UK appointed HP Designjet channel partner

Hexis UK the Staffordshire based large format signage and graphics media supplies reseller has been appointed as a HP Low Solvent Partner. The appointment confirmation comes after Hexis successfully underwent HP's accreditation process to validate their suitability to sell the HP Low Solvent range of Designjet printers.

Hexis brings its long experience of the signage market together with its reputation for excellent service to the HP channel. Hexis has also taken on a range of complementary products to support the HP Designjet Low Solvent range including the Summa range of vinyl cutters and Easymount range of laminators.

Hexis is now ready to introduce a range of low solvent solutions making it able to offer a true 'one stop shop' for high quality hardware and consumables.

Steve Hawker, Sales Director, ArtSystems said, "Hexis is just the kind of reseller we need in the channel, knowledgeable, enthusiastic and service lead. They have joined the programme at a really opportune time with new developments from HP that will make them a major force in the sign and graphics markets."

Hexis UK are now a fully accredited Low Solvent Designjet partner able to propose HP LFP solutions to their customers. As an accredited partner Hexis will also benefit from the support that ArtSystems the specialist distributor for the HP Low Solvent Designjet range is able to provide ensuring that they and their customers have the very best support in the channel.

For further information visit [www.artsystems.co.uk](http://www.artsystems.co.uk)



## New quotation system launched

One of the UK's leading trade sign suppliers, Hilliard & Winn, is set to revolutionise the sign industry with the introduction of its new, ground breaking quotation system.

The on-line calculators enable sign makers to provide instant quotes to their customers.

Managing director of Hilliard & Winn, Jon Abrey, said, "We've been working flat out to make this unprecedented quotation system accessible to all our customers. The flat cut letter, built up letter & folded aluminium tray calculators will totally change the way our customers can obtain quotations from us, allowing them to offer their clients timescales that can't be beaten."

The calculators mean that pricing for quotations is available instantly on-line. Customers simply log on to [www.hilliardandwinn.co.uk](http://www.hilliardandwinn.co.uk) click on the calculator login icon then enter the exact size required, select the desired material and an instant quotation is calculated.

Supplying to the trade, Leeds based Hilliard & Winn has been manufacturing and supplying specialist signs and images for over 29 years. Its reputation for service, craftsmanship and quality has allowed the dedicated team to work with some of the biggest and most respected retail brands in the world.

For further information visit [www.hilliardandwinn.co.uk](http://www.hilliardandwinn.co.uk)





# MAXIMIZE YOUR ROLAND PRINTER INVESTMENT

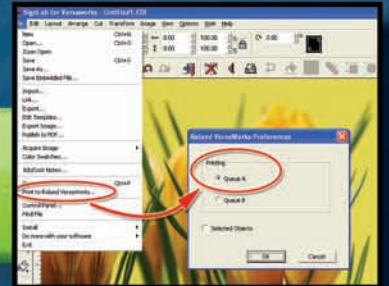
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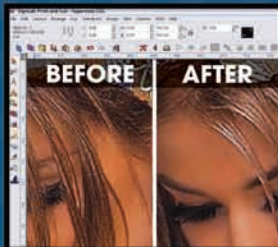
#### EASY OUTPUT

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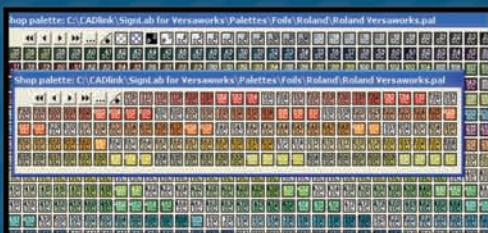


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SignLab 8 Supports Windows Vista 32 or 64-bit, and is easily networked

## Signforce signs up for savings with Dibond recycling

Signforce, the Norwich based trade supplier of sign products and materials, has signed up for the new Dibond recycling scheme, run by UK distributor ThyssenKrupp Materials, in partnership with the manufacturer, Alcan Composites.

The new scheme, which complies with Alcan's ISO 14001 certification, will result in as much as 99.9% of material being re-used. The scheme is only open to users of genuine Dibond and Dilite ACM panels, as these materials only use high grade AlMg1 alloy and are therefore free of heavy metals such as lead and cadmium used in other ACM panels. Dibond and Dilite panels also feature single-material polyethylene cores, which can be recycled.

"We use a lot of Dibond to fabricate all kinds of items from sign boxes, to shop fronts, fascias and display systems," said Justin Watts of Signforce. He continued: "Before the recycling scheme was available, we were filling three or four 1,100 litre bins per week, with scrap Dibond from our CNC machines."

Justin and his colleagues were concerned that this was all going into landfill, so he was delighted when he heard that the recycling scheme that he'd enquired about on a recent visit to Alcan's German plant was now available in the UK.

"As a business we are committed to employing sustainable working practices and many of our customers are prioritising environmental criteria in their specifications." He said, "We are also making a significant cost saving, as the collection of material for recycling is free, so we no longer have any waste collection costs for Dibond. It really is a win/win situation, for us, our suppliers, our customers and ultimately for the environment," he concluded.

Steve Cleave of Dibond distributor ThyssenKrupp Materials, said: "We're delighted to be playing a part in another Alcan innovation. The scheme is attracting a lot of interest from customers, many of whom are keen to be 'more green', but until now have had no way of acting on their good intentions. The cost saving is an added incentive, so we're expecting rapid growth of the scheme over the coming months."

For further information visit [www.display.alcancomposites.com](http://www.display.alcancomposites.com)



Justin Watts, Managing Director, Signforce and Steve Cleave, National Product Manager, Thyssen Krupp Materials UK, Plastics Division.

## Digitised catalogue

View all the latest products from Victory Design in the digitised version of its catalogue. Victory Design Ltd supply a wide range of equipment, software & materials to the sign, digital and garment personalisation market. The extensive product range offered by Victory Design will cover all angles for any signmaker or garment decorator.

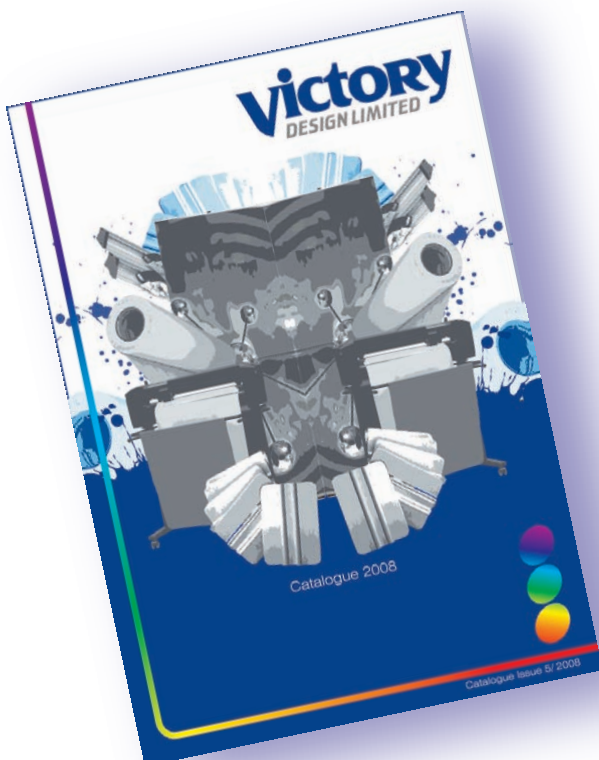
Regularly updated the e-catalogue has pages that you can flip over on screen, claimed to be just as if you are holding it in your hands. It's full to the brim with signmaking consumables and accessories, digital printing products, display items, garment marking films, heatpresses, software, vinyl cutters and information on many more products and services.

This year's catalogue includes many new additions including Nikkalite reflective vinyl, RTape Digimask, Arlon Xscape vehicle wrap media, Soyang media, a new range of A-boards, sign blanks, flags, protecting signs and snap frames.

The e-catalogue is easy to use and has many nifty tools to quicken up your product search. The catalogue opens up in your web browser and has a control panel along the bottom, from there you can flick through the pages and search for products.

You can also tell friends about new products by using the handy email button. The e-catalogue allows you to save a page for later too.

To view the e-catalogue for yourself visit the Victory Design website [www.victorydesign.co.uk](http://www.victorydesign.co.uk)





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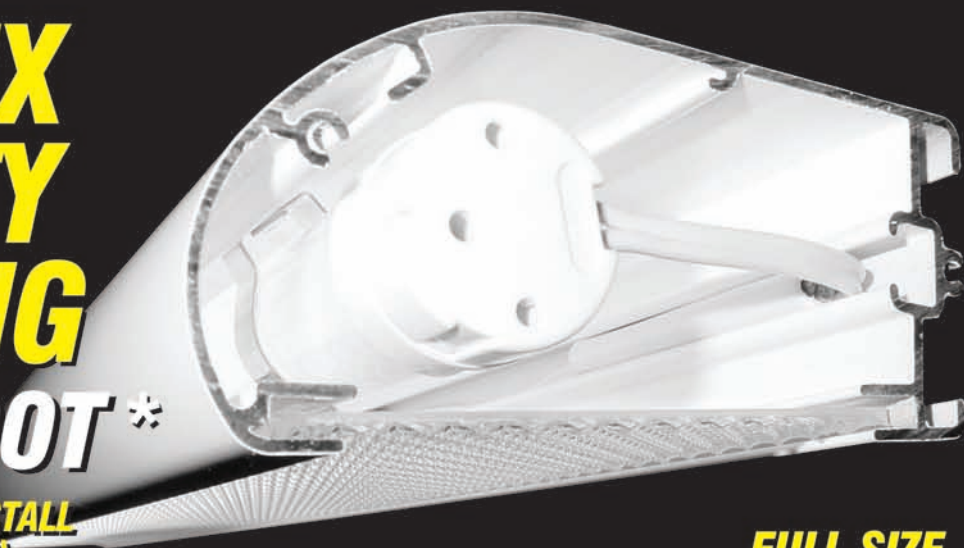
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Budget T5 is only available in white or black finish.

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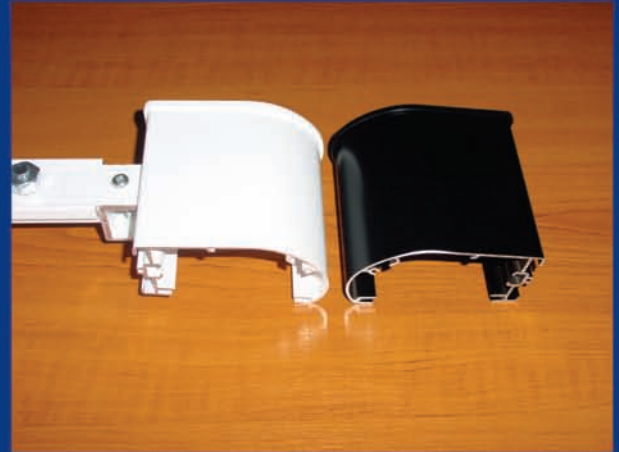


# Highlight BUDGET T5

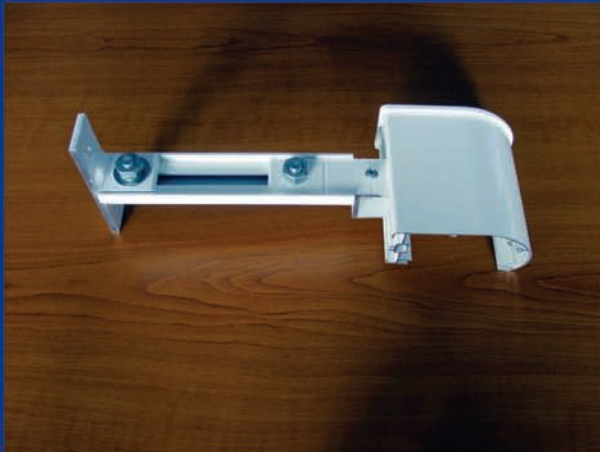
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The above photo shows Highlight in normal position (not angled). Illumination is even, and the unit blends into the background. Angling of the light is only required on sloping fascias.



The above photo shows Highlight angled inward, resulting in glare at the top, and dullness at the bottom. The profile also becomes highly noticeable.

## Tips and Tricks for choosing the right vinyl

Spandex understands that it is essential to get things right first time and therefore aims to help sign makers select the right materials and procedures to get the job done on time, with minimum effort within budget. Here, Spandex helps sign makers choose the right vinyl for the job.

It is essential to choose the right vinyl for every job. Labour will inevitably account for the bulk of production costs. Choosing the best possible materials for a job will improve quality, enhance productivity, ensure peace of mind, and minimise wastage. In order to choose the right vinyl for the job it is necessary to understand the different types of face films and adhesives.

**Face films** - At first sight, there is little to distinguish between the three basic types of vinyl available today: cast, polymeric calendered and monomeric calendered films. However, the difference between them is obvious after they have been applied in a challenging environment for any length of time.

**Cast films** - A cast film is a premium grade vinyl that starts life as a liquid, which is then allowed to spread out to an extremely thin layer. Cast films have no memory and are stable, so shrinkage is barely perceptible. Because cast films are thinner and softer, they are easier to cut, weed and apply. Cast films conform over substrate irregularities such as rivets and textures, making them the preferred option for the most extreme exterior applications, especially vehicle wraps. Cast films are also often used for interior or less challenging applications when special or Pantone colours are required. If there is any doubt as to which film to use, always choose cast for its enduring quality and long life.

**Calendered films** - Calendered films start life as a lump of plastic that is then flattened by being passed through two pressure rollers. Though not as high quality as cast films in demanding applications, film produced by this process can nevertheless be adequate in less demanding conditions. Calendered films come in two types: polymeric and monomeric.

**Polymeric calendered films** - Polymeric calendered films have added polymers to reduce shrinkage. However, although they have developed significantly over the years, they still fall short of the stability and durability of cast films. Polymeric films fare much better in exterior applications than monomeric films but are not suitable for application over surface irregularities such as rivets and corrugations. For less demanding exterior work, polymeric films offer a workable alternative to cast. If there is any doubt as to which film to use, avoid risk and choose cast film.



**Monomeric calendered films** - The least expensive vinyl film is monomeric calendered. These films are not suitable for demanding exterior applications such as vehicle liveries or fascia signs. The face film of monomeric film is not stabilised so it will almost certainly shrink to reveal the adhesive beneath. Dirt will adhere to this revealed adhesive and will be clearly visible as a sticky, black outline around the lettering and other elements. The sticky black outline is usually only the start of more severe degradation to come. Eventually, the vinyl face film will begin to curl up and flake off like peeling paint. Monomeric films, therefore, are best suited to short-term exterior applications and interior work.

**Adhesives** - Adhesives are either emulsion or solvent-based. Emulsion-based adhesives can be affected by water and humidity and are not recommended in demanding environmental conditions. Solvent-based adhesives are more widely used and their performance generally matches that of the face film.

**Beware** - bargain vinyls often use cheap adhesive to achieve their low price point.

For more information about products and services contact Spandex on 0800 772633 or visit [www.spandex.co.uk](http://www.spandex.co.uk)

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# Metamark The Materials Company



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## A real revolution in built-up lettering

**A new patented process could revolutionise production of 3D lettering and signage, says G-57 3D Design.**

The process was developed by Guy Satchwell who has a lifetime's experience in the signmaking industry, producing highly specialised solutions for major brands and household names. The new system was launched through mother-company Central Signs and Graphix.

"The popular belief is that there's no mechanised process for built-up letter production, which there hadn't been. But now that's all changed with this new method of production," says Guy.

The G-57 process produces letters and shapes manufactured to exacting specifications and with a much wider choice of finished profile than achievable with hand-built letters. For example, any type of face can be chosen, the edges can be bevelled to almost any design, patterned, or even have two radii.

When manufacturing letters by hand, slight differences in each one are unavoidable; but the G-57 process automatically produces any number of identical units. Another advantage is that the finished units are also more durable than hand built ones, as well as being lightweight.

"What can be produced using the G-57 process isn't limited to a small range, like it is with hand built letters," says Guy. "Now we can create practically any design in 3D to the highest quality, incorporating LED or face and/or backlit illumination."



"We can recreate logos or even a letterhead in 3D that truly are unique. One of our most striking pieces is a six foot high illuminated shrimp, which even if it were possible, would have been a ridiculous amount of work by any other method."

Another recent project G-57 3D Design completed involved creating a giant mobile phone for the launch of a new model.

"It certainly worked as an attention grabber. Everyone walking past was stopping and staring at this giant phone and it got a lot of people into the shop," adds Guy.

For the customer, the G-57 process provides almost unlimited potential. For the signmaker, it delivers major commercial and competitive advantages with simplified final assembly and huge savings in labour costs.

"This is the fastest ever process for building a 3D letter and even better, it can all be done at very affordable prices," says Guy. "It's so much faster because machines do the work and only a low skill level is needed for assembly. Typical savings are 50 per cent compared to traditional manufacturing techniques, which means more profit for the signmaker."

"I've only shown it to a limited number of people so far and the response has been phenomenal. Until people actually see it, they don't believe it; then they're blown away."

Crucial to the success of the G-57 production method was sourcing the correct material and it took some time for Guy to find it.

"This composite material is easy to work with. It's got fantastic properties and means these new signs produced by the G-57 process knocks spots off old projecting signs," adds Guy.

Working from signmakers' designs, G-57 3D Design will produce letters or any shape in almost any colour for both interior and exterior applications. The company also offers a design service at a small additional cost. The 3D item comes complete in kit form for easy assemble and fitting with virtually no tools required and no hidden costs.

"My only worry really is that we won't be able to keep up with the demand and will have to turn work down," says Guy.

Consequently, Guy is also considering selecting a limited number of signmakers to carry out G-57 3D production under agreement, and to supply businesses in their area of the country.

To find out more tel. 0121 326 7744 or visit [www.freewebs.com/satch17](http://www.freewebs.com/satch17)





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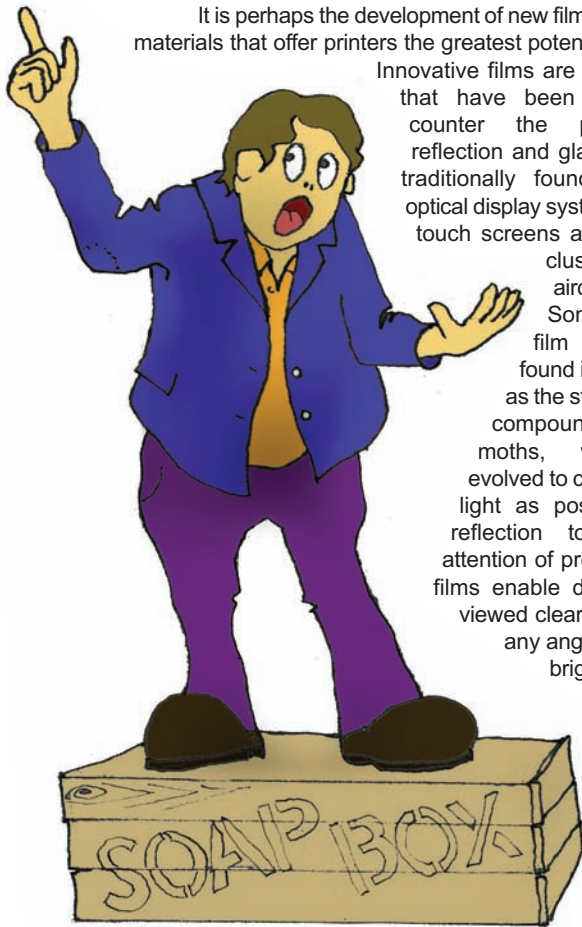
## Adapt to prosper in tough times

Times are tough for everyone in the UK, including printers. With increased competition from both low cost foreign markets and the investment required by the inception of digital technology, plus tightening economic conditions, printers are being forced to adapt to survive.

Fortunately, there are still new opportunities for those printers who are prepared to diversify into areas where there is less competition or sensitivity to price. Opportunities range from specialised electronics and optics, to healthcare and telecommunications. For example, conventional screen printing processes can be refined to be used for these high value applications where there is growing demand for precision printing, combined with fast turnaround and a choice of finishes.

It is perhaps the development of new film and substrate materials that offer printers the greatest potential for growth.

Innovative films are now available that have been designed to counter the problems of reflection and glare, which are traditionally found with many optical display systems, including touch screens and instrument clusters in cars, aircraft and ships. Some of these film use concepts found in nature, such as the structures in the compound eye of moths, which have evolved to collect as much light as possible without reflection to avoid the attention of predators; these films enable displays to be viewed clearly from almost any angle, even in bright sunlight.



Substrates can also be specified with anti-microbial coatings for use in hygiene critical environments. Products such as Autotex AM film or SIGMAGraF AM, with Microban® technology, allow the anti-microbial agent to be evenly distributed throughout the hardcoat surface so that it will last for the lifetime of the film, and can be used in membrane keyboards, instrument panels and on wall and worktop coverings that can either be screen or digitally printed with graphics.



Maurizio Fantato, Marketing Manager, MacDermid Autotype.

For those printers with the desire to diversify with additional processes, further opportunities arise as new materials make it possible to consider processes such as Film Insert Moulding. This enables high quality three dimensional components, such as mobile phone cases or automotive fascia components, to be produced at competitive cost; printing, forming, cutting and moulding can all be handled - and marketed - as part of a single process. Although printers specialising in this type of production chain need to work closely with other suppliers it gives them access to high value and potentially long life contracts.

The opportunities offered by new materials are, of course, just one part of the story. Equally important is the need for printers to run an efficient and therefore profitable operation. This is critical if print companies are to meet the demanding needs of customers in the industrial sectors of electronics and optics, where consistent unit quality, timely delivery and cost control are critical.

The key here is to recognise the fact that most printing is a science and not, as it has been in the past, a craft industry. Screen printers in particular know that suppliers such as MacDermid Autotype can provide the tools to enable them to analyse, monitor and control every aspect of the screen process, and to ensure that the materials used perform to their optimum capacity.

Despite the current economic downturn, there are still opportunities for those printers that are willing to explore new markets and applications, and to exploit the potential from new materials and processes. The key to success is the ability to work closely with material manufacturers, complementary suppliers and, of course, customers, to deliver the best possible combination of quality, performance and value.

For further information contact Tel: 01235 771111 or visit [www.macdermidautotype.com](http://www.macdermidautotype.com)



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## Plan ahead for Sign & Digital UK

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28-30 April 2009, Halls 6-8, NEC Birmingham

Following the big success of this year's Sign & Digital UK, Screenprint and The Digital Signage Showcase the show's organisers, Faversham House Group, are very pleased to announce that the ABC audited figure for visitor numbers to the 2008 show was an impressive 7,645.

Rudi Blackett, Event Director, says "We are delighted with the response to the 2008 show from both exhibitors and visitors, and we would like to thank you all for your continued support. Our promotional campaign managed to generate new visitors as well as many previous visitors to the show and there was a great buzz onsite with record leads taken and many products sold as a result. Our website [www.signanddigitaluk.com](http://www.signanddigitaluk.com) features a short film with comments from the 2008 show. See for yourself how a presence at the show can work for you."

Terry Cattle from the Robert Horne Group was among those that were very pleased with the results from exhibiting at the show: "We've definitely seen more people on the stand this year and taken more leads compared to previous years, in fact, the amount of sales leads have doubled. We've also had good hardware sales, having sold around 20 machines from the stand."

Next year's show promises to be even better and the dates have been confirmed for Sign & Digital UK, Screenprint, and The Digital Signage Showcase, the UK's annual event for the visual communications industry, as the 28th to 30th April 2009 at the NEC, Birmingham.

Demand for stand space for the 2009 show is already at record levels, with well over half of the show already taken up. The rush for the best stand positions is underway and exhibitors already booked include Roland DG, Hybrid Services/Mimaki, Fujifilm Sericol, Robert Horne Group, Andersons/Litho Supplies, XYZ, Xpres, Identify Permanent Imaging Solutions, Keencut, Neschen, Plex Display, Boldscan, Albion, Signwaves ... and many more.



Add the 2009 show dates to your diary now and make sure you benefit from being part of the industry's only all encompassing UK event.

For further information visit [www.signanddigitaluk.com](http://www.signanddigitaluk.com)



Crowds of visitors were drawn to the various demonstrations at this year's show.



The logo for Centre Signs (UK) Ltd is displayed in a bold, yellow, sans-serif font. The word 'Centre' is on the top line, 'Signs' is on the second line, '(UK)' is on the third line, and 'Ltd' is on the fourth line. The letters are thick and have a slight shadow effect.

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# APPOINTMENTS

## DCP Systems restructures team



Jamie Brammer, new Consumables Sales Manager, DCP Systems.

Specialist suppliers of large format print and imaging products, DCP Systems has recently had a huge management overhaul and, according to new MD Darren Walker, has refocused its efforts to return to their roots and do what comes naturally; to provide a first class service to their clients in everything they do.

Already one of the biggest Epson resellers in the UK and one of the largest Mutoh and Canon suppliers, Darren Walker has restructured his team and the company's current perception of itself to ensure they continue to move forward.

The DCP team now consists of Darren Walker, sole shareholder and MD, Duncan Evans – Technical Director, Robin Draper is Sales Director and Paul Asquith as Technical Manager. DCP Systems has also appointed Jamie Brammer as a new Consumables Sales Manager and Anthony Smith, Consumables Account Manager, to add to their already experienced workforce.

For more information on any of the products and services available from DCP Systems Ltd visit [www.dcpsystems.co.uk](http://www.dcpsystems.co.uk) or call 0114 257 3640.

## EskoArtwork strengthens UK sales team with new appointments

EskoArtwork recently announced the expansion of its UK sales team to service increased interest and demand for its innovative product portfolio. Following the merger and consolidation between Esko and Artwork Systems, the UK sales team, operating from offices based in Redditch has appointed new staff and now totals 26.

Paul Bates, UK & Ireland, regional sales manager, says: "In a challenging business atmosphere EskoArtwork is evolving and growing. Our integrated product range of innovative and dynamic new software has stimulated massive interest from the market and we have had to review our existing sales provision. With the merger we have not just acquired Artwork Systems personnel; we have strengthened our product portfolio utilising combined leading edge technology that is exciting and ahead of the competition. We had to review our sales strategy and take on new employees to maintain and build our customer base in the UK & Ireland."

For further information visit [www.esko.com](http://www.esko.com)



New EskoArtwork UK sales team with Paul Bates, UK & Ireland Regional Sales Manager 5th from right.

## Mooney on a mission to grow Eurostand Display

Responding to unprecedented growth in trading during the last 12 months, Essex-based graphics display specialist eurostand display has announced the appointment of Sam Mooney as its National Account Manager.

Eurostand display is a trade-only supplier of a wide range of presentation and exhibition display solutions, and Mooney is leading a raft of new business development initiatives the company is undertaking to aggressively enlarge its market share.

Mooney brings 10 years' sales management experience to the newly-created position and says he is relishing the opportunity to make the role his own.

For further information visit [www.eurostanddisplay.com](http://www.eurostanddisplay.com)



Sam Mooney new National Account Manager, eurostand display.

## Awards and accreditation: a good sign for Xmo Strata

In a year which has already seen flash floods, high winds and the tightening of purse strings, Steve Martin, Managing Director of sign installation and maintenance firm Xmo Strata, talks to Sign Update about how the company has conquered the elements and what hand 2008 has dealt the company so far this year.

"In such unstable economic conditions, it is vital for any business to be able to rely on its staff to carry out work efficiently, safely, on-time and within budget," said Steve Martin. "An integral part of Xmo Strata's achievements to date has been through the implementation of specific training criteria and sustaining a safety conscious workplace."

For the third year running, the company has achieved accreditation to the International Contractors Safety Rating System (ICRS), a quality standard so stringent that it is normally applied to firms working on nuclear power stations and sub-sea pipelines.

"The accreditation came as a result of our initiatives to deliver safety messages efficiently throughout the company and our commitment to conducting regular safety tours, employee training, inspections, and accident investigations," added Steve.

"Company managers need to be particularly astute to the safety of employees with the introduction of the Corporate Manslaughter and Corporate Homicide Act. With legislation evolving so rapidly, training employees to the highest standards should be common practice. As a Managing Director, if an accident occurs on-site, I need to have evidence that a safe working environment was provided. I also need to prove that all employees and sub-contractors had the relevant skills, training and documentation in place to complete the job safely.

"Another area where we have focused this year has been minimising the need for working at height. If we are able to keep engineers working at ground level wherever possible, we are significantly reducing the potential for workplace accidents, especially when operating in the extreme weather conditions we experienced earlier this year," he added.



*Xmo Strata staff preparing to install signage.*

In accordance with the Working at Height Regulations 2005, Xmo Strata partnered with global engineering company ABB, to reduce the need for working above ground level during a complex nationwide valeting programme. Steve commented: "Together with ABB we have established a safer working practice which will now become a standard procedure company-wide.

"We have been fortunate enough this year to receive three awards for our uncompromising attitude to health and safety. The sign industry is particularly high-risk and we protect our employees, ourselves, and our customers by investing in comprehensive training and procedures, and ensuring that every employee fully understands the company's dedication to the subject," said Steve.

Xmo Strata's 2008 awards include the Tiger Performance award at the ABB/Cotoba/ExxonMobil Annual Safety Meeting; the Exceptional Performance award from the BP/Bovis Global Alliance, and an Achievement award from the Royal Society for the Prevention of Accidents.

Go to [www.xmostrata.com](http://www.xmostrata.com) or tel. 08452 300460 (local rate) for more information.



*Equipment and vans at the ready.*



*Steve Martin, Managing Director of Xmo Strata.*

## Full installation by Mida Sign Services UK

Mida Sign Services UK Ltd undertakes and completes a variety of signage concepts, from initial site surveys through to specialised flexible faced signage and full installation and maintenance.

In addition to considerable experience in installing and maintaining a range of signage, the company is a neon specialist and provides project management services. Mida Sign Services has been trading for more than 24 years and earned a reputation as a leading service provider of specialised signage, graphics installation and maintenance projects.

Mida Sign Services covers all the UK and also works in Europe. Equipment includes a 20 metre cherry picker and surveying van; and seven fully trained and dedicated installation crews are supported by a knowledgeable and enthusiastic office team, all committed to ensure that each contract runs efficiently, smoothly and to time.

As the business has developed the type of installation work has changed. In addition to large installation projects and national re-branding contracts, Mida Sign Services completes many smaller jobs, including one-off signs. Indeed, much of its work involves less than one day on site.

Safety is a priority at Mida Sign Services and all engineers have CSCS (Construction Skills Certification Scheme), IPAF (International Powered Access Federation), and PASMA (Prefabricated Access Suppliers and Manufacturers Association) training. Personnel are experienced in all aspects of installation and maintenance procedures and receive comprehensive health and safety training. The company is a member of DPSA and has also recently been Safe Contractor Approved for health and safety standards.



Mida Sign Services works throughout the UK.

The company firmly believes that this means a top quality service and first class professional workmanship with excellent customer support for all its customers.

Visit [www.midasignservices.co.uk](http://www.midasignservices.co.uk) for further information, or tel 01618 300600 and Mike Smith or James Jarvis will be pleased to assist with your enquiry.



Installation by Mida Sign Services.



A team from Mida Sign Services.

## From single vehicles to fleets at Clarendon

Clarendon has been established since 1991. Today the company has some 20 fitters and also uses selected contractors, working on projects of all sizes, from single vehicles to national fleets.

Clarendon has grown into one of the leading companies in the field of vinyl graphics application "to anything and everything". But its expertise and experience extends beyond vehicle graphics application, to cover areas such as shop fronts and interior point of sale units.

The company completes work all over the UK and on the Continent. All staff are PASMA trained and Clarendon applicators

are highly skilled and approved by the leading vinyl manufacturers; some train others applicators both in this country and worldwide for certain vinyl manufacturers.

Clarendon completes site surveys and manages large contracts for customers to save them the organisational problems that can arise, and also fits Dibond panels, Foamex and other signage nationwide.

The company has 10 LWB Transit vans, all with two sets of Mobile scaffold.

Further information is available at [www.clarendon-fleet.com](http://www.clarendon-fleet.com) or tel. 01162 403700.

# Facelift boosts an already impressive fleet

Facelift, based in Hickstead was founded by chance after its owner Gordon Leicester saw an ex-Hong Kong fire brigade hydraulic platform, advertised for sale in his local newspaper.

The worth of the machine in terms of saving money and time was immediately apparent when he soon found it was in high demand. Hiring out the cherry-picker overtook the property maintenance business he was then running and Gordon Leicester quickly began acquiring more machinery.

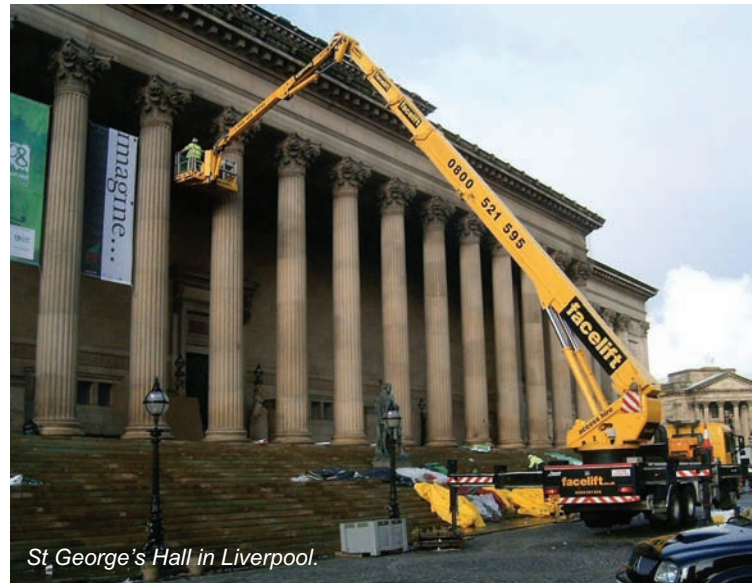
Now, 23 years on, the company has a multi-million pound turnover, employs 250 staff and has depots in Liverpool, Harrogate, Southampton, Hickstead, East and West London and Birmingham.



One of 10 new Compact DX12s at Facelift.



A Madam Tussauds waxwork for Trafalgar Square.



Its fleet of 600 plus machines ranging from 3m to 90m is hired out for a multitude of purposes, from cleaning gutters and mending roofs on domestic homes to cleaning windows on office blocks, repairing cathedral spires, inspecting the undersides of bridges, even rescuing parrots from trees. The machinery and equipment is in constant demand by architects, surveyors, tree surgeons and glaziers, sign, film companies and window cleaners.

Among the more high-profile jobs the Facelift fleet has worked on are lifting a Madam Tussauds waxwork of English rugby hero Johnny Wilkinson on to the empty plinth in Trafalgar Square and elevating a Sun Newspaper reporter over Channel 4's Big Brother House to egg on the contestants with a banner, which made national headlines.

A 55m platform is regularly used to put 1,800 light bulbs on a giant redwood tree at the National Trust property Wakehurst Place in West Sussex, another seen helping to re-sign a well known ocean liner. The firm also supplied a 55-metre platform to top out the Millennium Dome in London and later to clean its roof.

Facelift has the ability to offer an all round service, providing a large and diverse fleet of machinery known for its ability to conquer the most difficult of site conditions and access the most difficult of areas. Its 'one stop shop' scenario gives customers everything they require when using powered access, from safety equipment and clothing to recognized training courses, guidance and advice.

The already impressive fleet was recently boosted by the delivery of Facelift's first 10 Compact 12DX machines, bringing its scissor fleet to just over 300 units.

Manufactured by French supplier Haulotte, the Compact 12DX is an impressive piece of machinery and probably has few equals when it comes to rough terrain work. The Compact 12's most valuable asset is its extremely tight turning circle, having an outside turning radius of 3.73m, this, coupled with being a half metre smaller in width than many of its competitors makes it a strong proposition for the most difficult of site conditions.

The machine can cope with gradients of up to 40 per cent and provide a working height of 12.2 metres, with the differential controls allowing much simpler and safer operator handling. The big deck, 2.50m x 1.50m platform, with roll out 1.2m deck extension, provides a large and safe working area, and has a generous carrying capacity of 450kg.

The company's website gives a multitude of information including a large section of free health and safety downloads, with a machine video library and amazing rogues gallery on 'how not to do it'.

For further information go to [www.facelift.co.uk](http://www.facelift.co.uk) or telephone 0800 521595.

## Noble Signs: sub-contractor to trust

**Noble Signs started in 1975 when John Noble was just a young man and all work was hand painted signs.**

Today, Noble Signs carries out hardly any signwriting and like most sign companies; computers are the mainstay of the business.

The company began sub-contracting around 10 years ago and found that it suited. Personnel enjoyed working away in new places, meeting other workers and being presented with challenging jobs and tight deadlines.

Although most of its work is within 200 miles of its Glasgow base, Noble Signs has completed projects as far north as John O'Groats and as far south as London, as well as in some northern Europe cities.

The company has worked for some of the largest sign companies in the UK, but keeps a low profile as confidentiality is very important to its clients. Which is why its vans are unlettered and Noble staff are often seen wearing clothing with clients' brands emblazoned on it.

The type of work ranges from something as small as fitting an office plaque to vinyl lettering 10 metres high and encompasses exhibitions, concerts, golf, sporting and cultural events such as T in the Park and The Edinburgh Fringe.

"Safety is a high priority for us and we have never had any safety or security problems whatsoever, we been vetted by the local authorities, the police and the airports. Our teams are SCSC and IPAF card holders, and are kitted out with scaffold towers and handheld power tools. We all pride ourselves on punctuality, enthusiasm and the fact that we always turn up when we say we will," says John Noble.

The Noble Signs team is highly experienced in all aspects of sign installation work; the fitting team are Construction Skills Certification Scheme (CSCS) and International Power Access Federation (IPAF) card holders.

Since its start in 1975 Noble Signs has built a reputation for supplying quality signs to all types of businesses, efficiently, economically and always on time. The company believes it is well known for friendly and knowledgeable staff that are happy to focus on customers needs from the initial advice and estimate through to job completion.

Telephone 01698 818494 or go to [www.noblesigns.co.uk](http://www.noblesigns.co.uk) to find out more.



Work at Noble Signs includes exhibition stands.



Noble Signs undertakes signage projects for household names.

Safety and quality are priorities at Noble Signs.

# Personal attention from Thistle Sign Services

Thistle Sign Services was formed seven years ago by Jim Mitchell. With 20 years experience in the sign trade, not only in the UK but throughout Europe, Jim reckoned he should put his considerable knowledge to good use and start up in business for himself.

Thistle specialises in sign installation, maintenance, surveys and repairs, taking on work from bespoke sign packages for a single site through to corporate identity roll-out programmes.

Over the years the company has built up a good and loyal client base. The majority of its work is now for English companies, which often find it inconvenient or not cost effective to send a crew of men up north to attend a job. Based in the Central Belt of Scotland with easy motorway access to all the main cities, Thistle's work area also covers the whole of Scotland.

All Thistle's vehicles are fully equipped and unmarked; all engineers fully trained, insured and hold IPAF, PASMA and CSCS certification. Additionally, in recognition of the importance of health and safety in the workplace, the company is in the process of being recognised under the SAFEcontractor scheme.

Thistle Signs aims to provide a more personal service with a high quality of workmanship that is competitively priced and more importantly, guaranteed.

To find out more contact Jim Mitchell on 01324 820230 or email [thistle.signs@btopenworld.com](mailto:thistle.signs@btopenworld.com)



# Specialist in corporate changeovers and re-brands - L W Birch Sign Services

L W Birch Sign Services has been trading for 21 years. The company has 12 installation and maintenance crews; one each based in south Wales, Surrey and Chester, with more in Essex, plus five vinyl crews.

All crews have CSCS, IPAG, PASMA and Forecourt Certification. They use unmarked vans, a 22m truck-mounted cherry-picker and carry Boss scaffolding as standard.

L W Birch Sign Services crews are health and safety compliant and install all types of signage, including LED, neon, flexface and more.

The company specialises in corporate changeovers. Re-brands completed in the past five years include 660 sites for Nat West, 380 for Countrywide, 200 Thomsons sites, 150 Shell garages, 100 for Barclays, and 25 sites for Warner Village Cinemas. Tel. 01268 680899 for further information.

# Select moves on, Prolicht expands in new and larger premises

The Hertfordshire based sign installation and maintenance company, Select Sign Service Ltd, has moved on in more than one way.

Following the setting up in August 2004 of a joint venture company with Prolicht Werbung GmbH, one of Europe's leading sign manufacturers for international corporate sign programmes, the growing Prolicht UK Ltd is now taking all former "Select" installation work under its wing.

The company moved to larger office and warehouse premises in Harlow, Essex in January 2007 and is currently in the process of substantially increasing storage capacity by the addition of a mezzanine floor.



One from a fleet of fully equipped Prolicht vans.



Tea break time for the forklift truck driver.

Prolicht UK Ltd has fully trained and equipped crews based throughout the UK and offers a comprehensive installation and maintenance service to sign users and trade accounts.

With a fleet of fully equipped long wheel base Sprinter vans, experienced engineers and effective contract management Prolicht UK Ltd services petroleum, automotive and retail accounts.

"We see our ability to offer a first rate service to the highest standards of Health and Safety as a bonus to all potential clients which is a direct spin off from our association with Prolicht Werbung GmbH and their international client base" says MD Peter Franklin. "There is no conflict of interest as far as UK clients are concerned as Prolicht Werbung works on global or pan European tenders which, in the main these days, are sourced outside of the UK. In addition we are, of course, able to offer the extensive resources of Prolicht Werbung to assist any UK client with cost effective sign production from Europe."

More information at [www.prolicht.com](http://www.prolicht.com) or tel. 08444 122230.

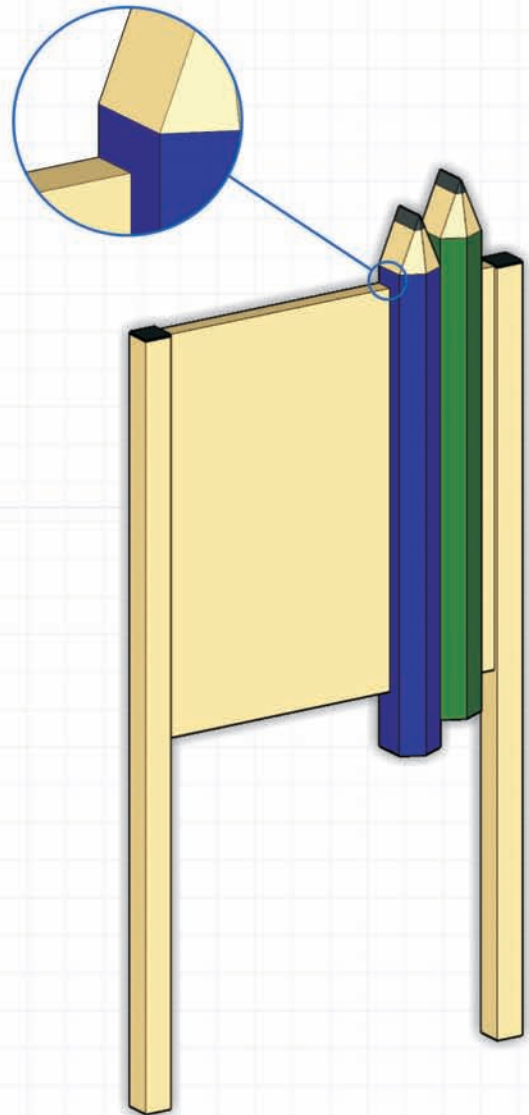
## ASHBY CUSTOM MADE SIGNS

Non-stock custom made sign ideas



### FOLDED PENCIL PLAZA

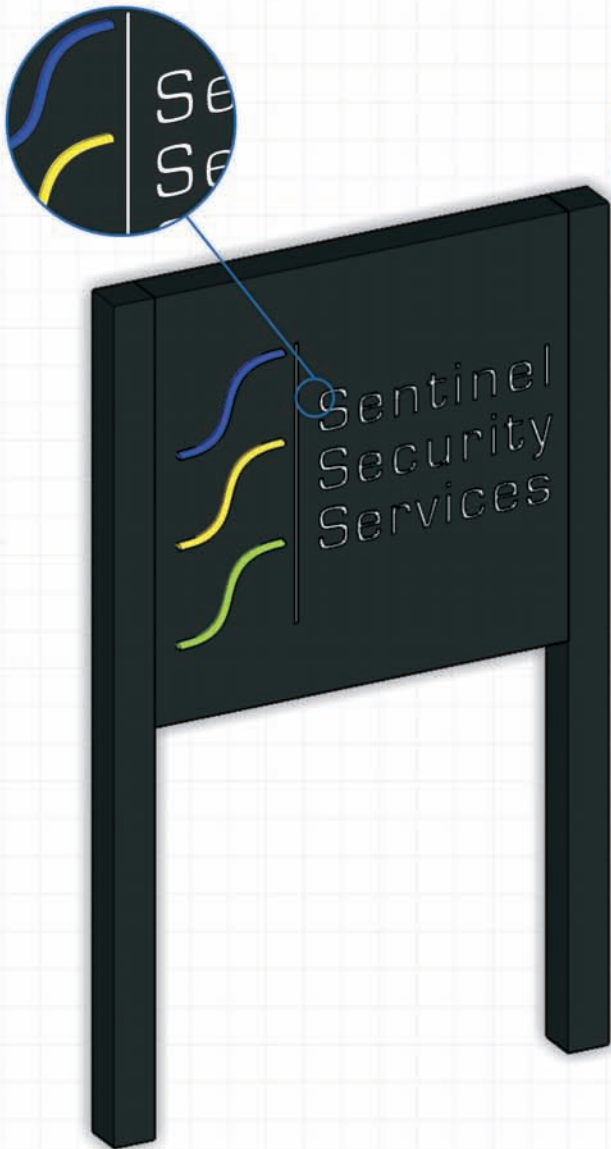
Specially folded plaza tray sign to give a pencil effect on the face of the sign.





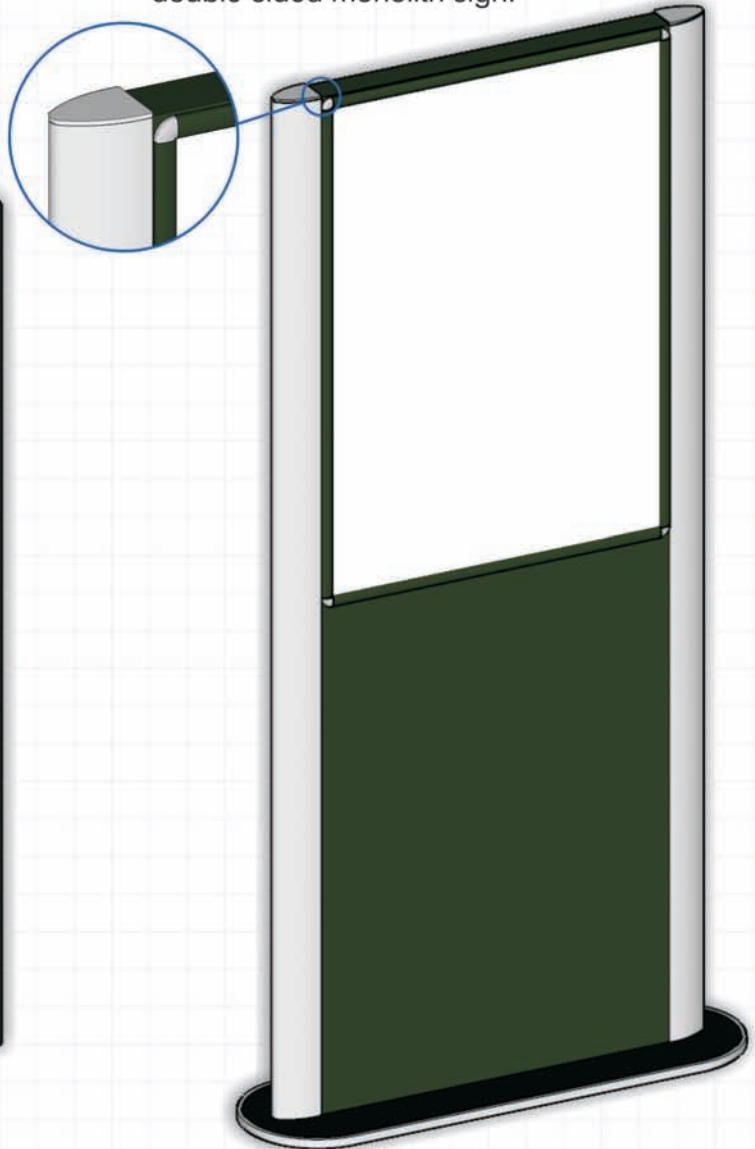
## FRET-CUT AND LED SIGN

Plaza sign system with illuminated fret-cutting and flexi-led tubes to create a logo design.



## MONOLITH WITH CLIPFRAME

Monolith sign with cathedral posts, attached is a clipframe either side to create an interchangeable double-sided monolith sign.



## Vital Signs - a family business keeping up with the times

In a fast moving world there is little time to absorb and digest information. Effective communication of an image is more important than ever before.

Vital Signs is a small family business based in Stonehouse, Gloucestershire. Owned by father and daughter team Nigel and Kirsty Hanman, they commenced trading in October 1997. The business began by producing signs and labels using the methods of computer cut vinyl graphics, rotary engraving and screen-printing.

Over the last 10 years many other methods have been added and the company is now able to produce in-house signs, labels and panels that are chemically etched, digitally printed and laser engraved, as well as adding promotion wear printing to the range.

From the outset Vital Signs endeavoured to win customers on price, quality of service and the ability to look after customers properly. In-house training plays an important part of staff development and all staff are well trained, attending courses on such subjects as vehicle wrapping, business and management as well as health and safety, first aid and fire safety.



Getting the message across with livery on this van.



Ready to race with this smart vehicle livery by Vital Signs.

Investment in new machinery and modern technology keeps Vital Signs up to date with the latest trends. The most recent purchase is a new large format digital printer that uses eco-friendly inks, for banners, signs, and eye catching vehicle wraps, an excellent form of advertising for all customers. Prior to this, Vital Signs purchased a laser engraving machine that engraves more quickly and accurately than a traditional rotary engraver.

In September 2004 Vital Signs was awarded the ISO 9001:2000 quality accreditation and this has been reviewed annually. The standard has been vital for the growth of the business. Many customers, in particular high-volume label/nameplate users such as large aerospace, automotive and pharmaceutical manufacturers, demand "cradle to grave" procedures to be evident. In simple terms, records must be kept to maintain traceable information back through the chain of production including suppliers' methods.

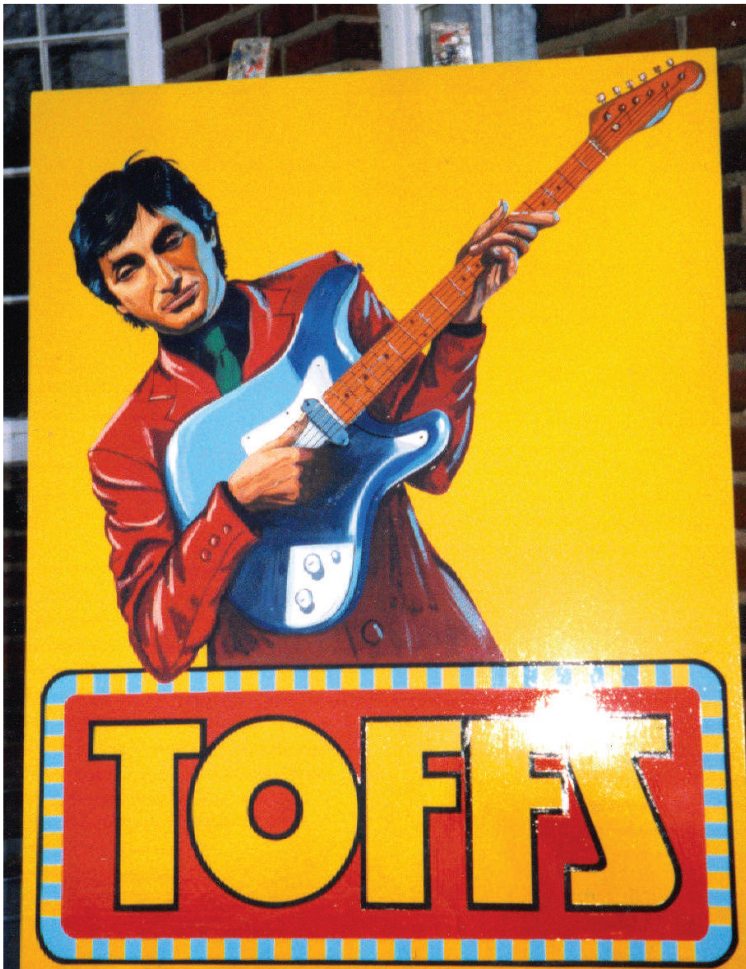
Expectations are greater than ever before with stringent safety standards and rigorous quality specifications, with Vital Signs continually exceeding customers' criteria. This has given the company a distinct advantage over the competition and their customer base includes many large aerospace companies, and has expanded globally with blue chip customers in Los Angeles (USA), Toronto (Canada), Pau (France), Foligno (Italy) and Osaka (Japan).

For further information, visit [www.vitalsigns.co.uk](http://www.vitalsigns.co.uk) or telephone 01453 822286.



*Vital Signs created this stunning interior.*

## Inspired by artistry at Spink Signs



**Spink Signs was established in 1959 by Brian Spink and daughter Vanessa joined the business in 1979, after completing a BA Honours degree in Art.**

Together, father and daughter specialised in hand written lettering and pictorial signs for vehicles, pubs, shops, and other applications.

Vanessa took over on Brian's retirement, continuing with the traditional methods until it became necessary to "move with the times". Today, Vanessa still uses her artistry but works mostly with computerised vinyl lettering and graphics, producing vehicle liveries, signs, banners, window adverts, and much more.

*Continued on page 84*



*Custom livery by Spink Signs.*

## Inspired by artistry at Spink Signs

*Continued from page 83*

Combining both modern and traditional methods can work very successfully. For example, using computer cut vinyl lettering complemented by hand painting.

Versatility is a critical factor in the success of many sign

companies and Spink Signs continues to produce many different kinds of work, lettering anything from large aircraft towing vehicles to small scale model powerboats.

To find out more telephone 01452 863297 or email [vanessa@spinksigns.fsnet.co.uk](mailto:vanessa@spinksigns.fsnet.co.uk)



*Spink Signs produced this mural.*



*A representation of the famous Kentucky Derby by Spink Signs.*

## Focused on creative and bespoke designs at Total Impact Signs and Graphics

Total Impact Signs and Graphics, based in the Cotswolds, began business in 1995. The business specialises in creative and bespoke designs, particularly for the motor trade and includes competition cars and motorcycles.

Running a customised PC supplied by Interconnect Direct Ltd based in Bristol and a Graphtec cutter, vinyl creations for Fords to Ferraris and Fireblades to Fantic Trials bikes have been uniquely designed.



*Total Impact specialises in bespoke designs.*

One of the cornerstones of the business is working closely with clients to convert their ideas into working designs. Professional fitting of the signage and the attention to detail given to create successful visual impact, has resulted in considerable repeat business.

As with most graphic design companies the most prolific business is the creating and the fitting of signage to commercial vehicles, however these too provide an interesting challenge to ensure an "eye catching" design is produced. Most fittings take place on the client's premises, so a "right first time" attitude and capability is essential.

Total Impact Signs and Graphics also provides shop front signage in a range of formats to include simple name type designs to the more complex built-up lettering creations.

*Continued on page 86*



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## Focused on creative and bespoke designs at Total Impact Signs and Graphics



Performance livery by Total Impact Signs and Graphics.

*Continued from page 84*

One of the more recent interesting challenges in this field has been to create a restaurant sign to be used in a televised series concerning the elimination, or otherwise, of budding restaurateurs. Having a sign shown weekly on a popular television programme is particularly rewarding, sadly however, the restaurant in question was eliminated fairly early on in the series.

Additional information is available by contacting tel 01285 713100 or by email [totalimpact@btconnect.com](mailto:totalimpact@btconnect.com)



Total Impact specialises in bespoke designs.



Total Impact believes in getting it "right first time".



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The company has full artwork facilities, and can easily work from a rough layout, incorporating logos and ornate work, as well as special shapes and fittings.

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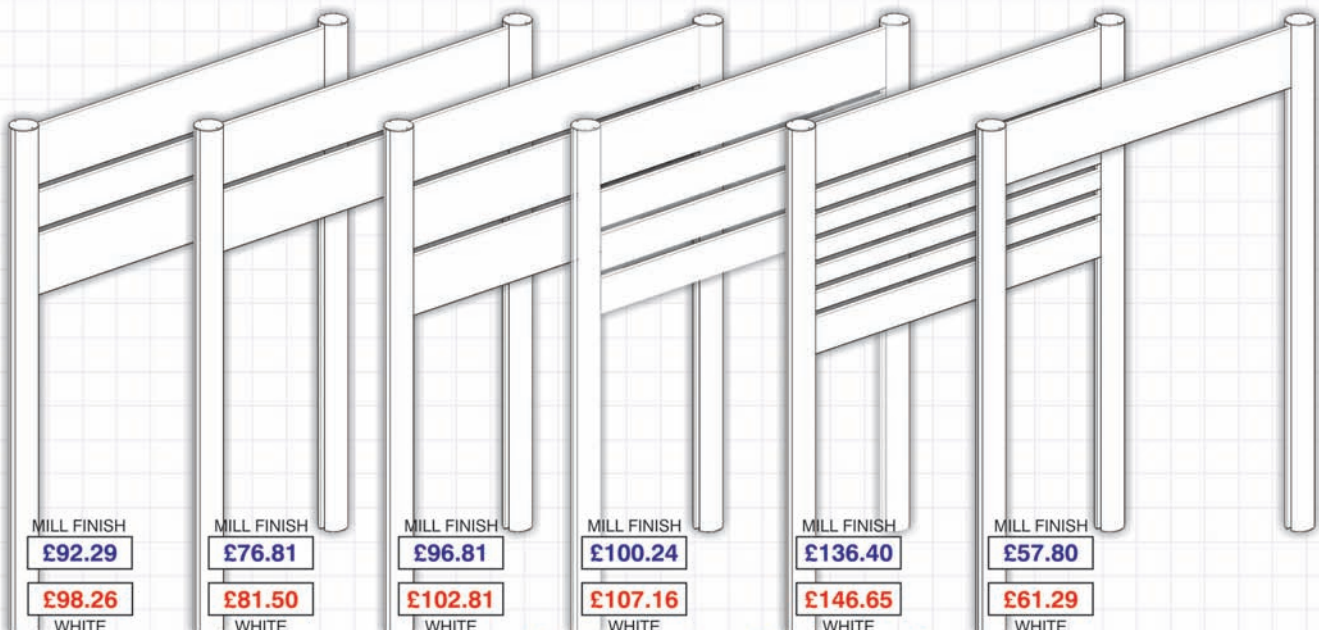
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## New home for Tekcel routers

**Tekcel CNC Solutions has announced plans to relocate its UK operation to new, larger premises in response to the high demand for its routing products from customers in the UK and Europe.**

To ensure that CNC router solutions supplier, Tekcel CNC Solutions, continues to provide customers with the same high levels of aftersales support that they've enjoyed over the past five years, and to offer new customers an equally positive experience; including hands on, application specific, demonstrations, and a wide choice of new CNC routers available from stock, the company moved into new, 15,000 sq. ft. premises in September.

Tekcel routers have earned an enviable reputation for class leading performance and reliability in the field and, as such, they provide the 'production backbone' for many successful sign companies and trade service suppliers alike. Recent Tekcel router installations include Ace Signs Group, Signs Express (Sligo) and Blackburns Metals.

According to Sales Director for Tekcel, Julian Sage, demand for Tekcel routers, along with company's aftersales products and services, has increased consistently year on year, "In terms of router sales in the UK and Ireland, we've just had our best year to date. In fact, we saw a 25% increase on our own year on year sales forecast."

The new Tekcel demonstration and distribution facilities are located just off Junction 20 of the M5 and 15 minutes from Bristol Airport.

For more information, contact Tekcel CNC Solutions on 01275 342 668. Alternatively, visit [www.tekcelcnc.com](http://www.tekcelcnc.com)



*Julian Sage, Tekcel Sales Director demonstrates the routing capabilities of the Tekcel router.*

## Sign\*A\*Rama Stockport sponsors Chequered Ball in aid of cafe project



*Sign\*A\*Rama produced the photo backdrop for the Jordan Formula 1 racing car on display at the Chequered Ball.*

**Stockport Sign\*A\*Rama was in illustrious company when they agreed to part sponsor the inaugural Chequered Ball in aid of BASIC's (Brain And Spinal Injury Centre) café project. The event took place in July at the Midland Hotel Manchester with former Formula 1 driver and three times Grand Prix winner Johnny Herbert as guest of honour.**

Stockport Sign\*A\*Rama's sponsorship of the event included the production of a roll up banner stand and the photo backdrop for the Jordan Formula 1 racing car that was on display during the ball.

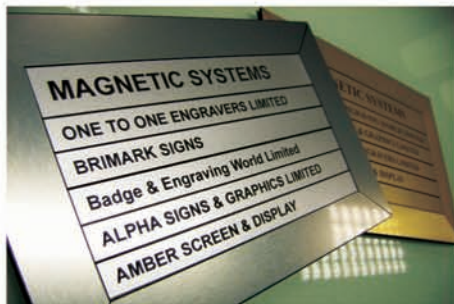
BASIC's 2008/09 appeal is to raise £55,780 to create a community café & training facility within their busy Centre that houses rehabilitation services for survivors of brain and spinal injury. This will fund the joining up of two large storerooms to the kitchen area, leading to a conservatory extension and re-equipping the kitchen to the required standard.

Andy Golightly, event manager for BASIC says, "I am delighted with the work that Sign\*A\*Rama did for us. It was of the highest quality and Martin and his team managed to turn our order around very quickly. Sign\*A\*Rama's sponsorship really added to our event."

Martin Denton of Stockport Sign\*A\*Rama says "We were thrilled to be involved with the Chequered Ball, and to support the tremendous work that BASIC does. We also felt that it was a great opportunity for us to spread the Sign\*A\*Rama name. For me the highlight of the evening was sitting with Johnny Herbert at dinner and successfully bidding for the BMW Williams F1 wheel signed by Mark Webber."

For further information visit [www.signarama.co.uk](http://www.signarama.co.uk)





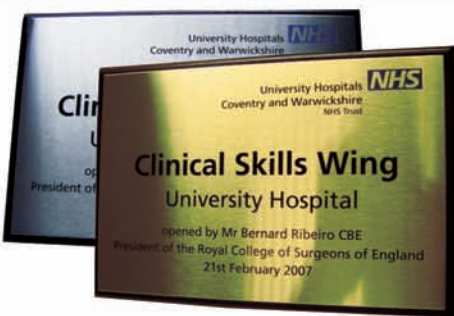
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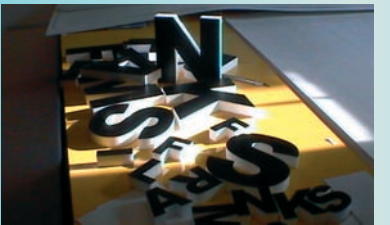
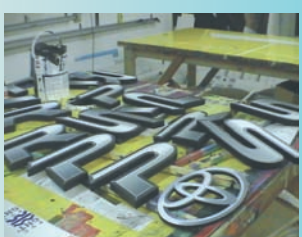
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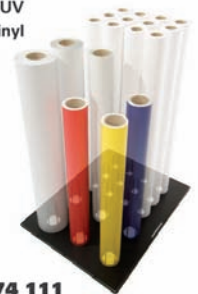
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sales@saltwellsigns.co.uk

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sales@saltwellsigns.co.uk

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**info@signconex.co.uk**

**www.signconex.co.uk**

Signconex are a UK manufacturer of Changeable Displays in 3 main product areas:

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2. Bespoke interior and exterior modular, directory, wayfinding, and post and panel signs.
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APCO UK is the exclusive wholesale distributor of APCO's design award winning modular sign systems, which have been providing innovative solutions for hospitals, universities and other facilities throughout the world since 1966. APCO UK offer a complete range of interior and exterior systems, in stock length component form or pre-cut and coloured, including APCO's most comprehensive system, Accord15.

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**sales@insightsignsystems.com**

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Signconex are a UK manufacturer of Changeable Displays in 3 main product areas:  
1. Interior and exterior, Lockable and Open notice boards and whiteboards.  
2. Bespoke interior and exterior modular, directory, wayfinding, and post and panel signs.  
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www.mercuryphillipssigns.co.uk  
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Signconex are a UK manufacturer of Changeable Displays in 3 main product areas:  
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| FOAM PVC (all available sizes - 10mm & 19mm - available in white only) |       |       |       |       |       |       |       |       |        |        |        |        |        |        |        | NO MINIMUM ORDER |                                  |
|--|-------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|------------------|----------------------------------|
| height   | 50mm  | 75mm  | 100mm | 125mm | 150mm | 175mm | 200mm | 225mm | 250mm  | 275mm  | 300mm  | 375mm  | 425mm  | 500mm  | 600mm  | 1200mm           | other sizes available on request |
| 3mm  | £0.42 | £0.53 | £0.85 | £1.03 | £1.14 | £1.39 | £1.57 | £2.12 | £2.42  | £2.72  | £3.03  | £4.00  | £4.85  | £5.76  | £7.88  | £18.20           |                                  |
| 5mm  | £0.48 | £0.72 | £1.09 | £1.46 | £2.00 | £2.30 | £2.67 | £3.15 | £3.64  | £4.37  | £5.15  | £6.07  | £6.87  | £8.00  | £11.03 | £30.32           |                                  |
| 10mm   | £0.85 | £1.33 | £1.70 | £2.55 | £3.52 | £4.37 | £4.98 | £6.07 | £7.28  | £8.32  | £9.34  | £11.52 | £13.34 | £16.98 | £21.59 | £58.21           |                                  |
| 19mm   | £1.82 | £2.55 | £3.64 | £4.24 | £4.85 | £6.67 | £8.49 | £9.41 | £10.92 | £12.42 | £14.86 | £16.98 | £20.01 | £23.05 | £27.90 | £78.83           |                                  |

| EXTERIOR MDF (MEDITE comes in its raw form for painting) |       |       |       |       |       |       |       |       |        |        |        |        |        |        |        | NO MINIMUM ORDER |                                  |
|--|-------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|------------------|----------------------------------|
| height   | 50mm  | 75mm  | 100mm | 125mm | 150mm | 175mm | 200mm | 225mm | 250mm  | 275mm  | 300mm  | 375mm  | 425mm  | 500mm  | 600mm  | 1200mm           | other sizes available on request |
| 6mm  | £0.37 | £0.85 | £1.22 | £1.63 | £2.42 | £2.60 | £3.03 | £3.81 | £4.37  | £5.22  | £6.67  | £9.46  | £10.92 | £12.37 | £14.55 | £43.66           |                                  |
| 12mm   | £0.91 | £1.57 | £1.94 | £2.84 | £3.88 | £4.66 | £5.46 | £6.31 | £7.52  | £9.22  | £10.31 | £11.70 | £13.94 | £17.16 | £19.40 | £58.21           |                                  |
| 18mm   | £1.57 | £2.42 | £2.96 | £4.06 | £5.03 | £6.18 | £7.64 | £8.61 | £10.92 | £12.42 | £14.92 | £17.10 | £20.84 | £21.83 | £29.11 | £87.32           |                                  |

| 3mm ALUMINIUM COMPOSITE (Dibond, Alupanel) |       |       |       |       |       |       |       |       |        |        |        |        |        |        |        | NO MINIMUM ORDER |                                  |
|--|-------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|------------------|----------------------------------|
| height                                     | 50mm  | 75mm  | 100mm | 125mm | 150mm | 175mm | 200mm | 225mm | 250mm  | 275mm  | 300mm  | 375mm  | 425mm  | 500mm  | 600mm  | 1200mm           | other sizes available on request |
| standard colours                           | £1.09 | £1.52 | £1.99 | £2.55 | £2.91 | £3.39 | £4.85 | £5.70 | £6.67  | £7.28  | £8.24  | £9.70  | £11.28 | £15.77 | £19.40 | £60.71           |                                  |
| Chrome                                     | £2.00 | £2.55 | £2.91 | £4.28 | £5.82 | £7.01 | £8.19 | £9.46 | £11.28 | £13.79 | £15.52 | £17.56 | £20.93 | £25.76 | £31.75 | £98.25           |                                  |
| Brushed finish                             | £1.33 | £1.70 | £2.31 | £2.86 | £3.88 | £4.67 | £5.46 | £6.31 | £7.52  | £9.22  | £10.31 | £11.70 | £13.94 | £17.17 | £21.83 | £65.49           |                                  |

| 2mm 316 GRADE STAINLESS STEEL |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        | MINIMUM ORDER £95                |  |
|-------------------------------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|----------------------------------|--|
| height                        | 50mm  | 75mm  | 100mm | 125mm | 150mm | 175mm  | 200mm  | 225mm  | 250mm  | 275mm  | 300mm  | 375mm  | 425mm  | 500mm  | 600mm  | other sizes available on request |  |
| Satin Brush                   | £4.72 | £5.09 | £6.18 | £7.10 | £7.64 | £10.74 | £13.61 | £16.01 | £17.20 | £19.01 | £21.83 | £31.11 | £34.80 | £43.65 | £52.75 |                                  |  |
| Polished                      | £5.09 | £5.49 | £7.46 | £8.00 | £8.91 | £12.19 | £15.64 | £17.10 | £18.37 | £21.83 | £23.93 | £33.59 | £40.20 | £47.48 | £60.03 |                                  |  |

PLEASE NOTE: All the above prices are subject to VAT at the prevailing rate. Prices are based on the capital letter height, even on lower case orders. All work carries a 2 YEAR WORKMANSHIP GUARANTEE. All materials carry the manufacturers warranty.

### ADDITIONAL OPTIONS

- Add 10% to above prices if plastic locators and paper template are required
- Add 10% for VHB tape to rear
- Add 25% to price if soldered brass locators and paper template are required (Stainless steel only)
- Add 20% to price list if the typeface is extended
- Add 25% to price list if a template is required for cladding (cladding gaps will be required)
- Add 25% to price list for Flame Polished Edges (clear acrylic only)
- Add 25% to price list for Gloss Finish Foam PVC
- Add 25% to price list for a rounded or 45° edge to letter
- Additional locators Bag of 250(M) 250(F) locators large: £51 small: £37 (100% uv stabilised)
- Additional Glue 500ml of Adhesive £23

### CARRIAGE

- £11.50 on all orders up to £60
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