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sign: digital UK
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Feb/Mar 2015 - No.143

directions

Adding a new dimension

InDesign mixes it up

IN THIS ISSUE

THE SHOW IS BACK IN TOWN! -

EVERYTHING YOU NEED TO KNOW ABOUT SIGN & DIGITAL UK 2015

ROUTING TECHNOLOGY WITH A FUTURE - COMPLETE CNC UNVEILS THE PROTEK RANGE

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Sign Directions Hotline:

If you would like the contact details of any of the companies featured in this issue of Sign Directions, please ring **Tel: 01623 882398** for full company information, or alternatively, e-mail signdirections@btconnect.com for a response by return.

Coming Next:

The next issue of Sign Directions will be the April/May issue, which will be published during the first half of May and will include a comprehensive preview of FESPA 2015



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Introduction

setting the scene

Towards the end of this month the good and the great in the sign industry will be congregating at the Sign & Digital UK 2015 exhibition to be held at Birmingham's NEC, to discover what's new and to celebrate the fact that a more buoyant economy means more work possibilities for signmakers.

However, the show might also provide the occasion for sober debate and reflection regarding sign safety in the light of the findings of the recent inquest, which was held into the death of Jacob Marx, the 27-year-old lawyer who was killed when he was hit by a falling sign in Camden in January 2013. This inquest comes at a time when we are still waiting to learn the full sequence of events surrounding the catastrophic failure of a second sign, which killed a woman in Blackpool on the 15th January this year.

The full report of the inquest relating to the Camden sign makes extremely depressing reading, not least because all of the parties involved with the construction, installation and maintenance of the sign, played a nifty game of pass the parcel when it came to shouldering the blame. The inquest revealed that the fault lay not with the sign per se but with the sub structure that it was fixed to, which was originally installed in 1999 to carry a much smaller sign. Although the inquest jury decided that the fault lay with the sign owner and the principal building contractor for failing to communicate properly, no one was entirely blameless. Shamefully, the owner blamed everyone involved, the main contractor claimed that the need to check the sub-frame was removed from his contract, the sign company said that it was entitled to assume that the sub-frame was sound and fit for purpose and the sign maintenance company felt that its remit was only to check the sign itself and not how it was fixed to the wall.

Apparently, according to the Health & Safety expert responsible for investigating the accident, the main reason that the sign fell down was because the screws in the top of it didn't pass through the plywood face of the substructure into the load-bearing battens. Instead they went into thin air. He told the inquest that had the screws been properly placed the sign would probably still be up today.

He also pointed out that the weather-proofing of the sign was inadequate and degradation of the wooden sub-frame indicated that proper maintenance had not been carried out for several years. And, as for the way the plywood face was held in place, he said: "Never in my life have I experienced anything like this being held up by panel pins."

It was an accident waiting to happen and one wonders just how many other signs are literally hanging on by a thread just awaiting the next gust of wind or violent storm before they crash down to earth injuring everyone and everything in their path



Surely this just isn't good enough? I'm sure that we'd all like to think that anyone charged with erecting any sign, but particularly a hefty one, would feel moved to satisfy themselves that they were fixing it to a suitable structure and that anyone paid to maintain a sign would automatically check that all was as it should be with both the underlying structure and the sign itself, but it seems that this isn't something we should necessarily take for granted.

If this is the case, then it's a sad day indeed for the sign industry and serves to diminish the honest endeavours of all of those companies who strive to provide a thoroughly professional service to their customers.

Anyone who wants to access the full ghastly horror of the Camden debacle can find the report of the inquest at:

<http://www.camdennewjournal.com/Jacob-Marx-full-inquest-report>

Moving on to happier things; visitors to this year's Sign & Digital UK (24th-26th March) will find a bigger exhibition with more exhibitors and heaps of ancillary features. Our comprehensive show preview, which begins on page 40 extends for 26 pages, and covers as many of the exhibitors as we could persuade to respond to our copious demands for information! As always, for your convenience, we have divided the exhibitors into eight different categories, according to their main area of operation.

On page 26, you'll be able to discover why Amari Plastics is 'Fabulous at 40!' while this month's special feature, 'Adding a new dimension', which covers cutting, routing and engraving, begins on pages 36-37, where it highlights the many different processes that were used to create our stunning cover sign from Hereford-based sign company InDesign.

On page 28, Graham Pritchard of Vink Lighting begins the first of a series of new regular columns that will advise signmakers how to get the light right, whilst elsewhere you'll find all of our regular news pages. Finally, Mark Godden asks whether good is good enough, or whether better is best, on page 71.

We will of course have our own stand at Sign & Digital UK (Stand M38), which we will be sharing with the BSGA and look forward to meeting as many of you as possible, especially if you want to say nice things about the magazine! On the other hand, anything of a less complimentary nature can be safely addressed to those manning Stands A50, H4, G68 and

J58, where I know they will really welcome your comments!



Val Hirst – Editor

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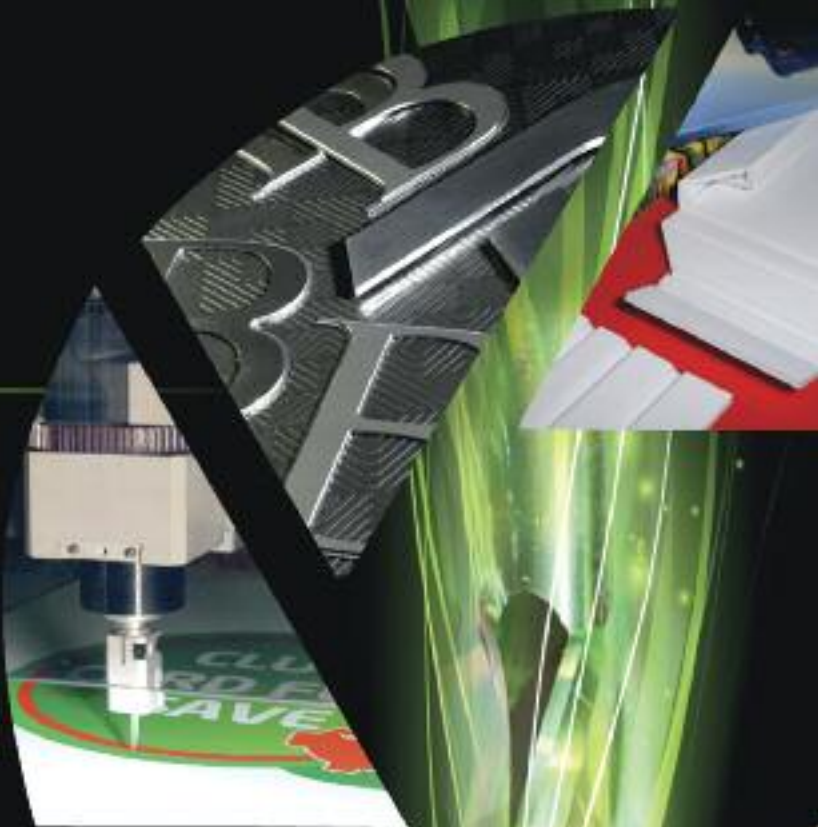
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All the signs point to Dan

Twenty year old Dan Johnson's decision to choose an apprenticeship over university has not only led to a full-time job that he loves, but has also won him the title of Outstanding Apprentice of the Year.

Dan, who lives in Guisborough, has won the Geoff Waterfield Memorial Trophy in Redcar & Cleveland Council's Pride Awards and is the toast of his company Sign Art, based in the Innovation Centre at Redcar run by UK Steel Enterprise, the Tata Steel business-support subsidiary.

Sign Art designs, produces and installs bespoke signs, vehicle graphics,

banners, wall wraps and print for customers that include Siemens, Virgin, Tata Steel, EDF Energy and ElringKlinger AG, as well as colleges and hotels.

Commenting on Dan's award, Elsa Weatherhead, Sign Art's Finance Manager, said: "We are all very proud of Dan and have been so impressed with the value he has added to our business.

We are seeing a growth market in vehicle wrapping and Dan's apprenticeship has included training in wrapping, as well as sign making, fitting, working at heights and other aspects of the business."



Dan Johnson, pictured with Elsa Weatherhead of Sign Art and Peter Taylor of UK Steel Enterprise.

She added: "We believe that apprentices are very valuable to the business, the individual and to develop the skills base that the area needs. We had no hesitation in asking Dan to become a full-time member of the team and we would like to take on another apprentice soon,"

Dan, who joined Sign Art in 2013 said: "I have learnt so much and thoroughly enjoy my job. I definitely made the right career decision and winning the Trophy has been the icing on the cake and a fantastic surprise." ■

The future is looking bright

The latest survey by the Shop and Display Equipment Association (SDEA) reveals that its members' sales are on the up, with 54.2 percent of respondents registering an increase in sales over the last six months, compared with the same period the previous year.

A further 33.3 percent reported that sales had remained level. Asked to quantify the growth in sales, the companies reported increases averaging 22.6 percent.

Favourable results were also forecast for the next twelve months with 70.8 percent of those surveyed expecting sales to increase and a

further 20.8 percent anticipating maintaining similar sales levels. The average growth in sales is expected to be 23.8 percent.



SDEA director, Lawrence Cutler commented: "These are very encouraging figures as our survey indicates a renewed energy within the shopfitting and display market,

which has been building for some time. It is a testimony to the tenacity of established retail display suppliers who have shown again and again that investment in retail interiors can bring an immediate payback". ■

Appointments

Applelec has recruited four new employees to work across its sales, accounts and production departments.

Sandi Moolman, who joins Applelec as Business Development Manager, focusing on the South of England, has previous experience in architectural product specification in the metal industry.

James Earle joins the company in a newly created Business

Development Manager role, in which he will represent Applelec throughout the North of England. James is no stranger to the lighting industry, having worked in lighting sales management for over 10 years.

Adam Smith has been recruited to the position of Production Assistant. He brings with him a wealth of customer service experience and organisational skills gained from a previous account manager role.



Finally, **Angela Charge** has been selected for the position of Administration Assistant, a role that

will see her dealing with customer enquiries and assisting the accounts department. ■

FESPA launches global conferences



FESPA is staging four regional congresses in collaboration with its associations during the first half of this year as part of its educational commitment to its global print community. The four congresses will take place in Barcelona, Spain; Copenhagen, Denmark; Mexico City, Mexico and Johannesburg, South Africa.

The events are funded through FESPA's Profit for Purpose initiative, which aims to reinvest profits from FESPA's global exhibition portfolio for the benefit of printers.

The first Congress, a two-day event that takes place in Barcelona on 10th-11th March 2015, will be followed by events in Copenhagen on 24th-25th March, Mexico on 16th April, and Johannesburg on 22nd-24th July 2015. For further information visit: www.fespa.com ■

Register for the 'Universe of Print'



Registration for FESPA 2015, which will take place on 18th-22nd May 2015 in Cologne, is now open so that visitors can register free of charge before 17th May 2015, thus saving the €70 onsite admission fee.

The FESPA Global Expo brings together four events: FESPA 2015, which addresses screen, textile and digital wide format printing, FESPA Fabric for garment printing and decoration and European Sign Expo for non-printed signage and visual communication solutions. In addition, Printers, the new interior décor showcase and conference, will take place on Thursday 21st May. Visitors will thus have access to 700 plus exhibitors, as well

as practical and theoretical seminar sessions focused on the broad spectrum of wide format print, signage and printed interior decoration, as well as all of the many cultural, shopping and dining options that Cologne has to offer.

This year FESPA has made it even easier for sign and print companies to attend the show by offering discounted fares with its official airline partner Lufthansa, to Cologne, Frankfurt and Düsseldorf and its official hotel partner Avantel. Bookings can be made via www.lufthansa.com/booking_en and www.avantel.de/Fespacologne2015 respectively. For further information on FESPA 2015, visit: www.fespa2015.com. ■



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Last year's winner of the Best Sign award

The British Sign Awards 2015, organised by the British Sign and Graphics Association (BSGA), will be presented at a gala event to be held at the East Midlands Conference Centre, located on the campus at Nottingham University, on Tuesday, October 13th

Commenting on the event, which will once again take the format of a gala luncheon, David Catanach, BSGA Director, said "The BSGA's first awards, which were presented last October, exceeded everybody's expectations in terms of entries received, support from the industry and attendance on the day, thus demonstrating the need for an awards scheme that celebrates the myriad skills of signmakers and brings the whole industry together. This year we are determined to make



the event even bigger and better, which is why we have selected the East Midlands Conference Centre, a purpose-built conference facility that provides everything we need in a central location that is easily accessible from all parts of the country."

Full details of the award categories and entry criteria are published on the awards website at www.britishsignawards.org together with full details of the event.

The awards are open to all UK-based sign businesses and entry is free. The closing date for entries is the end of August 2015. ■

showtime

DIARY DATES FOR 2015

Sign & Digital UK 2015

24th-26th March

Halls 17 & 18 NEC, Birmingham
Organiser: Faversham House Group
Tel: 01342 332104
e-mail: james.boyd@fav-house.com
www.signuk.com

FESPA 2015

18th-24th May

Koelnmesse, Cologne, Germany
Organiser: FESPA
Tel: 01737 240 788
e-mail: sales@fespa.com
www.fespa.com/fespa2015/

Viscom Paris 2015

29th September - 1st October

Pavilion, Porte de Versailles, Paris
Organiser: Reed Expositions Paris
Tel: +33 (0)1 47 56 21 19
e-mail: jennifer.gras@reedexpo.fr
www.viscom-paris.com

The Print Show 2015

13th to 15th October

NEC, Birmingham
Organiser: Link Exhibitions
Tel: 0117 980 5049
e-mail: Page@theprintshow.co.uk
www.theprintshow.co.uk

Viscom Italia 2015

15th-17th October

Fieramilano, Milan
Organiser: Reed Exhibitions Italia
Tel: +39 02 435 170.1
e-mail: viscomitalia@reedexpo.it
www.viscomitalia.it

If you would like your event to feature on this page, please send full information via e-mail to Val Hirst at signdirections@btconnect.com

Tony Marsh joins BFA as board director



Signs Express Sales Director Tony Marsh has recently become a Board Director of the British Franchise Association (BFA) and sits on the quality and standards committee.

Commenting on his appointment, Tony said: "Having been canvassed about the position, I really began to think about the franchise industry as a whole and what I could achieve as part of the board. As someone with a

vested interest in franchising, I'm very excited by the possibilities that this new role offers and I'm looking forward to playing my part in implementing the changes we hope to see take place in the franchising sector."

Historically, the BFA was always viewed as a trade association for franchisors, but nowadays it is regarded as a wholly encompassing representative body that can use the

increasing might of its membership to influence the government on franchising issues.

Tony continued: "I feel that this will also be a positive move for the Signs Express network, as we will be in a better position to keep fully abreast of any changes and developments taking place within the sector and to maintain our already strong reputation as a leading UK Sign franchise." ■

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new projects



► **Contra Vision BACKLITE**, supplied by **Antalis UK**, helped to provide a spectacular backdrop for an emotionally charged outdoor event that marked the 100th anniversary of the **First World War**.

The Contra Vision backdrop transformed one of the MediaCity buildings at Salford Quays, Manchester into a giant projection screen that became the focal point for the event, which was inspired by WW1 poets and the memories of the men and women affected by the conflict.

The challenge of transforming a working studio building into a purpose-built outdoor stage and cinematic venue fell to multi-service design and production company **The Creative Place** and presented it with a challenging problem. As the majority of the building's external structure features glass, the use of a solid substrate



would have blocked out all natural daylight and obscured the view, but Contra Vision BACKLITE, a highly durable translucent white perforated film, which allows full vision and natural daylight to filter through, while using existing sources of lighting to 'back-

light' the graphics when it is dark outside, provided the perfect solution.

In total, 16 rolls of Contra Vision were used for the installation, which were left unprinted and applied in vertical strips across the building's façade. Graphics and text, featuring carefully

curated imagery and animations, were projected onto this Contra Vision 'screen', depicting the battlefields of the Western Front, to the accompaniment of music provided by a 'super-choir' of choral groups drawn from across the region. ■



▲ Following the installation of the first innovative new Tourist Gateway signs that appeared in Plymouth last year, featuring **Rennick UK's** Nikkalite retroreflective sheeting, which is authorised by the DfT for use on

roads, similar signs have now been erected to help promote **Portsmouth** as a great waterfront city and tourist destination.

Two five-metre high Gateway signs, featuring a full-colour illustration of Portsmouth's

Spinnaker Tower, have recently been erected on the southbound M275, which marks the gateway to the city.

In fact, so successful was this enterprise, that specially illustrated Gateway signs have now also been installed in the Somerset town of Radstock and the neighbouring villages of Writhlington, Cladown and Haydon, as part of bid to increase visitor numbers and generate extra income for local businesses.

Rennicks, in partnership with a group of suitably equipped signmakers, is using digital printing technology to produce a full colour image, illustrating local



landmarks and points of interest, onto the Nikkalite sheet. The signs, which are CE marked to EN12899-1:2007 to show they comply with horizontal structure requirements and visual characteristics for the traffic colours, will feature in the new Traffic Signs Regulation and General Directions (TSRGD) 2015 guidance, something that will help to promote their further use in towns and cities across the UK. ■

► Signmaker and vehicle livery specialist **Allen Signs** has branded a London black cab on behalf of Aventum, a company founded by **Lord Alan Sugar** and **Tom Pellereau**, an inventor and a former winner of The Apprentice.

Aventum has launched two additional new products, the **Stylefile** Infuse and ManiPro, to the Stylfile collection of unique shaped nail files designed by Tom. Working closely with the company, Allen Signs produced a suitable design, which it then printed and applied to the side

of a London Taxi to launch a promotional campaign that invited anyone who spotted the branded taxi to swap their old nail files in exchange for the two new Stylfile products and a free taxi ride! ■



▲ **Techtrolec**, one of Gibraltar's most successful and reputable commercial electrical contractors and **Zeta Specialist Lighting** have delivered an eco-saving and cost-efficient lighting solution for **The Gibraltar Bus Company**.

Techtrolec won a competitive tender to supply lighting for some 56 bus stops across the Isthmus, after recommending the use of Zeta's energy saving and emission-free Solar Shelter Lighting Kit,

which comprises a specially manufactured, vandal resistant, solar panel that is attached to the

roof of the shelter and harnesses the sun's energy throughout the day. The solar energy charges the in-built long life maintenance free batteries, which in turn power



high intensity LEDs to illuminate the shelters from dusk till dawn.

The system maintains a constant low level of illumination until a passenger enters the shelter and activates the built in Passive Infra-Red technology (PIR), when light

levels gently increase and remain fully activated until the passenger leaves, thus providing a cost-efficient, long-term sustainable solution that also meets the Government's ideal of maintaining a greener, more sustainable transport service. ■

Supplier News

Atlantic moves on

Atlantic Tech Services has moved into new larger premises to support its growing sales of AEG UV printers, solvent and UV ink and media products and the growth in its service, support and maintenance contracts for Mimaki, Roland and Mutoh solvent inkjet printers.

The new premises, located in Harlow, Essex close to the M11 and M25 motorways, incorporates modern

offices with over four and half thousand square feet of storage capacity to support the company's increased stock holding.

In the future, Atlantic plans to incorporate both a showroom facility, so that customers can see the wide range of printers, trimmers, laminators and welders it supplies, plus a customer training facility, together with increased service and support departments. ■



Get Nova's new brochure now!



Following the addition of several new products to its portfolio in 2014, Nova Aluminium Systems has now

launched a brand new brochure, entitled 'Solutions from Nova - Specialists in aluminium signage systems'.

The handy A5-sized publication provides a comprehensive guide to all the aluminium systems

available from Nova, including full colour photographs, product codes, and technical information and cross section drawings. In addition, it includes a handy notes page so that all necessary information can be safely recorded in one easily accessible place.

To request a FREE copy, contact Gary or Lisa on Tel: 0117 955 6463 or e-mail to sales@nova-aluminium.com

Alternatively, a copy can be accessed at the Nova website at www.nova-aluminium.com ■

CMYUK takes top honours

Testimony to its strong position as the UK dealer of EFI wide-format and VUTEk printers, CMYUK has been declared the EFI Sales Partner of 2014, beating all other countries to the coveted number one position for channel sales.

The award was presented at the recent EFI Connect conference in Las Vegas, USA. CMYUK is renowned as a dealer for EFI's wide-format and VUTEk portfolios of combination and roll-fed printers, including the newest LED UV-curable models, which now cover all budgetary and productivity requirements. As a result, its commitment to customers has seen sales increase exponentially year-on-year as the company broadens its client base. With many

businesses currently making the transition to UV-curable engines from alternative ink chemistries, the increased value of working with a highly experienced team has also been a major factor for this continued steady growth.

For CMYUK the award of EFI Sales Partner of 2014 is easily justified through its in-depth knowledge of wide-format digital print, products, materials and software, with efficient technical support and colour management services adding to its appeal as a distributor throughout the UK. Its range of amenities is further enhanced by an easy-to-use web site that makes selection and ordering of the correct media a straightforward operation, removing all guesswork for customers.



From left: Robin East (Director of CMYUK), EFI's Wilfred Kleefsmann (Director, Sales Northern Europe), Jan Price (Director of CMYUK) and Simon Casajuana (Inkjet Sales Development Manager UK South at EFI)

CMYUK's growth has now led to the company making the move into new, tailor-made premises in Shrewsbury, Shropshire. With excellent transport and communications' links to most parts

of the UK, a full range of printers can now be demonstrated in its spacious showroom facility, along with the best software and material options. ■

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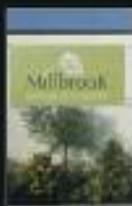
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Supplier News

XYZ International builds for future growth

Following year on year growth and an increased demand for its CNC routing, engraving and cutting machines, Wolverhampton-based XYZ International has commenced the construction of a new and radically enlarged manufacturing and demonstration facility situated on the new Telford T54 site adjacent to the M54 motorway.

A special launch ceremony recently held at the new site, where building has already commenced, was attended by senior XYZ International personnel, including the company's Canada-based President Alf Zeuner, UK Managing Director Mark Sweeney and XYZ International Vice President – Market Development, Robert Marshall. Due

for completion at the end of June, the new site will be home to XYZ International's UK and Continental Europe operations.

Alf Zeuner commented: "The construction of a new and much enlarged UK-based facility demonstrates the strong growth pattern of XYZ International within the UK and Continental Europe markets. At a cost of £1M, the investment reflects the confidence we have in the future growth of XYZ International in these areas of our global activities."

Mark Sweeney added: "We had outgrown our existing premises, both in terms of volume and the size of machines being supplied, resulting in the need to re-locate to a new, larger



and more strategically located site. The new premises will provide double the production space of our existing factory and administration centre and enable us to offer an enlarged demonstration area to house our continually expanding

range of machines."

Included in the many new facilities at the Telford site will be a dedicated loading bay to speed up transportation of XYZ International machines and accessories. ■

See the movie – get the signs!

The Sign Group, the UK's self-styled 'favourite trade supplier' for the sign, shopfitting, display and visual merchandising sectors, has launched a brand new video that provides potential customers with an excellent idea of the full breadth and scope of the services it can offer.

The company, which can supply everything from a major roll-out programme to a one off item,

specialises in the production of signtrays, lightboxes, cut letters, digital printing, plus neon and much more besides and, through its clients, has produced sign related elements for some of the UK's best known brands.

First established 20 years ago and centrally based in Leeds, The Sign Group originally started out as a CNC fret cut supplier, but has since evolved to include just about any sign and display related item that anyone could

ever need, offering a next day delivery service to customers throughout the UK.

The video has been released prior to its participation in this year's Sign & Digital UK exhibition, which will be held at Birmingham's NEC on 24th-26th March, where it will be delighted to suggest solutions for any sign and display related problem that visitors



might care to share.

To watch the video visit:
<http://youtu.be/Dt51n-j3GBY> ■

A window of opportunity

William Smith has been appointed UK Master Distributor for 3M's Solar and Safety Film business.

William Smith will be distributing all Solar Control, Safety and Security, and Automotive Window film ranges, including a number of

products not previously available to UK customers.

David Cox, European Market Manager for 3M Renewable Energy Division commented: "3M customers who already qualify will remain 3M Certified Window Film Dealers and will continue to offer the 3M

Warranty, while leads and samples will continue to be provided through William Smith

3M Solar and Safety window film products will be available ex-stock from William Smith, with next day delivery on full or part rolls ordered up to 6pm. ■



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Polish it perfect

Awltech PFE, a leading supplier of flame polishing, heat bending and edge bevelling solutions, has introduced its latest Diamond Edge Beveller, which will be demonstrated for the first time at the forthcoming Sign & Digital UK exhibition.

With overall dimensions (LxWxH) of 640 x 450 x 500mm and weighing 65Kg, it is a very compact machine

that will fit comfortably into any production environment. One of its key attributes is the speed with which it can be programmed and operated when compared to similar equipment, as this invariably requires some time to set up and run, whereas the Awltech solution takes only a matter of seconds, thus greatly enhancing productivity levels whilst reducing machine downtime.

The Diamond Edge Beveller produces a clean and polished edge finish to plastic sheet up to a thickness of 100mm, with the bevelled edges adjustable up to 10mm. It can also be equipped with a speed-adjustable feed motor to convey and press the plastic sheet in equal proportions, with the spindle motor adjustable from 0 to 12,000RPM. A mobile base



frame enables the machine to be set at the desired working height for ease of operation and to enhance operator safety and comfort. ■

Totally on trend

3M has added 18 trendy new colours to its popular 3M Car Wrap Film Series 1080, bringing the total number of finishes now available to 73 and enabling a much wider choice of options for vehicle customisation and personalisation.

The new colours comprise 12 gloss metallic and six satin formats, with sparkling names such as Atlantis Blue, Fierce Fuchsia and Dragon Fire Red in gloss metallic and Ocean Shimmer, Mystique Blue and Canyon Copper in satin.

3M 1080 is a long-term removable dual-layer premium cast film that has been designed with sufficient rigidity to enable easy handling. The films incorporate a combination of 3M's unique repositionable Controltac Adhesive with Comply Version 3 Air Release Technologies that enable the applicator to reposition it until ideal registration has been achieved and ensuring ultimate adhesion and a bubble-free surface finish once pressure has been applied at the final stage of the application process.

The films are available in a wide



choice of gloss, matte, metallic, satin and brushed metal formats that provide a brilliant paint-like finish. They offer an ideal solution for eye-catching vehicle detailing, decoration and full or partial wraps and impart excellent opacity to hide high-contrast surfaces. A key attribute is the availability of the

films in a wider roll width of 1,524mm to enable the seamless wrapping of any section of a vehicle profile without normally visible joints.

3M 1080 Series is available from 3M primary distributors William Smith and Spandex. ■

Manifestly superior

Praxis has launched Manifest, an innovative exterior banner system, which, like its counterpart Mono, has been developed to ensure that the graphics, rather than the supporting structure, take centre stage.

Manifest's clever and stylish design, which is suitable for use in a wide range of architectural settings, features a simple two-part rail, plus an ingenious adjustment mechanism, which keeps the graphic firmly in place, whilst also

supplying the requisite level of tension.


The rails can be powder coated in any RAL colour to match the exterior and surroundings, while the components are machined from 316 grade stainless steel to ensure a long outdoor life.

Graphics can be printed on a range of substrates, including solid PVC and Mesh 3124, which is ideal for use in exposed situations and, as with all its products, Praxis uses the latest in digital print

technology to faithfully reproduce any design.

Manifest offers a number of options for installation. It can be wall-mounted as a standard single graphic, or as a double projecting graphic, if the supporting wall is structurally sound. Projecting banners can measure up to 1.5m in width. There is also a post-mounted banner option, featuring either a centre or side post, which can measure up to 1.5m wide x 5m high. ■



A man with a beard is shown in profile, playing a cello. The scene is dramatically lit with a deep purple hue. Glowing, ethereal purple lines swirl around the cello and the player, suggesting movement and sound. The background is dark, making the purple elements stand out.

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Chalk it up



Drytac Europe has introduced ChalkMate, a 5 mil durable PVC film that offers a traditional chalkboard finish that can be used in conjunction with both standard and liquid chalk markers.



Ideal for use in teaching environments and for decorative and information purposes in restaurants, bars, corporate and domestic interiors, it can be cut into custom shapes and designs to create a unique chalkboard to meet almost any requirement.

Designed for installation on most smooth surfaces, ChalkMate is available as either a black or a green

film backed with a permanent, water-based, pressure sensitive acrylic adhesive. For optimised customisation, the film can also be printed on most brands of UV printer.

Drytac's entire range of films and adhesives is exclusively distributed throughout the UK and Ireland by Antalis. ■



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The outlook is frosty

In addition to its original Frost range of films that provide an etched glass effect and are available in a wide range of colours, APA has now introduced a new generation of Frost films, ST/771-FX, which feature air release for easy application.



Developed with the specific goal of both simplifying and speeding up the application process on large glass surfaces, even when the operation is carried out by a single operator, ST/771-FX features a special repositionable, channelled adhesive, that as well as facilitating air expulsion through invisible micro channels, also has a very low initial tack, thus enabling the film to be repositioned as required and removed without

leaving any unsightly residues at the end of its lifespan.

Suitable for dry application, it must be used in temperatures not lower than 15 degrees centigrade.

Suitable for both internal and external use, ST/771-FX has B-S2-DO fire certification and is easily printable when used in conjunction with solvent eco-solvent, UV and Latex inks. ■



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To the woods!



The Pixartprinting Project, which offers express printing solutions online for temporary displays for use within the retail and showroom space, has been further expanded with the addition of Forest Walk.

A themed range inspired by the magic of the forest, it features pre-designed artwork, which can be mixed and matched, to produce highly imaginative and creative displays.

Designed to complement Pixartprinting's 'Land of Ice' range, it provides sign and print companies with the opportunity to upload their own artwork onto the pre-designed online templates resembling squirrels and owls, which can be transformed into BCA cardboard or foamcore shapes, available in two different heights.

In addition, reindeer and bears can be brought to life in the form of easy-to-assemble 3D cardboard, to

add colour and interest to any display space. The magical forest itself can be created from folded, self-supporting cardboard and vinyl sheets featuring various tree designs, while cardboard 'rocks' and plexiglass acorns and leaves, are further complemented with a very romantic full moon!

All items conform to the usual exacting Pixartprinting quality standards. ■

Something beginning with 'A'

In conjunction with Amari Plastics, Amari Digital Supplies (ADS) has launched the AMedia range of print and finishing media for large-format printing applications.

Products in the range have been sourced from many of the leading European suppliers and initially comprise a variety of self-adhesive vinyl materials, all of which offer compatibility with solvent, eco-solvent, UV and Latex printers, ink technologies and matching laminates.

Simply named AMedia and embracing a subtle and cryptic

launch strategy, the products now available can be used for a wide range of indoor and outdoor signage and display applications. With the combined extensive technical knowledge and market experience of both ADS and Amari Plastics, together with a local and national customer support network, AMedia is set to deliver product diversification, reliability and value for money under one readily identifiable brand to enable peace of mind for all customers.

The launch of AMedia also underlines the importance that ADS and Amari Plastics place on their joint commitment to an ongoing



development of a continually expanding customer base. This is a key factor in the strength and presence of the two companies in what has become an increasingly more creative and constantly evolving large-format print and finishing market sector. Over the coming months, the AMedia portfolio will be supplemented with new and equally innovative print and finishing materials to extend the range of applications that can be accommodated. ■

Transfer a splash of colour



Grafityp has recently added Tex Print to its range of garment films, which can be used to create colourful transfers using solvent and eco-solvent printers and print and cut machines, such as the Roland VersaSTUDIO BN-20 or VersaCMM range.

A thin Polyester PU heat seal material that results in a matt finish, Tex Print transfers can be applied to light or dark coloured garments made from cotton, polyester, or a mix of the two, with the use of a heat transfer press. Once the Tex Print is in place garments are fully washable at 40°C.

It comes in two roll widths, 500mm and 750mm ■

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Heidelberg backs InPrint 2015



Following the successful inaugural event in 2014, FM Brooks, the organiser of InPrint, the exhibition designed to showcase how inkjet can be used to enhance a wide variety of industrial print applications, has reported a significant number of bookings from new exhibiting companies for the second edition of the show, which is scheduled to take place on 10th-12th November 2015 at Messe Munich International Trade Fair Centre, alongside Productronica.

One of the first companies to confirm its participation is Heidelberg, which is developing industrial print solutions and has selected InPrint as being the most appropriate place to unveil these innovative technologies.

Jason Oliver, VP of Heidelberg's Digital Inkjet division, explained "We see a very positive future for inkjet, particularly in the industrial print sector, so it's a logical move to be part of the next InPrint Show, which synchronises perfectly with our vision for inkjet. We have plans to launch exciting new systems for customers decorating 3D objects – something we call '4D Printing.'"

Frazer Chesterman, InPrint Co-Director commented: "The industrial print sector is clearly booming and the market already sees InPrint as the exhibition for print technology for manufacturing. We are delighted that some of the biggest names in the sector, such as Heidelberg, are making InPrint their main platform this year. Which will help us to ensure it is both a larger exhibition than our launch show, and one that will also feature the most innovative technologies available in the industrial print market."



Nearly 40 new exhibitors have signed up for InPrint 2015 including such familiar names as Bordeaux Digital Inks, Collins Inkjet, D&K, GEW, Global Inkjet Systems, Heidelberg, Inca, Konica Minolta, Onyx and Seiko,

Messe Munich, a prestigious European venue for highly successful manufacturing trade shows, will this year host Productronica, the exhibition for electronic manufacturing that will cover seven halls and attract over 50,000 global visitors.

In a separate announcement, FM Brooks has already confirmed that InPrint 2016 will take place on 9th-11th, November 2016 at Milan's MiCo conference centre, where it will capitalise on Milan's reputation as being the creative hub for decorative printing in all of its guises and highlight the potential for industrial inkjet in the textile, ceramics and glass sectors.

For further information visit: www.inprintshow.com. ■

The affordable Onset option

Inca Digital has launched the Inca Onset R40LT wide-format, flatbed UV printer. Since the initial Onset launch in 2007, the range of high-end, high productivity Onset printers have set the benchmark in print quality through their use of a full-width array of printheads that eliminate banding.

Now, with the introduction of the R40LT, Inca has made this high level of print quality available to companies looking to invest in a standard mid-range machine.

The Onset R40LT's ability to develop from a four-colour, 265 sqm/hr device up to an

eight-colour fully specified device in the field gives users a highly flexible printer that can grow with their business, whilst protecting their investment for the long-term. The Onset R40LT is a more future-proof and accessible option for companies considering a standard mid-range digital flatbed machine, as it is a full-width array printer that guarantees high quality results with no banding at higher throughput speeds than scanning head technology.

The Onset R40LT model can start as a manual 3.14 x 1.6m (123.6in x 63in) full-width array flatbed printer in a choice of four, five or six colours and is capable of

265 sqm/hr print speeds on substrates up to 50mm (2in) thick - equivalent to 40 full-beds sheets/hr.

It shares all the intelligent design features of the existing Onset R40i, including 14 picolitre Fujifilm Dimatix Spectra printheads, a 15-zone vacuum table, a UV sensor system and mechanical substrate height detectors, all of which maintain productivity, quality and reliability.

Based on the dynamic Onset Scaleable Architecture platform, the Onset Series now features a choice of 18 different models and three different handling systems to enable companies to tailor



the best printer with the best combination of productivity, quality and ink options for their business.

The R40LT is available immediately from Fujifilm, Inca's exclusive global distribution partner. ■

What's in a name?

POD has officially changed its name to MTEX Solutions in order to consolidate and standardise the MTEX brand across its manufacturing arm, its products and other companies associated with the name.

The company's Chief Executive, Eloi Ferreira explained: "The name 'MTEX' is now widely used, with installations across the globe, and we are still growing, so it seemed sensible to use the name that most closely reflects the worldwide reach of our brand and our products." ■



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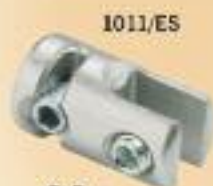
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Worthwhile Investments

Companies explain why they chose the equipment they use



Your Print Specialists (YPS) has been appointed as a learning partner at **Studio West Newcastle** after installing a laser-engraver and wide-format inkjet printer into the 'project-based learning' school.

The brand new school, which had its first intake of students in September

2014, is recruiting a number of businesses to provide work placement opportunities and real life projects across a variety of market sectors, with YPS set to mentor and provide the youngsters with an insight into the wide-format printing sector.

Based in Tyne-and-Wear, YPS has been delivering hardware, software, support and advice to screen printers, lithographers and digital print providers for many years. Managing Director, Garry Brown explained: "We've got a vast amount of knowledge within our team and we felt it would be worthwhile to work with a local educational institution and pass some of this on to young

people. We feel the pioneering curriculum at Studio West is a wonderful way to teach students practical skills, as well as academic subjects and we're really excited to be involved."

He continued: "We've just commissioned a **Mimaki CJV30-130 digital inkjet printer** into Studio West for student use and have also installed an **Epilog Laser Helix 18" x 24" engraver** for the engraving of wood, plastics, acrylics and stone, as well as many other substrates. Kit like this will really give the students a hands-on opportunity and enable them to explore concepts from design through to manufacturing."

Studio West, which has been inspired by High Tech High in California, is more akin to a workplace than a school and aims to build confidence, team-working and communication skills for the 13 to 19 year olds. Principal Designate, Val Wigham observed that a vital part of this strategy is the involvement of external businesses. She said: "Partnering with businesses ensures that the students are working on relevant, real-life projects that will equip them with everything they'll need to move on to an apprenticeship, employment or university. By working with businesses from a wide selection of industries we can match students to the most appropriate projects for their required learning experience and strengths." ■

Projects & Print, a versatile print, display and sign company based in Kings Langley, Hertfordshire, has doubled its turnover in each of the four years it has been trading and now enjoys an annual turnover of more than £1 million.

The company was established by Managing Director Richard Barrett, who has in excess of 20 years experience in the display sector, and is supported by a loyal team that is managed by his right hand man, Chris Parker, who gained his in depth knowledge of substrates during the 10 years he spent at materials specialist Robert Horne.

A trade supplier to agencies and designers, Projects & Print provides a 24/7 nationwide service, installing an extensive range of exhibition graphics, display materials and signage to companies such as Network Rail, Samsung, Costa Coffee and the De Vere Hotel Group. It has recently invested in the first **Agfa Anapurna M2500i high-speed hybrid UV-curable inkjet system**, which combines six-colour printing and a print width of 2.5m and is ideal for the



production of a wide variety of both indoor and outdoor sign and print applications.

Thanks to a re-engineered belt drive and shuttle beam, it features highly accurate dot positioning and delivers excellent image quality, which is further enhanced by the three-pass mode with gradient functionality. The white ink function creates new possibilities for printing onto transparent material for backlit applications, or for printing white as a spot colour, whilst the automatic board feeder ensures optimal productivity.

Explaining the rationale behind this

equipment choice, Chris explained:

"We needed to increase the level of our UV direct to substrate output, so we went to FESPA looking for a dual RTR and flatbed high quality printer. We had three manufacturers in mind, but quickly whittled it down to Agfa, as we felt that its approach was more professional."

Richard continued: "Agfa informed us that a new Anapurna M2500i hybrid printer was soon to be available and arranged to loan us an Anapurna M2500 in the interim. However, although we were very satisfied with that, the new M2500i, is much faster and the highly accurate dot

positioning provides excellent image quality, which is further enhanced by the three-pass mode that eliminates banding."

The company was also impressed with Agfa's extended warranty package and full service agreement, particularly since it is continuing to expand and is currently looking for larger premises, as well as recruiting extra staff.

Commenting on the warranty package, Richard remarked: "Happily, Agfa was flexible regarding the finance package I required. I had experience at a previous company where the extended service agreement and warranty were not taken up and when a replacement printhead was required, it cost them dearly. Thus, I asked Agfa to build the service and warranty into the agreement for the duration of the contract. Its support has been second to none and it has been very helpful, which is a real bonus, especially for a company like ours that is expanding all the time. As far as we are concerned it was a buying decision that has served us very well indeed!" ■

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fabulous at 40!



First established in July 1975 as part of Aalco metals, when it represented the company's first foray into the brave, new world of plastics, Amari Plastics is celebrating its 40th anniversary this year.

Following its formation and the establishment of a head office in Weybridge, Surrey, it quickly grew to encompass 13 strategically located branches around the UK, each of which offers its own conversion facilities, local delivery vehicles and enough stock on the shelves to meet the demands of the local sign and display market.

Now, 40 years on, Amari Plastics boasts 27 UK-based centres, employs over 400 employees and still maintains the decentralised model that provides each local centre with the freedom to optimally serve its own local market. In addition to 15 generalist Amari Plastics locations, there are also 12 specialist businesses that service specific areas of the market and trade under their own identities, but which are wholly owned by Amari Plastics. These include businesses such as UKAP, which specialises in the provision of packaging films for use in the pharmaceutical and food industries, Self-Adhesive Supplies, a leading 3M tapes distributor and AI International, a leading supplier of engineering plastics to the industrial market.

In 1999, Amari Plastics was acquired by its current shareholders as their first venture into the plastics distribution business and 16 years later, Amari is now part of the leading global distributor of plastics, with USA businesses that include Laird Plastics and Port Plastics, Dotmar Industries in Australasia and Amari Plastics, which in Europe is known as Vink Plastics.

During the 40 years that Amari



Plastics has been operating it has seen the sign and display sectors go through a period of immense change, in terms of the products offered and the customers serviced, as well as the competitor landscape. Companies such as Mooney Plastics, William Cox Plastics, Visijars, Tuckers, V T Plastics, Vulcascott, Pinnacle Film & Display, Graphic & Display, Multiplastics, Frontier Plastics and Westward Plastics, all familiar names within the industry, have fallen by the wayside.

Commenting on the mammoth changes that have taken place, and the company's longevity, Andy Carroll, Managing Director of Amari Plastics said: "We are extremely proud to reach this 40th Anniversary milestone, an achievement that we believe has been built on integrity and the importance of maintaining long-term relationships. It speaks volumes that we still have customers and suppliers with whom we have traded since day one, plus dozens of employees who have been with us for the majority of that time."

To mark its 40th year, the Amari Plastics centres will be arranging many special events that will involve both staff and customers, plus a supplier event that will enable them to thank all of those companies whose market leading brands Amari Plastics offers to the market.



Jamie Manifold, Amari's Manager Supplier Relations, added: "We have spent 40 years setting the standards of innovation, service and quality that the rest of the industry follows and with the financial support of our owners and our knack of providing the right products in the right place

at the right time, there's no reason why we shouldn't go on for another 40 years – at least!"

For further information on Amari products and services visit: www.amariplastics.com

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For sign and display companies looking to add a new dimension to their work, the current selection of cutting, routing and engraving equipment can help them to achieve the desired effect, whether its producing creative decorative elements, opening up new revenue streams or speeding up the production process. Val Hirst reviews the options starting with an unusual sign that combines a host of different elements.

Adding a new dimension



Design is a creative discipline centred on both the contrasts between the various elements used and the surrounding environment. Exemplars of the art are out there to be found and occasionally, something is distinguished by its quality, content and originality.

For example, Hereford-based InDesign has cleverly combined a disparate range of signmaking skills with Metamark media, aged oak and leading edge technologies to create an effective and highly attractive sign package for The Old Mayor's Parlour, a newly renovated commercial exhibition space located in Hereford's Church Street Conservation area.

Tony Brooks formed the company some six years ago, when, after looking, as all businesses must, for a competitive edge, he decided that his company would become more deeply integrated than most in the design aspect of signage by getting involved in jobs a stage earlier in their production.

Consequently, in addition to delivering signing of a particularly high calibre, InDesign also crafts websites, printed collateral and more. The company's entire output is distinguished by aesthetics and everything in its portfolio bears the evidence of its design-led business ethic, which helps to distinguish it from the sign-scape surrounding it.



The sign it has created for The Old Mayor's Parlour, is entirely bespoke and features some novel design and construction techniques, all of which were executed in house.

Its main focus is centred on a substantial and solid character oak panel, which looks like a product of an architectural reclamation but, in fact underwent treatment best described as ammonia fuming at InDesign's premises. Contained in an airtight enclosure, it was subjected to ammonia fumes in a convection arrangement, in order to simulate the passage of time without 'overcooking' the attractive figuring of the natural wood.

Mediaeval finishing strategies then made way for more modern signmaking technologies. Five coats of thoroughly up-to-date marine quality varnish were progressively applied into a uniform layer of protection for the ammonia aged



finish to ensure that the panel's distinctive colouring remains stable while locking out weathering elements, such as UV light and rain.

The sign's lettering is white enamel paint, hand applied to the varnish layer through a stencil cut from a Metamark masking material. This contrasts agreeably with the surrounding figured oak without overpowering the design. Great durability is expected of the enamel finish and it too will remain stable over time, its crisply detailed edges remaining a pristine white.

A fabricated tray made from routed and folded aluminium composite was then used to surround the oak panel. Once the panel was folded it assumed the right proportions to partially enclose the figured and lettered oak, thus adding a very attractive design counterpoint.

The assembled tray was wrapped in Metamark MD5 with a special printed motif, which takes its design cues from selected areas of old decorative plasterwork within The Old Mayor's Parlour itself. The design detail is rendered in a very subtle contrasting colour with the flawlessly printed background.

Metamark MD5 resolves the detail wonderfully and the printed result establishes a cool contrast with the warmer oak tones of the figured oak panel.

The wrapped and fabricated aluminium tray was overlaminated with matching Metamark satin finished laminate that protects the print from the elements and imparts its own attractive finish to the plaster detailed print wrapping the tray.

So far, so good, but The Old Mayor's Parlour signs saves what may be regarded as the best trick for last. It's hinted at in the MD5 print wrapping the fabricated tray. Sharper eyes, particularly those conversant with modern communications technology, may spot an icon hinting at a relatively new communications medium and it will have them reaching for their smartphones.

Under the laminated Metamark MD5, is an NFC chip that enables the sign to communicate with suitable smartphones nearby. The chip is capable of invoking the phones' web-browsers and of starting a session that provides details of the latest exhibition taking place in The Mayor's Parlour.

Near-Field-Communication chips are a long way removed from the premises' origins, but the sign does a wonderful job of integrating the technology in a work that really is distinguished by design. ■

XYZ offers choice

Today, manufacturers are constantly looking for suppliers of products that offer a winning combination of high productivity and profitability.

For example, for sign and print companies that operate in a particularly competitive climate, supplying a limited range of CNC routers is no longer acceptable. For this reason, XYZ International has developed an advanced manufacturing facility that is capable of producing distinctive one-off bespoke machines as fast as other manufacturers can build standard off-the-shelf machines.

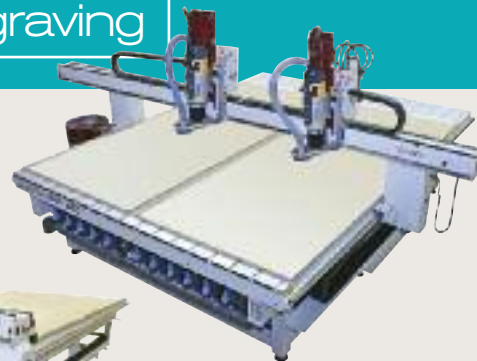
XYZ International understands that each industry requires a choice of machine options that offer multiple processing areas and routing head configurations to accommodate a wide range of different

applications. In consequence,

the company is now able to deliver a staggering 366,918 standard machine configurations to enable all of its customers, regardless of the industry in which they operate, to have the best possible platform for business development and higher profitability.

For the sign and digital printing sectors, XYZ International supplies primarily the XYZ 4000 and 6000 series of machines. These have a choice of processing widths that will accommodate virtually any sheet material used in these industries and typically include a radically expanded automatic tool change (ATC) facility, Automatic Camera Registration (AVS) system and one or more knife cutting heads.

For plastic fabricators, the choice of machine is invariably the 6000 series which accommodates standard sheet sizes and which also includes the latest helical drive and servo drive options that deliver the smoothest and most precise motion for optimum accuracy and finest cut quality. Similarly popular with plastic fabricators are the Pacer-branded heavy-duty routers



that are renowned for their inherent strength and robust construction, which eliminate machine vibrations that can lead to imperfect cutting.

For customers needing to process large volumes of aluminium composite materials (ACM), a material widely used in the sign and architectural cladding sectors, the most appropriate XYZ machine is the 5000 series. These provide the necessary extra-long (up to 12 metres) material processing length and triple routing heads that are designed to enable pendulum processing for continuous machine operation and maximum throughput speed. Dedicated design and programming software and a host of optional machine enhancements enable ultimate configurability in high-volume production.



Make it or fake it!



While a computerised routing system may well figure in the investment plans of many sign companies, the timing of the investment or even the desire to engage fully with such a step may not fit with others, which is why Brackley based Cherwell Sign Supplies uses its latest high-productivity Tekcel

Routing Systems from Complete CNC Solutions to offer a much needed routing service to the trade.

Capacity is one thing and skills another, but Cherwell Sign Supplies has a good story to tell, with a wealth of experience that is both industry and application

wide. A capable and informed team handles each job from order through production and on to the point of delivery and the whole arrangement remains transparent to the end user, thus enabling

companies who have yet to enter the routing arena to expand the scope of their product portfolio without incurring extra capital expenditure.. ■

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Speedscreen futureproofs

Speedscreen, one of the UK's leading large format printers, which specialises in the production of posters, POP displays and signs has recently invested in a super-wide Kongsberg C digital finishing system as part of a £1m investment program.

The company, which turns over around £3.2 million per year, is no stranger to cutting-edge technology, having been the first in Europe to install the Durst Rho 1012 large format printer.

Managing Director Tim Hill explained: "We have experienced year-on-year growth of over 30 percent during the last 12 months, and we are striving to equal that this year with the help of the Kongsberg C64. Esko's solutions are a key component of our growth strategy as they enable us to be faster, more responsive, and keep a tighter control over margins, while also offering our customers a more

creative service."

Speedscreen first introduced the Esko Kongsberg technology into its production platform six years ago with a Kongsberg i-XL44, but following its investment in the Durst large format printer, it required a larger finishing solution to keep up with production output and thus turned to its trusted supplier for an upgrade.

Tim Hill went on to observe: "Not long ago, customers didn't care what equipment you had, but now they expect you to invest in order to provide a better service. Accordingly, our recent investment strategy has enabled us to satisfy the demands of our current client base, whilst also attracting new customers too."

Speedscreen's investment also included Esko ArtiosCAD structural packaging design software and i-cut Suite preflighting and workflow solution for large format printing,



software solutions that help it to smooth out workflow, save design time and make the most economical use of materials.

Tim Hill revealed that another reason for selecting the C64 was the fact that it works with 3.210 mm by 3.200mm long materials, making it the perfect fit for use with large format printers.

He said: "The Durst printer massively increased our throughput, which lead to a bottleneck in finishing and although we looked at a number of options, the C64 was the only table with a full 3.2m work space.. The Kongsberg is also engineered for heavy-duty performance and includes a powerful 3kw router, so it was an all round better solution." ■

Sailing into the sign sector

Although traditionally focused on the marine market, The Excellent Cutting Company is sailing into new territory, with an expansion into the sign and display sector.



Tom Schot, the owner of the company, believes that its ability to

innovate is an attribute that will be valued across many different sectors. He said: "We can help anyone who needs precision cutting and work with our customers to provide solutions for all of their cutting needs, big or small!"

Based in The Netherlands, it invested in a Multi-Tech flatbed

cutter from Blackman & White's MasterCut range to help it get the most from the 3D scanning it introduced to replace manual measurements. With its laser cutting and ability to work on a diverse range of materials, it slotted perfectly into The Excellent Cutting Company's 'Total Concept' production method, which enables it to take products right through from initial design to finished item.

The measurements are digitised and state-of-the-art software creates detailed cutting plans for the MasterCut, which can cut materials ranging from extremely thin up to a thickness of 12cm with either a knife or laser. The table is 12m long and has a 3.2m wide cutting width.

A camera scans the material prior to cutting and the proprietary software makes any adjustments necessary to guarantee extremely high accuracy.

Different knives can be used for different materials, but for The Excellent Cutting Company, the laser option, with its clean cutting action, was very important as it is often working with substrates that fray.

The company uses its bending machine to provide the necessary finishing for bespoke frames, with materials including aluminium and steel being formed into the



various shapes required.

Tom Schot feels that his company's investment in the MasterCut has given it a great advantage when servicing customers in the sign and display sectors. He explained: "A flatbed cutter takes up a lot of room and not everyone will have space for it, which means we can help all companies to keep up with the demands of a fast-paced industry until such time as they are ready to make their own investment in a MasterCut cutter!" ■

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EUROPE

Cutter Control gets an upgrade

Summa's invaluable Cutter Control software program, which enables users to control all of the parameters of the cutter from their computer, now features a stylish and user-friendly new design.

Following the integration of the new Camera Control System, all of Summa's S Class 2 CAM units can now read the Summa postnet

barcode, thus facilitating automated workflow. While in the past OPOS CAM was mainly promoted for sheet application, today it offers an alternative for OPOS X on every contour job, making it the fastest system in its class.

The new version replicates the style of Axis Control featured on Summa's FSeries tables, as well as offering some further innovations, such as the

automatic scanning of the network for Summa devices to aid a speedy set-up. In addition, the files server has been integrated with the barcode server, which can be used to manage up to eight cutters at any one time.

In order to optimise the use of the F1612's flatbed, Summa engineers have developed a functional roll-up system that is suitable for use with

any kind of flexible roll material, up to 165cm wide and weighing up to 50kg.

This roll-up facility can be fitted or retrofitted to all of Summa's flatbed cutters by an authorised Summa technician once the machine's software has been similarly upgraded to include Axis Control to version 3.12 and the firmware to version 17. ■



Cut and crease!

Mimaki has launched the CFL-605RT Compact Flatbed Cutting Plotter, which offers both creasing and cutting capabilities and enables the creation and delivery of high quality, cost-effective output.

Designed to incorporate Mimaki's well-established technology to support immediate finishing of packaging and prototypes with multiple functions, the new CFL-605RT helps sign and print companies to fulfill the growing demand for the production of prototypes and small lots, for both products and their packaging, the latter of which can be modified to reflect different seasonal and regional requirements.

A compact, multifunction flatbed cutter that accommodates material sizes up to

oversized A2 and featuring a variety of functions including creasing and eccentric, tangential and reciprocating cutting, the CFL-605RT can be used in combination with Mimaki's UJF-6042 printer to achieve the whole production process, including printing onto goods and packages, and cutting of cushioning materials.

The eccentric cutter has a maximum cutting thickness of 1mm, with an optimal downforce setting between 30 and 1,000g, while the tangential cutter features a maximum cutting thickness of 2mm with high downforce pressure, including materials such as reflective vinyl and rubber sheets. The reciprocating cutter has a maximum 10mm cutting thickness for materials such as foam or cardboard and uses a vertical reciprocating motion. The creasing roller creases materials for a perfect package and downforce pressures are adjustable from 500 to 1,000g. ■



An appropriate appointment



Garry Brown, Managing Director for YPS, Brown shakes hands with CSI Manufacturing's Anthony Carrick, alongside Paul Shorton from YPS

CSI has appointed Your Print Specialists (YPS) as its new strategic partner, in a development that will see YPS handling sales and service for Epilog laser and Vision engravers in the North East of England.

Established in 2009, YPS currently offers a variety of digital printing technologies, ranging from wide format solvent and aqueous printers, to UV direct-to-substrate printers, along with associated consumables. Based in Tyne & Wear, the company has a highly experienced team of engineers offering advice and technical support on printer hardware and

software, as well as test and demonstration facilities. The new partnership with CSI will further expand the portfolio of products and services it can offer its customers.

Epilog laser engravers offer high quality marking solutions onto an ever expanding array of materials, providing new revenue streams for businesses seeking to target the personalisation and bespoke giftware markets. With a wide selection of products to choose from within the CO² and Fibermark ranges, there are Epilog laser engravers in a variety of sizes and to suit any budget. ■

Making a mark

Roland DG has long been recognised as a leading innovator in the engraving sector, offering a selection of machines to suit a wide range of sign and display applications.



These include its most popular engraver, the EGX-350, which is compact and easy to use, creating crisp text and clear graphics. Capable of producing a wide range of products as single units or in batches, such as everything from brass plaques through to corporate gifts, indoor signs and awards, the EGX-350 comes complete with Roland DG's Engrave Studio software, which provides an intuitive user interface and automatic surface detection, thus making set up

incredibly simple. Its desktop design means it's suitable for use by mobile businesses, workshops or indeed anywhere where space is limited.

The more compact EGX-30A is also a popular choice, especially for companies that want to capitalise on a second revenue stream. Its low



profile, small footprint and quiet operation make it the perfect desktop engraving device, while also delivering the fastest speeds in its class.

Finally, the affordable Metaza MPX-90 impact engraver uses a vibrating

diamond to permanently engrave both bitmap and vector images onto flat and irregular surfaces, producing exceptionally high detail permanent results on metal items, such as key fobs, business card holders, pens, memory sticks and other traditional corporate gifts. ■

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Routing technology with a future

It's time for anyone who thinks that computerised routing has advanced to the point where nothing new is possible to think again. The recently introduced Protek line from Complete CNC Solutions challenges this understanding and takes routing into even more application spaces. A smitten Mark Godden reports

The Protek line of computerised routing systems from Complete CNC Solutions looks like the industrial heavyweight it undeniably is, but it is also turning heads because, familiar though the basic beam-traversing-table format might be, these machines look like they've advanced the art. And in this case looks don't deceive –

according to Complete CNC Solutions, the Protek line is in a class of its own and has a career path clear to the future.

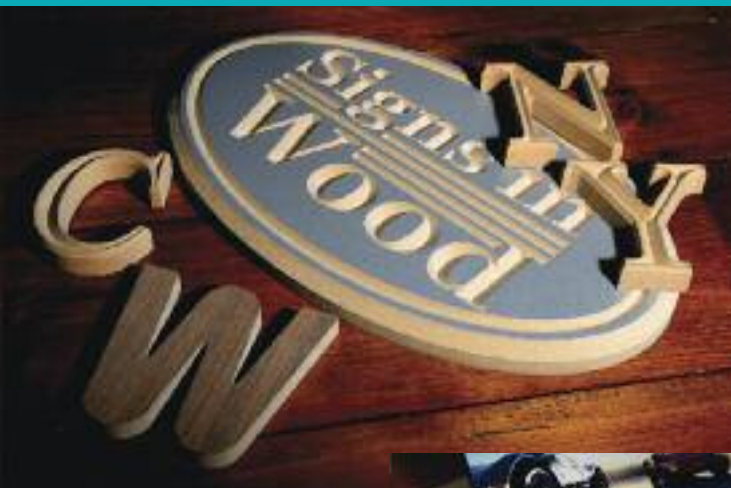
The best place to start is with the finish. This is a good test of any routing system, and this one's no exception, especially when you take a piece of thick, crystal-clear acrylic, which is notoriously candid in

disclosing the uglier fingerprints left by chattering cutters and poorly coordinated drives. However, cut it on the Protek and it comes off the bed with edges that look as though they have been especially finished to disguise the normal by-products of the routing process.

Such an accomplished finish hints at the interplay of the factors that

make it possible. Smooth finished edges mean equally smooth and precisely controlled movements, absolute precision and mechanical finesse.





Once the eulogies end though, the real work begins. Is it the same story when the demonstration ends and the system rolls up its sleeves and gets down to the real work? Happily, the good news continues as the Proték line is all about burning down the big workloads that make sense in a digital age – this is definitely not your grandfather's router!

Proték gets the essentials right. A major influence over quality and productivity is work-holding. The table is zoned and less obviously served by a number of powerful and surprisingly quiet vacuum motors, while the normal maze of large-bore piping you'd expect is



notably absent. Proték delivers the negative-pressure via the stiff chassis of the machine. Immaculate welds keep the ambient atmosphere out and even the smallest and most abstract-shape work-piece is securely held until it's finished.

Another fundamental ability that's often compromised on lighter machines and especially those targeted at die-less print finishing is waste handling. High-speed routing operations produce prodigious amounts of waste that have to be removed from the tool area during cutting. With the Proték machines the shroud encloses the cutting site and moves sufficient air through it to deal with the chips and shavings from even the toughest materials so that all that's left behind is a clean kerf. The resultant waste ends up in a wheeled containment system that's easy to transport to and empty at the disposal or recycling point.

Productivity traces to roots beyond speed and into its intelligent use. The Proték system optimises its rapid traverse times and changes tools quickly. More time cutting means more of the output it is designed to produce. Even slews during set-up are as fast and as simple as touching the bed position desired on the system's touch screen interface. Tool

initialisation is automatic and indexed to bed height, while also accounting for input from one of the system's sensors. For example, six millimetre thick acrylic, is usually anything but, thanks to local variations in material weight, which means that engraving or cutting to depth is subject to the inherent material error, due to the traditionally fixed Z depth of the tool performing the cutting operations.

However, Proték has solved this age-old problem by using a sensor that can ride the face of the material and that actually moves the whole spindle assembly under control of the Z Axis motor, to suit its particular thickness. The result is engraved lines of unvarying uniformity and slots milled to precise depths off the material face.

Routing is but one of the Proték line's talents but it's less a system, more a whole production centre that cuts and processes a wide range of materials for an equally expansive range of applications.

According to Complete CNC Solutions, the Proték line is routing technology with a future, as, unlike most routing systems, it is actually designed for use in an age where most of its users also have a digital print production capability on site, and thus a need for elevated

standards of print finishing.

The system is equipped with a smart camera so that it can perform co-extensive cutting operations on printed materials and when this facility is combined with exemplary levels of finish, plus the accuracy and versatility of the engineered configuration, it becomes something of a game-changer as it isn't limited by the restricted power and facility of lightweight die-less cutting systems. It's genuinely capable on all fronts and can deliver a large fascia production project with the same pace and performance used to contour cut some abstract shaped printed fluted board.

The system is equipped to finish and sports an impressive array of blades, creasing tools and other aids to flat-out-finishing, while intelligently offset toolpaths produce highly accurate cuts with the ease of speed and minimal operator involvement that makes it as relevant for prototyping as it is for relentless production.

But don't just take my word for it.

If your interest has been piqued you'll be able to see the Proték line at the forthcoming Sign & Digital UK exhibition where it will be making its debut on the Complete CNC Solutions stand (Stand C 12). Failing, that Complete CNC will be delighted to demonstrate any of the new system's capabilities at its facility in the South West, where I can attest that the coffee will be hot and the welcome warm! ■

MAKING THE LIGHT RIGHT

In the space of a few years, LED systems for signage applications have improved to such an extent, that they have become the first choice method of lighting for both built-up letters and back-lit lightboxes. Here in the first of a new series of regular columns, Graham Pritchard, Technical Sales (Internal) at Vink Lighting, advises how they can be best applied.

Initiatives to set standards of excellence in LED lighting technology such as the E.C.A. scheme implemented by The Carbon Trust, have inspired leading manufacturers to continuously improve LED light output whilst at the same time reducing energy consumption. This initiative has proved to be so successful, that luminous efficacies in excess of 100 Lumens per Watt are now considered the norm, whilst still managing to maintain lumen depreciation figures of less than 30 percent after 50,000 hours use.

The E.C.A. scheme parameters relating to colour rendering, luminous efficacy, and lumen depreciation on White Light Emitting Diodes published in 2012

proved to be far less stringent than the improvements the major manufacturers have since developed. This has led to the effective 'closing down' of the scheme now that the industry has ready access to highly efficient systems from a number of manufacturers.

Sign designers and specifiers are requesting shallower and shallower return depths for both letters and lightboxes. LEDs being single point light sources are finding it increasingly difficult to perform well at these shallower depths whilst at the same time providing perfectly even face illumination.

A typical exposed SMD (Surface Mounted Device) emits light with a beam angle of approximately 120 degrees which, unless the diodes are very closely packed together, or the distance from diode to sign face is very large, will show on the sign face as a number of bright spots. This problem will only be accentuated if the individual diode brightness is increased. The more diodes required to evenly illuminate a sign, the greater the solution cost, the more energy consumed and the less chance the

sign will be granted advertising consent.

Without a protective cover, the diode is prone to physical damage, moisture ingress, corrosion and pollution damage. These factors can result in rapid lumen depreciation caused by moisture ingress, colour shift where pollutants degrade diode phosphors, effectively turning White LEDs Blue, Yellow or Pink, and, in the case of physical damage, catastrophic failure.

Manufacturers have now reached the point where LED performance cannot continue to improve to any significant level. On the contrary, more and more end clients are asking for LED systems to have a dimmable option in order to conform to standards required for local authority advertising consent. (A typical urban authority would not knowingly approve a face-lit sign with a Luminance of greater than 1000 Candelas per square metre).

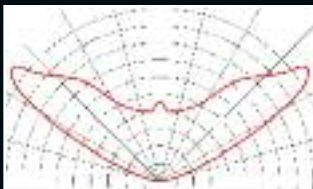
Once again, the major manufacturers have led the way in developing innovative solutions to address many of these issues. Clearly, the quest for more light is

now over, and the new 'Holy Grail' is to use all that extra light in the most efficient manner possible - Optical Lens Technology has proved to be that Holy Grail.

Optical Lens Technology in modular LED systems has gone through an evolutionary process beginning with a simple clear cover over the diode, the sole function of which was to provide physical protection, to an array of optics on the same module manipulating the light to suit a particular application.

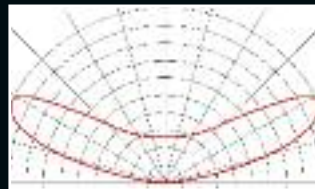
Many of the major manufacturers have developed specialised optics such as GE Lighting's 'Optilens' system, Osram's 'Flat Ray Technology' or Agilight's 'Versalenz' Advanced Optics System.

All the systems work on the same basic principle, whereby the optic spreads the light beam from the diode allowing for wider module spacings and shallower return depths. The principle is generally known as the 'Batwing Beam Pattern', but has many variants as shown in the following ray plots published by just one of the above manufacturers, Agilight.



Each of the above plots represents the pattern of light manipulated by the lens, and will create completely different effects in terms of light intensity on the sign face at different return distances.

Intelligent use of these modules with their specialised optical lenses depending upon a particular application will result in the use of far fewer LEDs, thus significantly

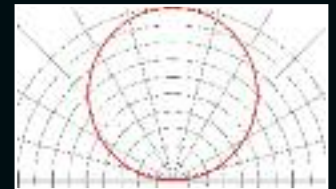


reducing cost and energy consumption whilst still providing bright, evenly illuminated signs.

Another clever innovation is the Tetra



MiniMAX MS LED system from GE Lighting. The light pattern pictures on the left compares the difference between the MiniMAX MS optic and a standard light pattern with a typical batwing optic, whereby the light is stretched to best suit very narrow stroke width, shallow return letters. Combined with a very small module size, (35mm long x 10mm wide x 9mm high) and a module brightness of 36 lumens, the module will provide



even illumination at return depths as low as 38mm even when spaced widely apart.

Clearly, this type of optic would not suit every application, but is a good indicator that the idea of a 'one module fits all' approach to sign design is a thing of the past, and individual module cost is not the critical factor when producing an economical sign. ■



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THE ADOBE THEATRE

The ever-popular Adobe Theatre will feature five workshops daily and offer attendees a host of practical tips and advice for mastering their software packages.

These will include the 'Creativity Overload' session, designed to refine Photoshop editing skills, and the 'Don't break the grid' session, where attendees will be taught countless workflow improvement tips and timesaving tricks.

Adobe Illustrator and Adobe Bridge are some of the other software packages that will also be covered.

THE COREL THEATRE

Combining a range of practical workshops and product demonstrations, the 2015 Corel Theatre is a must-attend for anyone active in the design, sign, printing, embroidery and promotional products sectors.

The seminar sessions will include a practical step-by-step guide to creating various items such as business cards and posters with CorelDRAW Graphics Suite X7 and attendees will also learn how to create and customise their own webstore and how customers can personalize products using DecoNetwork.

Those working with apparel and promotional items, garment printing, embroidery and appliqué, will be able to enjoy dedicated sessions in the Wilcom DecoStudio e3 workshop.

THE SIGNLAB THEATRE

Wide-format design and production software specialists, CADlink Technology will present a series of seminars focusing on best practice print

The show is back in town!

At the end of March, sign and print companies throughout the UK will be flocking to Birmingham's NEC in anticipation of another bumper exhibition and, according to Event Director, Rudi Blackett they won't be disappointed! This year, bookings for the sign and display sectors' favourite show got off to stonking start. Val Hirst reports



offering a plethora of educational workshops and seminars, as well as Textile and Materials Trails, together with a brand new Retail Route, on-stand demonstrations and lots of special deals and offers.

Furthermore, anyone who pre-registers and attends the show will be entered into a free prize draw to win a Roland DG Texart RT-640 printer package, which includes installation, a set of Texart inks, plus a one-year Roland silver warranty. For full terms and conditions, visit: www.signuk.com/roland-dg-prize-draw-terms-conditions/ ■



With Sign & Digital UK 2015 all set to be at least a fifth bigger than last year's show, visitors to Halls 17 & 18 at the NEC will be sure to find much to interest and excite them. In addition

to the 200 odd exhibitors, which between them will be showing all of the hardware, software materials and ancillary products and services commonly used by sign, display and digital print companies, the show will also be

and cut, sign and display design and production workflows.

Session highlights will include an introduction to the use of dedicated sign-making software packages and include tips on the most common tools used in day-to-day design and production environments.

The 'SignLab for Mimaki' session will cover boosting design and production workflows with Mimaki printers and address key areas such as print and cut set-up, the use of time saving tools, how to supersize images and make the most of the special effects features.

The 'SignLab for Versaworks' session will focus on the ways that Roland users can maximise the benefits of print and ink technology. Practical skills covered will include contour cut-lines, working with VersaWorks' colour palette and working with Roland colour profiles and metallic and white ink sets.

BUSINESS THEATRE

The Business Theatre will be packed with practical sessions identifying new revenue opportunities for business

owners looking to expand and improve their services for the year ahead.

Hewlett-Packard will run two workshops, one presented by Terry Raghunath and Jane Rixon, which will explore the new digital solutions for wall decorations in the seminar 'Explore the wall-covering opportunity with HP Latex Printing Technology'.

In addition, HP's Julian Mainwaring will present the 'HP Large Format Media, the perfect solution for any application' session, in which Julian will review some of HP's newest media introductions, and offer a sneak peak into the HP portfolio that has been certified for the new HP PageWide Technology.

In the 'Tips and tricks using lasers' sessions, Martin Horne, Managing Director of Trotec Laser will explore how a laser can help solve some of the common problems faced in the sign and print sectors, as well as using a laser machine to its full potential.

The British Sign and Graphics Association will also run two workshops to help sign companies get to grips with changing industry legislation. These will cover such

crucial topics as requirements under new European standards and the impact of changing building regulations on sign maintenance. There will also be an update on current health and safety issues, including the importance of risk assessments. All sessions will use practical case studies and are aimed at sign companies of all sizes and specialties. There will be two workshops during each day of the show.

In the 'Fast track to creative vehicle wrapping' session, Mimaki's Mike Horsten will take participants on an interactive ride from the past to the future of vehicle liveries.

Other seminars on offer in the Business Theatre will include 'Why and how can digital technology be used in new markets?' presented by Frazer Chesterman, 'Diversifying your business: training for new market opportunities' presented by a panel of experts from Antalis and 'Modular Display Solutions' from Andrew Burdett at Ultima Displays.

SIGNMAKERS' WORKSHOP

The hugely popular Signmakers' Workshop will once again be

presented by expert signmaker Paul Hughes. This practical feature is a must-see for visitors of all experience levels in the sign industry.

Each session is designed to help business owners get to grips with some of the most in-demand skills and techniques, with workshops covering vinyl application, vehicle livery and sign-board making.

Each topic is broken down into an introductory 'First steps' session, followed by a 'Moving on from the basics' advanced skills session. Each topic will end with an interactive Q&A session, where visitors will not only be free to ask questions, but will also be invited to try their hand at the new techniques covered in the presentation.

All seminar sessions are free and work on a first-come, first-served basis. For full timetables visit: www.signanddigitaluk.com/seminars.

Sign & Digital UK is free to attend and registration is now open. To pre-register visit: www.signanddigitaluk.com. ■

Stop Press! Stop Press! Stop Press! Stop Press! Stop Press!

British Grand Prix prizes from PrintMAX

Throughout March, PrintMAX is offering the opportunity for two lucky customers to win a VIP trip to the Formula 1 British Grand

Prix, homecoming race of current World Champion Lewis Hamilton, which will be held at Silverstone in July.



The competition is open to all customers who order their next large format Roland or Mimaki printer from PrintMAX during March or at Sign and Digital UK.

The prizes, each worth over £1000, will provide a fantastic opportunity to enjoy the ultimate F1 package.

In addition, PrintMAX will be inviting anyone who orders a Mimaki JFX to join them on the all-expenses paid trip to Silverstone.

PrintMax Managing Director Michael Bolton, said: "Last year we



saw an overwhelming level of response to our MotoGP competition so we thought we would take it up a level and offer our customers a great chance to join us at one of the sporting highlights of the year."

To be in with a chance of winning call PrintMAX on Tel: +44(0)1420 511539, go to www.printmax.co.uk or alternatively visit the company on stand F30 at Sign and Digital UK 2015 ■

Printers

Hybrid covers all the options

Mimaki's exclusive UK and Irish distributor, Hybrid Services will be using the show to launch a raft of new wide format printers. Pioneering new products across all sizes, speeds and price points will feature on the company's stand, which is conveniently located at the entrance to the show.

Taking pride of place will be a completely new line-up of 10 solvent printers, including the new CJV150 range of printer/cutters, which includes four different sizes of machine, ranging from 75cm up to 1.6m.

In addition to the integrated machines,

Mimaki's JV150 solvent or dye sublimation printer will be making its first UK outing alongside its ultrafast sister machine, the JV300, which provides a highly productive option for companies operating in the fashion and sportswear sectors.

The final part of the new wide format jigsaw from Mimaki is the CJV300, the company's top of the range, integrated printer/cutter that combines speeds of up to 105m sq. per hour with a very attractive price tag.

Another major Mimaki attraction on the stand will be the company's market-leading flatbed and roll-to-roll



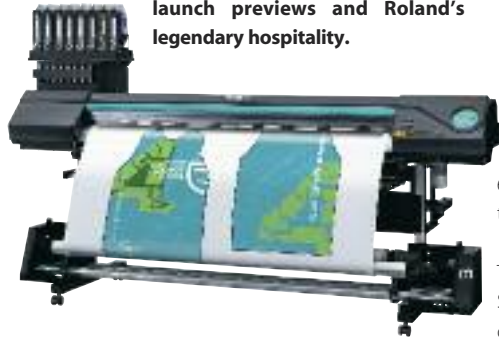
Hybrid will also be featuring three of Mimaki's small format LED UV flatbed printers from the UJF range, which offer the ideal solution for printing direct to objects or small items to add significant value and open up new revenue streams. Available in a choice of A2 or A3 bed sizes, plus a wide array of inks, these machines can enhance the service offering of any business.

LED UV printer portfolio that includes the JFX200 8' x 4' flatbed, which offers ultra-low running costs, a choice of inks including white and clear varnish, ozone free lamps that are guaranteed for 5,000 hours and 75 percent lower CO2 emissions than those of alternative UV technologies.

As an additional attraction, Hybrid will be extending its usual generous level of hospitality to all visitors to **Stand D10.**

Designed for inspiration

Roland DG, will be sporting not just one, but two stands (Stands F34 and G30), both of which will be overflowing with innovative ideas and applications, together with a number of 'UK firsts', exclusive pre-launch previews and Roland's legendary hospitality.



The stands have been divided into zones, the first of which, the 3D zone, will see the Roland team demonstrating the MonoFab ARM-10 3D printer and SRM-20 3D milling machine, with in-house 3D expert Peter Kettle on-hand to advise.

The Print Zone will feature the recently



launched 64" VersaEXPRESS RF-640 printer and Roland's flagship print-only device, the SOLJET PRO 4 XF-640, which prints at speeds of up to 102m²/hr.

The Print & Cut Zone will showcase the SOLJET PRO 4 XR-640, representatives of the ever-popular VersaCAMM VS-i and VersaCAMM SP-i series and the CAMM-1 Pro GX-640 Vinyl Cutter.

The Personalisation Zone will highlight exciting new applications that can be achieved with the VersaUV LEF-20 desktop flatbed, which prints directly onto most substrates up to 100mm thick and can be used to transform a vast range of ordinary objects into profitable, personalised items. The Roland team will also be demonstrating the compact and cost-efficient VersaSTUDIO BN-20 desktop printer/cutter.

The UV Zone will provide information

on Roland's ECO-UV ink technology as used by the VersaUV LEJ-640 Hybrid Printer and its bigger cousin, the VersaUV LEJ-640F flatbed printer, both of which will be on display.

In addition, Roland DG will be dedicating a separate stand to soft signage and digital textile printing, which will feature its Texart RT-640 printer and examples of some of the applications that it can be used for, including a wide selection of sports wear, fashion garments, promotional products and homeware. Furthermore, all companies who pre-register and attend Sign & Digital UK will go into a free prize draw to win a Texart RT-640 64" dye sublimation printer package worth over £13,000 that includes installation, a set of Roland Texart inks, and a one-year RolandCare Silver warranty.

Finally, the foot-weary can enjoy a refreshing pit stop at Roland's café! ■

See leading printers at SMGG



Stanford Marsh Group Graphics, the commercial graphics division of Stanford Marsh Group, will demonstrate a range of market-leading wide-format print solutions on Stand E24.

The division provides solutions based on printers manufactured primarily by HP and Mimaki and visitors will be able to see the HP Latex 360 and the Mimaki CJV and JFX200 platforms on show.

Also on display will be the Easy Rack storage system that meets the challenges of storing large volumes of wide-format print media. ■

Catch the ColorWave!

Canon has launched two new high performance wide format colour systems that will be unveiled for the first time at Sign & Digital UK, which it will be showing on Stand G10

Designed to enable a wide range of high quality applications, both printers use the latest version of Océ CrystalPoint technology for high speed toner printing with excellent adhesion to standard and specialty substrates, a higher print quality and clean refilling.



The Océ ColorWave 500 is designed to support CAD, GIS and production applications in the manufacturing, architecture, construction, design and

Canon

reprographic industries and comes with secure cloud connectivity and a Windows 8 embedded controller, making it a perfect fit for use in environments with multiple users.

The Océ ColorWave 700 caters for businesses requiring a higher print volume and its unique features make it a very capable all-round graphic arts device. It features enhanced media handling capabilities with an optimisation process for custom media and supports substrates up to 0.8 mm thick to produce a uniquely large range of graphic applications, including canvas, wallpaper and banner printing. ■



Choices galore!

Graphics Printing Technologies (GPT), which returns to Sign & Digital UK for its fifth consecutive year, will be showing the latest printers and extending some attractive special show offers to visitors to Stand D20.

On display will be the brand new product offerings from Mimaki, including the JFX-200, the JV range and the CJV range, as well as the hugely successful UJF series of A3 and A2 UV-cure printers for the sign and personalised promotional products sectors.

Also on show will be the new HP 300 Latex series of printers, which will be presented in the stand's 'Green Zone' where visitors will also be able to learn how environmental considerations can positively impact



both the cost and efficiency of their printing operation.

Other attractions will include a flatbed digital cutter from Esko Kongsberg, GPT's comprehensive range of MACtac media and a selection of finishing equipment. Experts from the various manufacturers represented on the stand will also be on hand to host demonstrations and to offer advice. ■

Get up-to-date with DTT



On Stand B10, MTEX Technologies will showcase the new MTEX Vision printer with direct disperse inks and the MTEX PAD coating machine working in tandem, to provide a 'snapshot' of the company's total turnkey direct-to-textile printing solutions.

The 1.85 metre-wide MTEX Vision has been developed as an alternative



solution to transfer printing, providing a direct printing capability on four-way stretch fabrics with vibrant colours and dense black tones.

The MTEX PAD coating machine is designed for the pre-treatment and coating of textiles. It offers production speeds of up to 140 linear metres per hour, a choice of two coating options and an infrared drying system that delivers fully dried printed output. The printer can be used either as a stand-alone solution or in-line with the MTEX 500, Vision and Turbo 1.8 metre-wide printers. ■

The perfect pair

Print specialist I-Sub Digital and its sister company i-Sub will be joining forces on Stand E10, to present a range of wide-format print, packaging and direct-to-textile technology.

Taking pride of place will be the new Mimaki CJV300 solvent print-and-cut unit, a flexible system offering automatic print-to-cut transition, full colour, white and metallic ink and crop mark detection for accurate contour cutting, together with print quality of up to 1440dpi and speeds of up to 17.5sqm/hr.

Another crowd puller is sure to be I-Sub Digital's exclusive Digi-Foil digital foiling system that combines a desktop Mimaki UJF-3042HG UV printer with a heated applicator, to create striking metallic, embossed, patterned and foil effects in just a few minutes, the Mimaki UJF UV inkjet printer is itself an all-in-one printing solution that outputs high-resolution printed graphics.



I-Sub Digital will also play host to Zünd UK, which will be demonstrating its Zünd G3 digital cutting table to illustrate the speed and ease with which signage, graphics and packaging mock-ups can be produced digitally.

To complete the offering, sister company I-Sub will be showing a Dgen Teleios Black direct-to-textile printer, which with its wide colour gamut, featuring true red, deep rich black and royal purple, is a popular choice for soft signage printers. ■

Printers

Art Systems adds value

Visitors to the Art Systems stand (Stand D40) will find an array of hardware, software and print media products and systems, all of which are geared to making production output more streamlined, efficient and, ultimately higher quality.

Hardware on show will include the latest Summa cutters including the new F-Series flat bed, the DC5X, S-Class T Series and XY Autotrim machines.

They will be complemented by a range of media from leading brands, such as Xativa, JM Textiles, HP media and

Neschen, including the latter's new POS and display window media. Finally, the stand will host the launch of the new ClustaRack media holder that is designed to hold two inch and/or three-inch core size rolls of media for safe and easy storage.

Visitors will also be able to see the adjacent HP stand (Stand D30), which will have as its centerpiece a huge display of Latex printers, as well as the standard Z6800 inkjet and the Scitex FB5 UV machines. In addition, demonstrations of the Latex machines in action will be live-streamed to the on-



stand plasma display, for the duration of the show.

ArtSystems' experienced technical and sales team will be on hand to provide advice and supervise demonstrations on both stands, and will also be offering some very attractive media bundle deals and show discounts, while also encouraging visitors to enter the competition to win a new ClustaRack! ■

Hardware, software and augmented reality!

Visitors to the Nth Degree Imaging stand (Stand K24) will be able to see a vast array of inkjet hardware and colour management and software solutions, all of which are specifically aimed at the graphic arts and sign and display sectors.

The company will be taking the opportunity to show live applications of Augmented Reality on banners, posters and packaging. This ground-breaking technology offers a new level of consumer interactivity with point of sale installations and packaging and enables brand owners to provide far more detailed product information, using video, audio and 3D graphics, combined with specific promotions and offers.

In addition, following its recent appointment as an official Roland dealer, Nth Degree Imaging will also be displaying the latest Roland VersaUV LEF-20-UV-LED flatbed inkjet printer and the SOLJET PRO 4 XR-640 print & cut inkjet printers, which will be shown producing banners and posters using VersaWorks, Caldera and EFI software.

Other attractions will include Fotoba cutters, lamination equipment and the latest in workflow solutions from Puzzleflow, which is specifically designed to manage the production of roll-up and eyelet banners, plus a range of consumables including inks, banner tape, eyelets and rollup mechanisms, together with the company's own brand of 'Positiv' print media. ■

The new Anapurna takes a bow

Agfa's super fast, super wide Anapurna M3200i RTR printer will be making its UK debut on Stand E 12. The latest member of the Anapurna i-series, this sturdy, 3.2m wide, industrial roll-to-roll UV printer combines outstanding productivity and stunning quality at the most competitive price.

Incorporating the latest generation of six colour (CMYKLcLm), high-resolution printheads, it achieves up to 123m² per hour output with extremely low ink consumption and will be shown with two additional options: The dual roll option that enables it to simultaneously print jobs on two rolls of the same media type, each up to maximum 1.52m wide, and the mesh option, which facilitates the printing of mesh

without liner, thanks to a special gutter beneath the printing area.

Thanks to the use of 'thin ink layer technology', Agfa Graphics' large gamut of UV-curable inks facilitates printing onto a broad range of flexible materials, including top quality banners, self-adhesive vinyls, and front- and back-lit graphics to deliver the highest quality prints with the lowest ink consumption per square metre currently available.

All Anapurnas come complete with Agfa Graphics' Asanti workflow software for the sign and display market,



which adds colour management and automatic preflighting to ensure consistent quality and is further complemented by the Asanti StoreFront cloud based web-to-print system, which comes as an optional low-investment SaaS solution. ■



Inks, machines and more

Quality Print Services (QPS) will return to Sign and Digital UK with a range of wide-format and textile

printing equipment.

As an authorised Roland Dealer for dye-sublimation applications and the primary UK distributor for Nazdar digital inks, QPS will be introducing three new Nazdar inks. These include the Nazdar 153 Series inks, which have been designed for use on Mimaki printers, the Nazdar 720 Series

that are developed for use with a wide variety of UV curing printers and the Nazdar 260 Series UV Inkjet ink that is designed for colour-matched compatibility with the Roland EcoUV ink set.

QPS's expert team will also be on hand on **Stand D2** to offer help and advice. ■



SUMMA F SERIES™ Pro Flatbed Systems

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The **Summa F Series** is a completely new cutting product line based on 25 years of expertise building the worlds very best cutting plotters.

These advanced engineered flatbed cutting tables are capable of cutting sheet and rigid materials as well as roll stock. Up to three tools can be inserted at one time on the multi-module tool holder. Changing tools is quick and easy. Automatic tool recognition, combined with digital and mechanical depth and / or pressure control, ensures precise cutting on a wide variety of materials.

Multi-function Head

The multi-function head holds up to three modules at one time. The central unit houses a LED pointer and an integrated camera system for fast and accurate contour cutting mark recognition.

Tangential Module

The powerful tangential module offers a vertical force of 12kg and corresponds to a wide range of matching tools. Each of the many and varied tools have a barcode ID that ensures automatic recognition and parameter settings.

Routing Module

The router module is capable of milling most widely used solid boards in the graphic and sign industry, such as hard foam PVC, acrylic and aluminum covered boards. The router also includes a vacuum cleaning kit to take away the chips and dust (vacuum cleaner is an optional accessory).

Drag Module

The drag module is a superfast module for making notations with pens or kiss cutting a wide range of materials with a pressure of 600 grams of down force using a drag knife.

Vacuum Pump and Selector

The vacuum pump with sound absorber holds the material in place during the job while the selector adjusts the vacuum automatically to match the working area.

Conveyor System

This optional conveyor system and media support rollers allow the cutting / creasing / annotating of large lengths of flexible material to large production runs.

Pneumatic Pack

Optional pneumatically-driven media advance clamps hold the material down while pulling it forward in order to work continuously in panels or multiple jobs.



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Printers

Looking at Latex

On Stand E32, City and West End Solutions (CWE) will place HP hardware, inks and software at the heart of a complete design-to-finish workflow solution.

Key HP Latex printers to be featured will include the 360 and 310 platforms, supported by HP media such as the WallArt collection for wall decoration

and compatible AVA RIP software.

CWE will also demonstrate the ability of HP Latex printers to maximise the Expanse range of wide-format media in addition to a complementary Summa wide-format cutter.

Finally, following CWE's appointment as sole UK distributor it will be showing



the range of Barbian developed for precise colour Spectrophotometers that have been matching. ■

Printing perfected

Perfect Colours will be showing its extensive portfolio of both new and established printers on Stand C10.

On show for the first time will be the UV-curable Jetrix KX6 five-colour flatbed printer from InkTec. The company will also show the powerful Durst Omega 2

hybrid printer, as well as a range of machines from HP, including the HP Latex 310 and Designjet Z6800 for higher productivity requirements, together with the Epson SureColor FC 6000, that is said to represent an ideal entry-level solution for the lucrative dye-sublimation sector.



Perfect Colours will also demonstrate sign cutters from Summa, software from Caldera and a range of media and ink options. ■

Making the most of Mutoh

Amongst the new printers to be shown by Colourgen (Stand E30) and supported by Caldera VisualRIP software will be the Mutoh ValueJet 1638X using the new Universal mild solvent inks and the Mutoh 426UF, an A3+ LED UV platform designed for printing personalised products, labels and gadgets.

Other Mutoh printers on display will include the new 24-inch ValueJet 628 using eco-solvent inks and the ValueJet 1624.

Colourgen will also demonstrate the Mutoh ValueCut 600 cutter and the Kala Mistral 1650 laminator. ■

Sterling support

Authorised Mimaki and Roland DG reseller, PrintMAX (Stand F30) will showcase the latest offerings from these major global manufacturers.

Machines to be demonstrated include the award-winning Mimaki JFX 200 flatbed and JV300 roll-to-roll models,



together with the Roland DG direct-to-substrate VersaUV LEF-20, VersaCMM VS-I and XR-640 printers.

As well as extending a host of special offers and promotions across the Mimaki and Roland DG ranges, PrintMAX is also offering any customer who orders a Mimaki or Roland printer, either at the show, or during the month of March, the chance to win a VIP trip to the Formula 1 British Grand Prix at Silverstone to be held on 4th-



5th July. There will be two prizes up for grabs, each worth over £1000.00, which as entry to the race will include hospitality and overnight accommodation. Furthermore, any customer who orders a Mimaki JFX during March will be rewarded with a guaranteed invitation to join the PrintMAX team on an all expenses paid visit to the race, as well as the two competition winners! ■

JETRIX unveils the RX3200

Jetrix will use the occasion of the show to introduce the Jetrix RX3200, its brand new 3.2m UV roll printer.

Designed to deliver rapid speeds and high precision, the RX3200 will be demonstrating its capabilities on Stand G20, where it will be printing at

up to 169sqm per hour in production mode, and at 36sqm per hour in the best quality setting.

Whilst the printer is new, the technology inside is tried and tested. Equipped with sixteen Konica KM series (14PL) printheads, it achieves an outstanding print quality of up to



1440dpi. Available as either a four-colour (CMYK) or eight-colour (CMYK+LcLmLbLy) ink configuration, it uses InkTec's tailor-made UV ink to deliver excellent adhesion to a wide variety of substrates, with extremely vibrant colours.

It also sports some handy features, such as the option to load multiple rolls to print at the same time, an easy winding system for use with heavy media and an automatic nozzle cleaning function. ■

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Cutting, Routing and Engraving

The dynamic duo

AG/CAD will be using the event to bring together the power of KASEMAKE CAD, and the speed, precision and quality of the Korean made DYSS X7 digital cutters that provide users with unrivalled performance, a speedy return on investment and a perfect partner for their digital printers.

The DYSS X7 Digital Cutter provides precise, efficient, camera-guided routing and knife cutting, thus automating finishing, reducing mistakes and keeping labour costs down to the absolute minimum. The latest K-CUT Vision system facilitates automatic cutting of materials up to 3.2m wide, and unlimited length with the optional roll-off unit.



material and tool combinations.

Equipped with an array of tools for use with all commonly used signmaking materials, the router can be used to shape substrates, such as acrylic and Dibond, while vinyl can be cut with the kiss cut tool and plastics and Foamex and polypropylene with the heavy duty drag knife, together with many further

In addition, AGCAD offers significantly lower pricing structures than many competitive suppliers, as well as three and five year finance/leasing options, to ease the transition into routing.

The DYSS X7 will be demonstrated live on **Stand C21**. ■

The complete package

Visitors to the Complete CNC Solutions stand will witness the introduction of the company's new range of Protek routing equipment in addition to the Tekcel systems for which it is best known.

The new Protek line satisfies the need

for a routing and production system that is designed to work in tandem with wide format flatbed digital printers, thus facilitating highly productive routing and finishing.

Visitors will be able to see the system in action on **Stand C12**, where it will be performing a variety of production

tasks and will be able to see for themselves that its high quality output is ready to use without the need for additional post cutting processes, thus saving both time and money.

Complete CNC Solutions' will also be showing its Tekcel range of routers, which have long been regarded as the

industry's workhorses and offer a blend of productivity and endless versatility at optimal cost.

Rounding out the Complete CNC Solutions' offering will be a range of tooling that combines quality with remarkable value for money. ■

Easy tool changing with AXYZ

On stand E22, AXYZ International, a leading supplier of CNC routing, engraving and knife cutting solutions, will demonstrate its AXYZ 8010 router from the popular high-productivity 8000 series.

This will feature twin processing heads and an ATC (Automatic Tool Change) facility, although a wide range of optional production enhancements can be added as required.

The 8010 has a processing width of 2,630mm, a standard processing length of 3,048mm (extendable by increments of 610mm) and a maximum speed of 25 m/sec, with higher speeds available as required. The 8010 is ideal for work that involves eight feet-wide materials that are frequently required by sign manufacturers and plastics and aluminium fabricators. It is the perfect solution for processing eight feet-wide single-sheet or four feet-wide dual sheet materials.

The machine is configured with a dual carriage option, enabling high-volume duplicate processing of materials and a doubling of output capacity. It also features both the latest A2MC machine controller that precisely manages acceleration and deceleration to dramatically improve the quality of cut finish and the easy-to-use AXYZ SmartConsole control system that rides alongside the machine gantry to facilitate ease of start-up.



There will also be a special display for the AXYZ CNC Routershop division. This provides a 24-hour tools and accessories online sourcing facility for owners not only of AXYZ machines but also owners of virtually any other machine, regardless of make or country of origin. ■

Get sawing with Sagetech

Sagetech, a leading UK manufacturer of vertical panel saws, will be demonstrating its Zapkut and Koolkut brands at the show. On Stand A27 it will be showing the new KF range, a robust, powerful machine designed for heavy volume cutting, coupled with high accuracy, at a very attractive price.

Targeted specifically at signmakers who

require a routing option, it facilitates easy changing between sawhead and router, thus facilitating the v-grooving of aluminium composites.

Also on show and again of particular interest to sign companies, will be the Zapkut ZM range that will be shown configured in sawing mode and which has now been updated with the latest high efficiency dust collection system.

These machines, and the popular Koolkut KK range, are available in sizes from 8' x 4' (2500 x 1250mm) through to 3.1 x 2.1m, thus covering all of the main sheet sizes commonly used in the sign sector.

Finally Sagetech's unique, portable Zapkut ZK unit, which can be easily folded and hung on a wall when not in

use, is the ideal choice for operations where there are major space constraints. ■



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Cutting, Routing and Engraving

Laser with Lightblade

Thinklaser will be introducing its new range of affordable flatbed laser cutting and engraving machines on Stand C66.

These will include the Lightblade range of laser cutting and engraving machines, which are designed for use

by companies operating within the sign, display and digital textile printing sectors and combine quality with both a competitive price point and an exemplary level of service and support.

Versatile and easy to handle, the machines can be used to laser cut and



engrave wood, acrylic, textiles, Perspex, veneers, leather, fabric and glass. There are four sizes to choose from: the 1290, 1490, 3040 and 6090, all of which come complete with Thinklaser's standard training, technical support and maintenance packages, together with extended warranty options ranging

from three to five years.

Visitors will be able to see the Lightblade 3040 in action on the stand and Thinklaser's Business Development Manager, Carol Wilson, will be on hand to provide helpful advice and assistance. ■

Total care is priceless

Making its show debut this year, the Biesse Group, which has been manufacturing CNC routers for as long as computers have been controlling machinery, offers a wide selection of industry standard bed sizes and system

configurations that can deliver a potent combination of machining processes, including cutting, routing, carving, engraving and drilling.

Biesse's flatbed CNC routers provide versatile production platforms for a broad range of manufacturing industries, including the sign and display, plastic engineering and metal fabrication sectors. Built to handle the demands of even the

busiest workshops with ease, Biesse's three axis CNC routers provide the production power house required for sheet processing, while its five axis CNC systems facilitate the creation of a stunning third dimension, at an affordable price point.

All of Biesse's CNC routers are supplied in the UK with a comprehensive five year warranty



that covers parts, labour and includes annual servicing.

The company will be welcoming visitors to **Stand J20**, where they will be able to see a one of Biesse's Klever range of CNC routers being put through its paces. ■



'The Best of British'

This will be the central theme of the Blackman & White stand (F10) where the company will be introducing the new British-made Versa-Tech cutter.

The machine is said to be the result of a decade of product development and refinement, resulting in a solution that offers the ultimate in tooling flexibility,

while also offering crease, kiss-cut, routing, drag/oscillating and rotary-driven knife capabilities in a single table. ■



ITC set to cut the mustard

On Stand F42, Industrial Tooling Corporation (ITC) will introduce a new line of cutting tools from a leading high-quality Swiss manufacturer.

The company will also promote the new coating for the established 3061 series of cutting tools for machining stainless steel and similarly exotic

materials, as well as the additions it has made to the popular 180 and 4071 series of cutters.

Other new developments to be showcased include the 2041 series of cutting tools that incorporate special design features to improve swarf clearance, particularly when conducting pocketing operations on

acrylic, aluminium and wood and leading to a superior quality of finish, without the need for secondary manual finishing.

ITC will also demonstrate three flute cutters that have been added to the

2091 series, as well as the 2121 series of extra-long cutters for machining difficult-to-reach surfaces. The company will also offer solutions to common cutting issues, such as delamination, excessive burring and poor surface finishes. ■



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Cutting, Routing and Engraving

A collection of cutters

On Stand C34, Graphtec GB will demonstrate a range of plotter/cutters that includes the CE6000, the flagship FC8600 and the desktop Silhouette Cameo models.

The company will also demonstrate the latest FlexiSign sign making software and, subject to the conclusion of negotiations currently in progress, a range of market-leading large-format printers.

The CE6000 offers an increased cutting speed of up to 900mm/sec and a maximum cutting force of 450gf. In

common with all Graphtec cutters, it features the latest ARMS 5.0 (Advanced Registration Mark Sensing) system that claims unbeatable media plotting and cutting accuracy via use of four-point, rather than traditional three-point, media registration. The ARMS facility now incorporates the latest ISM (intelligent Scan Mode) facility that further enhances tracking and cutting accuracy in longer-length print & cut applications.

The CE6000 comes bundled with a free Graphtec Studio design and cutting software program that now has EPS support to enhance its compatibility

with other popular software programs such as Adobe Illustrator and CorelDRAW.

The upgraded FC8600 plotter/cutter claims 'fastest in class' status, offering a maximum speed of 1,485mm/sec. It has a maximum cut area of 1,662mm x 50m, an enhanced cutting force of 600gf and the ability to cut media up to a thickness of one millimetre.

One of two desktop plotter/cutters under the Silhouette brand, the 12 inch-wide Silhouette Cameo can plot and cut media up to a length of three metres. Included in its many advanced design



features is a roll feeder facility for improved tracking accuracy.

Completing the Graphtec GB presence will be the latest FlexiSign software. This is described as a one-stop software solution for sign makers and incorporates five different products. It is available via an attractively priced subscription that covers all future upgrades, thus avoiding a hefty up-front payment for users. ■

Trotec to launch SpeedMarker laser

A leading manufacturer of CNC Co2 and Fibre Optic laser machines, Trotec Laser (Stand E36) will use the show to launch its latest SpeedMarker 1300 machine.

It follows a period of rapid expansion for the company that has included the opening of new showroom facilities in Ireland, Scotland and the South East of

England.

These facilities now accommodate both the SpeedMarker 1300 that can comfortably handle objects up to a width of 1,250mm whilst complying with Class 2 laser safety requirements and for the first time in the UK, the larger SP1500 flatbed laser machine. ■



See streamlined workflow solutions



On the stands of its authorised distributors, including i-Sub Digital (E10), Canon (G10) and CMYK (H10), Zund Plotting Systems (UK) will show how its digital cutting systems can be used as part of a fast and efficient integrated workflow solution.

Key digital cutting tables to feature will include the G3 XL3200CV, G3 L3200CV and S3 L1200CVE machines.

All of the cutting tables are based on a modular design to enable customised machine and workflow configurations to meet specific customer requirements. ■

Leopold to cut it fine

As the UK and Ireland distributor of Fotoba and Colex machines, Leopold (Stand F60) will be demonstrating new and existing solutions from both companies.

Of special interest will be the new Fotoba XLLD170WP machine for

cutting bespoke-designed wallpaper with ultimate precision and the Colex SharpBed cutter for cutting and routing a wide range of rigid substrates.

Also to be shown will be the On A Roll Lifter and the Emblem Air Press



for producing metal and plastic eyelets used for banners and other soft signage applications. ■

A perfect fusion

On Stand J64, CSI Manufacturing will be showing its Epilog lasers, including the Fusion large format laser engraver and Vision mechanical engravers and routers and the 2550 router/engraver fitted with the automatic raster Braille insertion tool.

Also on display will be materials from

Rowmark and Innovative Plastics, as well as the new CSI Rigid Laminate, a range of three ply phenolic high pressure laminate (HPL) that is offered in eight of the most popular colour combinations, and available in thicknesses of 1.5mm and 3.0mm and sheet sizes of 1220 x 610mm and 1220 x 1220mm. ■



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Materials

A cornucopia of delights

On stands B16 and B20, William Smith will showcase its trade service capabilities and demonstrate examples from its vast materials portfolio.

This includes market-leading brands such as 3M, for which the company is the UK's largest stockist and distributor, Arlon, Contra Vision, R Tape, iSee2 and VION.

Key products and services to the trade include the manufacture and supply of a wide range of bespoke signs (including the Stylos directional and information system), sign trays, non-illuminated poster boxes, letters and logos, large-format digitally printed graphics, vehicle wrapping solutions and CE-marked road traffic signs. For the latter, William



Smith is one of only a select few companies that has achieved the necessary accreditation to enable it to manufacture CE-marked road traffic signs that are now mandatory in order to comply with the relevant British Standard requirement.

Key products to be shown from William Smith's wide-ranging materials supply division include premium-grade vehicle wrapping films from 3M and Arlon. These include 3M 1080, a long-term



removable film in gloss metallic and satin formats (including 18 new colours) and Arlon UPP 4600LX and Arlon 6000XRP, all of which incorporate repositionable adhesives and special air-escape technologies.

Specialist films to be demonstrated include 3M etched-glass and sandblast-effect formats and 3M Fasara glass-decorative films for glass/window graphic applications and 3M Light Management Films. The latest 3M



Dichroic Films that simulate the colour-changing capabilities of genuine Dichroic glass, but at a fraction of the cost, and Contra Vision Perforated Window Films will also be shown.

Significant new additions to the range of window films now available from William Smith are 3M Safety and Security films. These include 3M Combination that combines security and solar control in a single product and 3M Autotint Automotive Films that reject 97 per cent of solar light and block 60 per cent of solar heat for enhanced driver safety, comfort and privacy ■

Creative options aplenty

Fujifilm (Stand J10) will be showcasing a wide variety of creative options based on its range of Acuity large-format printers and compatible Euromedia materials.

The company will also demonstrate the light industrial-grade applications made possible by the use of its thermoforming UV-cured Uvijet KV inks.



Of special interest will be the Acuity Advance Select flatbed printer, which claims near-photographic quality output on both rigid and flexible



materials and will be seen working alongside the hybrid Acuity LED 1600 printer featuring a low-energy LED curing system.

Fujifilm will also be showing the Acuity Advance Select and Uvijet KV inks that are said to represent the ideal combination for printing high-value thermoformed objects. ■

Soyang on song

Soyang Europe will be showcasing an expanded range of wide-format media sourced from leading global manufacturers on Stand A8.

Key exhibits will include the company's own-brand SoFlex banner-grade materials, SoStick One Way Vision media, SoFlat material for front-lit, backlit and block-out applications and the enlarged range of SoMagic wall covering media.

It will also be showing Intercoat, a premium-quality German

manufactured self-adhesive vinyl that claims strong eco credentials and which can be used in conjunction with any Latex, eco-solvent, solvent or UV curable wide format printer to produce a varied range of different sign and display applications.

Soyang Europe's more widely recognised product range will also be complemented by AlumiGraphics, a versatile, 100 per cent recyclable, wide-format media made from pliable aluminium foil with a white finish that can be printed directly with solvent, eco-solvent, latex and UV



inks, without the need for lamination. Durable and easy to use, it moulds naturally, without heat, and can be applied to virtually any rough or smooth textured surface. ■

Get surface appeal



Landor UK will be launching a number of new products on Stand E40, including two new additions to the Landor Phototex self-adhesive fabric range.

Phototex OS is an opaque version that is suitable for printing with solvent, eco solvent, UV and Latex inks, while New Phototex S FR, is a fire rated version of the very popular Phototex S. Both materials form part of Landor's own brand Surface Appeal collection.

Visitors will also be able to see several new liquid protective coatings and primers, plus inkjet medias for current and new specialist applications, including new Glassadhere for glass decoration. ■



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3M

Materials

Materials on demand

Leading nationwide stockholder of a vast range of raw sign making materials to the trade, Blackburns (Stand M10) will be promoting key products, as well as the depth of its processing and service capabilities.

The company supplies aluminium, stainless steel and other semi-finished

non-ferrous materials in addition to composites, such as ACM and acrylic, polycarbonate, polypropylene and PVC foamed sheet, together with a range of cleaning and polishing solutions.

Blackburns also supplies a selection of semi-fabricated sign components, such as posts, rails and sign trays to enable sign makers to deliver bespoke sign and display solutions to their customers. ■

Innova set to innovate



The manufacturer of media for a wide range of specialist graphic display applications and known primarily for its digitally-printable fine art papers, Innova Art (Stand K11), will showcase its recently expanded Graphic Art range of media, which is aimed at users of eco-solvent and Latex printers.

Key attractions will be the JetMaster range that includes the JetMaster Direct Print Photo and UV-compatible versions. ■



Perspex gets flexible!

On Stand C40, Perspex Distribution will mark its entry into the flexible media sector with the launch of the Transprint Digital Media range, which includes over 30 product variants for roll-fed printer applications.



Other new products on display that are also suitable for use in conjunction with large-format flatbed printers, will include Palfoam Anti-Static (AS), the latest addition to Perspex Distribution's



range of foamed PVC sheet materials,

The company will also show the latest additions to its lighting products portfolio, together with a full range of Sloan LED modules. ■

Huge choice from Grafityp

Examples from the full range of Graficast, Grafitack, GrafiPrint and GrafiWrap films will be shown by Grafityp UK on Stand J30.



Visitors seeking more environmentally friendly materials will be interested in the Grafitack GEF range of ecological film, and those working within the textile sector are sure to be delighted by the wide range of CAD-cut and printed designs produced by Siser, including many different colour options and films that can be used to create unique special effects. In addition, there will be some new transfer papers for use with inkjet and laser printing, collectively known as Forever.

There will also be new heat presses from Stahls and existing machines

from Siser and SEFA, as well as solvent and print and cut machines from Roland DG and Mutoh, plus laminating machines, vinyl cutters from GCC and Roland DG and the LaserPro range of laser engravers, also from GCC. ■

A full house at Antalis

On Stand J12, Antalis will showcase a wide range of media and other consumables from leading brands.



Materials on offer will include those from Orafol, Drytac, 3A and Coala and visitors will be able to choose from a wide selection of inks, papers, canvas materials and vinyl options. ■



Reducing material costs



This will be the central theme of the UPrint On It stand (B56).

This company's aim is to minimise back office costs and pass the

resultant savings, which are estimated typically to be 20-30 per cent lower than equivalent products, directly on to customers. ■

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Signs, Displays & Lighting

Check out NeonPlus

On Stand H16, The Sign Group will be demonstrating just how effective its products can be, by using them to decorate its stand in a number of unusual and highly imaginative ways.

The company will also be unveiling its NeonPlus illuminated signage product for the first time at a UK exhibition.

Originally launched last year NeonPlus, which is a low voltage and hardwearing replacement for traditional neon signage, has already enjoyed a high degree of success amongst sign and display companies that appreciate its versatility as well as its slim shape and bright illumination. Suitable for both internal and external use, it is available in eight standard models that can be endlessly tweaked



to suit individual requirements and now features a new exterior trough light.

TheSignGroup will also be offering visitors to the stand an optional extra in the form of free Chuppa Chup Lolly! ■

Swing on by



Signwaves, one of the UK's largest designers and

manufacturers of point-of-sale signs, will be showing a selection of its pavement and display signs that are cunningly designed to entice customers to part with their cash!

Products on show on **Stand B60** will include Signwaves' ever-popular Ecoflex and Swinger signs, together

with the improved Adfresco Café Barrier System. Now available in stylish black, as well as stainless steel, this patented barrier system facilitates the creation of user partition areas, both inside and out, whilst also providing an excellent opportunity for brand promotion. ■



Stylish flat-pack system

Space Display will be using the occasion of the show to launch its new Techno Deluxe Plus iPad display stand on Stand H8.

This stylish flat-pack display system features a sleek aluminium post mounted on a heavy-duty steel base, a frosted acrylic tabletop and a lockable steel cradle to hold an iPad. The cradle offers 360-degree rotation and a tilt-

and-swivel facility.

A branded roll-up or custom-shaped rigid graphic can be mounted to the front of the system that is said to offer the perfect display solution for interactive product presentations. ■



See a world first

Fairfield's stand (Stand A30) will be packed with new and exciting concepts for the sign market including a first world exclusive viewing of PixaLux, an illuminated LED panel that is set to revolutionise the sign and point of sale sectors.



The PixaLux panel uses LED lighting combined with complex layers of acrylic to create a structural light sheet that features a double-sided illuminated opal surface. The panel is frameless and facilitates an even spread of light without shadows and its robust construction makes it ideal for use instead of metal and wood for point of sale units.

It can be printed or decorated with vinyl graphics, while the fully adjustable white or RGB coloured LEDs embedded into the panel, enables the ambience to be changed with the merest click of a switch.

Fairfield will also be launching the newest variations of its highly successful LED Light Pocket range,

which offers suspended, freestanding or wall mounted options. Visitors will be encouraged to order samples and to take advantage of the special show prices that are being offered on the new designs, which include coloured edges and curved and etched panels.

Other attractions will include 'Sunbright' screens, which thanks to the use of new technology are perfectly legible even when viewed in bright outdoor light. They are supplied complete with an inbuilt software package that can be used as a media player or as a complete network system. ■

LED prominence on the BaltLED stand



On Stand E62, BaltLED will demonstrate a range of LED solutions.

They will include the illumination of light boxes, channel letters, pylons and other sign-related applications. ■

Hanging in suspense

Although promising a display that it claims will be entirely new to Sign & Digital UK, Applelec (Stand B40) is being guarded as to what visitors can expect.



built-up and flat-cut letters, the I-Sign range of way-finding signs and the award-winning LED Light Sheet product. But is there something new in the offing to warrant such secrecy? ■

Caution aside, the company promises the now familiar array of illuminated and non-illuminated



Applelec sales team

Top Tip from Katie

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Inks and Finishings

Promising a perfect finish



On stand J60, Awltech PFE will demonstrate machines from its flame polishing, heat bending and edge bevelling solutions for processing plastic sheet used in the sign and display industry.

To mark its 25th Anniversary, the company will be offering attractive discounts on a limited number of its HRK heat bending machines for the duration of the show.

Making its UK debut will be a new Diamond Edge Beveller. This will deliver a clear polished and bevelled



edge to plastic sheet up to a thickness of 100mm. One of the key attributes of this machine is that whereas similar top-of-the-range diamond edge bevellers require time to set up and operate, this new machine requires only a few seconds.

Awltech will also demonstrate its original and hugely popular flame

polisher. This requires no gas and runs on distilled water to enable a high-quality polished finish to be achieved on plastic sheet up to a thickness of 10mm in one pass. Also to be shown will be three heat benders from the company's range of six options, together with the EF 200 table top-mounted Diamond Edge Polisher. ■



A vivid return

vivid.

Specialist manufacturer Vivid Laminating Technologies will return to Sign & Digital UK (Stand F44) to showcase its EM-1600 SH and EM-SI400H wide-format laminators from the Easymount range.

The company will also show the Matrix MX-530P pneumatic system for SRA3 and B2 printing. ■



vivid-online.com

In at the finish

Finishing equipment specialist company Friedheim International (Stand J34) will introduce the Lasercomb ProDigi NEO 2517 large-format multi-functional digital cutting system.

It is part of a range of larger-format machines developed by Lasercomb for the signage, display and packaging industries.

The cutting table incorporates a new front-end PC featuring a colour-touch screen to enable a choice of both automatic and manual operating modes, as well as access to the tool database. A key feature of the system is the modular tool concept that incorporates a 1kW-milling spindle with tooling for handling several different kinds of media and an oscillating cutting unit. ■



Inks galore



Nazdar Ink Technologies, which will be launching three new inks at the show, will be represented by its main UK distributor QPS on Stand D2.

The inks include the 153 Series inks for Mimaki printers and two new UV inks, branded the Nazdar 720 Series and the Nazdar 260 Series.

Visitors to the QPS stand will be able to discuss the benefits of Nazdar's full range of compatible inks for use with leading wide format printers, from manufacturers such as Mutoh, Roland and Mimaki, including the new Roland Pro 4 and Mimaki JV300 ranges.

The Nazdar 153 Series inks have been specifically designed for use in Mimaki JV3, JV5, CJV and JV33 printers using ES3 inks and offer exceptional compatibility, quality and cost effectiveness, combined with a seamless 'plug and play' conversion process

Nazdar720 Series UV Inkjet ink is engineered with low-odour ingredients while maintaining the ultimate in adhesion characteristics. It is very flexible, which makes it perfect for point of purchase applications, such as pressure sensitive vinyl, banners, and window clings.

The Nazdar 260 Series UV Inkjet ink is designed for plug-and-play compatibility with the Roland EcoUV ink set and is offered in 220 ml cartridges that include the basic four process colours as well as a clear and white. ■



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Software

A clear vision

Clarity, one of the most widely used and popular MIS packages in the sign, graphic display and wide format print sectors and the only MIS software supplier to be approved by the BSGA for associate membership, combines cloud, mobile, office and factory working into one joined up system through superfast Web to MIS technology.

Currently used by such leading signmakers as Octink, Sign Specialists, MediaCo, Trade Signs, Data Image Group and Raccoon, the system can be used to generate and track leads from e-mail, web and other marketing activities and to produce centralised price lists that



help to provide fast and accurate estimates, using specialist cost calculators.

On **Stand F40**, visitors will be able to see how Clarity's integrated system seamlessly flows through to order processing and automatically places data and artwork into shared job folders, while stock management features ensure that purchases are only made when necessary, thus helping to preserve a healthy cash flow. ■

Free Corel workshops

On Stand C44, Corel will be running six free daily CorelDRAW Graphics Suite X7 workshops in addition to two 'drop-in surgeries' where users can bring along a project on a memory stick and get expert advice from the Corel team.



Corel will also welcome members of the Wilcom and DecoNetwork teams to the podium to offer insights into DecoStudio software and the DecoNetwork platform. In addition to the two surgeries, the daily workshop schedule includes an overview of new features, a step-by-step marketing materials project, use

of the DecoNetwork in the sale of personalised goods online, Wilcom DecoStudio e3 with CorelDRAW tips and tricks on tracing and working with Corel Photo-Paint that forms part of CorelDRAW. ■

New developments in MIS

Leading provider of Management Information Systems (MIS), Shuttleworth (Stand H14) will be showing the latest developments to its powerful integrated MIS package.

This includes a Production Planning System that has real-time feedback to provide crucial production control information for sign and graphics and digital printing customers.

Also on display will be the latest Product Management functionality that is designed to assist the workflow process by providing a single point of reference for all products and services. Other MIS enhancements include the new 'Milestones' job tracking functionality, the latest Production Scheduling module, a new 'Mobile Stock App' and a fully integrated CRM (Customer Relationship Management) software program. ■



Get modelling with Delcam



Delcam will demonstrate its new real-time modelling tools in the 2015 release of its ArtCAM Pro signmaking software on Stand H36

The new putty tool enables models to be edited by picking an area to be moved, swirled, pinched or puckered. It will be especially valuable when creating a series of variants on a

repeating element in a design, such as a number of flowers making up a bouquet, or subtly changing the details of a design such as facial expressions. Together with the existing 3D tools in ArtCAM Pro, it will help the most ambitious designers create any shape they can imagine.

Another significant change is the ability to create and edit 3D shapes

in real time, thus enabling the user to see changes instantly. In addition to the new putty tool, options now operating in real time include the shape editor, the two-rail-sweep tools, and the extrude, spin and turn modelling tools.

The 2015 release also includes new tools to speed up the editing of vectors. ■

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Dye Sublimation

Dye sublimation uncovered!

Nova Chrome will be showcasing its sublimation printing solutions and demonstrating how this unique technology facilitates the production of full colour designs, graphics and photographic images on to a wide array of printable substrates.

Prints are applied using standard heat transfer presses on to polymer coated blanks, thus delivering a level of quality, durability and vibrancy that is unmatched by many other transfer methods.

Nova Chrome supplies one of the widest selections of sublimation products in the market, offering a full range of Unisub products, aluminium sheet, pre-cut blanks, fabric based items, glass and acrylic photo panels and much more besides. This year, visitors will be able to see an expanded range of textile-based products, including new soft toys and children's rucksacks, with even more new innovations in the pipeline.

Visitors will also be able to see an extensive range of sublimation equipment, including everything from



simple A4/A3 based solutions, up to A1 and A0 printers, with demonstrations running throughout the duration of the event that will serve to showcase the level of quality that can be achieved from systems such as the EPSON 7890. Experts from NovaChrome will also be



on hand on **Stand H64** to discuss all aspects of this versatile, profitable process. ■

TTS gets reflective

Texo Trade Services (TTS), a supplier of sublimation transfer papers and printable textile media, will be using the show to introduce reflective heat-seal transfer films that are especially suitable for use with digital printers and cutters.

Developed by TTS for creative companies working within the fashion and the promotional products sectors, the films can be used to deliver full colour reflective creations in smaller runs.

They are available in two versions: SolTrans White Reflective (art. STDC-WR), which provides perfect saturation, colour depth and offers 150 cd.lux reflection and SolTrans Silver Reflective (art. STDC-SR), which offers a 300 cd.lux reflection. They are suitable for use in conjunction with eco solvent, solvent and UV inks.

A 100-micron polyester backing ensures easy cutting and weeding



and the films can be applied to non-treated and coloured garments made from 100 percent polyester, 100 percent cotton or a poly/cotton blend. Both films are available in rolls of 50 cm x 20m.

See TTS on **Stand E21** ■

Think dye sublimation



A relatively new force in the dye-sublimation industry, ThinkSub (Stand H7) specialises in the manufacture of dye-sub blanks ready for the printed personalisation of a wide range of promotional products.

These include, for example, ceramic glassware, mugs, crockery, 'phone cases, metallic ornaments and textiles and fabrics. ■

A touch of magic

TheMagicTouch (Stand H42) will be offering an affordable solution to the production of full-colour transfers for use in garment decoration, textile and non-textile applications.

Visitors will be able to see the new TMT/OKI LED desktop digital printers, which provide a full-colour printing capability with a white toner option and incorporate the bespoke Space Control software for colour and transfer paper management.

The white toner facility is compatible with all of this company's transfer papers, including those used in non-textile applications, to enable full-colour decoration of dark colour objects. Also on show will be the 123 Premium Flex, the latest addition to the expanded MagiCut range of products.



Learn from the experts

With over 33 years' experience at the forefront of the digital transfer sector, Xpres offers a huge range of technology, software, media, inks and accessories from all of the leading brands within the sign and display sectors including Roland, Mimaki, Mutoh, Metamark, Poli-Tape, Kala, Vivid, Onyx and SignLab.

In addition, the company is also widely acknowledged as a leader in the field of textile personalisation and sublimation technology.

It will be showing some of the products that make up its vast portfolio and providing a wealth of expert advice on **Stand C20**. ■

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See us cut a dash (and lots of other things too) at Sign & Digital UK 2015

In association with its partners, Zund will be demonstrating outstanding cutting and finishing solutions at Sign & Digital UK 2015 on the following stands:

Canon UK (Stand G10) i-Sub Digital (Stand E10) CMYUK (Stand H10)



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Miscellaneous

micrographics.co.uk

Presenting the Obelisk and the Tabboy

With almost 20 years experience in the large format print and sign sectors, MicroGraphics Colour Imaging will be using the event to unveil two new product ranges designed to suit the needs of sign and display companies.

The first is the 'Obelisk Turbo' CNC foam cutter, which was developed in Hungary, Obelisk is a highly cost effective way to cut 3D letters and

logos from the inexpensive XPS foam sheet that is commonly used for building insulation, providing lightweight, moisture repellent lettering that can be used to create effective signs and displays.

The second is the 'Tabboy' range of secure enclosures and floor-stands for use in conjunction with iPads and Android/Windows tablets. Produced in Holland, Tabboy enclosures are

manufactured from powder-coated steel and offer a very high level of security, while their modular construction facilitates the optimum level of flexibility and can accommodate almost any tablet with screen sizes from 7" to 12".

Both the Obelisk and Tabboy ranges are now available in the UK exclusively from MicroGraphics and can be seen on **Stand A62**. ■



Just say YES!



Celebrating its 20th year in business, Your Embroidery Services (YES), a leading supplier of embroidery and print machinery, software and consumables to the garment decoration industry, will be showing the SWF range of embroidery equipment, including the SWF Dual

Function & High Speed Straight 1,500spm machines.

Visitors to **Stand H50** will also be able to preview SWF's newly launched KN-Generation machine and see the leading DTG Digital range, which offers unique features designed to provide users with a competitive advantage.



In addition, YES will also be introducing the CompressUV range of UV Ink printers, which enable users to print directly onto a selection of promotional products and the Ricoma range of embroidery machines. ■

Bag yourself a bargain!

200m² Exhibitions will be showing all of the latest developments in modular composite trussing on Stand E52.

Designed with flexibility and speed of deployment in mind, the company's range of modular exhibition stands can be quickly adapted to suit any floor space and any ceiling



height. And as they are weatherproof, they can also be used both inside and outdoors.

Visitors to the show will also be invited to download a FREE copy of the latest version of X-Sketch, the exhibition stand design software from X-Module and will be offered the opportunity to walk away with the framework used on 200m²'s very own exhibition stand!

In a bold move, 200m² is holding a sealed bid auction for the stand, which will close on the last day of the show and, as it's RRP is over £5,000, one lucky visitor is sure to bag himself a bargain! Anyone interested should place their bid on the stand. ■



German printer to have UK appeal

The German company Sachsen Fahnen (Stand C30) will promote the extensive service facilities that it offers to the UK sign and graphics sectors.

With a production area in excess of 30,000 square metres, the company is

one of the largest screen and digital printers in Europe, specialising in the production of customised banners, flags, stickers, decals and general sign and graphics based on translucent and opaque media in both self-adhesive and non-adhesive formats. ■



Sign up to the Web

Specialist developer of affordable turnkey E-Commerce website solutions, SignStore (Stand M26) will be offering two months' free usage of a website solution tailored specifically to meet the needs of sign and graphics producers.

Once signed up, users will have the

ability to select a product of their choice (a sign, banner or decal), design it online, purchase it and receive print-ready artwork without having to pick up a 'phone.

Websites designed by SignStore are said to encourage high visitor levels by providing a professional

and friendly online store which can be fully customised and which requires no technical proficiency. Visitors can browse a pre-loaded catalogue of popular sign and graphics-related products, make a choice and adopt an existing product or design a bespoke one using their own ideas. ■

SignStore.net

Elite insurance for the sign industry

On Stand A16, visitors will be able to gather information on the insurance products that SignElite insurance offers.

Specifically tailored to meet the

needs of the sign and graphics sectors, the package covers every conceivable insurance requirement for the many disparate activities involved in signmaking, including those activities with a high-risk factor.

Signelite

Frame it!



On Stand M60, LION will show visitors how easy it is to turn printed canvas or paper output into profitable wall decoration concepts.

Demonstrations will include stretching, laminating and mounting canvas prints and cutting and joining L-style frames. ■

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This month, **Mark Godden** questions



Is good enough or is better best?

I was squinting through a 10X loupe the other day, at the printed inkjet drops forming a mid-tone in a process coloured wide-format print.

The droplets had made a very elegant landing and were barely visible at that magnification. They looked about as perfectly formed as I imagine it's possible to get and the print media had clearly done a great job dealing with the ink. I wondered then whether further improvement is possible and, shortly after that, whether it's even needed in the wide-format world. The thought didn't last long though.

We're now way ahead of the place that many might have defined as being akin to perfection a few years back. Despite that, printer hardware manufacturers, and those making ink and media, continue to finesse the interplay between the elements of the mix they control. The result is wide format printed output that's beginning to test new application boundaries and comfortably exceed application needs and expectations in established markets.

I've been around print hardware for long enough to have experienced an era where viewing distance was a primary component in determining a need in terms of quality. Put another way, you'd excuse those very obvious printed blobs and banding that looked like a track-plan for Stockport Railway Station because, from a distance, these digital fingerprints generalise into a tone and, as an ensemble, look quite agreeable. That's a position that would be difficult to sell today. Now, whether it's needed or whether it isn't, quality has advanced to the point where prints stand close and expert scrutiny. Maybe that's a good thing because print is moving closer to your customers.

I'm at Stansted airport as I write this. Stansted is undergoing really major works at the moment and the works

are screened by what amounts to hoardings, printed of course, each of which is belting out its own message. By way of an experiment, I asked the twenty-something sat next to me if there was anything in particular, beyond the message that struck her as being odd or wrong in the print across the lounge from us. I was hoping that this 'innocent' would spot the colour shift in the sky where panels overlapped at the join. I didn't get the answer I was expecting but, admittedly, this piece of ground breaking industry research was confined to a sample of one.

"It's the clouds," I was told. With a bit of further questioning, the subject of my interrogation had decided that the sky, rather than being the gloriously chaotic and random thing it normally is, was constructed from repeating elements and several of the clouds were identical. She'd got past the print aberration and was more concerned about the subject matter. I really doubt whether she'd have spotted the cloud issue unless invited to do so either.

What do we deduce from this? Nothing much other than I am not shy in firing weird questions at pretty girls in what's probably a manner with a name in law. We tend to see what we're looking for is my take away, and, if you're expert in any field of print, you'll relish finding problems with things that don't have your company's fingerprints all over it.

Some problems, or to give them the polite name, 'characteristics' in print though can't be overlooked and you don't need to be expert to arrive at a judgment. Some print in the wide format world looks, plain and simple, 'ugly'. Nasty big piles of ink hosed on

by the gallon in crude swathes on less than cooperative substrates. Fine in its place I suppose, but not clever when it crops up in areas where you'd expect better.

Customers are, as I said earlier, getting closer to print and print is getting closer to them. New applications for digital wide format print is taking care of this so the problem is coming at you whether you want it or not.

Wraps get attention. We know that. They get a lot of attention at very close quarters indeed though. People walk up to wrapped vehicles and it's very much a hands and eye-on experience. Do we want the print they're looking at from such close quarters to dissolve into the primitive blobs and swathes it comprises, or, do we want even more detail to reveal itself to the fascinated observer? You decide - either is possible.

There are applications in the pipeline that are probably going to dwarf wrapping in terms of scale, scope and profitability. Lots of these are offshoots of something we're coming to understand as Decor.

Decor really does move print, warts and all, much closer to the end user and print aberrations that go unnoticed in the wide format commercial world will really come to damn output used for decorative purposes. There's a massive opportunity looming, nay, loomed, for anyone who can make sense of the décor-space and who can press an advantage in supplying it. But it's a market that, though it arguably knows nothing about print per-se, knows what it likes. It's a discriminating market that will turn away from what it would regard as indifferent quality.

Thankfully, the full strength of Factor-FSS is blowing us along with intent and in the right direction.

Print hardware has never been better and, in recognition of the unconquered space out there its output can dominate, it's getting better all the time. Today's inkjet systems get ink down fast and in an exemplary fashion. They do so with inks designed with the hardware in mind. Think in terms of high performance fluids and not the coloured chemical monstrosities that sometimes pass for ink. Ink designed with the physical potential of the high-performing hardware that's going to get it delivers the full potential of the hardware it's made for. Why not extract every ounce of performance that's available?

The pace of the development that has got us to the point where such quality is possible is phenomenal. Three years is a long time compressed in such tight time-lines, and by implication anyway, a three-year old printer, capable though it might be, is an old printer.

New applications mean new opportunities. Wraps are here and decor is coming on fast. Could it be the right time to put your head above the trench edge and take a look at what you could be capable of producing with a more up-to-date armoury? Could an approach that promotes what you can do, produce more for you than simply supplying markets that might not know what to ask for?

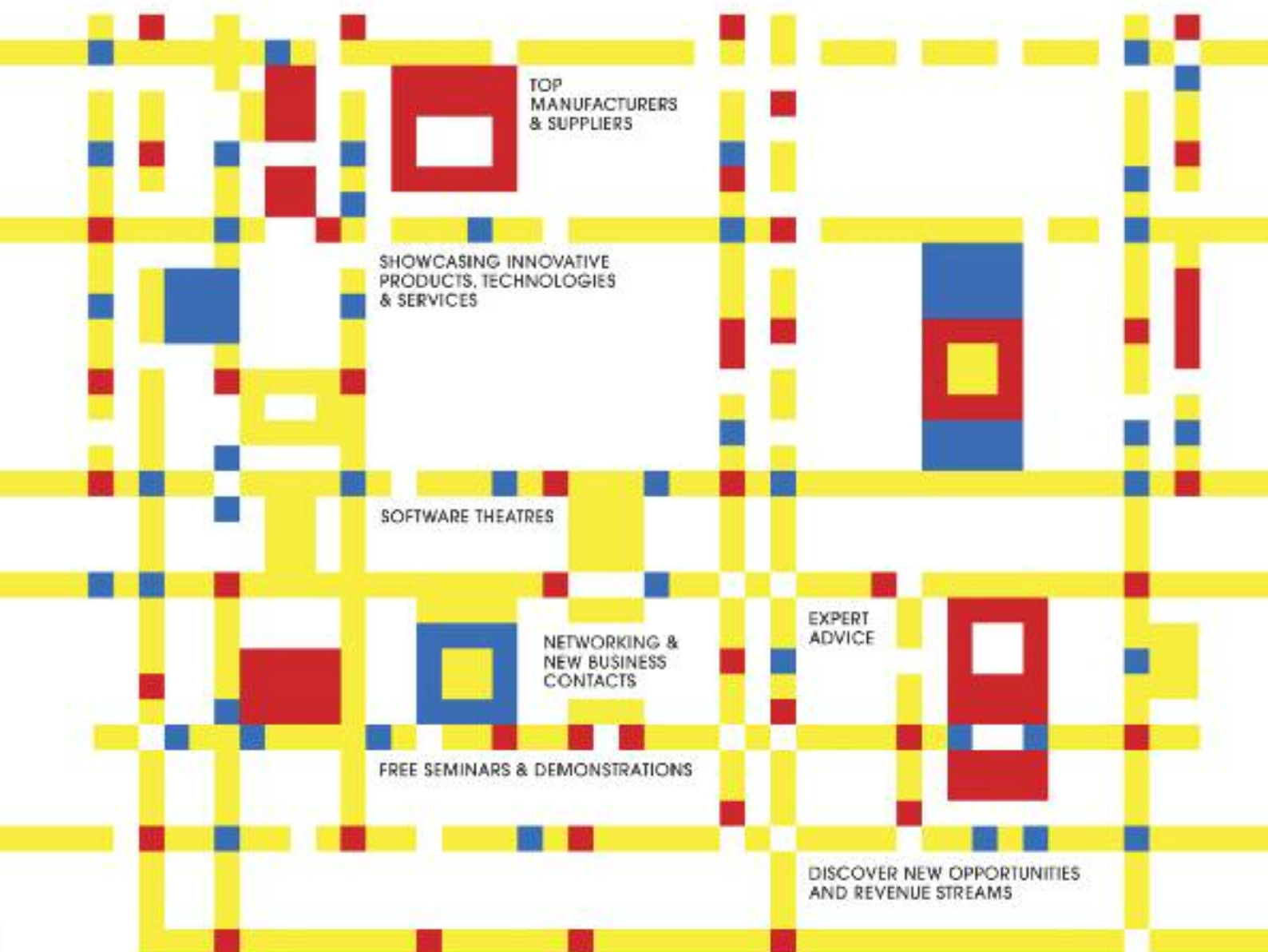
I'll leave you to decide!

Mark Godden
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