



BSGA NEWS

Academy discount offer for BSGA Members



Roland is proud to announce a new agreement with the BSGA, which offers members extra savings on course fees at the Roland DG Academy. In addition to benefiting from the vast range of courses on offer, BSGA Members can now enjoy a generous discount of 15 % off course fees!

The Roland DG Academy, located at Walsall College in the West Midlands, delivers practical, relevant and accessible courses in a wide range of graphic production disciplines, providing the skills and knowledge needed to maximise the profitability and effectiveness of businesses. Course content is updated regularly to keep pace with changes in the market and technology.

The recently introduced Advanced Colour Management course, run in conjunction with X-Rite, was

developed specifically to address numerous colour and media profiling issues. This course teaches how to calibrate devices within a workflow, spot colour match and profile media correctly. The ultimate goal is to help businesses take control of their workflow, minimise costs and open up new business opportunities, such as corporate branding projects.

Basic Application Finishing is another new course being launched at the Roland DG Academy and was created in response to demand from customers who want to learn how to get the most out of their Roland machine.

Whether you are new to digital print and require guidance on how to produce exciting applications or are an existing user in search of new ideas, the Roland DG Academy can help develop the special skills and new opportunities vital to the future of companies, especially in pressured economic times, where a great new idea could provide a source of extra revenue.

Roland DG is offering all BSGA Members a 15 % discount on the cost of these and the many other courses offered at the Roland DG Academy. To take advantage of this great offer just mention your BSGA membership when booking.

Visit www.rolanddg.co.uk/academy for more information on what's on offer.



32nd Annual General Meeting

The Association's AGM will be held at the NEC on Wednesday 29th April 2009 - the middle day of this year's Sign & Digital UK exhibition - starting at one o'clock. The venue for the meeting is Concourse Suite 34.

Refreshments and a buffet lunch will be served at the start of the meeting, which will see Ian

Drinkwater of Applelec Sign Components inaugurated as President of the Association. Please join us for a quick bite to eat and to catch up with friends from the industry.

Members will receive formal notification of the meeting in the next few weeks.





FASTSIGNS International Inc



In the Christmas issue of the BSGA News we reported that the FASTSIGNS International's UK centres had joined the Association. We now take a closer look at the company, including a case study based on the experiences of Chris Simpson from the FASTSIGNS centre in Leeds.

FASTSIGNS was founded in 1985 and launched its first UK franchise in 1994. There are now 23 centres across the country and more than 500 centres worldwide. FASTSIGNS sign and graphics centres offer a full range of custom signs and graphic products to businesses, including banners, vehicle graphics, floor graphics, safety and identification signage, exhibition graphics and exterior signage.

FASTSIGNS has a robust business model and provides franchisees with high levels of support. This includes an initial five week intensive training course and hands-on help with every aspect of the business, from finding the right premises to sales and marketing support, and ongoing training for the business owners and their staff. This kind of assistance is particularly pertinent in an economic downturn.

FASTSIGNS is a B2B management franchise looking for suitable candidates from the signage industry as well as other business sectors to expand their network. In the US, FASTSIGNS

has had significant success in converting existing signage businesses to the FASTSIGNS brand.

Anyone who is considering branching out on their own can take a look at FASTSIGNS special website www.fastsignsfranchise.co.uk, that has lots of information geared towards prospective franchisees, or can call Gareth Allison, managing director, for a chat on 0808 1680145.

For more information about FASTSIGNS products or to find your nearest franchisee visit www.fastsigns.co.uk



Gareth Allison
FastSigns Managing Director

FASTSIGNS LEEDS Case Study

Chris Simpson has been running FASTSIGNS in Leeds for 14 years, since he was made redundant from an American carpet tile manufacturer in 1995.

Chris had always fancied running his own business but was put off taking the risk because he had a young family. Being made redundant gave him the impetus to do something completely different.

"I fancied a complete change. My background was IT/computing but I moved around into other areas and at the time of redundancy I was human resources director."

Looking back on his redundancy and his decision to take on his own FASTSIGNS business, Chris says he has no regrets and his advice to anyone who finds themselves in a similar position is: "Treat it as an opportunity to do something different, believe in yourself and go for it. FASTSIGNS has all the training and support you need, so you don't need lots of experience."

As a testament to his success, Chris and his team won the prestigious Sales Achievement Award recognising their exceptional sales figures at last year's FASTSIGNS UK Convention.



Fastsigns Leeds franchisee Chris Simpson..

Welcome to our newest members

As always it is a great pleasure to welcome new members to the BSGA; in this issue we are pleased to include details of those companies have joined the Association since the last newsletter was published. Our thanks to all concerned, for providing the information and photographs.

Full Member: LemBoss Limited

LemBoss Ltd has been trading for over 25 years and offers a wide range of signage to the trade, building, and retail sectors.

The company provides a fast reliable service from their modern workshop in London, located next to Charlton Athletic's football stadium and specialise in:



- UV printing direct to panels
- Solvent printing to vinyl, banners, and flags
- CNC cut lettering with fitting templates
- Engraved, Braille, and tactile signs
- Vehicle graphics and complete wraps
- All services offered in house

All fitting is done by two in-house crews, servicing the Greater London area, so why not give our friendly team a call for your next signage project on 020 8305 0440 or visit our web site www.signsinthecity.co.uk



LemBoss Limited Unit 5, Lansdowne Mews, Charlton,
London SE7 8AZ
Tel: 020 8305 0440 e-mail: sales@lemboss.co.uk
Fax: 020 8858 2019 Web: www.signsinthecity.co.uk

Affiliate Member: Interface Signs Art & Media

Interface Signs, Art & Media was founded by Richard Miller who is passionate about providing excellence within the sign solution industry.

Based in Maidenhead, Berkshire, Interface Signs has grown year on year incorporating new staff, technologies and client services within our account management portfolio. The company has global experience of site surveying, strategic development and implementing corporate identity projects.

The essence of the company is to provide visual media that is unsurpassed in quality and is ideally suited to the built environment. Interface Signs works with leading architects, designers and main contractors providing complete turnkey solutions including sign systems, LED illumination, interactive kiosks and complex art installations. In addition the company is an anodic art specialist and is at the forefront of direct printing to mass media substrates.

Interface has had fantastic feedback regarding our client services and implementation programmes.

As Interface Signs grows, we are investment is continuous so that the company can cement its position as a leading visual media specialist.



Interface Signs Art & Media Unit 2, Pinkneys Farm, Furze
Platt Road, Maidenhead SL6 6PZ
Tel: 01628 771 003 e-mail: ask@interfacedesigns.co.uk
Fax: 01628 771 004 Web: www.interfacedesigns.co.uk



Affiliate Member: RL Sign Installations

The team at RL Signs have been in the sign industry for twenty four years and during that time have worked for some of the industry's leading companies.

RL Signs prides itself on excellent quality, flexibility and an unparalleled level of service. The company is experienced with all types of signage including Flex-face, Sign fascias, LED, Neon and Graphic application.



RL also offers a comprehensive sign maintenance service and has secure storage facilities for any signage needing to be dropped off ready for installation. The company have three fitting crews and all vehicles are fully equipped with access equipment, tools and fixings, making them mobile workshops.

RL Signs' engineers are fully licensed and have IPAF, CSCS and PASMA certificates. The team also includes a fully qualified electrician. The company has

extensive experience on large roll-out programmes and can provide a 24-7 installation service.

RL Sign Installations, 4 Pemberry Place, Clayburn Circle, Basildon, Essex SS14 1FZ
Tel: 07789 553842 e-mail: rlsigns-graphics@yahoo.co.uk

Other new members include:

Idris Wynn Jones Gwyndy Cottage, Morfa Bychan, Porthmadoc, North Wales LL49 9YB

Tel: 01766 514 390 e-mail: ann.louisejones@btopenworld.com

UVS Signs Ltd Unit 17, Alliance Close, Attelborough Fields Industrial Estate, Nuneaton, Warwickshire CV11 6SD

Tel: 024 7635 0664 e-mail: paul@uvs-signs.co.uk
Fax: 024 7637 0064 Web: www.uvs-signs.co.uk

Graphic Image Solutions Courtyard House, West End Road, High Wycombe, Bucks HP11 2QB

Tel: 01494 492 674 e-mail: adam@graphicis.co.uk
web: www.graphicis.co.uk

Newlite Solutions Ltd Unit 12, Evans Business Centre, Albion Way, Leeds LS12 2EJ

Tel: 01132 453089 e-mail: sales@newlitesolutions.co.uk
Fax: 01132 401416 Web: www.newlitesolutions.com

Sign Force UK Unit 7, Ariane, Lichfield Road Industrial Estate, Tamworth, Staffordshire B79 7XF

Tel: 01827 312 323 e-mail: info@signforceuk.com
Fax: 01827 614 444 Web: www.signforceuk.com

JS Signs Unit 7, Ariane, Lichfield Road Industrial estate, Tamworth, Staffordshire B79 7XF

Tel: 01827 259989 e-mail: js.signs@btinternet.com

Sign Maintenance 21 Petersfield, Croft, Leicester LE9 3GY

Tel: 01455 286533 e-mail: signmaintenance@btinternet.com

SIGN AWARDS Set for September



The 2009 Sign Industry Awards, will take place at the Ricoh Arena on Wednesday, September 23.

"Last year's event was rated as the best ever single event enjoyed by the UK Sign Industry and, despite the gloomy economic climate, we want to make this year's event even bigger and better," said organiser Ray Stewart.

"Hopefully by September, we will be seeing the green shoots of recovery starting to appear and real businesses will have cause to celebrate and what better way than by celebrating the skills, hard work and

achievements of people and businesses within our industry."

The organisers have, however, recognised that this is a difficult trading year for many businesses and have slashed the sponsorship fee for this year by 20%.

"We have some major sponsors, including Perspex Distribution as the main corporate sponsor, already signed up, but we still have some award categories open for sponsorship and would be delighted to hear from any interested businesses," said Stewart.

Visit www.signindustryawards.co.uk or call Ray Stewart on 0115 963 7367 for full details.



NEW 'ELECTRONIC' MEMBERS PACK

If you're interested in joining the BSGA, we'll be delighted to send you a membership pack – in its new electronic form.

For years, the BSGA has supplied potential new members with a pack in the traditional form – a series of leaflets and an application form.

But from now on all this information will come out on CD-Rom. The new CD contains a brief presentation about the association and the benefits of joining, together with a series of downloadable pdfs for forms and literature and live links to relevant pages on the BSGA website.

"All you have to do is pop it into your PC and you'll get all the information you need," explained Albert Baxter, BSGA Director.

"The new format is very easy to use and store and it's more environmentally friendly than reams of paper."

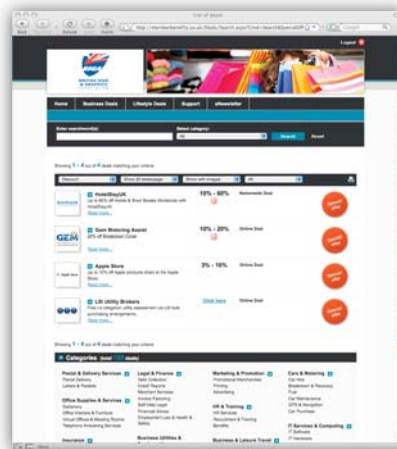
If you would like a copy of the new CD-Rom visit the website – www.bsga.co.uk - or call on 01733 230033

Are you making the most of your BSGA membership?

In addition to the core member benefits such as BSI membership and the Technical Guidelines, the Sign Search facility on the BSGA web site www.bsga.co.uk provides Members with a great marketing opportunity.

Member companies and their staff can also access a range of discounts in the exclusive Member's Area of the web site. These include the LogBuy member discount scheme, which gives your company and staff savings on leading brands including Virgin Holidays and the Apple Store.

Whether it's to book a day out for the family, a golf weekend for yourself or to purchase stationery supplies for the business – check out LogBuy for a range of amazing offers.



LogBuy special discounts - available in the exclusive Member's Area of the web site.



MPI 2009 – Issued

The BSGA Maintenance Price Index for 2009 was published at the end of December and, as with all Technical Guidelines, is available to download from the Member's Area of the web site www.bsga.co.uk

Congratulations and Celebrations



Signfocus, the Bradford based sign solutions company, has introduced a new corporate image to coincide with their recent investment to meet the growing demand for the company's services.

Signfocus believes the new branding complements their position as a forward thinking and innovative company. Marketing manager, Elaine Davies commented: "In an industry with such diversity, it is essential that we have a strong brand image which is easily recognisable and gives us a high profile. We believe we have achieved this with our new corporate logo."

The re-branding is just one element in an ongoing strategy to build on the company's recent success. Along with investment in equipment, the company is working towards achieving the ISO9001 quality management standard. Director, Lee Burnett said: "We see this as a significant step towards our long term goal of making Signfocus a leading player in the specialist sign making market."

For further information on the products and services offered by Signfocus visit their web site www.signfocusltd.com or call 0845 2707478.

We would like to offer our congratulations to a number of member companies that are currently celebrating moves and expansions or significant anniversaries. Best wishes to them all and good luck for the future.



Kingdom Signs new premises were opened officially by Didcot Mayor Tony Harbour on Wednesday 11th February 2009. Owners Ros and Dominic Martin celebrated the opening with clients and friends who had an opportunity to see the new workshop, offices, finishing room and showroom.

Kingdom Signs moved into the 5000 sq ft unit on Southmead Industrial Estate, Didcot after outgrowing their premises in the Lower Broadway.

Dominic started the business in August 2001, working from his garage and, as the business expanded rapidly, and he was joined by wife Ros in 2003. The expansion came about because the company gained a reputation for customer service, quality of work and fast turnaround.



When Kingdom Signs moved to their first premises at Rich's Sidings they took on their first employee who is still with them today. Their client base in the local community expanded and they won contracts with local authorities, schools, railways and the NHS and now employ 7 staff.

Dominic and Ros see the move to Southmead Industrial Estate in the current climate is a testament to their confidence and a full order book. Ros said: 'It will enable us to increase our business and accommodate our staff in an excellent workplace. We are sure our customers will benefit from the improved facilities and we look forward to welcoming them.'



Mida Sign Services UK Ltd, a nationwide installer for all types of signage, celebrates 25 years in business in 2009. The company, formed in January 1984 as a partnership, has expanded considerably over the years and now offers clients a range of installation services for signage and graphics and promotional material.

Managing Director, Mike Smith said: "We don't just install signs, as our company name implies. Our work has become extremely varied

Mida Sign Services

especially with digital print and graphics which we can install onto glazing, floors, walls and vehicles etc. We also install banners, from large one offs to promotional roll out programs, all nationwide".

Mike went on to explain: "Things have changed over the years and safety issues have become more important. For example, site work requires risk assessments and method statements, engineers have to be qualified and have CSCS, IPAF, PASMA and First Aid training and the company has gained the accreditation of approved safe contractor for health and safety standards, as well as being members of the BSGA."

For more information contact Mike on 01618 300600 or check out the company's web site www.midasignservices.co.uk





Something for Everyone at Sign & Digital UK

Sign & Digital UK 2009 will involve over 200 leading suppliers from the world of visual communications, so as show-time draws ever closer and preparations reach a crescendo be sure not to miss out – register for free entry to the show at www.signanddigitaluk.com



Exhibitors will be offering advice, product information and demos, across a diverse range of products including vehicle wrapping, digital signage, textile printing, engraving, digital printing, ink technology, colour management and much more.

Sign & Digital UK consistently delivers some of the best deals in the industry and allows visitors to see new technology, compare products and services, and save money too!

The show also provides excellent networking opportunities. One excellent venue for this will be the Sign Makers Bar, where you can surf the net, pick up e-mails and check on the latest news and it's all free of charge courtesy of PrintOne UK. As always there will be a comprehensive programme of seminars and expert workshops across the three days of the exhibition. Visitors will have the opportunity to hear leading experts from the industry including, Geoffrey Fairfield, Peter Kiddell and Thomas Wyatt speak on a range of topics. Each day will conclude with an 'Ask the Expert' session, where delegates can put questions to Terry Steeley and Richard West.

If all that isn't enough to get you there – everyone who attends the show can enter a competition to win a platinum weekend F1 package, plus there will

28-30 April 2009, Halls 6-8, NEC Birmingham
sign:digitalUK
screenprint digitalsignage



be a prize draw for £2000 worth of installation by GESS LTD, drawn by Olympic swimmer Mark Foster. So why not register now at www.signanddigitaluk.com

With ABC audited attendance figures of 7,645 for the 2008 show, Sign & Digital UK 2009 is the market leading industry event and offers the perfect platform to promote your company and find new customers. For further information on exhibiting visit www.signanddigitaluk.com or email signanddigitaluk@fav-house.com

Mr Sydney Benson

It was with great sadness that we learned of the death of Mr Sydney Benson.

A former Member of the Association, Mr Benson passed away on 20th November 2008, just three days short of his ninety-first birthday.

We extend our sincere condolences to his wife Sophie and their three children.

National Skills Conference

The National Skills Academy Process Industries is holding its inaugural National Skills Conference at York Racecourse on 30th April 2009. The event is expected to draw delegates from across the process industries, keen to join the industry-wide efforts to tackle crucial skills shortages.

Keynote speakers will be Lord Young, Parliamentary Under-Secretary of State for Skills and Apprenticeships, and Tom Crotty, CEO of global chemical company INEOS Olefins and Polymers.

Phil Jones, CEO of the Skills Academy, said: "It will be a unique opportunity to exchange ideas,

hear first hand about best practice solutions and to influence the future direction of the skills academy."

For more details visit the conference website at www.processnationalskillsconference.co.uk.

The National Skills Academy PROCESS INDUSTRIES



JOIN THE BSGA ... and make a positive statement about your business.

We offer a range of benefits and services including technical support, discounts offers on insurance and other services plus the opportunity to promote your business through the Sign Search facility on the Association's web site.

To find out more about the range of benefits offered by the BSGA please go to www.bsga.co.uk where you can download a membership application form or, if you prefer, drop us an e-mail on info@bsga.co.uk we'll be happy to send you an application pack.

