



BSGA NEWS

Signmaker gets funding for training



Recently we sent Members details of the £50 million training fund available to the industries covered by the Cogent Sector Skills Council – to help beat the skills shortage and build a world-class workforce.



After an initial meeting with Cogent Skills Director Bill Erskine, when the company's key skills needs were identified, they made contact with Walsall College; who registered Andesign for Train to Gain funding and will deliver the necessary training.

Bill Erskine commented, 'We also introduced company to a skills broker who completed a training needs analysis and helped them identify a suitable management training provider.'

With support from the training fund the company has also introduced a signmaking apprenticeship scheme, reflecting its desire to grow young talent from within. Walsall College is again helping with this programme.



Now we are delighted to bring you news that Andesign of Sutton Coldfield has become the first sign company to take advantage of the ring-fenced Train to Gain fund, which supports training to develop management skills, meet national standards and promote apprenticeships.

All signmakers in England have access to this funding, if you want more information on Train to Gain and the funding available go to the Cogent web site www.cogent-ssc.com or e-mail the National Skills Academy (NSAPI) traintogain@process.nsacademy.co.uk



Sign up Safely ...safety & health awareness day for signmakers

The Sheffield office of the Health and Safety Executive is running a safety and health awareness day for signmakers on 30th June 2009. There will be two half-day seminars and the event will take place at the Barnsley Rugby Club, Shaw Lane, Barnsley S70 6HZ, which is close to Junction 37 of the M1.



Although originally conceived as a 'local' event, targeted at signmakers and fitters in Yorkshire, Humberside and North Lincolnshire, companies from across the country are welcome to attend.

The aim is to raise awareness of the causes of accidents and ill health and to reduce these by controlling risks. There will be a mixture of presentations and practical demonstrations, given by HSE inspectors and representatives from the sign industry.



Not the right way to do it...

Falls from height, which accounted for 20% of fatal accidents at work in the UK last year, continue to be a major issue for industry. The seminars will show how, by managing the issues of falls and considering the options for working safely at height, accidents can be avoided. Often a simple method statement is enough to ensure that workers on site understand the precautions which need to be taken.

The BSGA fully supports this event and the Director, together with representatives from Butterfield Signs, Nationwide Platforms and Signs Express will be taking part in the presentations and demonstrations on the day.

There will also be contributions from BTAL (UK) Ltd, the Ladder Association, the National Access and Scaffolding Confederation (NASC), the Prefabricated Access Suppliers and Manufacturers Association (PASMA) and the Youngman Group Ltd.

The timetable for the day is:

Morning session:
Registration: 08.15 – 09.00
Workshops: 09.00 – 12.00

Afternoon session:
Registration: 12.30 – 13.30
Workshops: 13.30 – 16.30

Admission and car parking are free.

For information on how to book a place please contact Robert Clark, HSE Health and Awareness Officer on 0114 291 2307 or by e-mail at robert.clark@hse.gsi.gov.uk



sign&digital UK
 >screenprint #digitalsignage



Sign & Digital UK Review



BSGA MEMBERS ON SHOW



Now that the bank holiday is over there is time to reflect on Sign & Digital 2009. So what's to be said about this year's event? The show had a smaller footprint, yes; but the number and quality of the exhibitors did not appear to be diminished. If anything there was more for the average signmaker to see and the greater intimacy of the space made it easier for them to appreciate what was on display.

There was a touch less razzmatazz and clearly a number of the major exhibitors had downsized their stands, but perhaps this was no bad thing. My impression was that this made things appear more business like. The focus had shifted away from the stands, which was the biggest, most expensive, most spectacular etc., to the materials and equipment on offer, which is after all why signmakers come to the NEC.

What brought about the change? One could be negative and invoke the 'R' word, but there was a positive vibe at the show. I would rather say that in the current climate we are all aiming to maximise the return on our investment, be it time or money.



Achieving this requires careful thought and creativity; both were reflected in the style and content of this year's show.



Feedback from BSGA members exhibiting at the show indicates that the level of interest from visitors was high and the quality of leads good. Many of the signmakers may have been looking for a bargain and who can blame them. However, they had money to spend and product was being sold at the show. One member told me that he felt visitors seemed a bit more relaxed about coming on to their stand and those that did wanted to talk seriously about buying equipment.

I have only a couple of other observations to make. First I noticed that at least two member companies, Applelec Sign Components and Universal Aluminium Systems, were displaying the BSGA logo on their stands; thanks guys you made an old man very happy.

And finally, sharing a stand with Sign Directions means that I get to tag along to the occasional press junket, which can be fun and very informative!

New President Elected



Ian Drinkwater

Congratulations to Ian Drinkwater of Applelec Sign Components, who was elected National President at the Association's AGM on 29th April 2009. As is customary the meeting took place at the NEC, Birmingham on the middle day of the annual Sign & Digital UK exhibition.



In addition to the formal business of the meeting the Presidents of PRISM and the ESF spoke to delegates about the work of their respective organisations.

Members attending the event, chaired by Immediate Past President Craig Brown of Signs Express, were joined by two distinguished guests; Peter Kiddell, President of PRISM and Jean-Pierre Rousseau, President of the European Sign Federation.



Left to right: Craig Brown, Mark Brown, Ian Drinkwater and Tony Robinson



Left to right: Peter Kiddell and Jean Pierre Rousseau

Mr Kiddell said he was encouraged by the recent cooperation between our two associations and hoped that we could work together in the future, for the mutual benefit of our Members.

During his address M Rousseau told delegates of the French Government's plans to introduce a tax on commercial signage. The tax, due to come into force in January 2010, will be levied at a rates between €15 and €20 per square metre per year.

As you can imagine, news of this tax gave rise to a lively debate. The unanimous view expressed by delegates was that the introduction of such a levy in the UK would not only have a hugely detrimental impact on our industry, but business in general. They also agreed that the BSGA and other trade bodies should resist strongly any attempts to introduce such taxes.

JOIN THE BSGA

...and make a positive statement about your business.

As the only trade association dedicated to representing the commercial sign industry in the UK, we provide support for our members and encourage the highest quality standards of workmanship and customer service.

The BSGA offers a range of benefits and services including technical support, plus as a member you have the opportunity to promote

your business through the Sign Search facility on the Association's web site.

To find out more 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.





New Initiative from Universal

As a further indication of its commitment to the sign industry, Universal Aluminium Systems is entering into partnership agreements with a network of strategically located approved converters.

The company, which is the market leader in the supply of aluminium extrusions used in sign and display solutions, believe this new initiative will further reinforce its support for trade suppliers. Regional conversion facilities will be easier to access, offer faster turnaround times and ultimately be more cost effective.

Universal has entered into agreements with Horizon Signs of Huddersfield, Positive Group in Poole, Western Signs Systems in Westbury, Wiltshire, Signfab (UK) in Leicester and NE Plastics in Kent.

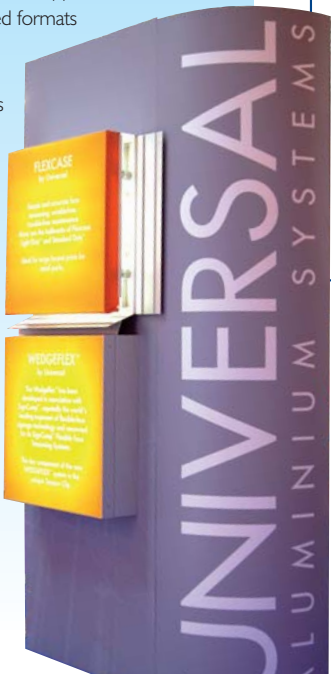
They also have a partnership agreement in the Republic of Ireland with SignSystem of Navan, County Meath and would welcome the opportunity for discussions with potential partners in Scotland.

Universal also showcased WEDGEFLEX, their latest illuminated flexible-face light box solution, developed in association with SignComp, renowned for its SignComp™ Flexible Face Tensioning Systems.

The key component of the WEDGEFLEX system is the unique Tension Clip. Manufactured from DuPont Delrin industrial-grade plastic, the reusable clip consists of two elements and is applied direct to the vinyl substrate, eliminating the need for additional assembly work.

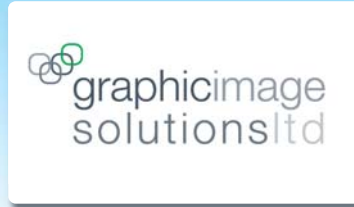
The aluminium extrusion used in the system is manufactured to the ISO 9002 standards and is available in a choice of finishes. Supplied in both single and double-sided formats each sign box is earth-bonded, has a fused terminal block on the mains outlet and incorporates European standard cool white fluorescent tubes.

For further information, contact Universal Aluminium Systems on 0117 939 2587 or check it out on the web at www.universal-aluminium.co.uk



New Members

Affiliate Member
Graphic Image Solutions Ltd



Graphic Image Solutions Ltd design, supply and install high quality products for all your graphic needs. We are specialists in interior glass manifestation and Digital Wallpaper products, using superior finishing techniques and treatment methods.

Through continuous research and development, we are at the forefront of digital products and high end interior branding.

Our Optically Clear Digital Window Film is a key example of our commitment to innovation and illustrates the endless possibilities with glass manifestation through digital print technologies.

Graphic Image Solutions will advise and support you in creating solutions to concepts and making your ideas reality.

Our range of products include

- Optically Clear Digital Window Film
- Digital Wallpaper
- Construction Advertising
- Fleet Vehicle Branding
- Corporate Brand Design



As well as offering event branding, point of sale products, technical support resources and design assistance.

At Graphic Image Solutions we set ourselves targets which exceed those expected during any project. Flexibility is key, with moving deadlines and unforeseen changes, we understand that deadlines are there to be met and pride ourselves on having a team spirit that accept those changes and provide the service our client's desire.



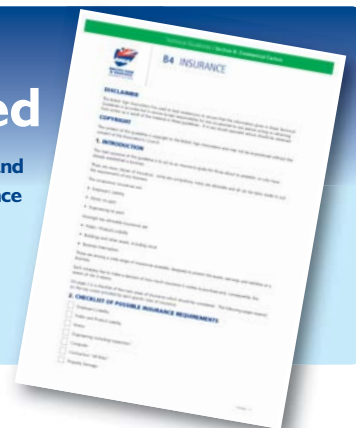
We don't see a project as a contract, we see it as an opportunity to work alongside our client, to provide a product and service to the highest specification.

Contact Details
Graphic Image Solutions Ltd
Courtyard House
West End Road
High Wycombe
Bucks
HP11 2QB
Tel: 01494 492674
e-mail: adam@graphics.co.uk
Web: www.graphics.co.uk

New Insurance Guideline Published

This is a brief reminder to Members that revised and updated version of Technical Guideline B4: Insurance has been issued.

Copies of the guideline together with a wealth of other information can be downloaded from the Member's Area of the website www.bsga.co.uk



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 who have joined the Association since the last newsletter was published. Our thanks to all concerned, for providing the information and photographs.

Affiliate Member Perfectionist Projects Ltd



Perfectionist Projects Ltd provides flexible, expert resources to the management and clerical fields of the manufacturing industry often at rates lower than our clients can employ permanent staff for. The company was established to provide a service that overcomes the traditional 'feast and famine' nature of the industry by offering two things to our clients:

Flexible, expert resources during busy periods, often at rates lower than permanent staff can be employed for; and the opportunity to minimise overheads during quieter times. The signage division of the network has 30 years experience in the sign industry and manages multi million pound turnover contracts with MS Projects 2007 via a secure web management facility. The team provide flexible, expert resources for all of the services listed below.

- Project Management
- Site Surveys
- Photoshop Graphics
- Town & Country Planning Application Processing
- Procurement Solutions
- Installation & Maintenance Management
- Site Meetings & Auditing
- Quality Clerical Resource

Contact Claire on 07590 374192 or visit our website www.perfectionistprojects.co.uk to learn about our services, experience, testimonials and rates that could help your business survive the recession.

Contact Details
Perfectionist Projects Ltd
PO Box 188, Pevensey, BN24 9EE
Tel: 07590 374192
e-mail: info@perfectionistprojects.co.uk
www.perfectionistprojects.co.uk

Corrections and clarifications!

In the last issue we appear to have had an attack of the gremlins, which resulted in the copy for the Interface Signs Art & Media feature getting a little tangled. My apologies to Richard Miller, Lauren Bonnett and everyone at Interface Signs Art & Media for the c**k-up – this is the item as it should have appeared.

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. We have 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 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 to our services we are anodic art specialists and at the forefront of direct printing to mass media substrates. We have had fantastic feedback regarding our client services and implementation programmes.

As Interface Signs grows, we are continually investing so that we cement our position as a leading visual media specialist.

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

Other new members include

The Sign Group

Victoria Works, Bruntcliffe Road,
Morley, Leeds LS27 0LF
Tel: 0113 252 4706 Fax: 0113 252 4797
e-mail: graeme@thesigngroup.co.uk
Web: www.thesigngroup.co.uk

Colour Mill Ltd

Orchard House, Orchard Field Lane, Bladon
Oxon, OX20 1QD
Tel: 01993 811244 Fax: 01993 813432
e-mail: info@colourmill.co.uk
Web: www.lfpink.co.uk

Sign Wizard

144 Whitley Road, Eastbourne, East Sussex BN22 8LS
Tel: 01323 730400 Fax: 01323 738884
e-mail: lee@sign-wizard.co.uk
Web: www.sign-wizard.co.uk

One Four Design

21 Chippenham Lane, Slough Berks, SL1 5BU
Tel: 01753 518406
e-mail: info@onefourdesign.co.uk
Web: www.onefourdesign.co.uk

Business Signs 4.0 Ltd

14 Commonfields, Harlow Essex, CM20 3QE
Tel: 01279 832028 Fax: 01279 832028
business.signs4.0limited@ntlworld.com
www.businesssigns40limited.co.uk

Ngwena Ltd

Unit 1, The Bronze Works,
Kangley Bridge Road, London, SE26 5AY
Tel: 020 8659 6596 Fax: 05602 048903
e-mail: info@ngwenaprint.com
Web: www.ngwenaprint.com

KeyMT Ltd

Unit 44 – 45, Drumhead Road,
Chorley North Industrial Park, Lancs PR6 7BX
Tel: 01257 266571 Fax: 01257 263109
e-mail: mail@keymet.com
Web: www.keymt.com

Development Plan Monitoring

Our Planning Consultant continues to monitor Local Development Plans on behalf of the Association.

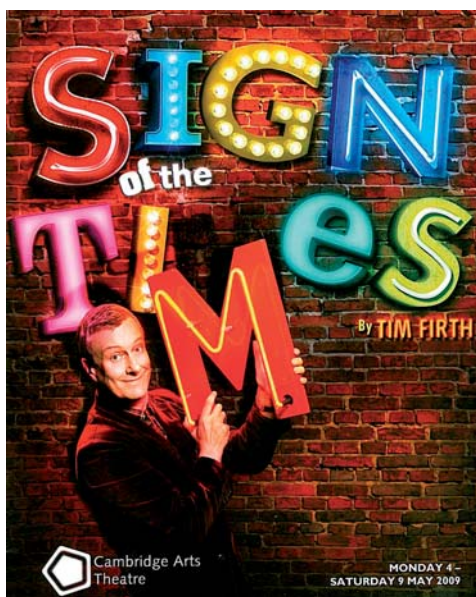
In recent months he has commented on or lodged objections to draft plans from seven

local councils. Of these only two were considered acceptable, the others including a draft Shopfronts SPD from Richmond upon Thames had, in our view, 'little grasp on reality or even the 20th century!'



Sign of the Times

Spending a Saturday evening at the Cambridge Arts Theatre to see a play about signmakers may seem like a Busman's Holiday for the Director of the BSGA, but that's just what I did last weekend!



The play, a new comedy by Tim Firth writer of the fabulous *Calendar Girls*, was *Sign of the Times* starring Stephen Tompkinson (*Wild at Heart*, *Ballykissangel*, *Brassed Off*).

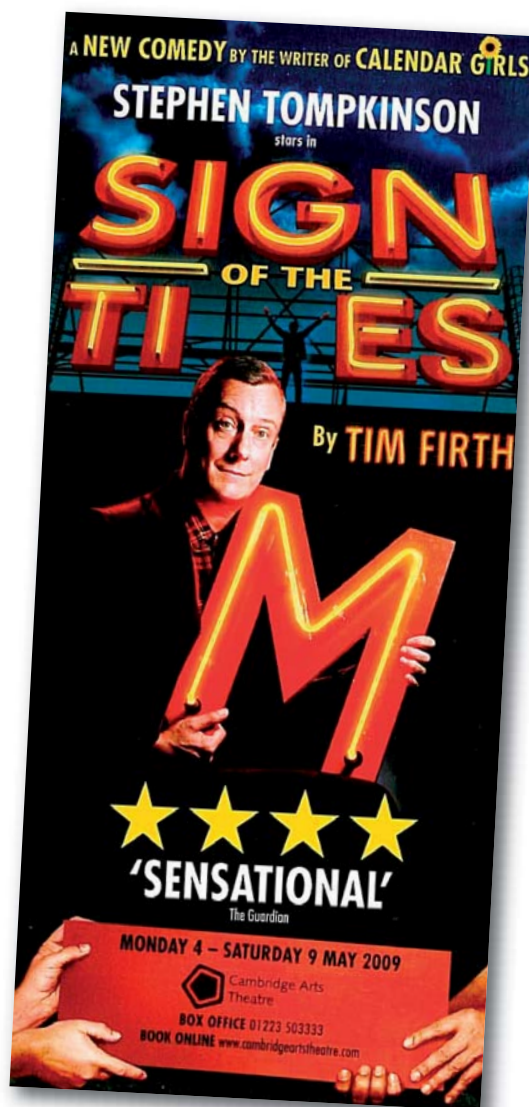
Tompkinson plays Frank Tollit, a twenty-five year veteran of the industry who is introducing trainee Alan (Tom Shaw) to the joys of sign installation on a ledge sixty feet above the streets of Yorkshire.

Frank's aim is to impart his wealth of accumulated knowledge and wisdom to the young apprentice, but as the two struggle to sort out the components of the sign and make sense of the designer's instructions, each discovers that the other has ambitions beyond their current situation.

Sign of the Times, directed by Peter Wilson and Produced by PW Productions, is wonderfully funny with a host of great one-liners yet, as things unfold and the characters reveal their latent ambitions, it is also very poignant.

You find yourself empathising with them as your thoughts turn to your own unfulfilled dreams.

The play is currently on tour and if you have the chance to see it, you should, it was a great night out. Busman's Holiday or not!



Sign of the Times is at the following venues over the next few weeks:

11th May - 16th May:
Grand Theatre, Blackpool
Box Office: 01253 290190

18th May - 23rd May:
Theatre Royal, Norwich
Box Office: 01603 630000

25th May - 30th May:
The Everyman Theatre,
Cheltenham Box Office: 01242 572573

1st June - 6th June:
The Playhouse, Oxford
Box Office: 01865 305305

No.10 Visit for Elaine

On 18th March Elaine Davies from Signfocus, together with other campaigners from the cervical cancer charity Jos Trust travelled to Downing Street to deliver a petition to the Prime Minister.

The family of Claire Everett Walker, who died from cervical cancer in September 2008 aged 23, were also there to support calls on the

government to reduce the screening age for smear tests from 25 to 18.

Elaine, who has endured radical surgery on two occasions as a result of cervical cancer, believes the age limit for testing must be reduced, 'Young girls are dying needlessly because of a decision made by the government in 2004 to raise the age limit.' Ann Keen, Under-Secretary of State at the Department of Health,



has agreed to review the evidence and Elaine hopes the outcome will be positive.

Elaine will be taking part in this year's Race for Life event, to raise money for Cancer Research UK – you can sponsor on-line using the following link
<http://www.raceforlifesponsorm.org/elainedaviesraceforlife09>

