<table>
<thead>
<tr>
<th>Single-Head Machines</th>
<th>Description &amp; Cost</th>
<th>What's New</th>
<th>Features</th>
<th>Attachments</th>
<th>Who's the Ideal Buyer?</th>
<th>User Review</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Elite Pro II</strong></td>
<td>$9,899.95</td>
<td>• Single-needle commercial embroidery machine • Sews at speeds up to 1,200 stitches per minute • 170 lb. cast aluminum frame</td>
<td>Contact manufacturer for price</td>
<td>• VTSAutomatic • USB port • USB memory stick to load designs • Centering feature: one-touch hoop-centering tool</td>
<td><strong>Cap frames</strong> <strong>Many hoop sizes</strong> <strong>Specialized clamping and hooping systems</strong></td>
<td>Victoria Daher, embroidery supervisor for Greenbloom, NC-based Pace Communications, chose the Barrudan Elite Pro II single-head for her company because of its reputation for reliability. “From the first machine I bought as a small-business owner, to the six machines we now run, I have had nothing but superior support and service,” she says. “The machines are high-quality and dependable.” Daher has benefited from the machine’s 15 needles. “We offer more than 20 thread-color options in our catalog,” she says. “So being able to leave 15 colors on the machine is a huge time-saver.” She also enjoys the machine’s durability, easy-to-use automatic, networking capability and strong motors. “We work within a quick turnaround for our orders, so I need my machines to run as fast as possible and still keep accurate registration,” she says. “We typically run them at 70-75 stitches per minute, but they do a great job with very little vibration.”</td>
</tr>
<tr>
<td><strong>Barrudan America Inc.</strong></td>
<td>$4,419.99</td>
<td>Barrudan has three single-head machine models. The Elite Pro II is our medium-sized machine. Call the vendor to find out about its larger field bridge machine and its smaller nine-needle compact machine.</td>
<td><a href="http://www.barrudanamerica.com">www.barrudanamerica.com</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Quattro 6000D</strong></td>
<td>$4,999.95</td>
<td>Single-needle sewing/embroidery/crafting machine • Sews up to 1,000 stitches per minute while the embroidery arm is still attached • Includes more than 600 built-in embroidery designs and the new Jumbo 12-inch-by-9-inch hoop: includes reference grid for resizing from 60% to 200% of original design • Canvase embroidery font • Improved stitch combination preview and realistic preview</td>
<td><a href="http://www.brotheramerica.com">www.brotheramerica.com</a></td>
<td>• Up-Close Viewer function (±4 larger thumbnail viewing, centering function, grid display and 200% magnification of needle position)</td>
<td><strong>Cap frames</strong></td>
<td>Beverly Schleimer of California-based Xtra Embroidery Creations, bought the Quattro on the sole fact that she knew the dealer. “I think the most important thing is to trust who you are getting your machine from,” Schleimer says. “I love that if I have a design, I can put in the machine and make it smaller or larger – no software needed.” She also finds the upside-down sewing (the bobbin work) to result in great quality designs. Another Quattro owner, Ann Haupt, bought the machine for home use. “I use it mostly for embroidery and love the auto-threading.” Haupt says, “The quality of embroidery is great, and so is the camera (InnovEye Technology) for embroidery placement.” Both women agree that improvements need to be made on the bobbin case. “When you’re in the middle of embroidery and run out of bobbin thread, it’s a little difficult to change,” Schleimer says. Haupt adds that she wishes the machine weren’t made out of plastic. “But the overall quality of the machine is excellent,” Schleimer says.</td>
</tr>
<tr>
<td><strong>Brother International; Bridgewater, NJ; (908) 353-9992; <a href="http://www.brother.com">www.brother.com</a></strong></td>
<td>$3,499.95</td>
<td>Single-needle sewing/embroidery/crafting machine • Sews at speeds up to 1,200 stitches per minute • 170 lb. cast aluminum frame</td>
<td><a href="http://www.brother.com">www.brother.com</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Tajima TEMX-C370</strong></td>
<td>$3,599.95</td>
<td>Single-head, 15-needle commercial embroidery machine • Compact body arm type design • 5.7-inch LCD control panel • SOOMH 32-bit processing • Memory of a million stitches up to 200 designs</td>
<td><a href="http://www.tajima-usa.com">www.tajima-usa.com</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Hirsch International; Solon, OH; (800) 519-4421; <a href="http://www.hirschinter">www.hirschinter</a> national.com</strong></td>
<td>$5,999.95</td>
<td>Twin thread trimmers • USB port • Immediate-stop safety breaker</td>
<td>Contact manufacturer for price</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### Single-Head Machines

<table>
<thead>
<tr>
<th>Model</th>
<th>Description &amp; Cost</th>
<th>What's New</th>
<th>Features</th>
<th>Attachments</th>
<th>Who's the Ideal Buyer?</th>
<th>User Review</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>AMAYA XTS Single-Head</strong></td>
<td>USA-made single-head modular embroidery system</td>
<td>• Built on the solid XT platform</td>
<td>• 16 needles with automatic thread-break recovery system</td>
<td>• Macrom cylindrical hoop: enables the full benefit of the small cylindrical lower arm, used to stitch at high speeds</td>
<td>• Who want to purchase their first or additional multi-head machine</td>
<td>Carolyn Cagle, owner of Stacy, MN-based Snikkle Knits Inc., enjoys the flexibility, size and portability of the AMAYA XTS single-head machine. “I can add more machines as the company grows,” she says. “And I love that it came with DesignShop embroidery software.” Cagle uses the machine for fleece, nylon, vinyl and leather ATV and motorcycle seats, as well as for animal collars. “The quality of stitches, speed and fabric range are what I love the most about this machine,” she says. She would, however, like the “buzzing” feature removed when it sits idle for awhile, and suggests doing any project larger than 10,000 stitches and more than 12 pieces on a larger, faster machine.</td>
</tr>
<tr>
<td><strong>Melco; Denver; 872-1555; <a href="http://www.melco.com">www.melco.com</a></strong></td>
<td>Compact</td>
<td>• New and improved belts and motors to increase durability/longevity of the equipment</td>
<td>• Panasonic power-control system using Japanese technology</td>
<td>• Start-up decorating businesses and those upgrading from home use to commercial equipment</td>
<td>Not suited for: Decorators who want to purchase their first or additional multi-head machine</td>
<td>Charles Jenkins runs Clearwater, FL-based Casual Wear Unlimited (<a href="http://www.cwearunlimited.com">www.cwearunlimited.com</a>), which provides custom embroidery on shirts, caps, outerwear, industrial wear and more. Jenkins enjoys the Pro 9500’s thread break sensors, auto color change and auto trim. “There are very few thread breaks – very few stoppage points overall,” he says. “It’s an extremely efficient system.” He also loves the large, full-feature screen that monitors the machine’s speed, estimated time to completion and status of the embroidery. Jenkins recommends the machine to decorators who embroider on hats. “It works at 250 degrees around the cap at 1,500 stitches per minute,” he says. “It always gets the job done.”</td>
</tr>
<tr>
<td><strong>Meistergram Pro 9500 Compact</strong></td>
<td>15-needle single-head compact embroidery machine</td>
<td>• New and improved belts and motors to increase durability/longevity of the equipment</td>
<td>• Panasonic power-control system using Japanese technology</td>
<td>• Start-up decorating businesses and those upgrading from home use to commercial equipment</td>
<td>Not suited for: Decorators who want to purchase their first or additional multi-head machine</td>
<td>Charles Jenkins runs Clearwater, FL-based Casual Wear Unlimited (<a href="http://www.cwearunlimited.com">www.cwearunlimited.com</a>), which provides custom embroidery on shirts, caps, outerwear, industrial wear and more. Jenkins enjoys the Pro 9500’s thread break sensors, auto color change and auto trim. “There are very few thread breaks – very few stoppage points overall,” he says. “It’s an extremely efficient system.” He also loves the large, full-feature screen that monitors the machine’s speed, estimated time to completion and status of the embroidery. Jenkins recommends the machine to decorators who embroider on hats. “It works at 250 degrees around the cap at 1,500 stitches per minute,” he says. “It always gets the job done.”</td>
</tr>
<tr>
<td><strong>Pantograms; Tampa, FL; 872-1555; <a href="http://www.pantograms.com">www.pantograms.com</a></strong></td>
<td>Series ESP 9100</td>
<td>• Built on the solid XT platform</td>
<td>• 15-needle, single-head compact embroidery system</td>
<td>• Macros cylindrical hoop: enables the full benefit of the small cylindrical lower arm, used to stitch at high speeds</td>
<td>• Who want to purchase their first or additional multi-head machine</td>
<td>Carol Chabay, owner of Lake Hopatcong, NJ-based DC Signature Gifts, purchased her first ESP 9100 after discovering that many of her friends in the industry had Toyotas for several years and were satisfied with their purchases. She jokes about the day she finally decided to buy “I bought the entire staff that day – they just happened to throw in the machine,” she says. “The support that comes with it is outstanding.” Chabay now owns two Toyotas. “I like the networking abilities – being able to send information to both machines, and their ease of use,” she says. “I’ve had them for more than two years and they’ve never broken down. They’re my two workhorses.”</td>
</tr>
<tr>
<td><strong>Toyota Expert Series ESP 9500</strong></td>
<td>15-needle, single-head compact embroidery system</td>
<td>• Built on the solid XT platform</td>
<td>• 15-needle, single-head compact embroidery system</td>
<td>• Macrom cylindrical hoop: enables the full benefit of the small cylindrical lower arm, used to stitch at high speeds</td>
<td>• Who want to purchase their first or additional multi-head machine</td>
<td>Carol Chabay, owner of Lake Hopatcong, NJ-based DC Signature Gifts, purchased her first ESP 9100 after discovering that many of her friends in the industry had Toyotas for several years and were satisfied with their purchases. She jokes about the day she finally decided to buy “I bought the entire staff that day – they just happened to throw in the machine,” she says. “The support that comes with it is outstanding.” Chabay now owns two Toyotas. “I like the networking abilities – being able to send information to both machines, and their ease of use,” she says. “I’ve had them for more than two years and they’ve never broken down. They’re my two workhorses.”</td>
</tr>
</tbody>
</table>
### Single-Head Machines

<table>
<thead>
<tr>
<th>Description &amp; Cost</th>
<th>What's New</th>
<th>Features</th>
<th>Attachments</th>
<th>Who's the Ideal Buyer?</th>
<th>User Review</th>
</tr>
</thead>
</table>
| **PMEG-699/1101- CX (L)** | Single-head embroidery and single-head chenille combination machine  
Sews at 1,200 stitches per minute  
Sewing area of 18 inches by 20 inches  
Starting at $11,995.00 | New style of high-visibility color controller with wireless connectivity and embroidery network software  
Class A bridge frame with an open back to accommodate large amounts of excess materials  
Embroidery, chenille, chain, sequins and cording functions in one hooping  
Networking controller with efficiency data reporting  
Stand-alone controller with 2-million-stitch memory  
Six-, nine- or 12-needle head configuration  
Compact frame fits through a standard doorway and is on wheels  
Border path for doing patches/embroidery in repeat format | Three-way convertible attachments (flat, tubular and cap frames)  
Clamping systems for "no hoop" applications like bags or shoes  
Spider frames for panel sewing using two hoops in the same sewing field, so that while the machine is sewing one frame, the operator is changing the other frame  
270-degree hat attachment for caps | Decorators who need a commercial embroidery machine in a compact package, or have a shop with limited space or where portability is a concern | Andrew Hill, owner of Texas-based Ai Embroidery & More, chose the Prestige PMEG-699/1101 single-head machine due to his business location. "I'm based near a college and I was turning away specialty jacket-back designs and lettering work because I couldn't do it," he says. Once he realized local competing companies were doing collegiate work, but their turnaround time and minimum order quantity was unacceptable to the clients. Hill saw this as an opportunity. "By being able to combine chenille and embroidery, I could supply all their needs with no real minimums," he says. "Now I specialize in hoodies and jackets with extra-large embroidery designs." He uses the nine-color single-head for shirts, caps, bibs and towels, "but having a chenille attachment means that I can produce jackets that combine lettering and chenille, without re-hooping," he says. "I also love the speed and the controller, which still accepts a floppy disk so I can use my really old designs." |
| **Prodigi E-1501C** | Single-head, 12-needle compact embroidery machine  
Sews up to 1,200 stitches per minute | SWF exclusive quick-change cap driver: no tools required, fits right into the tubular arms  
54-inch high resolution LCD control panel with USB, serial and floppy disk input  
Laser design trace  
Automatic oiling  
Upper and lower thread-break sensors  
Includes three days of training for two people at SWF East offices | Comes with a full complement of direct-front and jacket-back hoops (two of each size), a quick-change cap driver, two 270-degree cap frames and hooping gauge, digitizing software, starter supplies and accessories and more than 4,000 stock designs | Decorators who need a commercial embroidery machine | Wendy Merkey, owner of Morganston, NC-based Wendy's Custom Embroidery, opened her shop in 2007. "I was completely new to the embroidery business and very quickly realized I needed a single-head," she says. "I purchased a single-head SWF locally, and it ended up being the best purchase I ever made." |
| **SWF East, Tampa, FL (813) 793-3129; www.swfast.com** | **Entrepreneur Pro PR-1000** | 10-needle home embroidery machine  
Consumer Electronics Association named it an International CES Innovations 2011 Design and Engineering Awards Honoree | InnovEye technology (sharp, magnified view of needle area)  
InnovEye LED Thread Color System simplifies thread-color setup and provides status cues  
New easy Eyelit Threading System and automatic needle threading  
Large, full-color 4.3-inch by 7.2-inch HD touch screen by Sharp Corp.  
Ultra-precise design positioning with the Snowman Embroidery Positioning Marker  
110 built-in designs, 28 size-adjustable fonts, plus frames and decorative alphabet designs  
PE-DESIGN Next Upgrade software for linking machines, advanced editing and additional designs | 14-inch-by-14-inch jumbo frame  
10% larger than the vendor's previous extra-large frame ($199.95)  
8-inch-by-8-inch quilting frame ($599.95)  
4-inch-by-12-inch border frame ($599.95)  
Round frame kit ($599.95)  
Wide cap frame, driver and mounting jig: for virtually ear-to-ear embroidery on caps ($4,499.95)  
The built-in FrameArm AUTO Sensing feature advises when you're using the wrong frame | Not suited for: Decorators who embroider bulky items, such as horse blankets and Carhartt jackets, who’d be better served with a full-size single-head embroidery machine |
| **Merkey's husband set a two-year goal for her, and when she reached that goal, they purchased the new 1501C.** "I was completely new to the embroidery business and very quickly realized I needed a single-head," she says. "I purchased a single-head SWF locally, and it ended up being the best purchase I ever made." |
| **Brother International, Bridgewater, NJ (800) 352-3131; www.brother.com** | **Brother Internatio nal, Bridgewater, NJ (800) 352-3131; www.brother.com** | $19,999.95 | $13,999.95  
36 stitches per minute  
Sews 1,200 stitches per minute  
Sews to 1,200 stitches per minute  
Starting at $22,000 | Starting at $22,000  
InnovEye technology (sharp, magnified view of needle area)  
InnovEye LED Thread Color System simplifies thread-color setup and provides status cues  
New easy Eyelit Threading System and automatic needle threading  
Large, full-color 4.3-inch by 7.2-inch HD touch screen by Sharp Corp.  
Ultra-precise design positioning with the Snowman Embroidery Positioning Marker  
110 built-in designs, 28 size-adjustable fonts, plus frames and decorative alphabet designs  
PE-DESIGN Next Upgrade software for linking machines, advanced editing and additional designs | 14-inch-by-14-inch jumbo frame  
10% larger than the vendor’s previous extra-large frame ($199.95)  
8-inch-by-8-inch quilting frame ($599.95)  
4-inch-by-12-inch border frame ($599.95)  
Round frame kit ($599.95)  
Wide cap frame, driver and mounting jig: for virtually ear-to-ear embroidery on caps ($4,499.95)  
The built-in FrameArm AUTO Sensing feature advises when you’re using the wrong frame | Janet Arnold of Goodletsville, TN-based Broken Cookie Embroidery chose to buy the PR-1000 after owning the PR-600 (a six-needle embroidery machine). "When Brother came out with a machine with more needles and the camera-like technology, I had to have it," she says. The camera-like technology, auto threading system and 10 needles are Arnold’s favorite things about the machine; however, she sometimes has problems with threading. “After each color finishes the stitching, the thread is pulled into the wiper area, but the threads fall out of this area,” she says. "If the thread that falls is long enough, it could fall into the design when it shouldn’t be." Arnold has told her dealer about this and it’s being addressed. |
### THE BIG MACHINE ISSUE

**Multi-Head Machines**

- **X-Series**
  - Available multi-head models from two to 36 heads (16 needles per head)
  - Runs at 3,000 stitches per minute.
  - Large sewing field: 117½ inches by 107 inches
  - Exclusive Solenoid-driven thread clamps: reduce pullouts and thread breaks
  - Radius cylinder arm: for highest stitch quality on caps
  - Outline perimeter to improve productivity
  - ZQ 11-needle sewing head: proven sewing head with Barudan’s exclusive Positive Needle Drive. The drive system ensures quality embroidery on all types of garments including thicker items like leather, karate belts and designs with puffy foam.
  - Cap frames
  - Multiple hoop sizes
  - Specialized clamping and hooping systems

- **Barudan America Inc., Solon, OH; (800) 647-4776; www.barudanamerica.com**

- **Tejina TFMX506**
  - Six-head commercial embroidery machine
  - Driven by Windows CE Software (upgradable)
  - LCD color monitor with USB and LAN connectivity/networkability (expanded memory and ability to use PXF files)
  - Solid-state electronics
  - “Green” machine (uses less power than other models)
  - “Tilt” head (angle of head is more upright, allowing for bigger sewing area and a better stitch quality, especially on headwear)
  - Rotary dual thread detection and auto-tensioning system
  - Highest residual value
  - Sequin, beading and cording attachments
  - Decorators who want to produce high-quality production runs with a machine that’s versatile enough to handle small to medium-size orders varying in quantity, ideal for mid-size orders ranging from 48 pieces and up
  - Not suited for: Startup embroiderers looking to do personalization only

- **Hirsch International, Solon, OH; (800) 944-4441; www.hirschinternational.com**

- **AMAYA XTS Multi-Head**
  - USA-made multi-head modular multi-tasking system that’s expandable from a single head up to 30 heads
  - Each head is 16 needles, with automatic thread tension
  - Sews up to 1,500 stitches per minute
  - Built on the solid XT platform
  - Thread trimmer: new cutting action for clean, reliable cuts, slicing through thick burlap and metallic thread
  - Wide angle cap frame provides an extra-large sewing field and requires little or no backing
  - AMAYA OS: built in lettering and editing capability, and real hoop limit detection
  - Precise laser registration
  - Adjustable pressure foot
  - One of the smallest cylindrical lower arms, used to stitch at high speeds on pockets, shirt sleeves, golf club covers, etc.
  - Front panel cap frame
  - Wide-angle cap frame: sews in a 270-degree field
  - Sequin attachment
  - AMAYA XTS oversized hoops
  - Fast frame hoops for dog collars and karate belts
  - Slim line hoop system makes hooping bags simple
  - Designed for home- and retail-based decorators who want a multi-head system that can handle high-volume orders at high speeds, with minimal labor and materials costs
  - Not suited for: Decorators who don’t do high-volume business

### User Review

**Barber, of Douglasville, GA-based Gable Sporting Goods (asi/30134), visited the Tyrone, GA Hirsch location to check out newer models. “We know that the newer technology was only going to increase our output with better appearance,” Barber says.**

**Robinson says that any business doing embroidery work should consider the Tajima machines. “I’ve checked out other machines, and ours out-performs,” she says. “Its durability is outstanding. We just don’t have downtime with our machines.”**

**As an owner of an older, four-head Hirsch-supplied machine, Jane Robinson of Douglasville, GA-based Gable Sporting Goods (asi/30134), visited the Tyrone, GA Hirsch location to check out newer models. “We know that the newer technology was only going to increase our output with better appearance,” Robinson says.**

**When Robinson saw the Tajima TFMX506 had less stoppage on thread breaks, a light fixture and produced beautiful stitchwork, she purchased it. “We needed a do-all machine because we’re in the team sports business,” she says. “We stitch everything from jackets to bags. This machine really makes our work look so much better than our competition.”**

**Robinson says that any business doing embroidery work should consider the Tajima machines. “I’ve checked out other machines, and ours out-performs,” she says. “Its durability is outstanding. We just don’t have downtime with our machines.”**

**After witnessing the technology improvements introduced in the AMAYA machines, it was an easy decision for Brad Whaley, co-owner of Kansas City, MO-based TheBrandingIron.com, to switch from another popular brand he already owned. “The AMAYA machine and software save time, are easier to use and do a fantastic job,” he says.**

**Whaley especially likes that the AMAYA machines operate independently of each other, which means they can be running different jobs at the same time. “You can start one sewing as soon as you get your hat or garment mounted, and you don’t have to get every head mounted,” he says. “It also means a thread break or problem on one machine doesn’t bring production to a halt on all heads, resulting in more, and faster sewouts.” He admits that the AMAYA initially sewed too fast for him. “It sounds funny to say, but I had to slow it down to 1,200 stitches per minute instead of 1,350 rpm to 1,450 rpm,” he says. “Many machines won’t even sew that fast.”**
Multi-Head Machines

Description & Cost

Features

What's New

Attachments

Who's the Ideal Buyer?

User Review

Meistergram Pro 1904 4-Head

$14,995

• New and improved belts and motors to increase durability

• Step motor for more efficient production

• Panasonic power control system using Japanese technology

• Fast-change, 270-degree cap frame kit with two cap hoops

• User-friendly LCD control panel

• Multi-stitch/edge design memory

• Extended hoop kit

• Narrow cylinder arm

• Automatic thread trimmers

• 7-in-1 attachment for pants, sleeves, pockets and other hard-to-embroider items

• Sequin, beading, cording, and patch attachments

• Border frame for large flat embroidery

• Clamp attachment for heavier, hard-to-embroider items

• Designed for medium-size decorators who want to increase production

Not suited for: Decorators who want a single-head machine

Buddy Newman, owner of Columbus, Ga.-based Stitched In Time, bought the PRO1904 because of Meistergram's reputation for producing reliable machines. And, Newman hasn't been disappointed with that decision. "This machine is so fast," he says. "I can pump out orders faster than I can hoop them." Since he only has hoops in sets of four, as soon as the first set is done sewing, he's already hooping the next set. "I plan to order more hoops," says Newman, who has embroidered names, designs and logos on thousands of shirts, towels, caps and handbags with the four-head machine. "The multi-heads are efficient and produce excellent monograms," says Newman, whose one request would be that the machine connected directly into his computer, rather than requiring him to use a USB device.

Pantograms; Tampa, FL; (813) 724-6400; www.pantograms.com

PMF series machines (12- to 42-head flat machines)

• Custom models also available from one to 11 heads

• Sewing areas of up to 36 inches per head

• New style of high-visibility color controller with wireless connectivity and embroidery network software

• D-B built-in stitch simulator and laser guidance

• Class 4 bridge frame with open back for accommodation of large amounts of excess materials

• Embroidery sequins and coiling functions in one hooping

• Stand-alone controller with one million stitch memory

• Three-, six-, nine- or 12-needle head configuration

• Continuous sewing functions to maintain same pattern in multiple hoopings

• Overlap sewing area between sewing heads so that designs can be split into sections

• Border sash for doing patches/embellishments in repeat format

• Clamping systems for "no hoop" applications like bags or shoes

• Spinner frames for panel sewing using two hoops in the same sewing field, so that while the machine is sewing one frame, the operator is changing the other frame

• 270-degree hat attachment for caps

• Up to six sets (two in a set) of tubular frames for sewing on finished goods

Decoration systems are the high-capacity machine to turn significant output volume of piece goods or embellishments

Not suited for: Contractors with a very small production space

Chuck Northcutt, president of Cincinnati-based Creative Promotions Inc., decided to purchase a direct-to-garment printer for his company to fill a void in his product offering. "Based on the quality of the prints and how easy it is to print white, we purchased an Anajet," he says. And he wasn't disappointed. By the end of the year, the Anajet Sprint printer was the single most profitable piece of equipment in Creative Promotions' shop. Northcutt's favorite features are the ease of printing a small or quick-turn job, the wide variety of items that can be printed on and the ability to print on any color. "The printer really shines when it comes to printing white ink," he says. "The designs turn out extremely vivid and really showcase the printer's true potential." Northcutt has also found that the Anajet printer is also great for very complex graphic with lots of color and fades and blends.

Prodigi, Wentzville, MO; (636) 724-8400; www.prodigi.com

Direct-To-Garment Printers

Description & Cost

Features

Who's the Ideal Buyer?

User Review

Sprint

New PolyBright textile ink allows printers to print directly on polyester, nylon, rayon, blends and other synthetic fiber materials

• Closed-loop ink delivery system

• Low cost of ownership

• "Trouble-free" user maintenance

• Fastest throughput speeds available

• Made in the USA

• Lifetime customer support

Embroiderers, screen printers and promotional products distributors interested in offering low-cost, high-profit, short-run custom apparel

Not suited for: Contract decorators who want to fulfill high-volume orders

Chuck Northcutt, president of Cincinnati-based Creative Promotions Inc., decided to purchase a direct-to-garment printer for his company to fill a void in his product offering. "Based on the quality of the prints and how easy it is to print white, we purchased an Anajet," he says. And he wasn't disappointed. By the end of the year, the Anajet Sprint printer was the single most profitable piece of equipment in Creative Promotions' shop. Northcutt's favorite features are the ease of printing a small or quick-turn job, the wide variety of items that can be printed on and the ability to print on any color. "The printer really shines when it comes to printing white ink," he says. "The designs turn out extremely vivid and really showcase the printer's true potential." Northcutt has also found that the Anajet printer is also great for very complex graphic with lots of color and fades and blends.

Anajet (315)746-2200, Costa Mesa, CA; (877) 626-3200; www.anajet.com

GT-541 Digital Garment Printer

$16,995

• Fatter and less expensive to operate than traditional screen-printing machines because of minimal set-up, tear-down, clean-up, screens, squeegees or pallet adhesive

• Water-based ink can be cured by a standard heat press, eliminating the need to purchase a conveyer dryer

• Cost-effective for short-run apparel graphics applications

• Prints graphics with up to 800 dpi and four ink cartridges to create up to 1504 4-Head Machines

Starting at $3,000

• New and improved belts and motors to increase durability

• Step motor for more efficient production

• Panasonic power control system using Japanese technology

• Fast-change, 270-degree cap frame kit with two cap hoops

• User-friendly LCD control panel

• Multi-stitch/edge design memory

• Extended hoop kit

• Narrow cylinder arm

• Automatic thread trimmers

• 7-in-1 attachment for pants, sleeves, pockets and other hard-to-embroider items

• Sequin, beading, cording, and patch attachments

• Border frame for large flat embroidery

• Clamp attachment for heavier, hard-to-embroider items

• Designed for medium-size decorators who want to increase production

Not suited for: Decorators who want a single-head machine

Buddy Newman, owner of Columbus, Ga.-based Stitched In Time, bought the PRO1904 because of Meistergram's reputation for producing reliable machines. And, Newman hasn't been disappointed with that decision. "This machine is so fast," he says. "I can pump out orders faster than I can hoop them." Since he only has hoops in sets of four, as soon as the first set is done sewing, he's already hooping the next set. "I plan to order more hoops," says Newman, who has embroidered names, designs and logos on thousands of shirts, towels, caps and handbags with the four-head machine. "The multi-heads are efficient and produce excellent monograms," says Newman, whose one request would be that the machine connected directly into his computer, rather than requiring him to use a USB device.

Pantograms; Tampa, FL; (813) 724-6400; www.pantograms.com

PMF series machines (12- to 42-head flat machines)

• Custom models also available from one to 11 heads

• Sewing areas of up to 36 inches per head

• New style of high-visibility color controller with wireless connectivity and embroidery network software

• D-B built-in stitch simulator and laser guidance

• Class 4 bridge frame with open back for accommodation of large amounts of excess materials

• Embroidery sequins and coiling functions in one hooping

• Stand-alone controller with one million stitch memory

• Three-, six-, nine- or 12-needle head configuration

• Continuous sewing functions to maintain same pattern in multiple hoopings

• Overlap sewing area between sewing heads so that designs can be split into sections

• Border sash for doing patches/embellishments in repeat format

• Clamping systems for "no hoop" applications like bags or shoes

• Spinner frames for panel sewing using two hoops in the same sewing field, so that while the machine is sewing one frame, the operator is changing the other frame

• 270-degree hat attachment for caps

• Up to six sets (two in a set) of tubular frames for sewing on finished goods

Decoration systems are the high-capacity machine to turn significant output volume of piece goods or embellishments

Not suited for: Contractors with a very small production space

Chuck Northcutt, president of Cincinnati-based Creative Promotions Inc., decided to purchase a direct-to-garment printer for his company to fill a void in his product offering. "Based on the quality of the prints and how easy it is to print white, we purchased an Anajet," he says. And he wasn't disappointed. By the end of the year, the Anajet Sprint printer was the single most profitable piece of equipment in Creative Promotions' shop. Northcutt's favorite features are the ease of printing a small or quick-turn job, the wide variety of items that can be printed on and the ability to print on any color. "The printer really shines when it comes to printing white ink," he says. "The designs turn out extremely vivid and really showcase the printer's true potential." Northcutt has also found that the Anajet printer is also great for very complex graphic with lots of color and fades and blends.

Anajet (315)746-2200, Costa Mesa, CA; (877) 626-3200; www.anajet.com

GT-541 Digital Garment Printer

$16,995

• Fatter and less expensive to operate than traditional screen-printing machines because of minimal set-up, tear-down, clean-up, screens, squeegees or pallet adhesive

• Water-based ink can be cured by a standard heat press, eliminating the need to purchase a conveyer dryer

• Cost-effective for short-run apparel graphics applications

• Prints graphics with up to 800 dpi and four ink cartridges to create up to 1504 4-Head Machines

Starting at $3,000

• New and improved belts and motors to increase durability

• Step motor for more efficient production

• Panasonic power control system using Japanese technology

• Fast-change, 270-degree cap frame kit with two cap hoops

• User-friendly LCD control panel

• Multi-stitch/edge design memory

• Extended hoop kit

• Narrow cylinder arm

• Automatic thread trimmers

• 7-in-1 attachment for pants, sleeves, pockets and other hard-to-embroider items

• Sequin, beading, cording, and patch attachments

• Border frame for large flat embroidery

• Clamp attachment for heavier, hard-to-embroider items

• Designed for medium-size decorators who want to increase production

Not suited for: Decorators who want a single-head machine

Buddy Newman, owner of Columbus, Ga.-based Stitched In Time, bought the PRO1904 because of Meistergram's reputation for producing reliable machines. And, Newman hasn't been disappointed with that decision. "This machine is so fast," he says. "I can pump out orders faster than I can hoop them." Since he only has hoops in sets of four, as soon as the first set is done sewing, he's already hooping the next set. "I plan to order more hoops," says Newman, who has embroidered names, designs and logos on thousands of shirts, towels, caps and handbags with the four-head machine. "The multi-heads are efficient and produce excellent monograms," says Newman, whose one request would be that the machine connected directly into his computer, rather than requiring him to use a USB device.
## THE BIG MACHINE ISSUE

### Direct-To-Garment Printers

<table>
<thead>
<tr>
<th>Printer Model</th>
<th>Description &amp; Cost</th>
<th>What's New</th>
<th>Features</th>
<th>Attachments</th>
<th>Who’s the Ideal Buyer?</th>
<th>User Review</th>
</tr>
</thead>
<tbody>
<tr>
<td>GT-58a Dual Plate Direct-To-Garment Printer</td>
<td>• High-volume inkjet garment printer</td>
<td>• Prints multiple prints simultaneously</td>
<td>• Dual platen for increased productivity</td>
<td>• All-size printers and sheet replacements</td>
<td>Decorators who want to expand into garment printing, or who would like to print with white ink</td>
<td>Mike Brady, president of Biddeford, ME-based Brady Screenprint (401/247/582), owns the GT-58a, which he originally bought to do shirts. “We knew customers would be asking us to do a small quantity of shirts in full color, and we needed a machine capable of producing that,” Brady says. “That’s what drove us to buy the 58a.” In the nine months the team has owned the printer, they’ve printed more than 10,000 pieces. “We mainly use it for 16- to 144-piece jobs where we can give customers 15 colors on a shirt,” Brady says. “I couldn’t do that before I owned that machine.” Brady Screenprint also uses the GT-58a for large jobs on white shirts simply because of the quality of work the machine produces. “The biggest benefit is the low-quantity orders we can do in full color,” Brady says. “Before, a six-color design on all black shirts wouldn’t be feasible, because the setup would have been extensive.” The GT-58a has saved Brady Screenprint time and money. “You can command top dollar with the quality the 58a produces,” Brady says. “Customers will pay for value and extra color.”</td>
</tr>
<tr>
<td>Brother International, Bridgewater, NJ; (800) 432-3532; national.com</td>
<td>• Four direct-to-garment printer models available</td>
<td>• New Kornit machines pre-press and print on the same machine; no need for a separate pretreat unit</td>
<td>• Graphics can be produced up to 800 x 1200 dpi</td>
<td>• Range of different pallets available for larger prints, printing on sleeves, caps, bags, etc.</td>
<td>Decorators who produce short or medium-size screen-print runs, as well as embroiderers looking to add printing to their repertoire of services offered</td>
<td>Red Bluff, CA-based Walker Printing prints on an array of garments, from standard T-shirts to gloves to Dickies jackets, and needed a direct-to-garment printer that could handle the job. After much research, Joe Womack, the company’s business transaction executive, settled on the Kornit DTG Printer from Hirsch. “We love the fast turn-around, great quality and easy file setups,” she says. “Owning this printer has allowed us to add another department to our company.”</td>
</tr>
<tr>
<td>Kornit Breeze, Kornit Thunder, Kornit Storm and Kornit Avalanche</td>
<td>• Large 16½-inch-by-25-inch print area</td>
<td>• New Kornit machines pre-press and print on the same machine; no need for a separate pretreat unit</td>
<td>• Graphics can be produced up to 800 x 1200 dpi</td>
<td>• Range of different pallets available for larger prints, printing on sleeves, caps, bags, etc.</td>
<td>Decorators who produce short or medium-size screen-print runs, as well as embroiderers looking to add printing to their repertoire of services offered</td>
<td>Kornit’s RIP software compensates for any type of fabric. “That would help production time and help the print heads from clogging.”</td>
</tr>
<tr>
<td>Hirsch International, Solon, OH; (800) 874-4424; <a href="http://www.hirschinterational.com">www.hirschinterational.com</a></td>
<td>• Prints on light and dark garments</td>
<td>• New Kornit machines pre-press and print on the same machine; no need for a separate pretreat unit</td>
<td>• Graphics can be produced up to 800 x 1200 dpi</td>
<td>• Range of different pallets available for larger prints, printing on sleeves, caps, bags, etc.</td>
<td>Decorators who produce short or medium-size screen-print runs, as well as embroiderers looking to add printing to their repertoire of services offered</td>
<td>Red Bluff, CA-based Walker Printing prints on an array of garments, from standard T-shirts to gloves to Dickies jackets, and needed a direct-to-garment printer that could handle the job. After much research, Joe Womack, the company’s business transaction executive, settled on the Kornit DTG Printer from Hirsch. “We love the fast turn-around, great quality and easy file setups,” she says. “Owning this printer has allowed us to add another department to our company.”</td>
</tr>
<tr>
<td>Melcojet G2</td>
<td>• Large 16½-inch-by-25-inch print area</td>
<td>• New Kornit machines pre-press and print on the same machine; no need for a separate pretreat unit</td>
<td>• Graphics can be produced up to 800 x 1200 dpi</td>
<td>• Range of different pallets available for larger prints, printing on sleeves, caps, bags, etc.</td>
<td>Decorators who produce short or medium-size screen-print runs, as well as embroiderers looking to add printing to their repertoire of services offered</td>
<td>Red Bluff, CA-based Walker Printing prints on an array of garments, from standard T-shirts to gloves to Dickies jackets, and needed a direct-to-garment printer that could handle the job. After much research, Joe Womack, the company’s business transaction executive, settled on the Kornit DTG Printer from Hirsch. “We love the fast turn-around, great quality and easy file setups,” she says. “Owning this printer has allowed us to add another department to our company.”</td>
</tr>
<tr>
<td>Melco, Denver, (800) 799-8513; <a href="http://www.melco.com">www.melco.com</a></td>
<td>• Prints on light cotton, dark cotton and cotton blend fabric; and polyester</td>
<td>• New Kornit machines pre-press and print on the same machine; no need for a separate pretreat unit</td>
<td>• Graphics can be produced up to 800 x 1200 dpi</td>
<td>• Range of different pallets available for larger prints, printing on sleeves, caps, bags, etc.</td>
<td>Decorators who produce short or medium-size screen-print runs, as well as embroiderers looking to add printing to their repertoire of services offered</td>
<td>Red Bluff, CA-based Walker Printing prints on an array of garments, from standard T-shirts to gloves to Dickies jackets, and needed a direct-to-garment printer that could handle the job. After much research, Joe Womack, the company’s business transaction executive, settled on the Kornit DTG Printer from Hirsch. “We love the fast turn-around, great quality and easy file setups,” she says. “Owning this printer has allowed us to add another department to our company.”</td>
</tr>
<tr>
<td>DTG Viper</td>
<td>• Large-format direct-to-garment printer that prints images up to 16½ inches by 10 inches</td>
<td>• Large-format direct-to-garment printer that prints images up to 16½ inches by 10 inches</td>
<td>• Large-format direct-to-garment printer that prints images up to 16½ inches by 10 inches</td>
<td>• Large-format direct-to-garment printer that prints images up to 16½ inches by 10 inches</td>
<td>Decorators who don’t embellish apparel</td>
<td>Shearport, LA-based City Printing purchased the 134 MelcoJetG2s because it was the company’s price range, and also because the staff felt it was the best direct-to-garment printer compared to others in its class. “It’s small, compact and portable,” says Sarah Green, office manager of City Printing. “The cost of ink for the shirts is so low, which means more profit for us.”</td>
</tr>
<tr>
<td>SWF East, Tampa, FL; (813) 793-3255; <a href="http://www.swwf.com">www.swwf.com</a></td>
<td>• Uses White Ink Management System (WIMS) to prevent settling of white ink by circulation and filtration</td>
<td>• Large-format direct-to-garment printer that prints images up to 16½ inches by 10 inches</td>
<td>• Large-format direct-to-garment printer that prints images up to 16½ inches by 10 inches</td>
<td>• Large-format direct-to-garment printer that prints images up to 16½ inches by 10 inches</td>
<td>Decorators who don’t embellish apparel</td>
<td>City Printing mainly uses the MelcoJetG2s, which has a simple set-up and clean-up process, for T-shirts and sweatshirts. “We’re able to do as many shirts as the customer needs,” Green says. “We can even do just one without losing money in set-up costs.”</td>
</tr>
</tbody>
</table>

---

**Price Ranges:**
- $41,995
- $30,995

---

**Related Articles:**
- "Direct-To-Garment Printing: A New Era for Screen Printers," ScreenPro, September 2011
- "Direct-To-Garment Printing: A New World for Screen Printers," ScreenPro, December 2011

---

**Contact Information:**
- **Brother International:** Bridgewater, NJ; (800) 432-3532; national.com
- **Hirsch International:** Solon, OH; (800) 874-4424; www.hirschinterational.com
- **Melcojet G2:** Denver, (800) 799-8513; www.melco.com
- **DTG Viper:** Tampa, FL; (813) 793-3255; www.swwf.com

---

**Additional Resources:**
- "Direct-To-Garment Printing: A New Era for Screen Printers," ScreenPro, September 2011
- "Direct-To-Garment Printing: A New World for Screen Printers," ScreenPro, December 2011
**The Big Machine Issue**

### Who's the Ideal Buyer?

Decorators looking for high-volume jobs and just do one-offs (not suited for: Decorators who don't need to produce high-volume jobs and just do one-offs)

First-time automatic press buyers, also an ideal fit for small spaces

“\[I\] bought the Titan for three main reasons — it has a super-small footprint, low air consumption and a great price,” says Dan Zmuda, president of Kernersville, NC-based Castle Shirt Co. (636/443-287). He adds that a perk for home-based shops is that the Titan can fit through a single-width door.

With this machine, Castle Shirt Co. produces true four-color process and simulated process printing on both light and dark garments, and creates unique layered effects with glitter, gel and high-density inks.

“If you have a five-color Titan and a bunch of one-color jobs to process, you can set up all the jobs at once, line up the orders and let that machine do in an hour or two what it can take a manual printer a day to do,” Zmuda says.

---

### The Ideal Equipment

**Titan**

- **Features**
  - A digital microprocessor control system for consistent results
  - Easy-to-use operator controls for making stroke adjustments
  - Tight three-point micro-registration modifications

- **What's New**
  - One of the smallest footprints of any automatic on the market
  - Can use 20-inch-by-24-inch screens with a maximum screen size of 20 inches by 28 inches
  - 16-inch-by-16-inch image area accommodates most average print jobs
  - Available from two- to seven-color models
  - Print head has independently controlled squeegees and flood bars for simulated process, four-color process and built-in micro-registration
  - Tow 3/8-inch central off-contact range

- **Description & Cost**
  - $14,995

- **Attachments**
  - 16-inch-by-18-inch rapid-wave quartz flash unit: It’s a head-mounted unit that ties into the main control panel of the machine for full control of flash and dwell times on the fly ($1,470; plus creating)

- **Who's the Ideal Buyer?**
  - First-time automatic press buyers, also an ideal fit for small spaces

**Mheim Synchroprint S-Type AC**

- **Features**
  - Multi-directional high-speed servo-driven indexing with double index and freewheel capability
  - AC drive printing heads with linear guidance
  - Drive belts are fully enclosed and shielded from glue, spray, inks and solvents
  - STEC rigid support arms constructed from 30cm² (12-inch) section extrusion for zero-pallet deflection
  - Full-color touch-screen display
  - Print heads lift to provide an unobstructed view of the image during setup and ink refill
  - Adjustable screen holders
  - Compatible with all frames
  - Fast single-lever angle adjustment in 5-degree increments (0–30-degree range)
  - Individual front and rear off-contact adjustment (ideal when printing thick inks such as gels or high density)
  - Front and rear micro-registration with visual guides
  - “Tool-free” front and rear stroke-length adjustment with no wires

- **Description & Cost**
  - Available in eight- to 12- and 14-color models
  - Production speeds of up to 1,200 pieces per hour
  - Built-in USB port for online support and software upgrades
  - Requires just a single-phase electricity supply
  - Minimal compressed air requirement
  - Contact manufacturer for price

- **Attachments**
  - Flash cure
  - Film positioning unit
  - Aluminum honeycomb pallets
  - Squeegees and floodbars
  - Multiplexer program
  - Flocking modules

- **Who's the Ideal Buyer?**
  - Not suited for: Decorators who don't need to produce high-volume jobs and just do one-offs

**Hotronix Fusion (16 inches by 20 inches)**

- **Features**
  - Touch-screen technology
  - Live digital time, temperature and pressure readout
  - Multiple time settings
  - Auto on/off settings
  - Easy-to-install interchangeable platens
  - Production cycle counter
  - 13-inch thick platens
  - Unlimited preset program
  - Temperature range: 32 degrees to 430 degrees

- **What's New**
  - Cast-in-tubular heating element every 2 inches to ensure no cold spots
  - High-quality cast aluminum framework
  - UL/A1/BCE R&F compliant
  - Comes in 110- and 220-volt models
  - Lifetime warranty on the heating element; five-year warranty on the framework; one-year warranty on the circuit board; one-year warranty on parts and labor

- **Description & Cost**
  - Can be used as a swing-away or a draw press
  - Features EZ-On platens (provides 90-degree access to the bottom platens)

- **Attachments**
  - Interchangeable platens: 70-inch platen for gym bags and items that require a round printing surface ($89.30)
  - 6-inch-by-10-inch Short-stop for printing sleeves, legs and youth garments ($89.30)
  - 8-inch-by-10-inch Tote Master for printing on totes and other smaller surfaces ($89.30)
  - Set of three platens ($246.10)

- **Who's the Ideal Buyer?**
  - Decorators who embellish hard-to-decorate items

- **User Review**
  - Craig Weiss, vice president of sales and marketing for San Diego-based Initial Impressions (asi/23110), originally bought the Hotronix heat press because of his initial interaction with Stahl’s. “The vendor took the time to educate us on how to use a heat-transfer machine for promotional products and apparel,” he says. “We spoke at length about how this machine will help us make more money and offer more to our clients.”

- **Stahl’s ID Direct**
  - “First-time automatic press buyers, also an ideal fit for small spaces

- **User Review**
  - “I bought the Titan for three main reasons – it has a super-small footprint, low air consumption and a great price,” says Dan Zmuda, president of Kernersville, NC-based Castle Shirt Co. (636/443-287). He adds that a perk for home-based shops is that the Titan can fit through a single-width door.

- **User Review**
  - “If you have a five-color Titan and a bunch of one-color jobs to process, you can set up all the jobs at once, line up the orders and let that machine do in an hour or two what it can take a manual printer a day to do,” Zmuda says.

---

### Heat Press/Transfer Machines

**Stahl’s ID Direct**

- **Description & Cost**
  - Can be used as a swing-away or a draw press
  - Features EZ-On platens (provides 90-degree access to the bottom platens)

- **What's New**
  - Touch-screen technology
  - Live digital time, temperature and pressure readout

- **Features**
  - Multiple time settings
  - Auto on/off settings
  - Easy-to-install interchangeable platens
  - Production cycle counter
  - 13-inch thick platens
  - Unlimited preset program
  - Temperature range: 32 degrees to 430 degrees

- **Attachments**
  - Interchangeable platens: 70-inch platen for gym bags and items that require a round printing surface ($89.30)
  - 6-inch-by-10-inch Short-stop for printing sleeves, legs and youth garments ($89.30)
  - 8-inch-by-10-inch Tote Master for printing on totes and other smaller surfaces ($89.30)
  - Set of three platens ($246.10)

- **Who's the Ideal Buyer?**
  - Decorators who embellish hard-to-decorate items

- **User Review**
  - Craig Weiss, vice president of sales and marketing for San Diego-based Initial Impressions (asi/23110), originally bought the Hotronix heat press because of his initial interaction with Stahl’s. “The vendor took the time to educate us on how to use a heat-transfer machine for promotional products and apparel,” he says. “We spoke at length about how this machine will help us make more money and offer more to our clients.”

- **Stahl’s ID Direct**
  - “First-time automatic press buyers, also an ideal fit for small spaces

- **User Review**
  - “I bought the Titan for three main reasons – it has a super-small footprint, low air consumption and a great price,” says Dan Zmuda, president of Kernersville, NC-based Castle Shirt Co. (636/443-287). He adds that a perk for home-based shops is that the Titan can fit through a single-width door.

- **User Review**
  - “If you have a five-color Titan and a bunch of one-color jobs to process, you can set up all the jobs at once, line up the orders and let that machine do in an hour or two what it can take a manual printer a day to do,” Zmuda says.
### Heat Press/Transfer Machines

<table>
<thead>
<tr>
<th>Description &amp; Cost</th>
<th>What’s New</th>
<th>Features</th>
<th>Attachments</th>
<th>Who’s the Ideal Buyer?</th>
<th>User Review</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Digital Combo DC36</strong></td>
<td>• Swing-away press</td>
<td>• Digital pressure bar graph</td>
<td>• Short and tile attachment included</td>
<td>Designed for decorators who imprint large, bulky items</td>
<td>David Gross, president of Mobile, AL-based Conde Systems, attributes the DC36’s popularity to that the fact that it can quickly produce on-demand, maximum-quantity personalized products. “If you want versatility and efficiency, the DC36 is your heat press,” he says. “Interior signage, tags, awards, mouse pads and lanyards – we’ve found this press can do it all.” Gross says the large 14-inch-by-16-inch heating area is big enough to do more than one smaller transfer job at a time, and he believes the lower platen is elevated about 9 inches, which makes it easier to transfer thick, bulky items like heavy jackets. “The sleeves, shoulder pads and collar drape over, which keeps the garment flat and makes the transfer simpler,” says Gross. Instead of gutters, he notes that decorators do, however, need to buy an attachment in order to do caps.</td>
</tr>
<tr>
<td></td>
<td>• Allows for pressing over 1-inch-thick products</td>
<td>• Dual cycle timers with wider temperature range and bright backlight display</td>
<td>• Cap attachment ($125)</td>
<td>Not suited for: Decorators who don’t emblemb heavy wearable, such as overshirts or jackets</td>
<td>Dana Mikkelsen, head graphic designer of Moorhead, MN-based Superfrog Signs &amp; Graphics, chose the Roland GX-24 for its reliability. “Superfrog has been using Roland products for quite some time and has found them to be intuitive and durable,” he says. “And, it was at the right price point for what we needed.” Another perk of the Roland GX-24 is that it’s compatible with 64-bit operating systems and can accept 30-inch material. Superfrog uses the Roland GX-24 to cut everything from standard lettering to reflective vinyl and heat-transfer material. As for features, the optical eye for cutting laminated prints has proven to be very effective for Superfrog. “It seems to track very well for a friction feed plotter,” Mikkelsen says. “And, the option of a detail blade for cutting small or intricate letters has been something we’ve used more than I thought.” Mikkelsen wishes it would cut a little harder (at up to 500 grams vs. 250), and that it came with a stand. “It’s going to be the workhorse for any vinyl cutting shop,” he says. “It’s not my first choice for cutting printed material with registration marks, only because it’s a smaller format and most digital printers use 14-inch material.”</td>
</tr>
<tr>
<td></td>
<td>• Features fully modular hot-swappable heat platen and tables for changing out between items in less than a minute</td>
<td>• Fully digital temperature control in the 31 degree to 600 degree range</td>
<td>• Full-wrap mug attachment ($399)</td>
<td>Not suited for: Decorators who don’t serve the sign-making industry</td>
<td>Sarah Singleton, owner of Friendwood, TX-based Oh My Gosh! Rhinestone Creations, likes the VS-300, the smallest wide-format inkjet printer, for its eight-color channel setup that she uses for printing metallic and rhinestone heat transfers. “My clients want gold, silver and other metallic effects on their apparel and accessories,” she says. “It’s all the rage right now.” She also likes the VS-300’s fast drying time and wide color palette, and would recommend the machine to decorators who want to get started with heat transfers.</td>
</tr>
<tr>
<td></td>
<td>• Solid steel welded construction</td>
<td>• Automatic digital timer and dual pre-press timer</td>
<td>• Plate attachment at 4½ inches or 5½ inches ($125)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• SuperCoil MicroSwind heater technology</td>
<td>• Twin shuttle dual table attachment ($75)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Temperature readout accuracy +/-1.5 degrees; can show degrees in C or F</td>
<td>• Cube attachment ($200)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• 70 programmable presets</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Records number of pressing cycles done</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Teflon-coated ¾-inch thick heat platen</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>George Knight &amp; Co. Brockton, MA; (800) 525-6766; <a href="http://www.georgenet.com">www.georgenet.com</a></strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Roland VX-300</strong></td>
<td>• Cutter that cuts vinyl, paint masks, reflective vinyl, twill, heat transfers and sandblast material</td>
<td>• Accepts material from 2 inches to 27½ inches wide</td>
<td>• CAMM-1 cutter stand ($399)</td>
<td>Not suited for: Decorators who don’t serve the sign-making industry</td>
<td>Dana Mikkelsen, head graphic designer of Moorhead, MN-based Superfrog Signs &amp; Graphics, chose the Roland VX-300 for its versatility. “Superfrog has been using Roland products for quite some time and has found them to be intuitive and durable,” he says. “And, it was at the right price point for what we needed.” Another perk of the Roland VX-300 is that it’s compatible with 64-bit operating systems and can accept 30-inch material. Superfrog uses the Roland VX-300 to cut everything from standard lettering to reflective vinyl and heat-transfer material. As for features, the optical eye for cutting laminated prints has proven to be very effective for Superfrog. “It seems to track very well for a friction feed plotter,” Mikkelsen says. “And, the option of a detail blade for cutting small or intricate letters has been something we’ve used more than I thought.” Mikkelsen wishes it would cut a little harder (at up to 500 grams vs. 250), and that it came with a stand. “It’s going to be the workhorse for any vinyl cutting shop,” he says. “It’s not my first choice for cutting printed material with registration marks, only because it’s a smaller format and most digital printers use 14-inch material.”</td>
</tr>
<tr>
<td></td>
<td>• Mechanical resolution: 0.0005</td>
<td>• Power: max down force of 250 grams</td>
<td>CAMM-1 work center stand ($343)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Cutting speeds up to 20 inches per second</td>
<td>• Mechanical resolution: 0.0005</td>
<td>CAMM-1 work center stand ($450)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Max down force of 250 grams</td>
<td></td>
<td>CAMM-1 cutter stand ($399)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Optical registration: recognizes crop marks produced by a variety of print-only devices and automatically aligns media to printed graphics so that printed graphics can be accurately contour cut</td>
<td>• Optical eye for cutting laminated prints has proven to be very effective for Superfrog. “It seems to track very well for a friction feed plotter,” Mikkelsen says. “And, the option of a detail blade for cutting small or intricate letters has been something we’ve used more than I thought.” Mikkelsen wishes it would cut a little harder (at up to 500 grams vs. 250), and that it came with a stand. “It’s going to be the workhorse for any vinyl cutting shop,” he says. “It’s not my first choice for cutting printed material with registration marks, only because it’s a smaller format and most digital printers use 14-inch material.”</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Proven printhead technology featuring seven droplet sizes</td>
<td>• Power: max down force of 250 grams</td>
<td>Not suited for: Decorators who don’t serve the sign-making industry</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Three different color printing options: dual CMYK, six-color CMYK (Lc and Lm), and eight color with CMYK (Lc and Lm silver and white ink)</td>
<td>• Power: max down force of 250 grams</td>
<td>Not suited for: Decorators who don’t serve the sign-making industry</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Texture printing (capable of printing 26 different textures and holographic effects)</td>
<td>• Power: max down force of 250 grams</td>
<td>Not suited for: Decorators who don’t serve the sign-making industry</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• T eflon-coated ¾-inch-thick heat platen</td>
<td>• Power: max down force of 250 grams</td>
<td>Not suited for: Decorators who don’t serve the sign-making industry</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Swings away from the table</td>
<td>• Power: max down force of 250 grams</td>
<td>Not suited for: Decorators who don’t serve the sign-making industry</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Accepts material from 2 inches to 27½ inches wide</td>
<td>• Power: max down force of 250 grams</td>
<td>Not suited for: Decorators who don’t serve the sign-making industry</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Mechanical resolution: 0.0005</td>
<td>• Power: max down force of 250 grams</td>
<td>Not suited for: Decorators who don’t serve the sign-making industry</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Cutting speeds up to 20 inches per second</td>
<td>• Power: max down force of 250 grams</td>
<td>Not suited for: Decorators who don’t serve the sign-making industry</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Power: max down force of 250 grams</td>
<td>Not suited for: Decorators who don’t serve the sign-making industry</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Not suited for: Decorators who don’t serve the sign-making industry</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Not suited for: Decorators who don’t serve the sign-making industry</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Heat Press/Transfer Machines**

- **Digital Combo DC36**
- **George Knight & Co. Brockton, MA; (800) 525-6766; www.georgenet.com**
- **Roland VX-300**
- **Impreintables Warehouse Mason-town, PA; (800) 547-0008; www.impreintables.com**

**Heat Press Machine**

- **Heat Transfer Warehouse; Fargo, ND; (888) 819-4421; www.heattransferwarehouse.com**

**Transfer Machines**

- **Roland GX-24**
- **Digital Combo DC36**
- **George Knight & Co. Brockton, MA; (800) 525-6766; www.georgenet.com**
- **Impreintables Warehouse Mason-town, PA; (800) 547-0008; www.impreintables.com**
# THE BIG MACHINE ISSUE

## Heat Press/Transfer Machines

<table>
<thead>
<tr>
<th>Model 228</th>
<th>Description &amp; Cost</th>
<th>Features</th>
<th>Who’s the Ideal Buyer?</th>
<th>User Review</th>
</tr>
</thead>
</table>
| Insta Graphic Systems; Cerritos, CA; (800) 421-6971; www.instagraph.com | Manual swing-away heat press | • 15-inch-by-20-inch swing-away upper platen  
• Built-in digital controller for regulating time and temperature  
• Lower cutaway base for ease of loading and unloading garments  
• Integrated digital controllers for time, temperature and counter  
• Pressure adjustment scale for ease of reading pressure  
• UL, CUL, and CE approved; RoHS/WEEE compliant | Decorators who want to start offering heat-press services, especially those serving the athletic industry; also ideal for people who want to start their own home-based T-shirt businesses | Laurel and Jared Tinney own a small, family business called Just Be Tees in Berthoud, CO, where they use the Insta Graphics Model 228 heat press. "The swing-away press needs roughly twice the space as a clamshell, but it’s worth being able to work without the platen in your way," Jared says. "It’s a heavy machine, but it’s a workhorse." The swing-away type of press, according to the Tinneys, seems to be better for printing a wider variety of items such as mouse pads and tides, and it won’t heat up an operator’s arms as he aligns his next transfer. "I’ve done thousands of pieces with this press, 750 of which were done in four days," Jared says. "I’m very pleased with its output." |

## Laser Equipment

<table>
<thead>
<tr>
<th>Seit Single-Head Laser</th>
<th>Description &amp; Cost</th>
<th>Features</th>
<th>Who’s the Ideal Buyer?</th>
<th>User Review</th>
</tr>
</thead>
</table>
| Hirsch International; Solon, OH; (800) 594-4446; www.hirschinternational.com | Single-head laser  
Cuts appliqué and reverse appliqué designs directly on garments | • Ability to instantaneously change your program  
• Allows for complex and segment cutting of appliqué  
• Increases material choices  
• System requires no new software training  
• Designed to embellish finished garments on tubular embroidery machines (any brand, any model)  
• Incorporates a CO2 laser on a moving galvanometric (scanning) head attached to a custom-length bridge beam  
• Working field of 300 mm by 300 mm  
• Max speed of 9 m per seconds  
• Includes a cooling system with a water thermostatic control chiller for continuous, steady power | Decorators who want to create appliqué and reverse appliqué work directly on their embroidery machines | Rob Dubow, owner of St. Cloud, MN-based Dubow Textile (asi/700107) wanted to produce reverse appliqué and other retail-type techniques for corporate customers, so he purchased the Seit Laser Bridge. "It has allowed us to become very efficient with all types of appliqué," he says. "We no longer need to first cut the fabric and then apply it by hand. I used to count on losing money when doing appliqué work due to labor costs, but now I’m able to make a reasonable profit with the time savings.” Dubow Textile’s sales have increased, since the laser allows the company to serve a wider customer base. "It’s amazing how many corporate customers want distressed and reverse appliqué done on T-shirts, sweatshirts, polar fleece and performance wear products," Dubow says. The laser, however, needs to be calibrated to the material being cut, Dubow says. Currently his operators use aluminum foil as insurance, so the laser doesn’t cut too deep and damage the garment. |

## Laser Equipment

<table>
<thead>
<tr>
<th>Laser Equipment</th>
<th>Description &amp; Cost</th>
<th>Features</th>
<th>Who’s the Ideal Buyer?</th>
<th>User Review</th>
</tr>
</thead>
</table>
| Seit Single-Head Laser | Single-head laser  
Cuts appliqué and reverse appliqué designs directly on garments | • Ability to instantaneously change your program  
• Allows for complex and segment cutting of appliqué  
• Increases material choices  
• System requires no new software training  
• Designed to embellish finished garments on tubular embroidery machines (any brand, any model)  
• Incorporates a CO2 laser on a moving galvanometric (scanning) head attached to a custom-length bridge beam  
• Working field of 300 mm by 300 mm  
• Max speed of 9 m per seconds  
• Includes a cooling system with a water thermostatic control chiller for continuous, steady power | Decorators who want to create appliqué and reverse appliqué work directly on their embroidery machines | Rob Dubow, owner of St. Cloud, MN-based Dubow Textile (asi/700107) wanted to produce reverse appliqué and other retail-type techniques for corporate customers, so he purchased the Seit Laser Bridge. "It has allowed us to become very efficient with all types of appliqué," he says. “We no longer need to first cut the fabric and then apply it by hand. I used to count on losing money when doing appliqué work due to labor costs, but now I’m able to make a reasonable profit with the time savings.” Dubow Textile’s sales have increased, since the laser allows the company to serve a wider customer base. "It’s amazing how many corporate customers want distressed and reverse appliqué done on T-shirts, sweatshirts, polar fleece and performance wear products," Dubow says. The laser, however, needs to be calibrated to the material being cut, Dubow says. Currently his operators use aluminum foil as insurance, so the laser doesn’t cut too deep and damage the garment. |