

In this issue - May 2017

- New Barudan BEKT - Our customers think it's the best Barudan ever.
- New expanded range of Fire retardant threads. 20 colours
- Wilcom e4 released – Here's what we really like about e4
- Shiny Embroidery provides employment for ex-Ford workers
- Embroidery Source now authorised sales and distribution for OKI Pro laser printers for garments
- NEW - Forever laser logo print service. Try before you buy.
- The Do's and Don'ts of garment vinyl
- How Embro-Fill slashes run times and costs for large embroideries
- Sawgrass Virtuoso VJ628 - Dye sub printing up to 62cm wide from a roll with much lower ink costs, more colours and neon colours too.



A Koala walks into a bar, orders a beer and gives the barman \$50

The barman has only a \$5.00 in the till but he thinks "Ah - he's just a Koala, he won't know the difference."

He passes the \$5 note to the Koala and says "Here you go mate, enjoy your beer". Just for conversation he says "We don't get many Koalas in here lately"

The Koala says . . . I'm not surprised at \$45 a beer

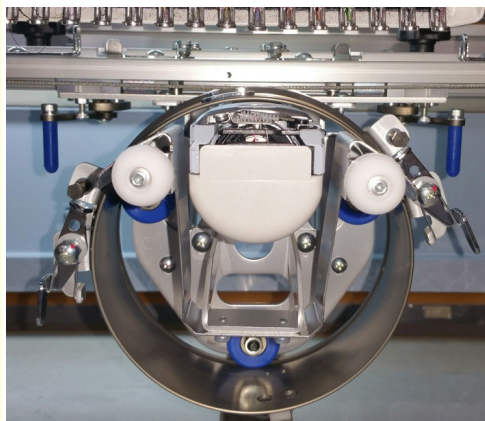
"It's the best embroidery machine we've ever used" says long time embroidery business owner David Birkill.

David has used many machines during his 10 years with the very successful Prime Mover Workwear supply business in Melbourne - so when he told us that the new BEKY 8 head machine is hands-down the best machine he has ever used. . . we were pretty happy.

The proof? First job - 500 caps completed in record time and with only 4 thread breaks. It's a game changer!

The Barudan K series provides a host of new improvements and features to speed up your productivity . . . but it's not about what we think. It's about performance in an embroidery factory that really counts.

The new cap frame has no pivot bar and only thumb screws and locking levers to remove or fit it to the machine.



Fast changeover from garment to caps by just one person - No tools needed . . . Just two thumb screws and two locking levers



26cm - high resolution touch screen controller

"It's the best performing Barudan we have ever used" "It just runs and runs . . . and it's fast".

It's no surprise when you hear a sales person getting excited about a new product but it's a different story when it comes to our tech team.

Technicians are hands-on. They don't take salesmen and glossy brochures too seriously. They're not convinced until they have installed, tested and run equipment themselves; even then they want to know what our customers think.

So when our tech team is pumped, we know Barudan has done it again.

Barudan machines have always been strong and can take more work and abuse than any other machine but they are not completely unbreakable.

Crash protection is a new feature that Barudan has introduced to prevent accidental hoop crashes.

When you load a new design into the machine, you **must** do a design trace before the machine can be started.

(More on page 5)

Virtuoso VJ628 - 62cm wide, 8 colour dye sublimation printer

- Print from a continuous roll of paper up to 61cm wide
- Reduced ink and paper costs
- Pro Photo ink-set for stunning photographic quality prints
- Print Fluoro colours or extended gamut
- Automatic sheet cutter

**EX-DEMO MACHINE
AVAILABLE NOW !**

sublijet® hd

SAWGRASS™ VJ-628



Vinyl Tech Tips - from Jeff Bailey

How To Prevent Common Problems In Your Business



The quality & variety of garment vinyls continues to improve, but the potential for mistakes with application and / or laundering is an ever-present concern

Different horses for different courses

| | |
|------------------|--|
| Standard vinyls | Suitable for most fabric types and colours |
| Extra vinyls | For adhesive resistant fabrics like Nylon |
| Subli-blocking | For use on dark polyester |
| Stretch vinyls | For use on fabrics like Lycra and Spandex |
| Reflective vinyl | For safety wear |
| Special vinyls | Like 3D puff, glitter, metallic and more |

It's tempting to try for a one-size-fits-all, but there are dangers with this approach.

Different types and thicknesses of vinyl require different temperatures and times. Some are cold peel, some are hot peel and some can be either cold or hot peel

Your staff need to know all about the different application temperatures, times and press pressure. *Maybe a time/temp chart by the heat press will help*

Your customers need to be educated about the correct methods for laundering garments that have vinyl on them. We know it's impossible for you to control what happens once a garment leaves your business - but at the very least each garment should have a simple care instruction included with it.

Heat press checks

- Check your heat press temperature for accuracy. Even the best quality presses need to be checked and calibrated from time to time.
- Let your heat press to warm up fully before the first job and remember that if the press has been idle for a while the bottom bed will cool down. Close the press for a few seconds to warm the bottom bed.

- Don't press logos too close to the edges of the press. The edges are usually cooler than the rest of the bed.
- Use the correct pressure - Not enough pressure will result in an incomplete bond. The adhesive will not penetrate into the fibres. Too much pressure can certainly damage polyester fabrics but can also force the adhesive too deep into the fibres thereby weakening the bond.
- Press the garment for a few seconds before applying the vinyl. This helps to flatten fibres and remove moisture.

Vinyl application

- Check the correct press time and pressure for each type of vinyl. Remember that thicker fabrics generally require a slightly longer time in the press.
- Check the product instructions—is it hot peel or cold peel
- Is a second press after peeling recommended?
- Does the product have any kind of finish like waterproofing that could prevent the adhesive from sticking fully? *Maybe you need vinyl with a thicker adhesive.*
- If you are applying to dark or Hi Vis polyester, do a small test press first to see if the dye from the fabric migrates into the transfer sheet. This can change the colour of the fabric

Laundering instructions

It is important to let your customers know that they must take care when laundering the garments. Make sure to check the care instructions for the vinyl that you are using. They are not all the same.

- Cold wash is the least likely to cause problems
- Turn the garment outside-in to reduce abrasion
- If warm wash is allowed, make sure that the maximum temperature is not exceeded. Some may be 40 degrees whilst others may be up to 60 degrees
- Do not tumble dry - tumble dryer temperatures are often too high and can affect the adhesive
- Do not dry clean because the chemicals used can damage the vinyl and or adhesive
- Never iron vinyl logos directly. A light iron from the reverse side of the fabric is recommended

Print & Cut logos

Most of the new generation Eco solvent inks are rated at 40 to 50 washes but once again it must be remembered that harsh laundering (high temp, strong detergents and heavy abrasion) will all help to accelerate the wear and tear on the printed logo.

Regardless of what the end user might tell you about how carefully they washed the garment using cold water, the chances are that a heavily soiled, Hi Vis work-shirt is going to be given some extreme treatment to get it clean.

Peter Wu Of Shiny Embroidery Welcomes The Hon Vicki Ward, Parliamentary Secretary For Industry & Employment To His Impressive Melbourne Factory & Warehouse Complex

Ex-Ford auto workers offered employment with Shiny Embroidery Peter has grown his business far in advance of anything that we had thought possible, providing employment for a large number of people including sales, admin, warehouse, embroidery, screen print and digital print. The recent installation of 4 new Barudan multi-head machines brings Peter's total to almost 70 Barudan machines - mostly 15 and 20 head models.



Before I met Peter I had an opportunity to visit one of the biggest embroidery companies in the US. They had 52 Barudan multi-head embroidery machines.

As well as being very impressed, I remember thinking to myself that I would most likely never see an embroidery business of that size here in Australia.

Shiny Embroidery has certainly proved that it is possible with close to 70 Barudan machines . . . all of them 15 and 20 head models.

Image below - Gary Busst (he's right at the back of the room) installs two new Barudan, 15 head cap machines in the expanded Melbourne embroidery room No.2



So why Barudan? Peter has used other makes of embroidery equipment but in a candid discussion he told us that productivity and reliability were of paramount importance to his business.

High labour cost makes it absolutely essential to use equipment that produces high quality work on a long-term, reliable basis and with relatively low running costs. In the unlikely event of a breakdown, fast and reliable technical support is also vital.

My Barudan machines provide me with all of these benefits. Some manufacturers have reduced costs by moving production to China but I don't think they can control the quality now.

The Barudan machines that I choose are still made in Japan and are as strong and reliable as they have even been . . . but now they are faster and quieter than ever before.

We also save a lot of time with our new LEMserver software and have instant access to real-time production data from all of our machines 24/7.



A lot of production time can be lost in an embroidery factory looking for designs then loading them into machines. It's not unheard of that the wrong version of a design is used by mistake. That can be very costly - especially if garments are wasted with the wrong embroidery

Our Barudan LEMserver software connects all of my Barudan machines to our computer network.

The machine operators never have to leave the machines to look for a design. They just enter the design name at the control panel of the machine or better still use a bar code reader to scan the barcode on the Wilcom design sheet. The exact design is found from our network storage computer and is loaded into the machines memory in just a few seconds.

Operators can log on and off, report machine problems and register coffee breaks Etc. Everything is recorded!

Using the internet I can see all of my embroidery machines 24/7. I can see which machines are running and which one are not. I can even see what speed they are running. It is so convenient and gives me finger-tip access to the production data I need to identify production problems and fix them quickly.

LEMserver records everything that each of my machines does around the clock. That is really useful to identify any kind of hold up like excessive thread breaks, machine problems, digitising problems. I can even see which operators start and finish on time.

(Continued on page 8)

My Customer Demanded A Big Embroidered Logo! How Could I Possibly Do It At A Price They Would Pay. And Still Make A Profit? Embro-Fill Was The Answer

It's easy to use and the finished product looks great! Embro-Fill smashed our production costs to a fraction of a fully stitched embroidery but retained the embroidered look and feel

Embro Fill is the latest innovation in appliqué fabrics for embroidery and garment decoration. **Embro Fill** looks like white



embroidery fill stitch. What makes it such an excellent product for every embroidery shop is that it can be dye sublimation printed in any colour or with any logo you need. ***Embro fill slashes run times and costs for high stitch count embroideries***

How much for a fully embroidered logo?

The fully embroidered logo you see below has just over 35,500 stitches. It takes about 38 minutes to run using a 1 head machine. The cost, including machine lease costs, thread, backing and an operators wage is just over \$18.00 - plus design digitising cost.

An order for 100, fully embroidered logos would take over 8 days using a 1 head machine. You just couldn't consider this using a 1 head machine



Let's look at the same design but this time using an Embro-Fill printed appliqué

The Embro-Fill, printed appliqué logo you see to the left at 110mm high has just over 2,620 stitches. Only the border is embroidered so machine stitching time is just under 3 minutes on a 1 head machine. The cost, including machine lease costs, thread, backing an operators wage and including Embro-Fill fabric, Dye sub ink & transfer paper is just **\$2.20**

Time to complete 100 Embro-Fill logos including a generous allowance for preparation and setup - Just 5.5 hours AND the embroidery design file is super simple to digitise.

Step 1 - Print the logos onto dye sub paper using any dye sub printer then heat press the logos onto White Embro Fill fabric.

Step 2 - Cut out the printed logos then flip them over and spray the back with Helmar 101 basting adhesive. (Vinod can help with that)

Note: Simple logo shapes like this are quite easy and quick to cut out by hand. Complex logo outlines are best cut with an automatic vinyl cutter.

Step 3 - Load the hooped garment/s into the embroidery machine and start. A running stitch guideline is stitched onto the garment to show exactly where the printed logo appliqué is to be placed.

Step 4 - The machine stops with the embroidery hoop out to the front (clear of the needles). The adhesive backed logos are then placed inside the stitched guide - line and pressed down gently to fix them in place.

Step 5 - The embroidery machine is started again to complete the tack down and the border stitching.

The end result is a fantastic, embroidery look logo with a perfectly embroidered edge. ***This is an all-round win-win solution for embroiderers and their customers too.***

- The embroidery file is easy to make using your Wilcom
- Finished logo looks like embroidery fill with a satin stitch border
- Logos can include fine detail with unlimited colours
- Colour blends and shadow effects not possible with embroidery
- Prints are extremely wash-fast
- Can be produced in a fraction of the time and at a fraction of the cost of full embroidery
- This is a direct-to-garment, appliqué technique. It doesn't have to be over-locked edged or sewn onto the garment

BEAT THE DYE-SUB PRINTER PRICE RISE

Sawgrass Virtuoso Dye Sub printer prices are going uuuup

But you can beat the price rise if you are quick. We have very limited stock of current model printers available at pre-price rise levels.

You will NEVER get a Sawgrass dye sub printer at these prices again. Order before June 30 and reduce your tax too.

Forget the bells and whistles! - Let's take a look at the hard-core tools and features that you will use and benefit from!



We put together a list of the new features in Wilcom e4. The ones that we think make this the best Wilcom release/upgrade for Australian and New Zealand embroiderers in a long time

Why Australia & New Zealand? Well, that's because there's virtually no demand here for some of the specialised techniques like Diamante, Sequins & Chenille.

Corel X8 - What can we say? Corel just keeps getting better and better. This is a great add-on software package that is perfect for those who also offer any kind of apparel print services. Why Corel X8 when Corel 2017 has just been released.

Well there's a very good reason. **It's FREE with Wilcom e4** In our opinion Corel already has features and tools far in advance of anything that most of us will ever need or use in our day-to-day preparation of images for embroidery and garment decoration so whilst the new 2017 version might be nice, would you pay an extra \$600 for it? Probably not!

Embroidery Design Library. Wilcom now has a great design library. It's not a full featured design data base like Workflow but it will be a major benefit to just about every embroidery company I know. Each .EMB design file now has an expanded design properties window. This new functionality allows each design (even old emb files) to be given a host of information that can be saved. You can then search for designs that match your search criteria. This will save you SO much time!

- Looking for rugby club designs - no problem.
- Looking for designs that have been approved by your customers but are not yet in production - Easy!
- ABC Sportswear want a re-run of a design you did years ago - just search for ABC Sportswear and you'll get every designs you have done for them. Better still - add just a part of the design name that you can remember to filter out all other logos

Send designs directly to the machine whilst searching with Design Library

New digitising tools - digitise open or closed shapes using a run stitch type tool then apply any one of 15 different outline stitch types

Digitise closed shapes then apply either a fill or a border

Increased range of Click and drag, filled shapes including rectangles, ellipses and 66 other shield and scroll shapes

Auto borders around text - automatic run and satin stitch borders can now be created around text and other objects

Improved fonts - 200 fonts including 7 new raised effect fonts

Product Visualiser - The enhanced and improved product visualiser now allows you to choose from around 400 product views.

You can change the size, the colour and the position of the product in relationship to the logo.



Font filter is another huge time saver. It allows you to display fonts in a way that makes it much quicker and easier for you to find what you need.

- Choose all fonts, embroidery fonts only or True type fonts only
- Now filter those fonts again to show Script fonts only, Block fonts only, Serif fonts only Etc

(Continued on Page 6)

Barudan K Series - Continued Ever wasted time looking for a design or worse still loaded the wrong version of a design and stitched it out on a customer's garments? Ouch!

Barudan K series machines have A COM port. That means you can still connect directly to your Wilcom computer. Some makes of embroidery machine don't have a COM port any more.

They also have two USB ports and an on-board LAN port, which means you can connect the Barudan to your computer network.

Plug a bar code reader into one of the USB ports and scan the barcode on the Wilcom instruction sheet. The exact design you need will be found within seconds and will be downloaded into your machine's memory. **It is so convenient and blindingly fast!**

You can even edit a design in the machine then save the edited design back to the computer again for others to use.

It arrives back at the computer just like an email.

Wilcom e4 - New Features Continued

One click to convert & save - Any open design can be converted to the machine format of your choice and saved into any pre-designated folder. For cap designs there's even a tick box option to rotate the design 180 degrees when it is being saved.

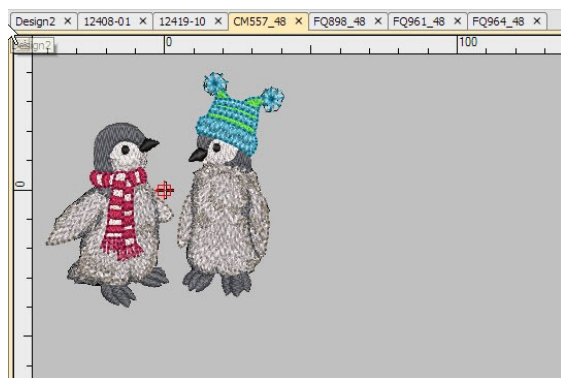


This is a fantastic tool and time saver and especially for those who use Barudan's machine networking software LEMserver. Digitise a new design or open an old one then with one click of the connection tool the design will be copied and saved into the machine folder of your choice and in the correct format too.

If you have more than one make of machine, you can create a different coloured tool for each folder and machine format

Design tabs -

Now you can have multiple designs all open at the same time. they appear as TABS across the top of the work space. Just click on a tab to have instant access and view of that design



New raised stitch effect - this new stitch type applies an underlay followed by up to 5 layers of satin stitch. Each successive layer is a little wider than the last creating an embossed 3D type stitch.

Improved tie-off - We all know that tie off stitches are super important because without them, embroidery would unravel during wear and wash cycles. Whilst absolutely necessary, tie off stitches can also cause an unsightly lump which can be clearly seen especially in narrow columns.

The New tie off option creates a tie off stitch on the last two stitches.

Create a PDF of design work sheet - How long have we all waited for this one? Finally it's here! The PDF can contain just 1 page or up to 5 pages including, Design True-view, Realistic product view, colour sequence, colour film & production summary.

For ultra-fast search and download to your Barudan machines just scan the barcode on the instruction sheet. The exact design will be located - anywhere on your computer network and downloaded directly into your machine's memory and all in just a few seconds.

2017 - TRAINING COURSES
We are currently planning our next in-house training courses

We have a new and improved showroom / training room where attendees will receive in-depth training on a variety of subjects including:

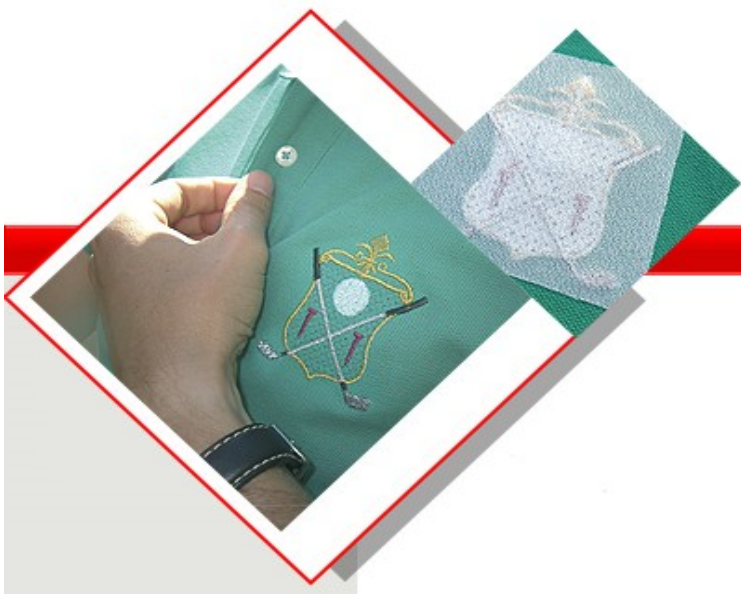
- Wilcom e4 new features and tools
- Digitising for beginners
- Advanced Digitising
- OKI laser printing for garments
- Vinyl cutting and printing
- Direct To Garment printing
- Dye sublimation printing
- Corel Draw for garment decorators

Course dates will soon be available from our website . . . but if there is a course that you are interested in, please let us know in advance and you will be the first to know when we set final dates.

If you have ever attended one of our training courses before then you'll know that we don't waste time on useless information and fluff. We focus on the gold nuggets that provide the most benefit to you and your business.

Do customers ever ask you if you can make the reverse side of embroideries more soft and smooth?

Enter **Stick Protect fusible, protective gauze** - a new product now available from our store here at Embroidery Source. Young children and those with sensitive skin can find the reverse



side of embroidery and some backing fabrics to be uncomfortable, itchy or worse still to cause a skin irritation.

Cut Stick protect to size and then iron or heat press it onto the reverse side of the embroidery. It helps to flatten and cover the embroidery with a soft, smooth, skin friendly, protective layer.

Stick Protect is available in Black and White
50cms x 1mtr \$4.95 + GST

Call and ask for Vinod 1800 137 670

Simple, 1 Colour Jobs Are Perfect For Vinyl - But There Has To Be Something Quicker & Easier For Big Jobs And Small Intricate Jobs Can be So Difficult To Weed?

Complex, 1 colour prints on garments with no cut lines required, no cutting, no weeding and no time consuming setup.

Well it's not a dream. All you need is a laser printer, a heat press and some Flex Soft, which was developed in Germany especially for use on Black only and colour laser printers.

Using printable Flex Soft sheets and a special sheet of polymer based adhesive you can produce very complex prints in just a few minutes. Choose from standard colours, neon colours or metallic.

Here's what makes it so great for small quantities :

You don't need any special artwork. Some processes like screen printing require vector files. For vinyl you need to create cutting



lines which can take a long time on a complex image and that's just the first part. Then there's cutting time and weeding of vinyl. **Not with Forever Flex Soft!**

A decent quality black bitmap image is all you need.

- Place a sheet of coloured or metallic Flex Soft into your laser printer and print the image onto it.
- Heat press the Flex Soft sheet together with the polymer adhesive B paper sheet and then separate the two sheets.
- Apply the finished print to the garment.

The really clever part of Flex Soft is that when you heat press and separate the two sheets, the adhesive sticks only to the printed areas and nowhere else.

Now it gets even better! When you heat press the Flex Soft sheet onto the garment, the adhesive bonds the Flex Soft film to the garment, so when you remove the carrier sheet from the garment, the Flex Soft film is left bonded to the fabric only in the printed areas.

A self weeding process that slashes production time

If you're like me you might be a bit confused by now - so why not take a quick look at our website and watch the video. It's very helpful.

Here's the link . . . copy and paste into your browser or click the link if your reading a PDF version of our newsletter.

<http://www.embroiderysource.com.au/index.php/videos/laser-transfer-printers.html>

Go to our website then choose the **Videos** menu and then **Laser Transfer Printer**.

Do you already have a laser printer and a heat press?

Then why not try Flex Soft right away. Imagine printing in Black but getting white, neon or metallic images on your garments.

Try a sample pack of Flex Soft from our web store

The pack for \$64.00 + GST includes white Flex Soft plus one of each different colour.

We also have an advanced pack that includes both Flex Soft and Forever Laser dark for \$98.00 + GST.

Print colour logos with white

Forever laser dark allows you to print with an colour laser printer and apply prints to white and coloured fabrics including dark polyester.



For best results including logos that include areas of white, an OKI Pro laser printer with white toner is required.

Hi Vis polo shirt printed with Forever laser Dark

Forever Laser Dark - Low Temp prints can be applied to polyester garments at 130 degrees, which doesn't activate the dye in the fabric so there's no dye migration into the printed image.

**Ex demo OKI A3 laser printer with white toner for sale
Call 1800 137 670 and ask for Jeff**

OKI Pro laser printer tech support + NEW laser print service

Jeff and Lachlan have recently completed technical training on OKI Pro laser printers.

Full colour logos can be printed and applied to most types and colours of fabric...including dark polyester. Cut lines are not required and there's no cutting or weeding.

**For prices on OKI laser printers and Forever transfer sheets
Call today on 1800 137 670 and ask for Jeff or Lachlan**

Shiny Embroidery (Continued)

Here are just some of the reports that I can see from the LEMserver data :

- Total machine power ON time
- Total machine run time
- Units produced per machine / Job name / stitch count Etc
- Thread break per machine / per head / per needle
- Number of machine stops and why. Stopped by error code. Stopped by thread break, Stopped by the operator

LEMserver is a 24/7 production manager that doesn't miss a thing

Machine productivity reports are a really useful way of highlighting problems in the workroom. For example: I can quickly see the improvement in production from a machine that has just been serviced as compared to those that have not been serviced

Trying a new thread can quickly show up in my reports that those extra thread breaks are costing more in lost production than the money I saved on the purchase. A few dollars saved on thread can cost hundreds, even thousand of dollars in machine down-time.

20 Shades Of Fire Retardant Thread Now In Stock And Ready To Ship

If you work with safety garments then fire retardant thread is becoming a must-have item

Vinod has done it again! You told him you needed a better selection of colours and they simply were not available from our regular supplier so he tracked down an alternative.

Vinod now stocks 20 shades of high quality Gunold, fire retardant thread. Now you probably already know that this stuff is not cheap so we stock handy size 1,000 mtr cones which means you don't have to buy more than you need .

To see the colour range go to our website :
www.embroiderysource.com.au

In the web store you will see **Threads** and then **Fire retardant thread**

Barudan's Unmatched Warranty Pays Big Dividends At 10 Seconds To Midnight

Now don't get me wrong... Barudan machines are a super reliable. and 98% of Barudan users get a solid 13-15 years of work with out any PCB failures at all...

All our Barudan users out there will vouch for this...

But for the unlucky few, who for whatever reason might suffer a PCB failure we have the unmatched Barudan warranty.

What you are about to read is true account of just such a situation that occurred recently. (Customer name supplied on request)

We received a panic call from customer in country Victoria. It was Friday morning and they had a sudden failure of their almost 7 year old, Barudan 4 head machine.

Unlike most break-down calls, this wasn't a simple, over-the-phone repair. Everything they described to us pointed to a failure of a major circuit board.

They were in real trouble with a large order to finish for an important client and machine operators booked to work over the weekend.

A quick check of our service data-base and we found that the machine had been serviced every year since new. It was just 3 days away from the end of its 7th and final year of extended warranty and stitch quality guarantee.

Steve Walsh drove to the customer's factory and replaced the circuit board. Machine up and running and production under way by around mid-day.

**Expensive circuit board ?
NO CHARGE - UNDER WARRANTY**

Printed Colours Don't Look The Same As The Colours On My Screen - Why?

The colours you see on your computer screen should only be used as an approximate guide to what you will get on paper or fabric. They are rarely accurate.

Different makes and models of screens, computer graphics cards, lighting, your eyesight, different inks and different fabrics all play a part in the colours that you see. So don't be surprised when logos don't look exactly the same as the colours you see and of course bear in mind that the colours you see are probably not the same as the colours your customer sees in his or her computer screen.

Colour profiling is a specialised and expensive process that most can't justify.

The easiest and cheapest way to print reliable colours is this . . . Find a good pre-made colour palette (a grid of different coloured squares, each square having the RGB colour values shown below. *For example: True Black is R:0, G:0, B:0*

If you can't find one then make your own using a selection of different Reds, Oranges, Yellows, Greens, Blues, Greys Etc. and making sure to use RGB colour values and not CMYK

Now print that colour grid onto the different types and colours of fabric that you use and keep those printed samples for future reference.

When you need to print a specific colour (or close match) then all you have to do is match to one of the samples you have already printed then use the colour values from that square for your print job.