# PROFESSIONAL RESTYLING APPLICATIONS THAT MAKE BIG MONEY

#### Using Roland GX PRO Vinyl Cutters

TIONBRIEF



The automotive restyling industry is red hot! People want to personalize their cars, trucks, boats, trailers, RV's, motorcycles and more with everything from flames to tinted windows and racing stripes. Now, with a single device, you can get in on the action.

Roland GX Pro vinyl cutters let you shift your restyling business into high gear. Powered by digital servomotors, these professional grade devices achieve maximum accuracy and get jobs done faster. They produce professional vehicle graphics and wraps, window tint, pinstripe and airbrush stencils, and clear paint protectant.

With their ability to perform all of these popular jobs, Roland GX Pro cutters

expand your business and offer remarkable profit potential. Restyling shops around the world use Roland cutters to crank out quality graphics all day long. MotoGP, for example, is currently using a Roland vinyl cutter to produce a broad range of graphics, including event signage, on-track advertisements and vehicle graphics.

With ISO quality certification, Roland cutters have earned international reputation for reliable performance and outstanding results. The following automotive restyling pros share their secrets for making money!



# Vehicle Graphics & Wraps



Enrico Del Mar owns and operates Modern Image Signworks, an award-winning graphics company with locations in Huntington Beach and San Diego. Modern Image has achieved legendary status for creating eye-catching, high-profile graphics. Its vehicle art has appeared in magazines, commercials, and hit movies such as *The Fast and the Furious* series.

"The GX Pro can cut any design you can imagine, scan or draw," said Del Mar. "Our Roland cutters produce awesome vehicle graphics all day, everyday. Over the 14 years we have been in business, they have never needed a single repair."

Popular jobs include logos, flames and tribal graphics. In addition to custom designs, several clipart packages on the market offer clean images for vinyl cutting. After your customer approves the graphics, simply size them with Roland CutStudio software and load the GX Pro with quality 2 mil vinyl. The right material will last for years on cars and keep your customers happy. Cut the job, weed the graphics and install. The entire process takes just a couple of hours.

Thanks to the GX Pro's optical registration system, you can even produce full-color vehicle wraps. Just use your wide format printer to print the desired images with crop marks. Then laminate and load them in the GX Pro for precision contour cutting. The cutter automatically recognizes printer crop marks and then cuts the graphics. The end result is eye-popping graphics and a booming business. Visit the Modern Image Web site at www.modernimage.net.



# Window Tint



Brett Wassell is the general manager of American Filter Film, an industry leader for automotive protective films. American Filter Film offers a turnkey window tinting solution that includes cutters, software, material and training. Customers include auto restyling shops, car dealerships and interior designers.

"Window tinting is incredibly popular," said Wassell. "People love the privacy, the look and the sun protection. More and more people are even ordering window tint as a safety feature that keeps shattered glass in place. With a Roland cutter, this can be a major cash cow for sign shops, detailers, restyling shops and auto dealerships!"

When window tinting began about twenty years ago, the idea of a machine cutting the patterns was just a dream. Today, even though state-of-the-art cutters like the Roland GX Pro make it easy to generate clean results, many shops still cut window film by hand. They face a host of problems, ranging from scratches and streaks to creases and wasted material.

Window tinting can earn your shop lots of money, so you definitely want to do it right. Use a software program designed to cut film, as the patterns are tested and adjusted for maximum fit and efficiency. Select a quality, professional-grade Roland cutter and use film that is backed by a good warranty and a strong manufacturer. While cutting the patterns is easy, a good training class can really help with the allimportant installation. Contact American Filter Film at www.americanfilterfilm.com.



### **Clear Paint Protection**

Brett Webster, president of Invisible Patterns, offers VentureShield clear protective film. Made from 100% aliphatic resin, the state-of-the-art film withstands years of stone chipping and weathering. And unlike a vehicle bra or bug shield, it is almost invisible.

"Anyone with a new car dreads the first chip or scratch," said Webster. "Our VentureShield clear films guards vehicles from those pesky rocks. Installing the patterns has become a popular aftermarket service that you can easily offer customers with a Roland GX Pro vinyl cutter."

Cutting the patterns with a Roland cutter offers superior precision and less wasted material. Plus, the Roland will score the film without damaging the painted surface, which is nearly impossible when cutting film by hand. Customers have every right to demand a re-painted hood at your expense if you cut through the paint during installation!

Software programs such as Invisible Patterns, Precision Cut, Computer Cut and Star Shield are optimized to work with the GX Pro and offer a large data base of patterns. While cutting the patterns is easy, a good training class can help with the

all-important installation. Invisible Patterns can also help with this. Contact them at www.ventureshield.com.





#### Pinstriping & Airbrushing

Mike Learn of Mike Learn Airbrush & Design is well known for his spectacular art and hard-hitting airbrush instruction. The 29-year airbrushing veteran won the prestigious V-Twin Painter of the Year Award in 2004. He has painted Tony Stewart's Unique Whips Custom Hearse, Paul Yaffe's Easyrider Charity Auction Bike (over \$90,000 in profits!), and Kendall Johnson's 2005 & 2006 Centerfold Tour bikes, just to name a few.

"When thinking creatively, artists are often blocked by their own abilities," said Learn. "My Roland cutter lets me exceed those limitations and do things technically that I just could not do otherwise. The result is more creativity, faster production and more business."

Today's best pinstriped and airbrushed vehicle art begins in the computer. Successful shops are designing their art digitally and using a cutter to cut a paint mask to take their business to the next level. Jobs that would normally take four hours to cut by hand take just 30 minutes

with a Roland cutter. So spend that extra time making your custom art explode with creativity!

Just having the digital mask on file is a big business advantage. The mask lets artists easily scale a design perfectly and then re-create it, saving time and stress. Mike Learn, a master in the art of airbrushing and pinstriping, offers classes, online and DVD instruction that focus on boosting quality and production times with a vinyl cutter. Visit Mike Learn's Web site at www.mikelearn.com.

# Tools of the Trade

- Roland GX Pro vinyl cutter
- Bundled Roland CutStudio design software
- Quality 2 mil vinyl
- Window tint film, software & classes
- Mike Learn airbrushing classes
- VentureShield clear protective films
- Automotive design software, such as XPel, Precision Cut, Film Design and others

#### **GX PRO Features**

- Cutting material up to 33 inches per second for maximum productivity
- Mechanical resolution of 0.0005" guarantees precision results
- Max down force of 350 grams for top performance with the thickest materials
- Accepts a wide range of materials from paint mask and paint protection film to vinyl and window film
- Optical registration system facilitates accurate contour cutting
- USB and serial connectivity for fast and easy set up
- Roland CutStudio<sup>™</sup> Software included
- Plug-ins for Adobe<sup>®</sup> Illustrator and CorelDRAW<sup>®</sup>





Powerful servomotors achieve maximum accuracy and cutting speeds up to 33-inches per second.



Convenient front panel makes it easy to adjust blade force, cutting speed and origin point. It also stores cutting conditions for up to eight pre-set jobs.



Easy access USB and serial ports make connectivity a snap.



Re-size, re-position, rotate and mirror graphics for precision cutting. Roland CutStudio™ makes it easy!

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www.RolandASD.com