

# Engraving onto Glass – Myth or Legend

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Have you ever said to a potential customer: “I’d love to be able to offer that, but I don’t have the time to learn how to do it”, or words to that effect?

Messy, difficult and time consuming. That is what most people believe engraving is, especially engraving onto glass.

But really “How difficult is it to engrave onto glass?” – This is a question that I have been asked on countless occasions at trade shows, demonstrations and even by members of our own team here at Roland DG. The answer is not how difficult, but how easy! You already have the skills that you need by way of using design software such as CorelDRAW® and Adobe® etc. The machine takes care of the rest.

So, why would you want to? The simple answer is because your customers want you to and there is an argument that says if you don’t offer it, they won’t buy it. You can turn a £5 glass tankard into the perfect gift in just minutes, sell it for at least £12 and make £7 profit. Engrave just 15 items per week and you will be seeing a return on your investment on any finance deal for the machine.

The Roland EGX-360 uses state of the art technology, combined with over 30 years of manufacturing experience, to enable you to quickly engrave onto a variety of materials including metals, plastics, crystal and glass. Here’s how...

### **Step 1:** What item are you engraving?

The most important step. Unfortunately, you’ll have to engage your brain a little bit here. Look at the item that you want to engrave, how are you going to clamp/hold it? Is it flat or cylindrical? Where on the item do you want the engraving? How big is it?

### **Step 2:** Clamp the item in place

You need to physically hold any article that you want to engrave, the EGX-360 allows you to



grip a wide variety of items in all sorts of unusual shapes. Just make sure it’s sturdy and can’t move.

### **Step 3:** Set up the machine

Loading the correct cutting tool, setting the machine to use its automatic surface detection function and using the laser pointer to mark out the area you want to engrave.

### **Step 4:** Design your engraving

By using the design tools on EngraveStudio or importing designs created in Corel/Adobe or other leading design software. Import vector or bitmap images and create text etc. Pick your tool path options in a few easy steps and then...

### **Step 5:** Press go...

And leave the machine to do all the work. The machine will automatically start its water feed system, detect the surface and start engraving. All you need to do now is go and make a cup of tea.

Still need convincing? Watch our step by step video guide online:

**[www.rolanddg.co.uk/engraveglass](http://www.rolanddg.co.uk/engraveglass)**.

Want to find out how engraving could turn your business around? Email me at Roland and I will be happy to offer advice:

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