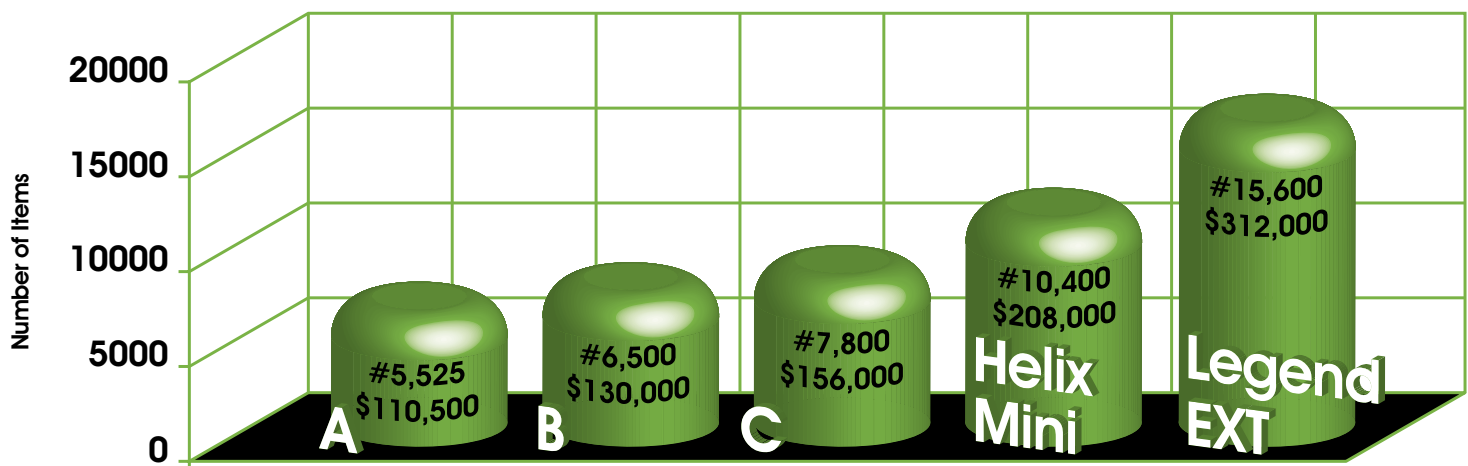


Speed Comparison

When you are searching for a laser engraver, a great deal of emphasis is put on the speed of the system, and for good reason. The faster the laser operates, the more product you can engrave, the higher your profit potential will be. But how is speed measured and what does it mean?

Comparing Apples to Apples

Time is money, and over a year's time, a high-speed, high-quality laser system will make a large difference in your potential profit. You may have noticed that there are a lot of claims as to who manufactures the fastest laser systems. It's true that only one manufacturer can be "the fastest," but how do you figure this out? Since there are no standards for measuring engraving speed, there are a number of different interpretations, but there is really only one way to know; compare the speed of different manufacturers by performing a one-to-one comparison using the same artwork on the same material. Compare the total engraving time, image quality, and even depth of engraving to determine which manufacturer produces the best results. This simple test will highlight the dramatic speed advantage that Epilog has over other manufacturers - even those that claim comparable (and even higher!) speeds. This comparison also has the added benefit of highlighting the superior image quality produced by an Epilog system.



Revenue and Quantity Comparison

Based on year's laser production operating eight hours a day, five days a week at 100 percent.

How does the speed of a laser system affect your profit margin?

Above is a graph showing how engraving speed can dramatically affect the revenue of your business. The graph shows the number of plaques and the revenue that can be produced when comparing different engraving speeds. As you can see, over a year's time the fastest Epilog system is able to produce 15,600



plaques, or \$312,000 in revenue. When compared to other systems, Epilog is the obvious leader for your return on investment. When you perform your own comparison, you'll see that a single Epilog laser system is capable of producing significantly more product in the same amount of time as some of the other high speed systems! When you discover that Epilog systems are not only faster, but comparably priced, you'll know you're getting the best value for your money.

What Other Variables Affect Speed?

Most laser manufactures specify engraving speed in terms of linear inches per second (IPS). Unfortunately, linear speed is just one component of the whole equation. There are many factors that affect the speed of the laser. Knowing what to look for will allow you to find a laser system that meets all of your needs for laser speed!

- **Turnaround Time** - One of the more important aspects of speed is turnaround time, or acceleration. This is the amount of time that it takes for the laser head to slow down to a complete stop and start back up again in the opposite direction. The time it takes the laser system to make this turn can make a huge difference in time of engraving. Epilog uses high-speed servo motors that are able to stop, turn around, and get back up to maximum speed much faster than systems using stepper motors. This one variable alone can mean the difference between an engraving taking one minute for an Epilog laser, and two minutes for the same exact job on some of our competitors' equipment.
- **Artwork** - The way that artwork is set up can also have an enormous impact on the time it takes to engrave an image. An image with a border will take considerably longer to engrave than the same image without a border.
- **Resolution** - The higher the resolution, the longer that it takes to engrave a given project. Resolution is measured in Dots Per Inch (DPI). If the laser is operating at 600 DPI it engraves 600 lines for every inch of travel. If the laser is operating at 300 DPI it engraves only 300 lines for every inch of travel. For a laser operating at 100% speed, the amount of time that it takes to engrave a project at 600 DPI is exactly twice as long as it takes at 300 DPI. Epilog offers 75, 300, 400, and 600 DPI engraving as well as our industry leading 1200 DPI ultra-high resolution engraving. Another objective test that we like to recommend is to compare Epilog's 400 DPI resolution to other systems engraving at 500 DPI. Not only does the Epilog 400 DPI produce better image quality than other lasers engraving at 500 DPI, but it produces an even greater time savings!

You now have a good understanding of why engraving speed is so important and how to compare different systems. Why are we providing you with so much information? Because we want you to compare systems and see for yourself that it's not how much money you spend on a laser; it's how much money you make with a laser that's important! Epilog produces the best image quality at the highest speeds in the business. Knowing what to look for now is invaluable to the future of your business.



Specifications Subject to Change Without Notice. Features Subject to Availability.