

Things to keep in mind:

It is not too early to think about what you will market for the holiday season. People cherish personalized gifts. There is an inexpensive way to sell personalized items that are yet in a good price range for your customer (and profitable for you). Think about these items:

Item	Location	Your Cost	Suggested Price
Alder Frames	Project Center - titled: Unique Alder Wood Frames	\$5.98	\$22.52
Ornaments	Learning Center - Course 12	\$3.69 one example: crystal	\$11.69
Black Acrylic Photo Plaques	Project Center -titled: Acrylic Photo Plaques & Acrylic Photo Plaque – double sided	\$14.69	\$58.76
Cutomized Ornaments	Project Center - titled: ArtWelder	\$2.00 Using an alder wood sheet	\$7.98

Laser Spotlight

Each month we showcase an item, product or skill from LaserU. We give a summary of the item and provide links for more information. This month we will look at **Rowmark products**. This comes from our Learning Center (Course 15) & Project Center (various items).

You can even turn Rowmark into valuable holiday gifts!

The great thing about Rowmark products is that they are from Rowmark! This makes the product consistency outstanding. Some other great points are that all product lines are plastic which makes them inherently easy to work with - both for engraving and cutting. They all may be plastic *but they don't necessary look like it!* The products are fabricated too look like brass, other metals, wood grains, plastic (of course) and much more.

Rowmark plastic sheet stock is made from a colored base material with a thin layer of a second color laminated to the top. The laser will engrave away the thin top layer to reveal the base color underneath. In addition, the laser can cut the sheet to produce shapes for dozens of applications such as, badges, signs and tags. These types of plastic sheet have been under development for many years and the products available

today provide excellent results.

Below are some examples that are shown in both the Learning Center and the Project Center:



For more information on Rowmark see the **Learning Center & Project Center**.

Please send questions and comments to laseru@laserbits.com

See you next month with our next **The Laser Engraver** Newsletter.

Kathryn