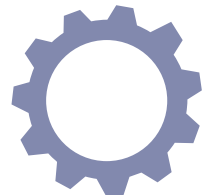
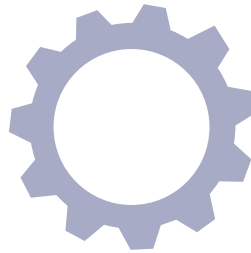


# AIDEX

Williams Crow, Inc.

## How to Turn Your School's Fab Lab Into a Profit Center



[aidex.com](http://aidex.com)

Today's schools are turning to hands-on educational technology to engage students in complex STEM concepts in ways that make learning both meaningful and fun.



Not only do students more quickly grasp subjects like physics and materials science, electricity and photonics, they also learn critical thinking, problem solving, and how to work as a team – skills they'll need for future careers. The return on investment in educational technology, particularly the equipment used in fab labs, makerspaces and tech labs, is huge!

**Now Aidex has a question for you:**

How would you like to take your educational technology a step further with new ways to engage students and support your school? You can do it by turning your fab lab into a profit center by making and selling a myriad of items. We've created this eBook to explain why and how.

Read  
On

# 5 Reasons to Turn Your School's Fab Lab into a Profit Center

Your school invested in educational technology for a very important purpose: to teach students. But it can also be used to make products to sell.

## Here are 5 reasons to do it:

1

Raise money for school organizations, class trips or charitable giving. Why go outside your school for items for fundraisers when you can make them in your fab lab? The opportunities for making and selling items printed or engraved with your school's logo, mascot and colors is unlimited!

2

Give students a new sense of purpose. When students learn the power of profits, whether it's to fund a class trip, buy new sports equipment for the school or give to a cause, they have a new sense of purpose.

3

Expand your curriculum to include entrepreneurship. Your fab lab is great for teaching STEM, but it's also great for teaching the principles of starting and running a business – all valuable career skills.

4

Spark new opportunities for new team-based learning. Create new projects around business principles like budgeting, sales, production, quality control, meeting deadlines, communication, and customer satisfaction.

5

Let your educational technology pay for itself! Have your eye on a new Roland printer/cutter or AP Lazer engraver? The products you make and sell now can pay for new equipment later.

# How One School Inspires Entrepreneurs

Clay High School  
Graphic Design Lab  
South Bend, IN

## Equipment

- 54" Roland TruVis SG-540 Printer/Cutter (Banners)
- Roland VersaUV LEF12 UV Flatbed Printer (3D Objects)
- Hotronix Heat Press (Transfers)



Clay High School CTE Instructor Ben Murray recently added the business of graphic design to his classes. Students learn entrepreneurship by using the school's graphic design lab to make and sell products.

To get started, Ben let the Clay High School community know his student designers were available for projects. People could hire them—at prices slightly above the cost of materials—to make banners and promotional items. The school's football team was the

first customer, hiring the students to create large-scale stadium banners of senior football players. The students jumped on the project. They photographed the players, designed the banners and printed them with the Roland TruVis printer. Their professional work exceeded expectations.



Next, Ben's students began producing t-shirts for homecoming and banners for other events for the school's spirit club. They soon amassed a \$400 profit. Ben suggested a pizza party, but students had another idea. They donated their profits to Hurricane Harvey relief efforts, yet another valuable lesson.



“ Creating a profit center with the Roland printers and Hotronix heat press we purchased from Aidex has created a wonderful program for our students. Not only do they learn how to use design software and printing technology to make products, they learn how to work with clients, negotiate prices and meet deadlines; skills important in future careers. ”

**Ben Murray | CTE Instructor | Clay High School | South Bend, IN**

# Get Started with These Ideas

Based on the equipment in your school's fab lab, your students can make a myriad of practical and fun products that will appeal to other students, school departments and clubs, boosters, and alumni.

**Here are some ideas to get you started.**

- Banners and signs
- Window decals
- Parking permits
- Uniforms
- T-shirts
- Trophies
- Engraved cups



“ When our school created a team store, The Red Zone, the graphic arts students were given the opportunity to learn through real-world experiences. They now design and create the majority of the apparel sold in The Red Zone. Students take pride in what they've completed and learn valuable skills in the graphic arts industry. With the addition of the Roland SG-540 and Roland EGX desktop engraver, students can create even more in-house. We're printing our own heat transfers, window clings and decals, and engraving plaques and key chains. ”

**Janet Westhues | Graphic Arts Instructor  
Carrollton Area Career Center | Carrollton, MO**

# Equipping Your Profit Center

Here are our top picks for a well-equipped school fab lab profit center. Complete information can be found at [www.aidex.com/manufacturers](http://www.aidex.com/manufacturers).



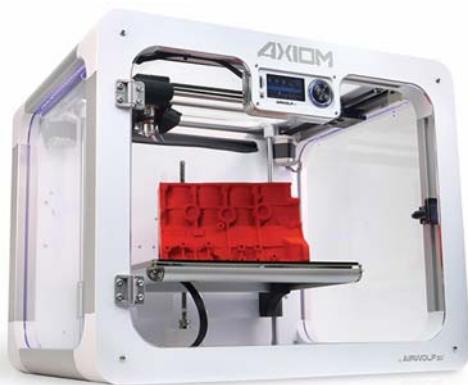
## Roland TrueVIS® Printer/Cutters

- Print banners, decals, heat transfers, vehicle wraps and more
- Delivers vibrant colors and detail efficiently
- Blue-tooth enabled mobile panel enables operation with smart phone or tablet
- TrueVIS ink in cost-effective pouches load into reusable cartridges
- 4 print heads for high quality output and efficient use of ink
- Two models: 54" and 64"



## AP Lazer Engraving/Cutting Systems

- Engrave bricks, trophies, plaques, cups, and more
- Engraves wide range of materials
- Laser objects of virtually any size and weight
- All-in-one packages that include laser, laptop and software
- Four models/sizes, from tabletop to freestanding with a 48" x 36" workspace



## AirWolf Axiom Desktop 3D Printer

- Print trophies, art items, mascots and more
- Named "Best 3D Printer of 2016" by Top Ten Reviews
- Precise and easy to use
- Fast, ultra high resolution prints
- Prints in over 40 materials



## Heatronix Heat Presses

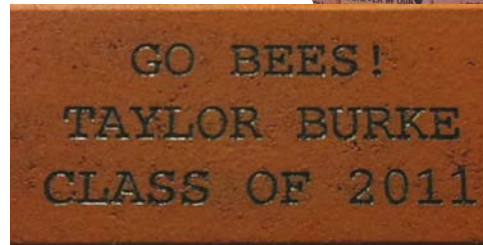
- Use for shirts, caps, uniforms, bags
- Decorate any area on any item
- Touch-screen technology
- Heat-free work surface

# Profit Opportunity: Laser Engraved Bricks

A brick fundraising project is a perfect way for schools to quickly generate funds for sports teams, the band or new educational tech equipment.

Some schools have even used brick campaigns to pay for their laser systems.

Brick campaigns are popular with donors. People love seeing their name or customized message engraved on a brick for a great purpose, and knowing their brick will last forever!



## Just how profitable can a brick campaign be?

Take a look at this chart. The profits add up quickly.

Brick Size	Cost/Brick	Donation	Profit/Brick	150 Donors
4" x 8"	\$4	\$150	\$146	<b>\$21,900</b>
8" x 8"	\$7	\$250	\$243	<b>\$36,450</b>

# Have We Inspired You?

## More importantly, are you ready to inspire your students?

With the right educational technology, support and creative ideas, you can engage students in new ways, teach them powerful skills that prepare them for future careers and create a new income stream to support various initiatives.

If you're ready to get started or simply want to brainstorm, talk to Aidex. Our technical sales representatives in Illinois, Indiana, Iowa, Kansas, Missouri, and Nebraska are happy to jump on a call, or if you'd like, visit your school for an onsite consultation.

Here's our number: **1.800.251.9935**.

You can also email us at [Info2@aidex.com](mailto:Info2@aidex.com)

Learn more at [aidex.com](http://aidex.com)

