

ColDesi  YOUR SOURCE FOR CUSTOM PRODUCT MASTERY

Customize Now!

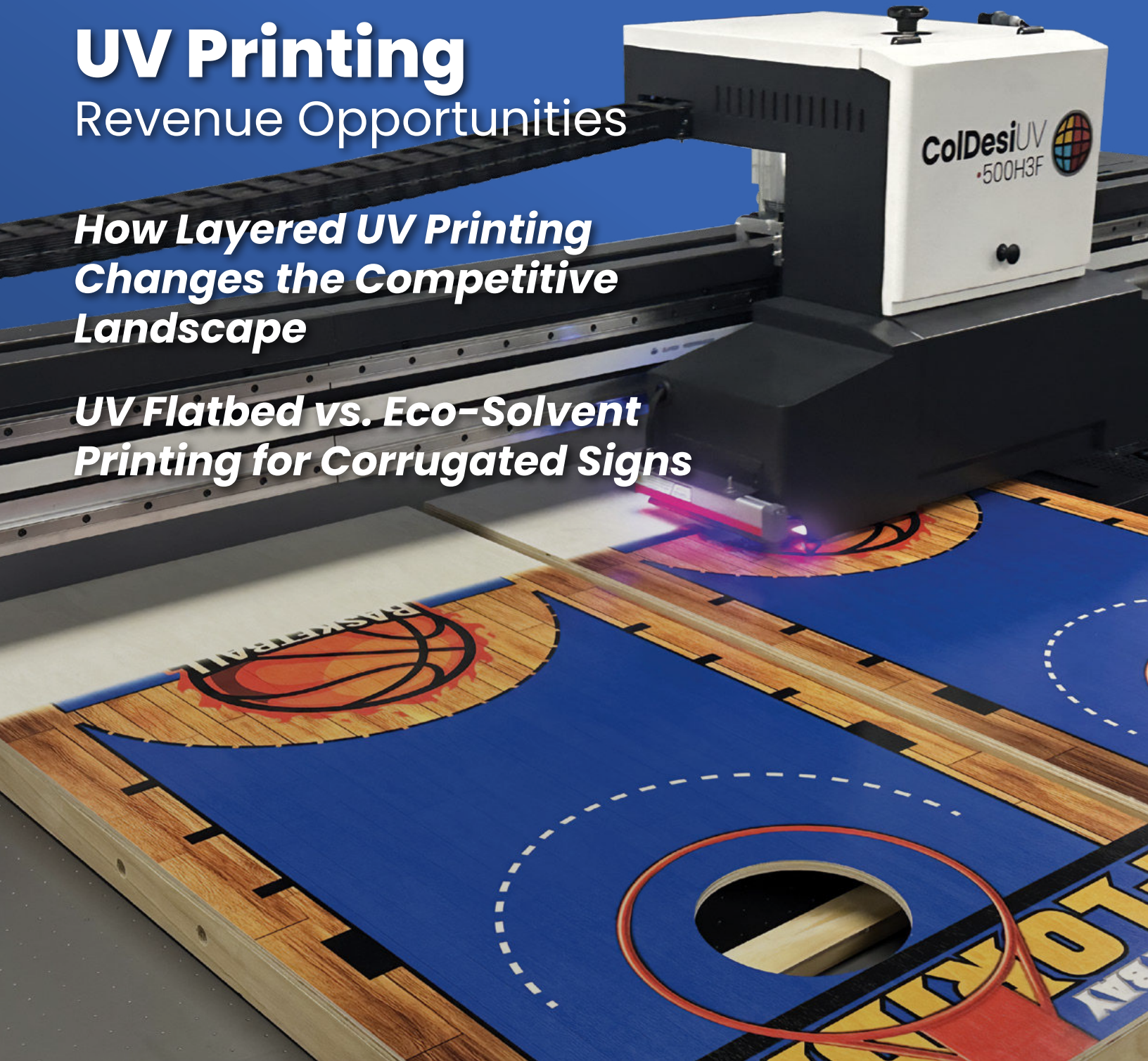
VOLUME THREE

UV Printing

Revenue Opportunities

*How Layered UV Printing
Changes the Competitive
Landscape*

*UV Flatbed vs. Eco-Solvent
Printing for Corrugated Signs*





Dear Industry Colleagues,

The UV printing market is no longer emerging. It is established, competitive, and expanding quickly.

Over the past several years, UV technology has shifted from a specialty capability to a core production platform for modern print businesses. What was once considered advanced equipment is now central to how sign shops and customization companies operate.

At ColDesi, we have intentionally focused on growth in this space.

Our expansion in UV is not accidental. We have increased engineering resources, broadened our product portfolio, and strengthened our support infrastructure to meet rising demand. From entry-level systems that help shops move into rigid printing, to high-output platforms such as the 800H4F designed for serious production environments, our UV lineup continues to evolve alongside our customers.

Growth, however, is not just about adding machines.

It is about building capability.

We have invested heavily in training, service, and workflow education because UV printing requires consistency. Whether producing layered interior graphics, ADA-compliant signage, or dimensional effects, uptime and reliability matter. Our commitment is to ensure that the technology performs in real production environments, not just in a showroom.

We are also seeing expansion beyond flatbed applications. Roll-fed UV and UV DTF technologies are extending UV curing into new categories of hard-surface decoration. As the market expands, we are committed to leading responsibly by focusing on durability, performance, and real-world efficiency.

What stands out most is how our customers are using these tools.

Sign shops are increasing margins through dimensional printing. Interior signage is becoming more premium and design-driven. Compliance signage is becoming a meaningful revenue stream. Layered effects are helping professional shops separate themselves from price-driven competitors.

That kind of growth reflects more than technology. It reflects business owners who are willing to invest strategically.

As the UV market matures, so does our responsibility. We will continue investing in performance, reliability, and education so that your production floor operates with confidence.

The future of UV printing is not about novelty. It is about efficiency, capability, and sustainable growth.

We are proud to be part of that progress.

A handwritten signature in black ink that reads "Bryan Hall". The script is fluid and cursive.

Bryan Hall
President
ColDesi, Inc.
bryan@coldesi.com

Contents

Beyond Flat Graphics: How Layered UV Printing Changes the Competitive Landscape 2

UV Flatbed vs. Eco-Solvent Printing for Corrugated Signs 6

Beyond Signage: Revenue Opportunities with UV Flatbed Printing 12

Increasing the Potential of Your UV Flatbed Printer with a 3D Printer 16

Beyond the Flatbed: Where UV/DTF Fits in a Modern Print Business 24

ADA & Braille Signage 30

Why More Sign Shops Are Adding DTF Printing 34

“Our mission at ColDesi is to empower businesses with complete customization solutions that fuel long-term success. We deliver high-performance equipment and supplies backed by expert training and world-class, U.S.-based support. We are committed to building lasting partnerships and helping our customers thrive in a competitive marketplace.”



Beyond Flat Graphics:

How Layered UV Printing Changes the Competitive Landscape

USING DEPTH, GLOSS, AND TEXTURE TO COMPETE BEYOND PRICE

For many sign shops, UV flatbed printing begins with a simple goal: **print on more materials.**

Rigid substrates. Acrylic. PVC. Wood. Aluminum. The flexibility alone opens new doors.

But once the printer is installed, something predictable happens.

Most shops print flat.

Four colors. Standard finish. Clean and professional, but flat.

And when every shop in the market produces flat graphics, competition shifts to price and turnaround time.

Layered printing changes that equation.

WHEN FLAT BECOMES FAMILIAR

Flat UV printing is efficient and versatile. It works for a wide range of signage and display applications. But visually, it can become indistinguishable from competitors' output.

If two lobby signs are the same size, on the same substrate, with similar artwork, and both are printed flat, the conversation naturally turns to cost.

Layered printing introduces something harder to compare: **depth.**

Depth alters perception. And perception influences value.



WHAT LAYERED PRINTING REALLY MEANS

Layered printing is not a gimmick. It is a controlled use of UV technology to build structure and visual contrast directly into the print.

This can include:

- White ink underbases for clarity and contrast
- Spot gloss overlays to highlight specific design elements
- Matte and gloss contrast within the same piece
- Multi-pass dimensional builds for raised text or textures
- Second-surface printing on clear materials

From a technical standpoint, layered printing relies on precise registration and multiple ink passes. Each layer must align accurately with the one beneath it. Modern UV systems are engineered for this level of consistency.

Machines such as the ColDesi UV-300H3F and 500H3F provide the control necessary for detailed layered work. For higher-volume environments, the 4-head ColDesi UV-800H4F expands throughput while maintaining the registration accuracy required for dimensional effects.

The technology is already capable.

The question is whether shops are fully using it.

Continued on page 4



ColDesi didn't just sell us a UV printer, they helped us build a new revenue stream. The equipment performs, and you can get their team on the phone when you need help.

— **Melissa K.**

Google Review

WHY DEPTH CHANGES BUYER PERCEPTION

Consider two acrylic lobby signs.

The first is printed flat: logo, background color, clean finish.

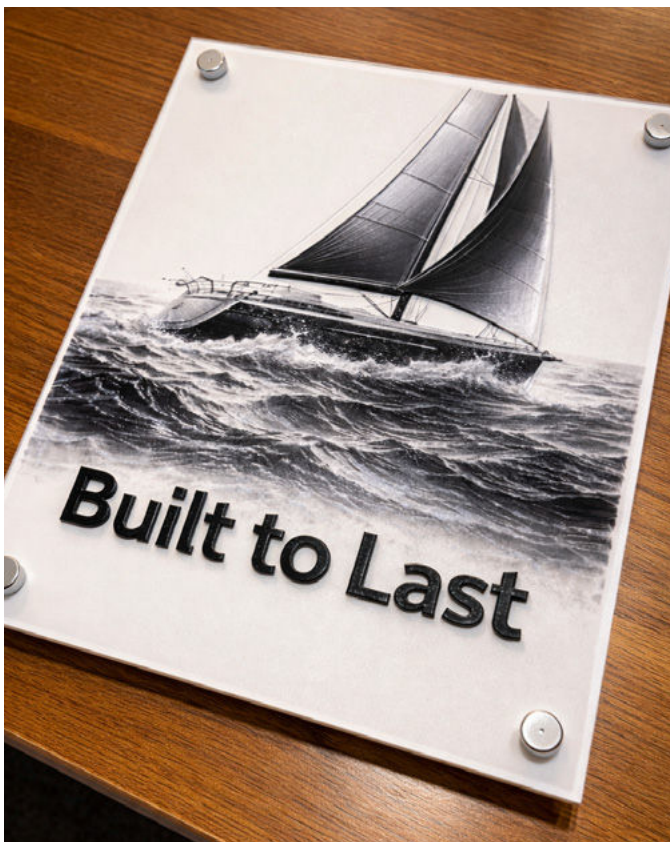
The second includes a reverse print on clear acrylic, a white flood layer for opacity, raised lettering built through multiple passes, and a subtle gloss highlight over the logo mark.

The material cost difference may be minimal. The additional print time may be measurable but controlled.

Visually, however, the second sign feels more substantial. More deliberate. More premium.

When clients see and feel dimensional elements, they often respond before asking about price. Texture invites interaction. Gloss highlights guide the eye. Raised lettering signals craftsmanship.

That response creates room for stronger margins.



COMPETING ON MORE THAN SPEED

In markets where UV printing is common, flat rigid signage has become widely accessible. Many shops can produce it quickly.

Layered printing shifts the competitive basis from speed to sophistication.

Shops that offer dimensional textures, gloss contrasts, and second-surface applications are no longer selling just signage. They are offering finished presentation pieces.

This distinction is especially relevant in:

- **Corporate interiors**
- **Retail branding environments**
- **Hospitality signage**
- **High-end directional systems**
- **Recognition and award products**

In these spaces, visual impact matters. The buyer is not simply purchasing information. They are investing in appearance.

Flat graphics communicate. Layered graphics elevate.

UNDERSTANDING THE PRODUCTION BALANCE

There is a natural hesitation around layered printing: **additional passes increase print time.**

This is true. Multi-layer builds require careful file setup and calibrated output. However, the relationship between time and price does not have to be linear.

If a dimensional build increases production time by 25 percent but increases perceived value by 60 percent, the margin impact is positive.

The key is positioning.

Layered effects should not be included automatically. They should be presented as enhancements or premium finishes. When offered as upgrades rather than default features, they become revenue drivers rather than hidden production costs.

Shops operating mid-size platforms such as the UV-500H3F often find that layered jobs can be integrated efficiently into daily workflow. Larger production environments using the UV-800H4F benefit from increased throughput when dimensional work scales into repeatable programs.

DESIGN STRATEGY MATTERS

Layered printing works best when driven by intentional design.

Not every sign needs raised elements. Not every background benefits from gloss contrast.

The strongest results occur when layering supports brand hierarchy:

- Raised logos over flat backgrounds
- Gloss accents over matte surfaces
- Dimensional lettering paired with subtle textures
- White underlays enhancing color on dark substrates

When used selectively, layered elements create focal points. They guide attention and enhance legibility.

From a design standpoint, this approach separates professional work from standard output.

THE SUBTLE COMPETITIVE SHIFT

Many shops already own the capability to produce layered effects but rarely market them.

That creates a quiet opportunity.

When a shop consistently presents dimensional samples during client consultations, it reframes expectations. Instead of asking, “How much per square foot?” clients begin asking, “What are our finish options?”

That shift changes the sales conversation.

Rather than competing against flat prints from multiple vendors, the shop positions itself in a narrower field: **those capable of premium execution.**

The difference may not require new equipment. It may require a new mindset.

FROM CAPABILITY TO IDENTITY

UV flatbed printers such as the ColDesi UV-300H3F, 500H3F, and 800H4F are designed with layered printing in mind. White ink systems, gloss channels, and precise registration controls are built into the platform.

For some shops, these features are used occasionally. For others, they become part of brand identity.

Shops known for dimensional lobby signage, textured retail panels, or gloss-enhanced branding develop a reputation that extends beyond price.

In competitive markets, that reputation matters.

MOVING BEYOND FLAT

Flat graphics will always have a place. They are efficient, reliable, and versatile.

But when every competitor produces flat output, differentiation becomes difficult.

Layered printing offers a controlled way to introduce depth, texture, and visual hierarchy into everyday applications. It creates contrast not only within the sign, but within the marketplace.

For shops willing to experiment thoughtfully and position layered finishes as premium enhancements, the competitive landscape changes.



The technology is already on the production floor.

The opportunity lies in how it is used.



UV Flatbed vs. Eco-Solvent Printing for Corrugated Signs

How Workflow, Labor, and
Throughput Impact Profitability

Corrugated signs remain one of the most common products produced by sign shops. From political campaigns and real estate signage to events, promotions, and temporary advertising, corrugated plastic continues to be a reliable, high-demand substrate.

For many shops, eco-solvent printers have long been the default solution for producing these signs. The process is familiar, dependable, and capable of delivering quality results. However, as production volumes increase and turnaround expectations tighten, more sign businesses are taking a closer look at whether their current workflow is still the most efficient option.

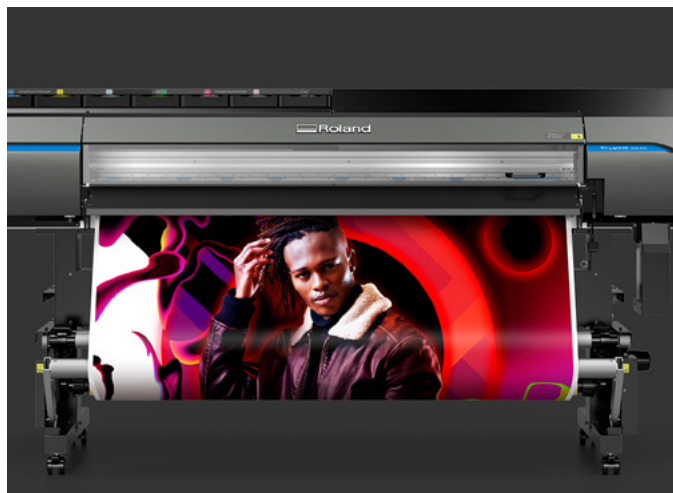
This has led many shops to compare traditional eco-solvent workflows with newer UV flatbed printing solutions, particularly when corrugated signs become a recurring part of weekly production.

UNDERSTANDING THE ECO-SOLVENT WORKFLOW

Eco-solvent printers are versatile tools that serve an important role in many sign shops. When used for corrugated signs, however, the workflow typically involves multiple steps:

- **Printing graphics onto adhesive vinyl**
- **Allowing prints to gas out, often overnight**
- **Mounting vinyl to corrugated boards**
- **Managing alignment, bubbles, and wrinkles**
- **Trimming excess material**

While this process produces acceptable results, it introduces several labor-intensive steps that extend production time and increase handling.



HOW UV FLATBED PRINTING CHANGES THE PROCESS

UV flatbed printers approach corrugated sign production differently by printing directly onto the substrate.

The workflow is simplified to:

- **Loading corrugated boards onto the printer bed**
- **Printing directly to the material**
- **Unloading finished signs, fully cured and ready for delivery**

There is no vinyl, no gassing time, and no mounting. The difference is not primarily about print quality, but about process efficiency and throughput.



★★★★★

You're getting production-ready equipment at a price that almost feels like a steal. We expected to compromise at this price point, but the print precision is top-tier.

— **Frank P.**
Google Review

Continued on page 8

A PRACTICAL COST COMPARISON

To better understand the impact of these workflows, consider a common production scenario:

100 single-sided
24" x 18" corrugated signs

Assumptions:

- Labor cost of \$20 per hour
- Average ink coverage
- No reprints or unusual setup requirements

Eco-Solvent Production Costs

- Ink: \$0.45–\$0.90 per sign
- Vinyl: \$0.75–\$1.05 per sign
- Print setup labor: 30–60 minutes
- Vinyl application labor: 2–3 minutes per sign

This results in **3.5–5 hours of application labor**

Total cost of \$195–\$305 for 100 signs

This estimate does not include gassing time, trimming, or workspace usage.

UV Flatbed Production Costs

- Ink: \$0.60–\$1.05 per sign
- Vinyl: none
- Application labor: none
- Load and print time: 2–2.5 hours

Total cost: \$100–\$155 for 100 signs

For many shops, the labor savings alone justify closer evaluation.

LABOR AND THROUGHPUT CONSIDERATIONS

Corrugated signs are often categorized as simple jobs, yet they frequently consume a disproportionate amount of production time. Manual mounting tasks tie up staff who could otherwise be focused on higher-value work.

UV flatbed printing reduces touch points and allows shops to complete more orders within the same operating hours. In many cases, sign shops find they can double corrugated sign output without increasing labor.



RED FLAGS YOUR SHOP MAY HAVE OUTGROWN ITS CURRENT PROCESS

Certain operational signals suggest it may be time to reevaluate corrugated sign production:

- Eco-solvent printers are frequently occupied with corrugated signs
- Employees spend multiple hours each week mounting vinyl
- Rush corrugated orders are avoided or declined
- Turnaround times feel longer than customer expectations
- Production volume is high, but margins remain tight

These indicators often reflect growth rather than inefficiency. They suggest the shop's workflow may no longer match its demand.

TURNAROUND TIME AND CUSTOMER EXPECTATIONS

UV printing produces fully cured prints immediately, eliminating wait times associated with solvent-based inks. This enables faster delivery, reduces work-in-progress inventory, and allows shops to respond more easily to same-day or walk-in requests.

Faster turnaround not only improves customer satisfaction but also increases the likelihood of repeat business and referrals.

WHERE UV FLATBED PRINTERS FIT IN THE MODERN SIGN SHOP

Most sign shops that adopt UV flatbed printers do not replace their eco-solvent equipment. Instead, they reassign jobs to the technology best suited for the task.

Eco-solvent printers continue to handle banners, wraps, and vinyl-based work, while UV flatbeds manage rigid substrates and direct-print applications. Depending on production volume, shops may consider machines such as the ColDesi UV-300H3F, 500H3F, or 800H3F, selecting bed size based on throughput needs.

Questions to Ask Before Adding a UV Flatbed

Before investing in a UV flatbed printer, sign shop owners should consider:

How many corrugated signs are produced weekly?

How many labor hours are spent mounting vinyl?

Which machines are currently acting as bottlenecks?

What types of rigid materials could be added to the product mix?

Would faster turnaround allow acceptance of more rush orders?

Clear answers help determine whether a UV flatbed aligns with business goals.

MAKING THE RIGHT DECISION

The choice between eco-solvent and UV flatbed printing is not about one technology being universally better than the other. It is about aligning equipment with production demands.

When corrugated signs become a consistent part of weekly output, workflow efficiency, labor utilization, and turnaround time play a larger role in profitability than print familiarity alone.

Evaluating the full production process can reveal opportunities to reduce friction, increase capacity, and improve margins without adding staff or extending hours.

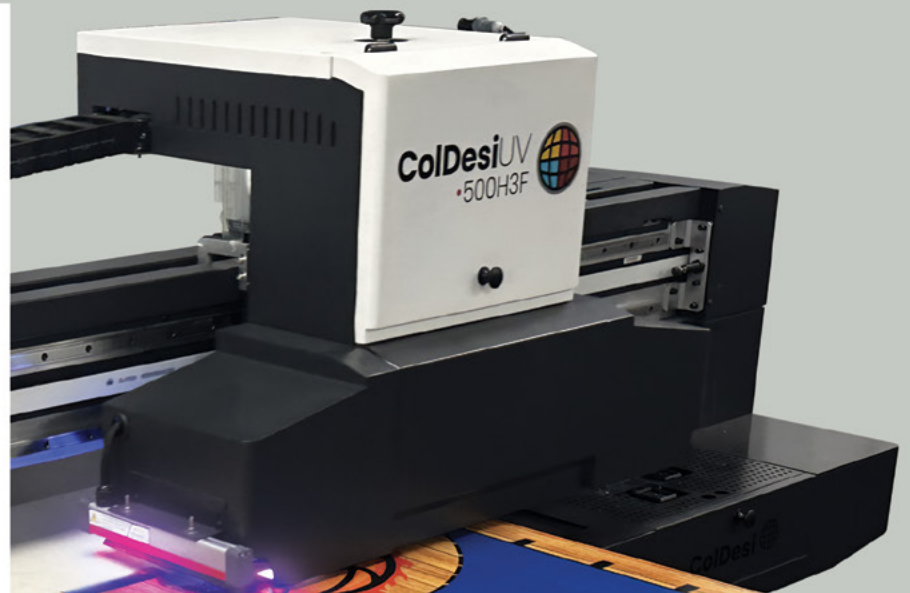


Unleash Your Printing Potential.

Print Bigger. Print Better. Print Brilliant.

Turn your ideas into stunning reality with the **ColDesiUV•500H3F** — the ultimate UV flatbed printer built for high-performance direct-to-object customization. With a massive **63" x 47" print area**, this powerhouse handles large jobs and multiple pieces in one go, giving your business unmatched capacity and efficiency.

- **Brilliant Color & Detail**
6-color UV inks with white and varnish deliver rich color, crisp detail, and premium effects.
- **Smooth, Professional Output**
Variable droplet technology ensures cleaner gradients and sharper results.
- **Print on More Materials**
Direct-to-print on rigid substrates like foam board, signage, and specialty items.
- **Built for Production**
Automatic height sensing, vacuum bed control, and intuitive software for consistent, reliable output.



**FROM LARGE SIGNS
TO 3-D OBJECTS
THIS PRINTER DOES IT ALL.**

**Upgrade your shop's capabilities.
Expand your offerings.
Increase margins with every run.**



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ColDesiUV
• 800H4F



Bigger. Faster.

Built for Real Production.



**Oversized
Print Area
Production-Level
Throughput**

***Print Beyond 4 × 8 Feet.
Move Into Larger-Scale UV Production.***

The ColDesi UV800H4F is engineered for high-output sign and commercial print environments that demand more capacity and more speed.

With a print area larger than standard 4 × 8 platforms, this system allows you to produce oversized signage and large-format rigid graphics in fewer passes and less time.

When your jobs get bigger, your production platform should keep up.

- Print beyond standard 4 × 8-ft substrates
- Reduce setup cycles and handling time
- Bring oversized work back in-house
- Direct-to-rigid printing in a single streamlined process
- Vibrant CMYK plus White & Varnish
- Built for demanding commercial production schedules
- Engineered for speed, stability, and consistency

Larger Jobs. Faster Output. Stronger Margins.

**Step Into Large-Scale UV Printing.
Schedule a Demo.
Talk to a UV Production Specialist.**



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Beyond Signage: Revenue Opportunities with UV Flatbed Printing

ColDesi UV
300H3F



Our ColDesi UV printer runs consistently and produces incredible detail on everything from acrylic to tumblers. Any time we've had a question, their tech support has been fast and professional.

— Amanda R.

Google Review



For most sign shop owners, UV flatbed printers first enter the conversation because of signage. Rigid signs, corrugated plastic, acrylic, aluminum, and PVC are familiar applications that make the initial business case easy to understand.

But as more shops integrate UV flatbed printing into their production workflow, a broader realization often follows: signage alone does not represent the full revenue potential of the equipment.

In practice, many shops find that non-sign applications play a meaningful role in justifying the investment and accelerating return, especially when customization and short-run production are factored into the equation.

WHY UV FLATBEDS ARE OFTEN UNDERUTILIZED

UV flatbed printers are frequently purchased with a narrow purpose in mind. They are treated as sign-making machines rather than as flexible production platforms.

This mindset can unintentionally limit revenue.

The real strength of UV flatbed technology lies in its ability to print directly onto finished or semi-finished products. By eliminating labels, decals, and secondary

processes, shops can offer cleaner results, faster turnaround, and higher perceived value. For customers, this looks like an upgrade. For shops, it creates opportunities beyond traditional signage.

PRODUCT IDENTIFICATION AND INDUSTRIAL APPLICATIONS

One of the most overlooked uses of UV flatbed printers is direct product identification. Many manufacturers still rely on stickers or applied plates for logos, serial numbers, safety markings, and compliance information.

UV flatbed printing allows this information to be printed directly onto panels, housings, or assembled products. The result is a more professional appearance with fewer alignment issues and less labor. These jobs are often recurring and tied to production schedules, making them a stable source of repeat revenue rather than one-off work.

Continued on page 14

CUSTOMIZATION-DRIVEN NICHE MARKETS

Markets that value personalization tend to perform particularly well with UV flatbed printing.

In industries such as memorial products, customization is not a premium add-on but an expectation. As cremation rates increase, demand for personalized urns, plaques, and keepsakes continues to grow. UV printing enables full-color decoration applied directly to these products, allowing shops to serve emotionally driven purchases that typically command higher margins.

Similar opportunities exist in pet memorials, where short runs, fast turnaround, and customization are key decision factors for buyers.

SPECIALTY AND ENTHUSIAST PRODUCTS

Hobbyist and enthusiast markets offer another extension of UV flatbed capabilities. These customers often seek customization for items such as components, panels, or decorative elements rather than mass-produced goods.

Whether printing directly to parts or supporting UV/DTF workflows, UV flatbeds allow shops to serve low-volume, high-variation work efficiently. For sign shops, these projects often originate from existing relationships or local connections, making them a natural expansion rather than a departure from core business.

SPORTS, AWARDS, AND RECOGNITION

UV flatbed printing also aligns well with sports and recognition products. Beyond signage for events and tournaments, shops can produce customized items such as awards, keepsakes, and commemorative pieces.

Materials like acrylic, wood, metal, and glass are well suited for UV printing, especially when full color, second-surface printing, or textured effects are desired. These products often complement signage orders and help increase overall order value without requiring separate production systems.

PROMOTIONAL PRODUCTS AND AD SPECIALTIES

For sign shops serving business clients, promotional products represent a logical crossover.

UV flatbed printing enables direct decoration of many items that were traditionally pad printed, often without minimum order requirements. Full-color printing, quick turnaround, and short-run flexibility align well with modern promotional buying behavior and allow shops to capture additional revenue from existing customers.



PHOTO, GIFT, AND SEASONAL PRODUCTS

The photo and gift market provides consistent demand driven by life events rather than economic cycles. UV flatbed printers can be used to decorate items such as canvas, frames, ornaments, and small keepsakes.

These products are typically purchased for milestones like births, graduations, anniversaries, and holidays. Personalization increases perceived value, and production volume is manageable without disrupting primary sign workflows.

CONNECTING REVENUE BACK TO EQUIPMENT DECISIONS

When evaluating a UV flatbed printer, the question is rarely whether it can produce quality signs. The more important consideration is how broadly the machine can be applied across revenue categories.

Models such as the ColDesi UV-300H3F, 500H3F, and 800H3F are often selected based on bed size and throughput, but their long-term value is realized when they are used as multi-purpose production tools rather than single-application machines.

ColDesi is committed to delivering the most dependable, high-performance customization equipment in the industry, so our customers stay ahead of the curve and grow with confidence.



A BROADER VIEW OF RETURN ON INVESTMENT

Signage may justify the purchase of a UV flatbed printer. Non-sign applications often accelerate the return.

Shops that view UV flatbeds as flexible revenue generators rather than dedicated sign printers are better positioned to grow without adding labor or complexity. In many cases, the difference between a machine that stays busy and one that drives profit comes down to how widely it is applied.

Non-Sign Revenue Categories That Perform Well

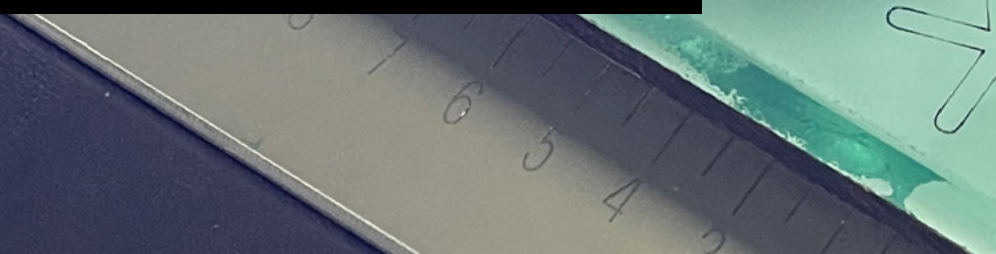
These non-sign applications consistently generate strong returns for UV flatbed owners:

- Product identification and industrial marking
- Awards and recognition products
- Promotional products and ad specialties
- Custom sports items and tournament merchandise
- Personalized gifts and keepsakes
- Hobby and specialty market products
- Decorative mats and floor products

These categories are typically short-run, customization-driven, and higher margin than traditional sign work.



Increasing the
Potential of Your
UV Flatbed Printer
with a **3D Printer**



UV-flatbed printers do an amazing job printing on large, flat items that can easily be placed on the bed and targeted with simple math.

However, when it comes to printing smaller and/or difficult dimensional items, especially in volume, the challenges of item placement and targeting can take more time than the actual printing.

In order to maximize image quality, as well as increase productivity, it is important to consistently hold items to be printed in the best orientation possible and allow for easy and accurate targeting.

The best way to guarantee this is to place your item(s) to be printed in a jig configured to hold the items with the surface to be printed parallel to the travel of the print head and at the proper distance from the head as well.

Your options for jigs for your UV-flatbed printer are basically limited to either buying jigs – either pre-made jigs for standard items like golf balls and the like, or custom jigs made to fit specific items.

Both of these items can be expensive, and having custom jigs made is not only pricey but can also be time-consuming.

The second option is to produce jigs in-house. Depending on your current equipment, that can be simple, just requiring a little practice to get consistent results, or more complex (and more expensive) if you need to purchase and learn how to operate another piece of equipment.

Continued on page 18



ColDesi is committed to delivering the most dependable, high-performance customization equipment in the industry, so our customers stay ahead of the curve and grow with confidence.

Historically, UV-flatbed jigs have been produced on CNC machines, routers, and laser cutters/engravers.

The accuracy of these machines has been very good, but they can come with a healthy price tag, oftentimes making them an unrealistic option for many UV-flatbed printing shops.

A good, mid-sized, commercial laser cutter/engraver can cost from just under \$10,000 to over \$20,000. A good quality, commercial CNC machine/router will start at about the same price and range higher depending on a number of factors like speed, precision, repeatability, and bed size.



From installation to ongoing support, everything has been professional and organized. Our UV printer has been reliable, and the partnership feels long-term.

— Nicole S.

Google Review

While both options are very viable as add-ons to a shop that runs a UV-flatbed printer, they are not practical additions if the main purpose is the creation of jigs for your UV printer.

With the associated costs and space constraints listed above, there has been a need for an affordable, small footprint solution for producing custom jigs for UV-flatbed printers.

Fortunately for shops running a UV printer, there is a solution. 3D printers have been the rage for several years now.

The first industrial printers hit the market in the latter part of the 1980s and consumer 3D printers became available between 2006–2010 but still held hefty price tags in the \$10,000–\$20,000+ range.

But, as with many technologies, time, technology and competition have brought the price on these printers down significantly. A good, quality 3D printer like the Bambu Lab X1C, fully bundled, can be added to a shop for less than \$2000 and under \$1500 with promotions.

These machines have a small footprint and have no special power requirements, and the materials needed to produce items are very inexpensive. With a little creativity, jigs can be designed to address multiple items.

One example is a jig that holds golf balls but also has a recess around each hole that allows for a poker chip to be printed as well.

This makes good use of 3D material and simplifies the process of positioning in the RIP software, as the slots on the jig are on the same center for both the balls and the poker chips.

Secondarily, baseballs can be printed using every other hole on a 3D printed jig designed for golf balls, or every third hole for larger balls like softballs.

The potential is almost unlimited. Mastering the ability to quickly and efficiently handle multiple items will help grow your UV-flatbed business to levels you had only hoped for.

ONE UV PLATFORM. MULTIPLE PRODUCTION CAPABILITIES. UV-300H3F FLATBED PRINTER



ColDesiUV
• 300H3F



**WATCH DEMO
VIDEOS &
FIND PRICING**

The ColDesi UV-300H3F combines flat, dimensional, and cylindrical printing in one integrated UV platform. With a true 36" x 24" US sign-based bed, full 10" Z-axis clearance, and a built-in rotary drive, it delivers production versatility without wasting space.

Print more types of products. Handle thicker materials. Eliminate add-ons. All in a single system.

Expand What You Can Produce Reduce Equipment Compromise Increase Shop Efficiency

Built for decorators who need one system to handle:

- Flat signage and panels
- Thick, dimensional products up to 10 inches
- Cylindrical items with an integrated rotary
- Multi-piece layouts sized for US sign standards



Print Directly To:

- Corrugated Plastic
- Tumblers
- Wood
- Foam Board
- Glass
- Ceramic
- Metal
- Acrylic
- PVC
- Promotional Products
- Dimensional & Assembled Items
- Cylindrical Products using the integrated rotary system

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ColDesi



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Direct to Film Printers • UVDTF • White Toner Printers • Direct to Garment Printers • Embroidery • UV Printers • Bling Machines



A+
rating

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BUILT FOR BUSINESS.

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A Partner in Your Growth

ColDesi backs every UV Flatbed Printer with in-depth training, professional support, and business resources that help you get to market faster and stay ahead.

Discover the printer that works as hard as you do.



- **Commercial-Grade Performance**
Industrial Epson i3200-U1 print heads + VividBond™ UV Inks = crisp, high-resolution prints, job after job.
- **Built for Productivity**
Vacuum bed and auto height adjustment keep your workflow smooth and fast.
- **Sized for Your Business**
Choose from multiple models to match your output needs—from mid-size customization to large-format production.
- **Add High-Impact Effects**
Print textures, gloss layers, and bright white underbase for standout, professional results.



ColDesi UV 300H3F

- 36" x 24" print area
- Up to 9.8" media height
- Built-in rotary system for drinkware and cylindrical printing

ColDesi UV 500H3F

- 63" x 47" print area
- Up to 5.9" media height
- Designed for full-scale production environments



ColDesi UV 800H4F


- 98" x 51" print area
- Full-bleeds 4' x 8'
- Up to 5.9" media height
- Designed for large-scale production



ColDesiUV

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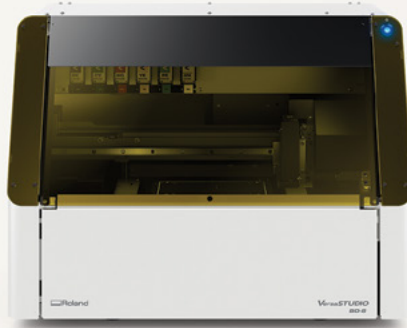
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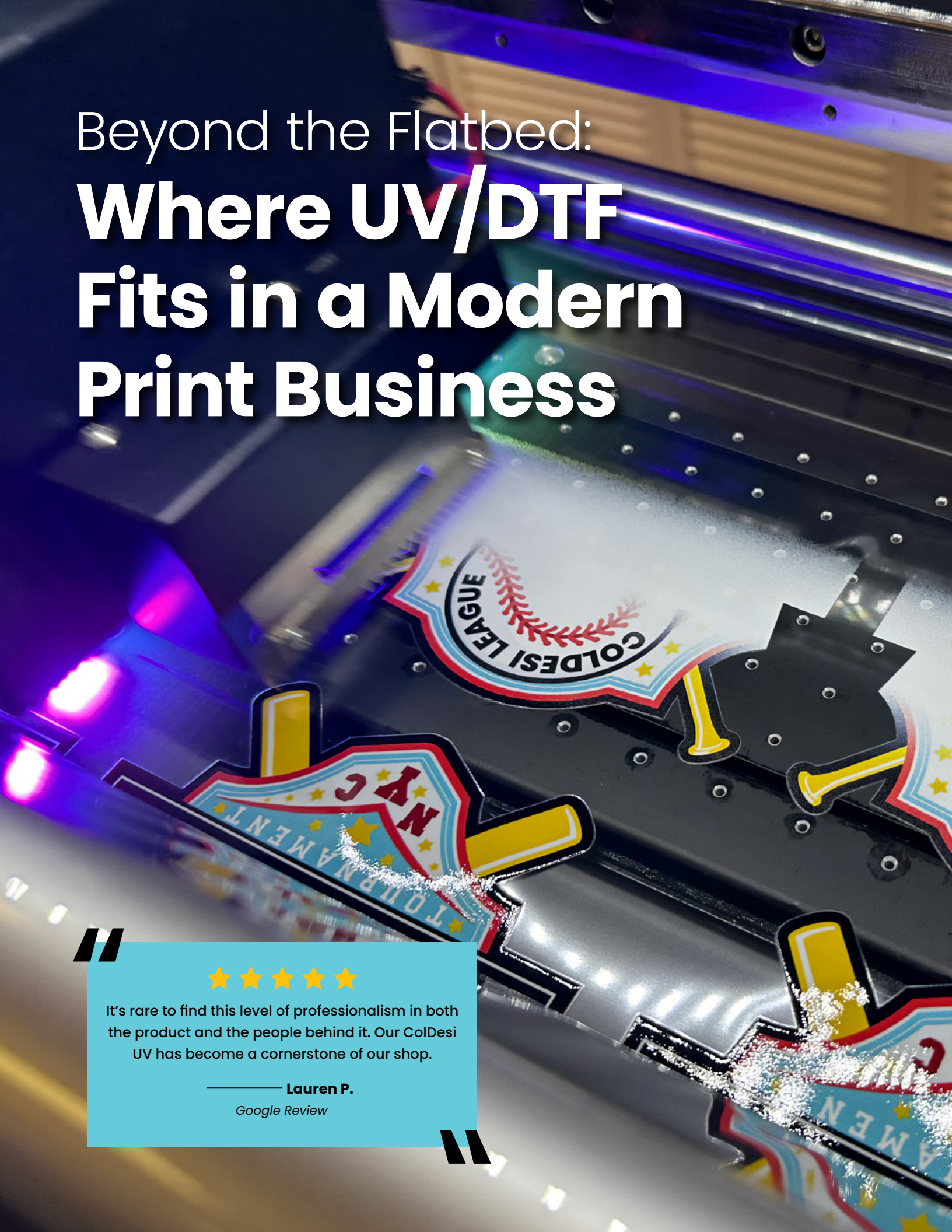
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Beyond the Flatbed: **Where UV/DTF Fits in a Modern Print Business**



It's rare to find this level of professionalism in both the product and the people behind it. Our ColDesi UV has become a cornerstone of our shop.

— **Lauren P.**

Google Review

EXPANDING HARD-SURFACE CAPABILITY WITHOUT REPLACING WHAT ALREADY WORKS

Most modern print businesses have at least one reliable production method they lean on heavily.

For some, it is a UV flatbed.

For others, it is eco-solvent, sublimation, engraving, or traditional DTF.

These tools built the business. They handle daily production efficiently and predictably.

But eventually, the same question surfaces:

What happens when customers bring in items that don't fit the workflow?

Curved tumblers.

Cylindrical bottles.

Irregular promotional pieces.

Small industrial components.

Post-production labeling on finished goods.

Flatbeds excel at rigid, flat substrates. But not everything a customer wants to decorate is flat.

That gap is where UV/DTF printing begins to make sense.

WHAT UV/DTF ACTUALLY IS

UV/DTF combines two familiar concepts: direct-to-film transfer and ultraviolet curing.

Instead of printing directly onto the final product, a UV/DTF printer prints onto a specialized adhesive film. White ink is laid down first, followed by CMYK color, and then a varnish layer. The print is immediately cured with UV LED lamps. A laminate layer is applied, creating a durable, ready-to-apply transfer.

The finished graphic can then be applied to a wide range of hard surfaces without heat pressing, weeding, or masking.

The ColDesi 24H3R UV/DTF printer, for example, is a 24-inch roll-fed system with three print heads designed specifically for this workflow. It produces full-color adhesive transfers that can be applied immediately or stored for later use.

At its core, UV/DTF is a hard-surface transfer system that extends what shops can decorate.

Continued on page 26



WHERE IT FITS ALONGSIDE EXISTING EQUIPMENT

UV/DTF is not a replacement for UV flatbed printing.

Flatbeds remain the most efficient solution for:

- Large rigid panels
- ADA signage
- Dimensional layered prints
- Direct-to-substrate production

Traditional DTF remains the go-to for apparel.

UV/DTF fills a different role.

It becomes useful when:

- Items are too small to justify flatbed setup
- Surfaces are curved, tapered, or irregular
- Products are already assembled
- Graphics need to be applied after fabrication
- Shops want to offer hard-surface customization without pad printing

For many businesses, this means expanding into promotional drinkware, equipment branding, specialty gifts, and industrial labeling without altering their primary production systems.

It adds flexibility without disrupting the core workflow.

OPERATIONAL ADVANTAGES IN THE REAL WORLD

From an operational standpoint, UV/DTF simplifies several common production challenges.

- **There is no vinyl weeding.**
- **No masking.**
- **No heat pressing.**
- **No separate curing stage.**

Because the ink is UV cured instantly during printing, the transfers are ready to handle almost immediately. Lamination increases durability and scratch resistance.

Another practical advantage is portability. Transfers can be printed in advance and applied later. Shops can batch-produce graphics and apply them as orders arrive, creating a more flexible production schedule.

For businesses juggling multiple job types, this can smooth workflow bottlenecks.

At ColDesi, we stand behind our promise, offering reliable solutions powered by continuous innovation—ensuring you benefit from the latest technology that works hard, lasts long, and performs exceptionally.

★ ★ ★ ★ ★

Helped Us Expand
Our Product Line Fast

“Adding the 24H3R UV/DTF printer was a smart move for our business. It opened new product opportunities almost immediately.”

————— Walter M.



ColDesi UV

24H3R

APPLICATIONS THAT EXPAND REVENUE

Rather than listing dozens of possible products, it is more helpful to think in categories.

- **Promotional Drinkware and Accessories**
Tumblers, bottles, mugs, and specialty containers that are difficult to decorate directly with a flatbed.
- **Industrial and Equipment Branding**
Logos, safety labels, or serialized graphics applied after manufacturing or assembly.
- **Awards and Specialty Products**
Items that benefit from full-color decoration but are not well suited to engraving or sublimation.
- **Glass and Acrylic Décor**
Small décor pieces or irregular shapes where direct printing would require complex fixturing.
- **Post-Production Labeling**
Applying high-resolution graphics to finished products without redesigning the production line.

In many cases, these jobs were either outsourced or declined entirely. UV/DTF keeps them in-house.

COMPARING UV/DTF TO OTHER METHODS

It is important to understand what UV/DTF is — and what it is not.

Compared to traditional DTF for apparel, UV/DTF is designed specifically for hard surfaces. There is no powder adhesive process and no heat press required for application.

Compared to UV flatbed printing, UV/DTF trades direct printing for flexibility. Instead of positioning each item under a print head, the shop produces transfers that can be applied to objects that would otherwise be difficult to fixture.

Compared to vinyl decals, UV/DTF offers:

- **Full-color digital output**
- **Integrated white ink**
- **Varnish layers for durability**
- **No cutting or weeding**

Each method has strengths. UV/DTF does not replace them; it fills gaps between them.



WHEN DOES IT MAKE BUSINESS SENSE?

Not every shop needs UV/DTF. But certain indicators suggest it may be a logical addition.

It makes sense when:

- Customers regularly request customization on hard, irregular surfaces
- Promotional products are part of the offering
- Flatbed setup time outweighs job size
- Pad printing is not practical
- There is interest in expanding into hard-surface personalization

For smaller customization businesses, UV/DTF can serve as an entry point into hard-surface decoration without investing in a full flatbed system.

For established UV flatbed shops, it becomes a complementary tool that increases capability and reduces missed opportunities.

In both cases, the goal is not to chase every product category. It is to remove production barriers that limit revenue.

Continued on page 28

SCALABILITY WITHOUT COMPLEXITY

One of the more practical benefits of a roll-fed UV/DTF system like the 24H3R is scalability.

Because the printer operates on a roll format, shops can produce continuous runs of transfers. Designs can be repeated, serialized, or grouped efficiently. Transfers can be trimmed and organized for later application.

This supports both small custom runs and larger repeat orders.

Unlike some decoration methods that require multiple pieces of equipment and specialized training, UV/DTF consolidates the workflow into a single machine process.

For businesses evaluating growth strategies, that simplicity matters.



A COMPLEMENT, NOT A REPLACEMENT

In a modern print business, equipment decisions are rarely about abandoning what works. They are about identifying gaps.

→ **UV flatbeds handle rigid panels exceptionally well.**

→ **Apparel DTF handles garments efficiently.**

→ **Laser systems excel at engraving.**

UV/DTF addresses a different question:

How do we decorate hard-surface items that are not flat — without over complicating production?

For businesses encountering that question more frequently, UV/DTF represents a practical, scalable answer.

It does not replace the flatbed.

It extends what the shop can offer beyond it.

And in a competitive market where flexibility often determines who wins the job, that extension can make a measurable difference.



At ColDesi, we do business with integrity—always. From transparent pricing to honest recommendations, we treat every customer relationship with the respect, fairness, and ethical standards you deserve.



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UV • 24H3R



Discover the Exceptional Advantages of the ColDesi 24H3R UV/DTF Printer:

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2. Tailored Solutions for Irregular Surfaces
3. Augmented Longevity
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5. Automate Your Workload
6. Exceptional Product Assistance
7. Results-Oriented Approach
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We've pushed our ColDesi UV hard with daily production, and it keeps delivering. Whenever we need help, the response is quick and thorough.

— Eric W.

Google Review

ADA & Braille Signage

A HIGH-MARGIN GROWTH OPPORTUNITY FOR UV FLATBED SHOPS

What if you could increase the selling price of a sign by two, five, or even ten times without increasing the material size?

For many sign shops, that opportunity already exists.

ADA-compliant signage with tactile lettering and Braille is not a niche product or optional add-on. In most public buildings and commercial spaces, it is required by law. And because it is mandated, it carries pricing power that traditional flat signage does not.

For UV flatbed owners (and those considering investing in one) ADA and Braille signage represent one of the most practical ways to move from commodity sign production into higher-margin, compliance-driven work.

WHY ADA SIGNAGE IS DIFFERENT

The Americans with Disabilities Act (ADA), signed into law in 1990 and updated with more specific guidelines in 2012, established clear requirements for accessible signage in public-facing environments.

These requirements apply to:

- **New construction**
- **Major renovations**
- **Expansions of public facilities**
- **Many private businesses open to the public**

ADA-compliant signage typically requires:

- **Raised tactile characters**
- **Grade 2 Braille**
- **Specific mounting heights**
- **Defined contrast and legibility standards**

Unlike decorative or promotional signage, ADA signs are not optional. They are part of compliance. That alone changes the buying dynamic.

When a hotel, hospital, office building, school, or apartment complex needs compliant signage, the discussion is not whether to purchase it but who is qualified to produce it correctly.

That shift in positioning is where margin increases.

WHY UV FLATBEDS ARE BUILT FOR THIS WORK

Modern UV flatbed printers are uniquely suited for ADA and Braille production.

Tactile characters require dimensional buildup. Braille dots require precise placement and consistency. Traditional engraving methods can accomplish this, but UV flatbed systems provide flexibility, color control, and layered printing in a single workflow.

Using multi-pass layering, raised text can be built directly onto the surface of the substrate. Braille dots can be produced with controlled height and spacing. White ink underlays ensure proper contrast on darker materials. Spot gloss layers can add additional clarity or design refinement.

Models such as the ColDesi UV-300H3F offer the registration accuracy and repeatability needed for this type of layered production. The ability to print dimensional elements without secondary fabrication steps simplifies workflow while maintaining compliance standards.

For shops already running a UV flatbed, the capability may already be in place. The opportunity lies in applying it strategically.

Where ADA-Compliant Signage Is Required

ADA-compliant tactile and Braille signage is commonly required in:

- Hotels and resorts
- Hospitals and medical offices
- Office buildings and corporate campuses
- Schools and universities
- Retail centers and shopping malls
- Government facilities
- Apartment complexes and multi-family housing

Any public-facing environment undergoing new construction or major renovation must evaluate ADA signage requirements.

Continued on page 32

FROM CUSTOM SIGN TO SCALABLE SYSTEM

One of the most overlooked advantages of ADA signage is its scalability.

Consider a hotel with 600 rooms. Each room requires compliant numbering with tactile and Braille elements. Add elevator signage, restroom identification, stairwell markers, and wayfinding systems, and the order volume increases quickly.

Manually designing each sign would be time-consuming and error-prone. However, modern design software and RIP systems support variable data and serialization. Once a compliant template is established, room numbers and identifiers can be generated automatically.

This transforms what appears to be a custom job into a repeatable production run.

Instead of creating hundreds of individual files, the shop builds a controlled system. The UV printer executes consistent layered passes across the batch. Production becomes efficient without sacrificing compliance.

That combination, high margin and scalable output, is rare in signage.

INSTALLATION AS A REVENUE MULTIPLIER

ADA signage is rarely a print-only transaction.

Proper mounting height and placement are defined within ADA guidelines. That means installation matters. When a shop understands not only how to produce compliant signs but also how to install them correctly, it elevates its role from vendor to partner.

Charging for installation adds measurable revenue. Even modest per-sign installation fees, applied across dozens or hundreds of signs, significantly increase project value.

More importantly, offering installation positions the shop as a full-service solution. Clients gain confidence knowing compliance is handled from production through final placement.

For building managers and contractors, that peace of mind has value.

At ColDesi, we empower businesses with dependable technology, personalized support, and the confidence to grow.



RECURRING AND LONG-TERM OPPORTUNITY

Unlike many sign projects that are completed once and never revisited, ADA signage often creates ongoing work.

Signs may be:

- Damaged or vandalized
- Worn over time
- Updated due to room reassignments
- Modified during renovations

Because compliance must be maintained, replacement orders are common. When a shop becomes the original provider of ADA signage for a facility; it often becomes the first call for updates and replacements.

This recurring dynamic strengthens client relationships and keeps the shop positioned for additional signage opportunities beyond ADA requirements.

KNOWLEDGE CREATES AUTHORITY

ADA compliance can be confusing for business owners and facility managers. Requirements for character height, Braille placement, contrast ratios, and mounting locations are specific and sometimes misunderstood.

A sign shop that invests time in understanding these requirements gains more than production capability, it gains authority.

When a shop can clearly explain what is required, where signs must be placed, and how to remain compliant, it moves beyond price-based competition. It becomes a consultant.

That shift increases perceived value.

Clients are not simply purchasing a sign. They are purchasing expertise and risk reduction.

DESIGN STILL MATTERS

While ADA signage is functional, it does not have to be visually dull.

UV flatbed printing allows shops to combine compliance with aesthetics. Corporate branding, subtle texture effects, layered finishes, and coordinated color schemes can all be incorporated without violating standards.

This is where shops differentiate.

A basic compliant sign fulfills the legal requirement. A well-designed compliant sign enhances the environment while maintaining accessibility.

Facilities investing in high-end interiors appreciate that difference.

POSITIONING YOUR SHOP STRATEGICALLY

For UV flatbed owners, ADA and Braille signage represent a strategic shift from commodity sign production toward compliance-driven specialization.

For prospective UV buyers, it represents a revenue stream that goes beyond traditional rigid printing.

The ColDesi UV-300H3F may be ideal for smaller shops entering ADA production, while larger environments may benefit from the expanded bed sizes and throughput of the 500H3F or 800H4F. Regardless of model, the underlying capability remains consistent: layered, precise, repeatable dimensional printing.

The technology is not the barrier.

Education and positioning are.

MOVING FROM VENDOR TO COMPLIANCE PARTNER

ADA signage is required. It carries higher pricing. It often includes installation. It frequently generates repeat business.

Few sign categories combine those elements so clearly.

For shops willing to understand the guidelines, implement proper production workflows, and position themselves as knowledgeable partners, ADA and Braille signage can become a significant contributor to revenue.

In a competitive market where flat signage often becomes price-driven, compliance signage offers something different: necessity, specialization, and margin.

For UV flatbed shops, that opportunity is already within reach.

Why More Sign Shops Are Adding DTF Printing

Capturing More Customer Revenue Without Losing Focus

For years, many sign shops stayed in their lane.

Rigid panels. Banners. Vehicle graphics. Window film. Dimensional signage.

Apparel belonged to someone else.

Screen printers handled shirts. Embroiderers handled polos. Promotional distributors handled spirit wear.

But over the last several years, something has shifted.

More sign shops are adding direct-to-film apparel printing to their production floor.

Not because they want to become t-shirt companies.

But because the math is starting to make sense.

The real question is not whether DTF works. It does.

The question is whether it represents smart diversification — or a distraction from core business.

WHY APPAREL KEEPS COMING UP

Most sign shops already serve businesses, schools, contractors, churches, restaurants, and local organizations.

Those same clients who order:

→ **Exterior signage**

→ **Yard signs**

→ **Banners**

→ **Vehicle graphics**

Often ask a simple question:

“Can you do shirts too?”

For years, many shops said no.

They either referred the work out or lost that portion of the order.

But each time that happens, two things occur:

- 1. Revenue leaves the building.**
- 2. The client begins building a relationship with another vendor.**

That second part matters.

When a customer splits their order between two vendors, loyalty weakens.

DTF has changed the equation because it removes many of the traditional barriers that kept sign shops out of apparel.

At ColDesi, we help businesses grow with quality equipment, expert guidance, and innovation that keeps them ahead.



WHY NOT SCREEN PRINTING?

Historically, if a sign shop wanted to print shirts, the next step was screen printing.

But screen printing requires:

- **Space**
- **Screens and exposure equipment**
- **Setup time**
- **Minimum order quantities**
- **Skilled operators**

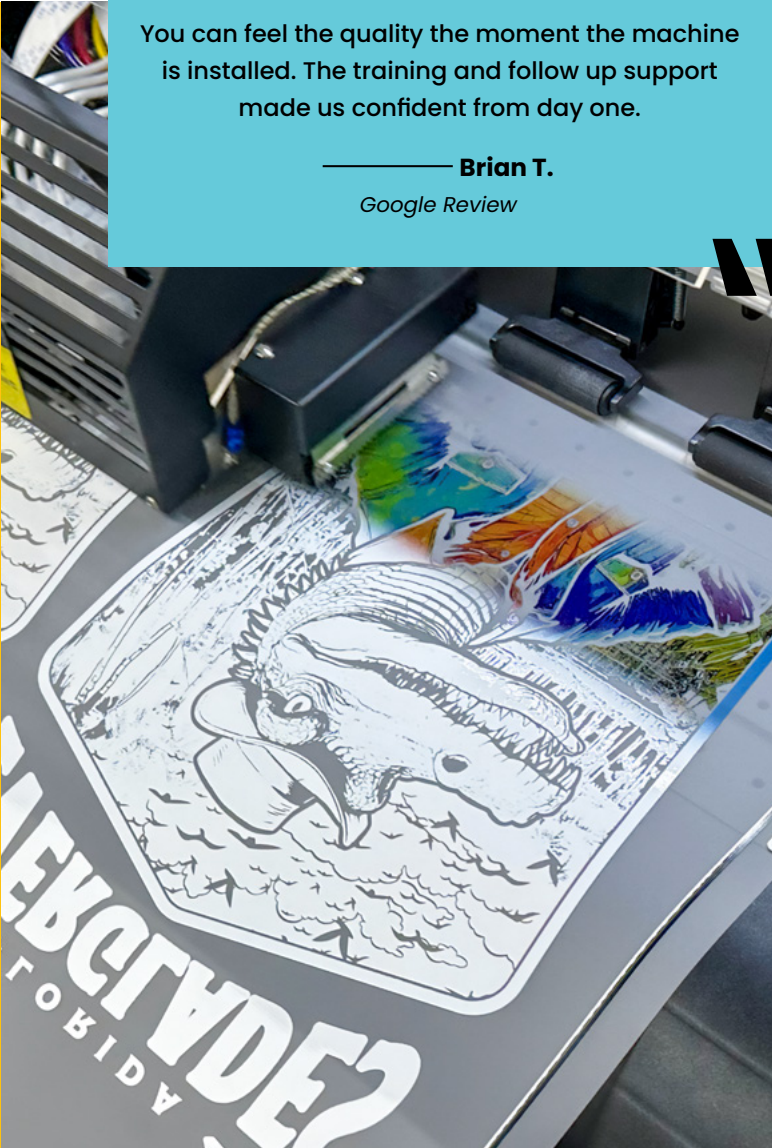
For a shop built around signage workflow, that infrastructure often feels like a full business pivot.



You can feel the quality the moment the machine is installed. The training and follow up support made us confident from day one.

— **Brian T.**

Google Review



DTF is different.

It allows short-run, full-color prints without screens. No complex setup. No large footprint requirement. No long production ramp-up.

Compact systems like the ColDesi 12H2 are one reason some sign shops are exploring this move. With a smaller footprint and the ability to handle small to medium-sized orders efficiently, it creates a profitable use of space that might otherwise sit idle during slower sign cycles.

It is not about becoming a garment factory.

It is about fulfilling customer demand already walking through the door.

Continued on page 36



WHAT ACTUALLY CHANGES IN THE SHOP

This is where the distraction question becomes real.

If adding apparel means:

- **Hiring a separate team**
- **Rebranding the business**
- **Chasing high-volume contract printing**
- **Competing directly with established screen printers**

Then yes, it becomes a distraction.

But that is not how most sign shops are implementing DTF.



Instead, they are using it as:

- **An add-on service**
- **A cross-sell opportunity**
- **A way to increase average order value**
- **A way to keep customers in-house**

The sign shop still leads with signage.

DTF supports it.

- A contractor ordering vehicle graphics might also need crew shirts.
- A school ordering banners might also need spirit wear.
- A restaurant updating exterior signage might also need staff uniforms.

Instead of splitting the order, the shop captures more of it.

THE REVENUE STABILITY FACTOR

Sign revenue fluctuates.

- Construction projects delay.
- Political cycles surge and fade.
- Seasonal signage comes in waves.

Apparel, particularly small-to-medium runs, can smooth those cycles.

Shirts for events, team gear, staff uniforms, promotional drops — these are consistent needs across industries.

DTF allows shops to fulfill those needs without committing to high-volume garment production.

Larger systems like the ColDesi 24H5 and 24H5E push this further for shops that decide apparel should become a more substantial revenue channel. With higher output and production capacity, they support shops that want to scale apparel meaningfully rather than treat it as a side offering.

The difference is intentionality.

Some shops want support revenue.

Others want expansion revenue.

The equipment simply aligns with that decision.

SPACE UTILIZATION AND ROI

Every square foot of production space should produce revenue.

That is a simple rule in profitable shops.

When owners look at unused space or underutilized labor hours, DTF becomes attractive because:

- It has a manageable footprint
- It integrates into digital print workflow
- It does not require complex pre-press processes
- It scales gradually

A compact DTF setup can turn previously idle capacity into income-producing activity.

For many shops, that is not diversification for the sake of chasing trends. It is strategic use of available resources.

The Risk of Losing Focus

There is, however, a legitimate caution.

Not every opportunity is a good opportunity.

If a sign shop begins marketing itself primarily as an apparel provider, it may dilute its positioning. Signage often carries higher ticket values and longer-term contracts.

DTF works best in a sign shop when it supports the core offering rather than competes with it.

That means:

→ **Selling apparel to existing customers first**

→ **Using signage projects as entry points for apparel upsells**

→ **Avoiding race-to-the-bottom garment pricing**

The shops that succeed with DTF inside a sign business treat it as an extension of service — not a new identity.

OPERATIONAL COMPATIBILITY

One reason DTF fits naturally into many sign environments is workflow similarity.

Design files originate in the same creative software.

Color management and RIP processes feel familiar.

Production remains digital and scalable.

Unlike embroidery or traditional screen printing, DTF aligns with the digital mindset most modern sign shops already operate within.

That compatibility reduces friction.

When equipment feels like an extension of existing processes rather than an entirely new trade, adoption becomes smoother.

ColDesi is dedicated to your success. Our team is here to support you every step of the way with expert guidance, ongoing training, and support whenever you need it.

SO, DIVERSIFICATION OR DISTRACTION?

The answer depends on intent.

DTF becomes a distraction when:

- It shifts focus away from core strengths
- It chases volume the shop is not structured to handle
- It competes on price with established apparel factories

It becomes diversification when:

- It captures revenue already tied to sign clients
- It increases average order value
- It stabilizes slower months
- It strengthens customer relationships

The technology itself is neutral.

The strategy determines the outcome.

A MEASURED EXPANSION

For many traditional sign shops, adding DTF is less about entering a new industry and more about closing a gap in service.

Compact systems like the 12H2 make it feasible to test apparel without major disruption. Higher-capacity systems such as the 24H5 and 24H5E support shops that discover apparel demand is strong enough to justify scaling.

The key is clarity.

If the goal is to keep customers in-house and increase revenue per relationship, DTF can be a strategic addition.

If the goal is to reinvent the business entirely, the decision requires deeper analysis.

For sign shops evaluating growth without abandoning what already works, DTF sits in an interesting middle ground — not a pivot, but an extension.

And in today's competitive environment, controlled extensions often outperform dramatic shifts.

ColDesiDTF



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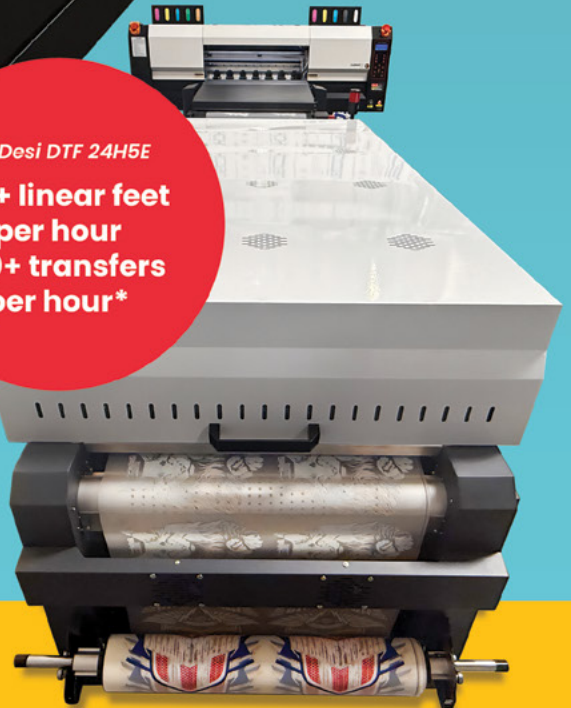
In production printing, downtime costs money. ColDesi builds DTF equipment designed to keep serious shops moving.

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Commercial-level throughput built for screen print operations and apparel businesses adding serious DTF capacity.

Transfers per hour based on internal testing and production. Print speed depends on design, negative space, color, etc.

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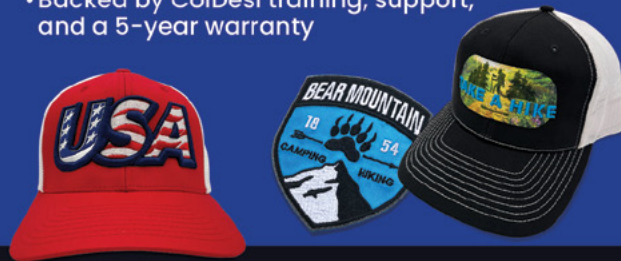
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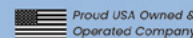
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Distributor for HappyJapan*



They Helped Us Find the Right Fit

ColDesi took the time to understand our business and goals before recommending anything. They truly cared about setting us up for success. Their thoughtful approach helped us choose the right equipment.

————— **Jake P.**

Google Review



Support Like No Other

They're patient, knowledgeable, and genuinely invested in our success. It's rare to find a company that cares this much after the sale. With ColDesi, you're never on your own.

————— **Hannah P.**

Google Review



Wish I'd Started with ColDesi

I wasted so much time and money on a machine that came with no support and constant issues. Since buying from ColDesi, everything has changed! The equipment is reliable, and support is there if I need it. Do yourself a favor and start with ColDesi.

————— **Ian B.**

Google Review



Support That Goes the Extra Mile

ColDesi's customer support truly goes above and beyond. They didn't just troubleshoot—they followed up, walked us through every step, and made sure we were fully back on track.

————— **Sean M.**

Google Review

**BASKETBALL
CHAMPIONS
LEAGUE**



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