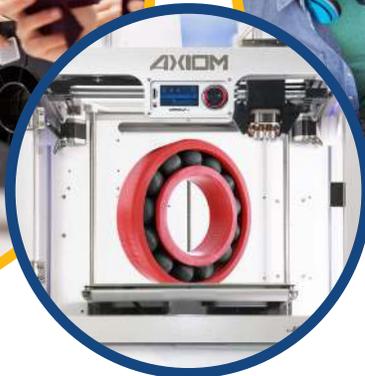




# Turning Your Educational Space Into a Profit Center



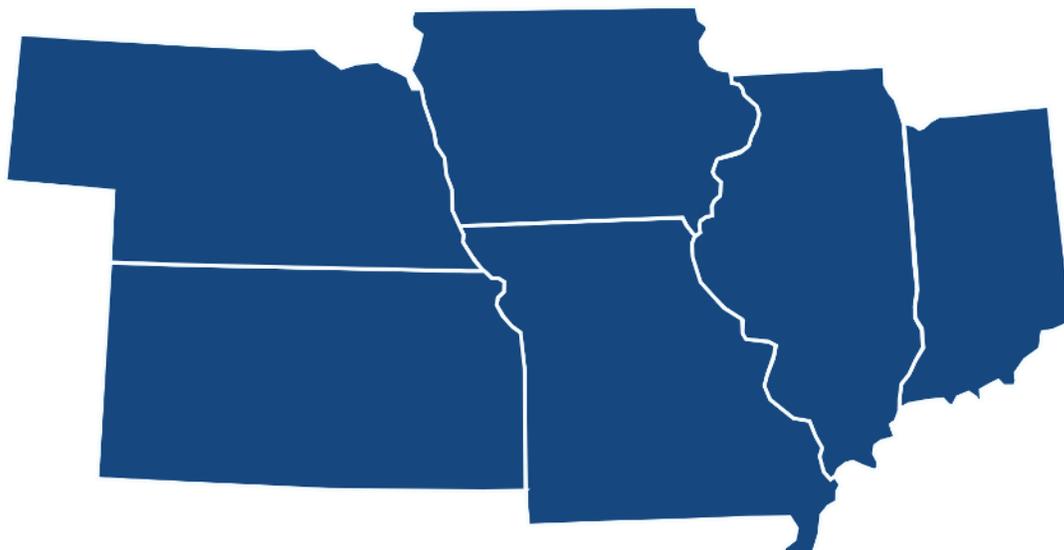
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Today's schools are turning to hands-on educational technology to engage students in complex STEM concepts in ways that make learning both meaningful and fun.



Why invest in an educational space? Through hands-on experience, students 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!

### How do we get started?

Here at Aidex, we help organizations create educational spaces that are functional incubators for ideas, creativity, and learning. These spaces, sometimes referred to as Fab (Fabrication) Labs, Makerspaces, or Techshops, are an excellent investment that will prepare students for future STEM careers while becoming a source of revenue for schools. Here, we'll lay out your roadmap for planning an educational space and turning it into a profit center for your school.



# What do you need in your Fab Lab?

Aidex offers the equipment you need to outfit your Fab Lab. We'll work with your school to individually determine what products fit your needs best. Here is some of the most common equipment used in Fab Labs:

## Printer/Cutters

UV Printers

Heat Presses

3D Printers

CNC Machines

Routers

Laser Cutters

Impact Printers

Laminators

Specialty Furniture



# Printers/Cutters

Printers and Cutters allow students to create unique media using their own custom designs. Inspire entrepreneurs, create vivid materials to promote your school, and teach students the creation process from design to production.



Students will engage in learning design, printing, and cutting techniques to create materials that can be used, seen, and appreciated in real-world applications.



**Profit Opportunity!**  
**pg. 16**



## Product Selection

### ROLAND

CAMM-1 GS-24 Desktop Vinyl Cutter  
VersaStudio 20" BN-20 Desktop Inkjet Printer/Cutter  
TrueVIS SG Series Printer/Cutters



# UV Printers

UV Printers allow for vivid, precise printing on three-dimensional objects. UV Printers are perfect for promotional items and branded products. Utilizing UV Printers in your school's Fabrication Lab will allow for a wider range of materials for students' projects, fostering creativity and ingenuity.



## Product Selection

### ROLAND

- LEF-12i/VersaUV
- LEF-200/VersaUV
- LEF-300/VersaUV

# Heat Presses



With a heat press, students can imprint their custom designs on hats, shoes, shirts, jerseys, and more! The creative opportunities are endless with a heat press. Students will be eager to create designs they can show off on their clothing or backpack.

Learning to use heat presses is a valuable opportunity for students. These are widely used in the industry, giving students professional experience in an educational setting.



## Product Selection

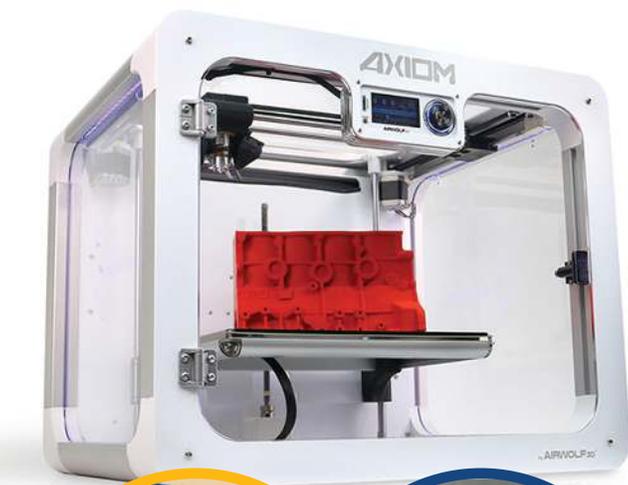
### HOTRONIX

- Fusion
- AirFusion
- Dual Air Fusion
- Auto Open Clam

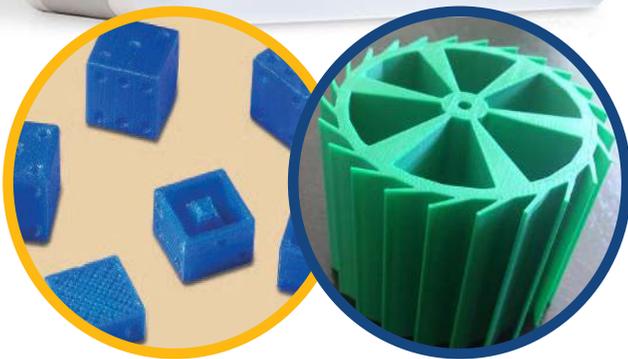


# 3D Printers

Integrating 3D Printers into your curriculum is one of the best ways to engage your students in STEM technologies. Students will learn to use CAD and slicing software, then see their designs created in real-time.



Students can use a 3D Printer to solve a real-world problem. Problem solving, collaboration, and critical thinking skills are all developed when working through a curriculum involving 3D Printing.



## Product Selection

### AIRWOLF

AXIOM Single  
AXIOM Dual  
AXIOM 20  
EVO

### DREMEL DIGILAB

3D40-EDU  
3D45

# CNC Machines

CNC Machines offer a method of rapid prototyping that allows for a wide variety of composition materials. Students will learn the process of Subtractive Rapid Prototyping (SRP) with these units, and will have the ability to create intricate 3D models out of wood, acrylic, modeling wax, and other common materials.



## Product Selection

### ROLAND

SRM-20 Milling Machine  
MDX-40A Milling Machine  
MDX-50A Benchtop CNC Mill  
MDX-540/540A System Precision  
Prototyping Machine

### DENFORD

Micromill CNC Mill  
Microturn CNC Lathe



# Routers

Take your Fab Lab to the next level with a full-featured, portable CNC router. Students will learn to use this equipment and take valuable skills into the workforce.



Students will learn the process of rapid prototyping from design to modeling while gaining experience operating industry-level equipment and design software.



## Product Selection

### NEXT WAVE AUTOMATION

- CNC Piranha with Router
- CNC Shark

# Laser Cutters

Equipping your Fab Lab with a Laser Cutter brings the ability to engrave a variety of materials with a high level of detail. Students will be able to create more intricate projects and learn about precise technologies.



## DID YOU KNOW?

You can carve, etch, cut, and engrave dozens of materials to bring your ideas to life!



## Product Selection

### DREMEL

LC40 Laser Cutter



# Impact Printers

Impact Printers have the ability to engrave photos, text, and artwork onto metal or acrylic items. Users of all abilities can add detailed images and personalization to a wide range of giftware, tools and promotional items. Plus, you can make equipment asset tags with serial numbers and many other practical items for use at your school!



**Profit  
Opportunity!  
pg. 17**



**Product Selection**

**ROLAND**

MPX-95 METAZA Impact Printer

# Laminators

Finish your works of art with a protective layer that will make colors pop and shield against the elements. Laminators are perfect to pair with a printer/cutter in order to finish your artwork. Students will learn the process and importance of finishing a product to provide a professional, durable solution to clients.



## Product Selection

### ACCO SEAL

- SEAL 54 Base Laminator
- SEAL 54 EL Laminator
- SEAL 62 Base Laminator

- SEAL 62 Pro Laminator
- SEAL 65 EL Laminator
- SEAL 65 ProMD Format Laminator



# Custom Fab Lab Furniture

Furnishing your Fab Lab with furniture that promotes collaboration is a must. The furniture within your lab should be functional, modern, and encourage teamwork.



## Product Selection

### CEF, INC.

- The "Ed" Table
- Nesting Whiteboard Tables
- Stewart Storage Cart
- Multi-Maker Cart
- Multi-Maker XL
- Butcher Block Table
- Sit-to-Stand 29"-45" Table
- Dry-Erase Tilt Table
- Collaborative Team Table

- Multi-Maker Charging Cart
- Legacy Style Computer Tables
- Instructor Stations/Lecterns

### INTERIOR CONCEPTS

- Motion Flip Top Tables
- Motion Collaboration Tables
- Motion Pinwheel Tables
- MediaCurv Workstation

### INTERIOR CONCEPTS

- Computer Lab Workstations
- DropShare Media Center
- Tech Lab Cart
- Influence Eclipse Podium

# You have the equipment-- now turn a profit!

After you and your students feel comfortable using your digital fabrication equipment, it's time to take it to the next level! Get the ideas flowing and start earning money for your school using your educational space!



# Shirts for the Big Game

## PROFIT OPPORTUNITY

Create shirts for your school's upcoming football or basketball game against your rival team. Students can create the design, print it on heat-transfer material, and then use a heat press to transfer the design onto t-shirts. Allow students across the school to purchase the shirts, raise awareness for the big game, and have a decked-out student section on game day!



### WHAT YOU'LL NEED:



**ROLAND** BN-20



**HOTRONIX** Fusion

# Engraved Personalized Keychains

## PROFIT OPPORTUNITY



Engrave or print your custom message on metal or plastic keychains-- or 3D print your own items to engrave! Students can create the design and learn how to imprint it on different materials. Create your unique product and sell the keychains to earn profits for your school!

### WHAT YOU'LL NEED:



**ROLAND** LEF-200/VersaUV



**DREMEL** 3D45-01



**ROLAND** MPX-95/  
METAZA Impact Printer

# How We Did It

Clay High School  
Graphic Design Lab  
South Bend, IN



Clay High School CTE Instructor Ben Murray recently added the business of graphic design to his classes. In this course, 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.



## WHAT WE USE:



**ROLAND** SG-540



**ROLAND** LEF-12i



**HOTRONIX** Fusion



“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**

# How We Did It

Hoopeston Area High School  
Marketing - Photoshop - Intro  
to Small Business  
Hoopeston, IL



Since purchasing equipment from Aidex in October of 2017, Kevin Root, Marketing and Accounting Teacher at Hoopeston Area High School, has seen his students become inspired and gain confidence operating a real-world business. Three classes at the high school collaborate to generate profits with their Roland Printer/Cutter and Hotronix Heat Press. The students have created a business model, defined a workflow that sees the creation process from design to sale, and now understand much of what goes into running a business.

Creating these products for real clients has inspired students even after graduation. “A couple of students have graduated and still come back to help us,” explains Root. “They now want to start a printing business of their own after learning how to do it here.” Root explains that students are interested in learning these skills because the results are so rewarding: “The best thing is seeing the kids around school wear the t-shirts they made. You can tell they’re proud of the work they’ve done and the products they have created.”



Students use the Roland VS-300i printer to create banners for clients including their own athletic department, other schools within their corporation, and small businesses within the community. Hoopeston has seen so much success in this endeavor that, after beginning operation in February of 2018, the equipment will have paid for itself by December of the same year.

Hoopeston students hope to expand their business by creating banners for other area schools in the community and increasing production. Their dream-big goal? “We’d love to generate enough profit to buy a bigger Roland printer so that we can create large-scale items and do more with the equipment. We’d be able to teach students an even wider variety of skills and instill that passion for entrepreneurship that much more.”

## WHAT WE USE:



ROLAND VS-300i



HOTRONIX Fusion

“ Our students have learned how to operate a real-world business with the equipment we purchased from Aidex. Students from three different courses collaborate to design, create, and sell products to our clients, teaching our students invaluable skills they can take beyond high school. ”

Kevin Root - Marketing & Accounting Teacher - Hoopeston Area High School - Hoopeston, IL



# Customizable Phone Cases

## PROFIT OPPORTUNITY

Custom, personalized phone cases can be a huge hit at your school! Sell cases with your school's mascot at athletic events, personalized initial cases to the student body, or take design requests as custom orders. Students will learn to be creative in design software, use hands-on equipment to print on three-dimensional objects, and customers will love the product!

### WHAT YOU'LL NEED:



ROLAND LEF-200/VersaUV

# Golf Balls for Your Local Businesses

## PROFIT OPPORTUNITY

Expand your school's reach and build relationships with businesses in your community! Create branded golf balls with a local company's logo for promotional events or as giveaways. Local businesses will be coming back regularly for branded golf balls for the next golf outing!



### WHAT YOU'LL NEED:



ROLAND LEF-200/VersaUV



# How We Did It

Clinton Central High School  
CC Paw Prints  
Michigantown, IN

Clinton Central High School students Hunter S. and Addison S. are running their school's printing operation, CC Paw Prints, all on their own. CC Paw Prints was created in 2017 utilizing two different course offerings to form a student-run business that sold banners, t-shirts, stickers, and more to students, athletic teams, and small businesses around the community.

After a staffing reallocation in 2018 led to the discontinuation of the classes that operate CC Paw Prints, the future of the store was unknown. That's when Hunter and Addison stepped forward to dedicate their free time to keep the operation afloat. The two students now devote their free period every day to continue filling orders, invoicing, and creating the products - all on their own.



Hunter and Addison's goals are to showcase the importance of this type of real-world learning to the administration, staff, other students, and the community through continuing to complete orders in a professional manner. Providing this service to real clients has taught entrepreneurship as well as hands-on design and printing skills that students can take with them beyond high school.

## WHAT WE USE:



**ROLAND** SG-540

“CC Paw Prints has given me the opportunity to take on a big responsibility, making me feel much more prepared to have a career in the real world. The best feeling is seeing a customer happy with the product we created.”

**Hunter S. - Junior, Clinton Central High School - Michigantown, IN**

# How We Did It

Lamar Career &  
Technical Center  
Graphic Design  
Lamar, MO



## WHAT WE USE:



**ROLAND** BN-20

Students in Kari Worsley's Graphic Design program at Lamar Career & Technical Center are immersed into the world of graphic design through project based learning. The curriculum begins with learning the school's suite of design software, and then students are able to create real products from their designs using the center's Roland BN-20 printer/cutter.

The Graphic Design students have turned a profit for their school by selling ad space to businesses around the community. The ads are in the form of banners designed and printed by students and placed under the scoreboard on the football field--a creative idea and a source of revenue.

Plus, after learning how to use the BN-20 and design software, students are free to create their own unique works of art! They enjoy wearing their own custom shirts, making stickers, and designing custom posters!

## Have we inspired you?

Now that you have your road map to developing your educational space and using it to turn a profit, jump right in! Reach out to us to start the process. We're with you every step of the way.

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