

NEWS

THE BLAST SHOP



April 2019

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NEWS FOR THE MEMORIAL INDUSTRY

BS8415 - UPDATED UPDATE

As long term readers of our newsletters are well aware, BS8415 has been amended and we now need to test all our ground anchors in a loose sand and gravel mix.

During re-testing we have been keen to verify that our anchors work exactly as before. Proving that the original tests performed by NAMM were suitable as well as ensuring existing anchors do not need to be replaced. We haven't stopped there though and are continuing the testing process to prove our systems are suitable for multi-base memorials as well as standard lawn memorials at heights in excess of those original tested.

One side effect of the way our product line has developed is we had a number of similar products working in the same size holes. We have taken the opportunity to reduce the range we supply. We still have anchors suitable for all hole sizes but we no longer supply the hollow peg systems for 28 or 30mm hole sizes. We still have hollow tubes but use solid peg systems for these situations now.



There will be further updates available during



TRADEX 2019

This June will see the return of N.A.M.M.'s Tradex show aimed specifically at memorial masons and the memorial trade in the U.K.

The show will take place at the popular Warwickshire Exhibition Centre on Thursday 20th & Friday 21st of June and we are pleased to announce that we will be exhibiting on both days. Visit the NAMM website further details.

After visiting several international trade shows ourselves recently, we have taken note of the good, bad and downright ugly presentational techniques and will now include set timed presentations on a couple of new products at our stand. First up on our big screen is

MemorialDESIGNER-UK

We've been using Signum for our memorial work for the last 25 years but bugs in the recent updates means it no longer lives up to our high expectations. We were therefore very excited by the US show last year where they showcased a number of design packages. 18 months later and we now have a very good working relationship with the developers of MemorialDESIGNER. With the help

of some really accommodating mason-guinea-pigs we have tailored the US product to meet the specific needs of UK Masons and are now ready to roll out MemorialDESIGNER-UK...

MemorialDESIGNER-UK is a flexible add-on to the already powerful CorelDraw design package, aimed specifically at laying out inscriptions and ornamentation, with ease of use and customer experience in mind.

Some of the main features are:

- *Built around the powerful and versatile CorelDraw
- *Accepts any True-Type font
- *Easy-to-email full colour layouts
- *Extensive online video support
- *Flexible payment options

We're going big this year and our MemorialDESIGNER presentation will involve a P.A. System, large screen TV and (if Lee gets his way) some dancers. We'll be running demos throughout the show with an overview presentation taking place on both days in the morning.



Design Quickly Laser Etching
Full Colour Fast Approvals (P.C.) Bronze
Automate
Decrease Errors Increase Productivity Quick
Engraving Magnify Efficiency Ceramic

There'll also be other demo's on our stand, including a fantastic pneumatic polisher we've found, an area dedicated to BS8415, our exceptional Impact Etching Machine and a Goldmann Duplo. More on those in our TRADEX newsletter.

In the meantime, you can check out some of the short but extremely helpful videos showcasing MemorialDESIGNER-UK on our website and YouTube channel.

We've done presentations before at Tradex but this is something different and should be well worth the visit – a dancing Dominic is not something you'll easily forget.

NEW WEBSITE

Something else we have been looking at for a while is revamping the website, while still having tons of relevant information, it was sadly beginning to show its age.

Introducing the all new Blast Shop website, which can be found at www.theblastshop.co.uk

It's still jam packed with helpful information, some old, some new but now has a much more modern feel to it including videos, images, helpful tips. We think it gives you a better overall experience and insight in to what products and services we provide and news about what we are currently up to.

One of our favourite features on the new website is the *****Pssst! Blast Shop Hint***** sections, where we share some of our own trade secrets.

MEMORIAL PAINT UPDATE

As you know, 1Shot has long been a staple of the Memorial Mason's paint arsenal and are well regarded for the most part. They are easily applied and have a wide range of colours available.

Unfortunately, 1Shot have recalled the popular Metallic Silver enamel. It seems that they had problems with the mix.

To fill this gap, we have developed our own Memorial Silver Enamel, which although not as immediately bright as the 1Shot, is as easy to apply with a brush and should stay un-tarnished for longer; best of all, the tins are bigger but cost less than a 1Shot tin!

9 out of the 10 customers who have tried our Memorial Silver have said they like it and have continued to use it.

1Shot have also stopped making the Fast Dry Gold Size without an explanation. We think that, as the paint industry leans more towards low V.O.C and waterbourne paints, they couldn't manufacture a more eco-friendly gold size that would work as well, if at all. It's a similar situation to when the E.U. decided to remove lead from paint...

Again, we've sourced an alternative which should work just as well, with a 1 – 2 hour curing window under normal conditions.

LOW V.O.C PAINT

By the way, for those of you who haven't come across the term 'Low V.O.C' before, it stands for 'Low Volatile Organic Compounds'. when compared to regular paint systems. V.O.C's are basically the nasty (but useful) carbon based ingredients which keep the paint from going off. In some cases these chemicals can cause problems with breathing and has even been linked to carcinogenicity.

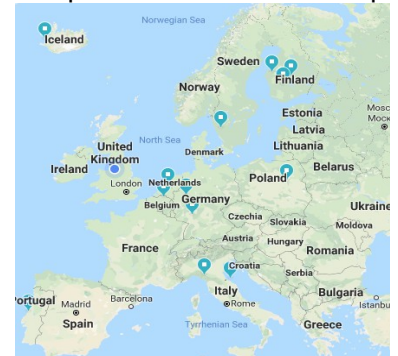
Low V.O.C and waterborne paints have always been more expensive than regular solvent based paints and in our opinion, not as long lasting. However, as the technology improves, so will the paints and we will continue to test and evaluate new products as they become available.



For now, if you have need of 1Shot Low V.O.C paint; maybe your customer is asking for a more eco-friendly memorial, ask Lee if he can get you some in. It's not the full range of 1shot colours, but most of the popular ones are available.

INTERNATIONAL ORDERS

It's surprising how far and widespread The Blast Shop's



customer-base has become. We have regular orders coming in from across Europe; from Belgium through Sweden all the way up to Iceland. We even had a sales enquiry from Zimbabwe recently.

Refreshingly, it was a genuine enquiry about Anchor rubber tapes and not some unscrupulous person 'fishing' for our bank details to transfer the millions of Dollars in inheritance Lee has just been awarded.

SERVICING

The Blast Shop has a growing list of customers from all over the UK who use us to regular service their sandblast machinery.

In addition to our normal telephone support, one of the benefits of having regular servicing from us is that we will respond to any catastrophic failure within 48 hours to get you back up and running. This cover is available for those who choose to take advantage of annual and biennial servicing only. If you don't, your equipment could be out of action longer than necessary...

Contact Dominic or Lee to set-up a service agreement and get covered now.