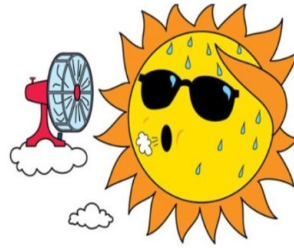


NEWS



THE BLAST SHOP

SCORCHIO SPECIAL

- TRADEX 2022
- PRICES
- STONE-TEC
- NEW PRODUCTS

NEWS FOR THE MEMORIAL INDUSTRY

TRADEX 2022



Tradex 2022, the Memorial Mason's Trade event hosted by NAMM, has been postponed the last few years, but we are really excited as it is going ahead this year. The show is taking place at The Warwickshire Exhibition Centre on Thursday the 15th and Friday the 16th September.

Entry to the event is free, but if you pre-order your ticket by emailing admin@namm.org.uk, or alternatively calling 01788 542264, you can also claim a free food voucher and gift pack!

We'll be on stand 2, which is located directly opposite the main entrance. We will have a packed stand, with representatives and equipment from Hodge Clemco on Thursday, and Graphtec on Friday.

Rob will also be carrying out presentations on our new Memorial Ordering Management System, or M.O.M.S – Who doesn't like a good acronym...

Dominic and Lee will also be demonstrating our Memorial Designer UK Software Package, and we will have some new and exciting products. So why don't you come down to see us. It's been far too long...

STONE+TEC

For many years the Stone+Tec show in Nuremberg has been the main trade show in Europe for memorial masons. Verona was great for enjoying the early autumn weather but lacked the design influence that the Germans brought to the memorial trade. In recent years the size of the Stone+Tec show has reduced significantly and what used to be a challenging 2 day trek around the 10+ exhibition halls has now turned into a much more leisurely wander through the 3 halls they had this year. After the sharp decline in both visitors and exhibitors, a number of exhibitors were suggesting that they felt this could be the last show in Nuremberg which will be a shame.

Despite it's reduced size there was still a hall dedicated to memorials, however, it was soon apparent that most of the memorials on display were not significantly different to those shown 4 years ago which ultimately is the issue we face when holding our own shows in the UK. We came away with a few ideas about design of memorials that we wouldn't have pursued if we hadn't gone though so on that front it was still worth a visit.



On the machinery and technology front we were pleased to be able to see that Billy Willis from Rayzist had made it over to the show and was demonstrating PhotoBlast stencils and systems. It still amazes us that some people are frightened of using what is a fantastic, reliable and inexpensive system to produce high quality artwork on their memorials. On the Rayzist stand they had a vacuum blaster very similar to the one that we used to sell 25 years ago, maybe we should bring it back because it was proving quite popular with the Germans...



The Goldmann stand is always a favourite of ours to visit. Chatting to Friedrich Goldmann it became apparent that the staffing issues we are faced with in the UK are the same across most sectors in Europe too. Lead times on the Futura automatic sandblast cabinet are now well over 12 months, something we were already aware of as we have 2 machines on order with him already.

It's always good to meet suppliers and other masons to have a proper chance to chat - one of the benefits of attending TRADEX will be getting to meet

fellow masons and find out how they are coping with the challenges we are all facing at the moment. However the main reason we all want to go to shows is to find out what is new! Fortunately Stone+Tec didn't fail in providing new products for us to try out so we will have 2 new products on the stand this year fresh from Nuremberg. The first is a modern take on the A-Frame lifting device and the second is a solution to the problem of size not going off quite when you wanted it to – so something for every purse! More details on these products will be available closer to TRADEX in our special show newsletter.

Getting to and from Nuremberg was challenging with various missed connections and cancelled flights but overall it was a worthwhile trip. Hopefully we've brought the best bits from Nuremberg back to TRADEX so that you get the benefit of our trip too.

NEW PRODUCTS



We have finally received our exciting new Rubber Masking tape from Anchor, after some challenges with development and production. It is based on the popular T226, but on a 2" wide roll.

Just like the wider rolls, it is extremely blast resistant and flexible enough to go around awkward edges and shapes – Plus it's very sticky and will work on unpolished surfaces just as well.

We've already sold a few to eager customers and feedback has been great. We will have some at Tradex, so you can order some and take them away with you on the day.

Gilding Yellow – There are major problems with the supply of



1Shot Chrome Yellow. A lot of Mason's use this as a gold size for applying gold leaf – Not something we do ourselves and the product is not technically designed for, but it seems to have worked for a long time.

With this in mind, we have introduced our own Gilding Yellow Enamel paint as an alternative. It's the same synthetic Alkyd type paint as 1Shot, available in 250ml tins Vs 1Shot 236ml and is even cheaper!

211 Stencil Filler - We recently had a visit from Intertape Europe Head of Sales, to discuss a few things. One of which was Stencil Filler. There is more about 3M later in the Newsletter, but basically now that there isn't a dedicated stencil filler product available in Europe, Intertape are prepared to re-introduce their 211.

The problem was shipping the filler with tapes, as the facility where tapes are manufactured is 'solvent free' and consolidating both types of product from two different locations was problematic and costly. This has now been resolved and we hope to have it available soon.

PRICES

We had to increase our prices across most of our product range in January, as costs have gotten worse and we will again have no option but to increase our prices on certain products.

Anchor Tape – Intertape have already increased their prices once this year and have a another price hike which starts in July. This coupled with the poor FX rate of the Pound Vs the Dollar means that a roll of T226 25" will ultimately cost close to £100 per roll. Incredible.

There are other factors at work here with Intertape. Some of you may be aware that 3M, Anchor's main competitor in the U.S. stencil market pulled out of stencil product production at the back end of last year. With no other recognised competitor, Intertape have basically doubled their orders in the States alone.

On saying that, we couldn't believe that T226 was advertised at the Stone-Tec trade show at 156 Euro's, and that was a special show offer! So our Anchor tape prices are actually very cheap!

Servicing – With the current state of fuel prices and increased material and spare parts costs, we have changed our regular Servicing prices to £245 for a service call and £0.90 a mile. This came in to effect from July. Hopefully we can reduce the mileage costs in the near future when fuel prices stabilise. We always try and split service calls between customers wherever possible.

High Temperature Alert - As some stencil tapes are temperature sensitive, you may have experienced problems with glue residue as the heat rises.

Our Stonemask Pink and Orange tape have adhesive which is pretty stable across extreme temperature ranges, as does the Anchor rubber stencil; so you shouldn't experience as much glue residue left on the stone.

One of the other effects that high temperatures have on stencil tape, is to make it softer and easier to cut. You may want to turn the pressure down on your plotter to counteract this.

Look-Out for a Tradex Special Newsletter just before the show.

