



## Giving customers what they want, when they want it!

**Product Spotlight:**

Gerber Sabre router  
GerberCUT option

**Innovative Graphic Solutions,  
Anaheim, CA**



IGS was started with the unique business proposition of being a wholesale supplier to the sign and graphics industry. Formed in 2001 from the vision of twenty-five year sign business veteran John C. Kadletz, IGS meets the needs of outsourced graphics of all kinds – graphics printed on roll or rigid stock, routed signs and plaques, decals and labels, and large format digital die cutting. IGS targets the independent sign shop, broker, sign franchises, exhibit manufacturer, or ad agency that does not have the volume, space, or money to buy expensive equipment which may be necessary to produce graphics.

“IGS is not a retail store that sells graphics directly to consumers,” explained John Kadletz, president. “My customers: sign shops, brokers, exhibit houses, and ad agencies are also my sales force. They interface with their customers and do the original design. Once the design is complete, we take over from there and produce their graphics, quickly and cost effectively.” Kadletz continued, “Whether it is technology that the shop does not have, or a high volume job they cannot handle, IGS can meet their requirements.”

It is IGS's customer focus that drives Kadletz to continually invest in new technology. “We are all about offering our customers the latest technology so they do not have to invest in it themselves,” explained Kadletz. “Small shops often do not want to purchase expensive equipment required to produce an occasional job. IGS already had a Gerber Sabre™ router, so when GSP® approached us with their new GerberCUT system to contour cut rigid graphics, we were interested.”

GerberCUT can cut rigid stock up to 2.5" (6.35cm) thick with great accuracy and speed. The system includes GerberCUT's Vision Registration System, a new Dell® computer, GerberCUT and OMEGA™ Plot Station software, and all of the necessary cabling and hardware to upgrade a Gerber Sabre router. IGS's existing Gerber Sabre was retrofitted with the GerberCUT system in just a few hours right in their shop. A Gerber distributor did the application training and within days the operator was proficient in using the system.

“I find GerberCUT easy to use,” commented Gerardo Reyes, Gerber Sabre operator. “It is a matter of loading the material, locating the first couple of registration targets, and then letting the system do the rest. The results are consistently accurate, even for the most complicated shapes.”

GerberCUT's unique Vision Registration System locates and analyzes the printed targets and automatically compensates for any distortion or material skew. You get nearly perfect registration job after job with almost no operator involvement. Even large, complex, or highly distorted images are routed with very high precision, saving time and reducing scrapped materials. It is this accuracy and reliability that sold IGS America on GerberCUT.

“We have an on-going order for a national restaurant chain that consists of illustrations of coffee cups and syrup bottles mounted on Sintra® and contour cut,” said Kadletz. “Previously we routed the shapes first, individually mounted the printed graphics on them, and then trimmed off the excess by hand. This was time consuming, labor intensive, and prone to errors and waste,” explained Kadletz. “With the GerberCUT system, we print large sheets of graphics and mount them on Sintra, and then we let GerberCUT rout the individual shapes. We are able to turn the job around faster and with higher quality.”

Lead time is important in the competitive graphics industry. GerberCUT allows IGS America to serve their customers quicker. “Investing in GerberCUT has allowed us to better meet the needs of our customers,” observed Kadletz. “When they need something quickly, we are able to accommodate them – in some instances even with same day service. The out-source graphics business is all about servicing the customer, so in turn they can fill their order in a timely and cost-effective manner. GerberCUT and the Gerber Sabre help us do just that.”

For more information on the capabilities and features of the Gerber Sabre or GerberCUT, call Gerber Scientific Products at 800-222-7446 or visit [www.gspinc.com](http://www.gspinc.com). Contact your Gerber distributor to see a demonstration of the Gerber Solara UV2 and GerberCUT in action.

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