



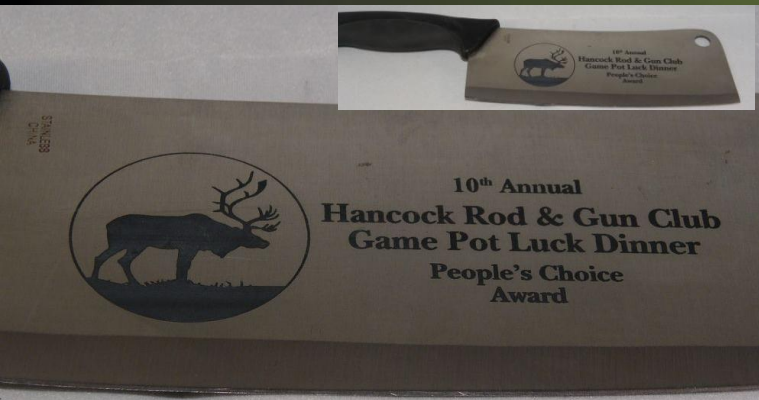
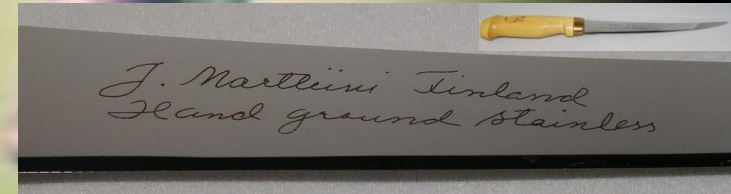
CheckMate

l a s e r s

*The most complete family of Laser Engraving/Cutting/Marking/Etching systems
in the world at the most affordable unheard of pricing structure .*



Metal Marking Samples



"With a laser system from CheckMate Lasers your creativity is your only limiting factor!"



The XM8 Differentiation

Louie Alvarez ([click for bio](#)), founder of **CheckMate Lasers** by LECME, inc. has 20+ years of experience and knowledge is considered by many to be one of the most technical and software savvy in the laser industry. Leveraging that expertise Louie meticulously researched and located an overseas factory with a rich two decade history of equipment manufacturing including over 10 years of laser system specific construction. The CheckMate Lasers factory builds laser systems that meet the specifications of industrial strength and precision quality output that Louie expects.

A major component to the continued success of **CheckMate Lasers** in a very competitive market was by and far pricing. North American manufactures have been selling laser systems at outrageous prices for years but today **CheckMate Lasers** is changing that landscape dramatically. The **CheckMate Lasers** product line is a fraction of that over-pricing structure, plus most systems include onsite setup and training, the best tech support in the industry, including a marketing package that helps minimize customers learning curve quickly and achieve profitability much sooner.

Teaming up with one of the most successful sales and marketing experts in this industry, **Errol Barr**, has allowed **CheckMate Lasers** to offer a dynamic opportunity to their customer base. Errol brings over twelve years of experience that includes the sale of hundreds of laser systems to individuals and companies alike as a start-up opportunity or as a tool for an existing business. This vast knowledge has allowed Errol to gather valuable insight as to what encompasses a successful laser business. Errol has written a dynamic marketing manual targeting eight markets that have proven successful over the years by many of his clients. Errol offers suggested pricing, customer base suggestions, market penetration strategies and useful marketing tips that will give CheckMate Lasers customers the tools and the confidence to be successful in a truly diversified and exciting business opportunity.

High quality machinery at unheard of prices and backed by the best training, technical and marketing support in the entire industry truly allows **CheckMate Lasers** to differentiate themselves from other manufactures of laser machines that offer little after sale support and most certainly when it comes to marketing absolutely no support.



Floor Mural Samples



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What Markets Purchase Lasered Products?

Following is a list of the various markets to target as they regularly purchase laser engraved &/or cut products. Of course this is not an all inclusive list. Since a laser system is the most versatile piece of equipment available on the market, bar none, and able to engrave on so many materials and cut many of them as well your market targets are nearly unlimited.

Nearly every industry on earth has lasered products of some sort!

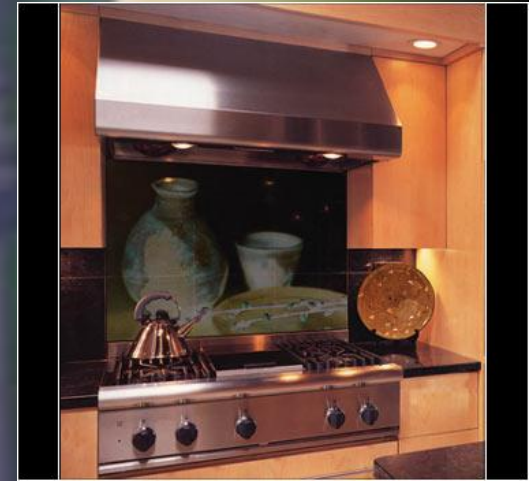
- | | | |
|--|--|---|
| <ul style="list-style-type: none">✓ Memorial Industry<ul style="list-style-type: none">• Pet memorials• Human memorials• Urns• Memorial plaques✓ City, County, State government<ul style="list-style-type: none">• Donor Recognition• Door signs, plaque, nameplates✓ Awards & Recognition Industry<ul style="list-style-type: none">• Employee recognition• Perpetual plaques & awards• Name badges & name plates | <ul style="list-style-type: none">✓ Wedding Industry<ul style="list-style-type: none">• Stemware• Champagne/Wine bottles• Bride & Groom photos✓ Photographic Industry<ul style="list-style-type: none">• Newborn• Children• Anniversary• Newlywed✓ Sign Industry<ul style="list-style-type: none">• Letters• ADA signage | <ul style="list-style-type: none">✓ Real Estate<ul style="list-style-type: none">• Car door signs• Door signs✓ Industrial markets<ul style="list-style-type: none">• Metal etching• Prototype testing• Barcodes, labels & tags✓ Construction Industry<ul style="list-style-type: none">• New Home• Remodeling projects✓ Automotive Industry<ul style="list-style-type: none">• New, Used, Repair shops |
|--|--|---|

**Nearly unlimited markets...
Your imagination is truly your only limitation!**

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Backsplash Samples



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What Materials Can A Laser Work With?

Whether outputting a logo, font, clipart or photograph; if you can manipulate and print it to your desktop printer, then that same printed design can also be prepared and processed on a laser system on nearly unlimited materials. With a **CheckMate Lasers** machine it is possible to recreate flawlessly, accurately and with the utmost detail the desired image on nearly any substrate.

If you can print it... XM8 Lasers can laser engrave it!

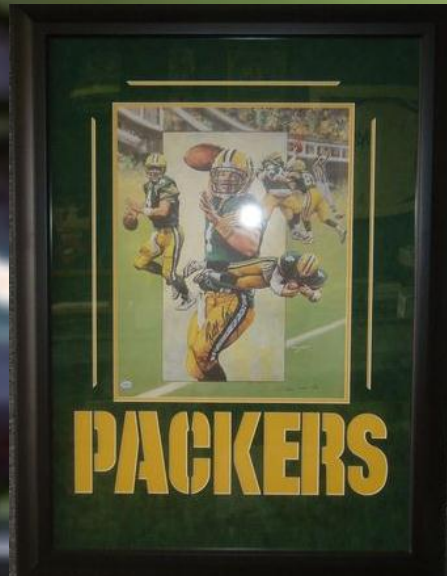
- | | | |
|----------------------|----------------------|-------------------------------|
| ✓ Acrylic | ✓ Granite | ✓ Polycarbonate |
| ✓ Anodized Aluminum | ✓ Kevlar | ✓ Polyester |
| ✓ Carbide | ✓ Laminated Plastics | ✓ Pressboard |
| ✓ Ceramic Substrates | ✓ Leather | ✓ Rubber |
| ✓ Coated Metals | ✓ Marble | ✓ Silicon |
| ✓ Composites | ✓ Masonite | ✓ Stone |
| ✓ Corian | ✓ Matte Board | ✓ Styrene |
| ✓ Delrin | ✓ Melamine | ✓ Veneer |
| ✓ Fabrics | ✓ Mylar | ✓ Wood |
| ✓ Fiberglass | ✓ Nylon | ✓ Most Raw Metals |
| ✓ Foam | ✓ Paper | (3rd party solution required) |
| ✓ Glass | ✓ Plastics | ✓ and many more ... |

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Vector Cut Samples



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What To Look For In A Laser System?

Considering the wide variety of materials and markets noted earlier the minimum wattage should be 50 watts. If budget allows 120 watts is optimum for power, speed & production capacity. As for engraveable area (table size) opt for the largest & deepest table a budget will allow. Larger projects are the most profitable, while smaller projects are more common.

The XM8 Lasers are the most feature rich at the most affordable price!

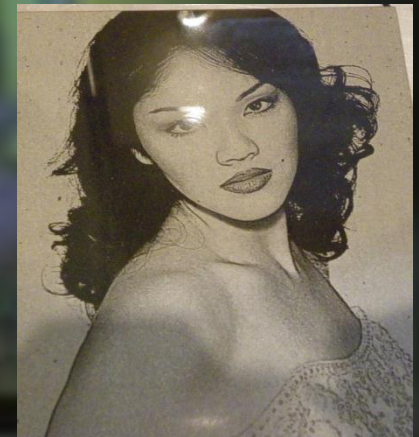
Model	King	Queen	Rook
Wattage Choices	120w / 100w / 80w	80w / 60w	60w / 50w
Engraveable Area Size	47.25" x 35.43"	35.43" x 23.62"	23.62" x 15.75"
Work table max. depth	21.5"	21.5"	10"
Auto Focus	Yes	Yes	Yes
Pass Through Ability	Yes (48" wide x <i>unlimited</i>)	Yes (36" wide x <i>unlimited</i>)	Yes (24" wide x <i>unlimited</i>)
Software Supported	XM8/CorelDRAW/AutoCAD	XM8/CorelDRAW/AutoCAD	XM8/CorelDRAW/AutoCAD
OS Supported	Windows XP/7 recommended	Windows XP/7 recommended	Windows XP/7 recommended
Communication Interface	USB 2.0	USB 2.0	USB 2.0
Cutting Depth (acrylic)	≥0.75in	≥0.625in	≥0.50in
Raster and Vector?	Yes	Yes	Yes
Engraving on curved surface	Yes (with optional rotary)	Yes (with optional rotary)	Yes (with optional rotary)

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Marble & Granite Samples



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Determine Profit Potential?

After conducting an analysis of photograph engraving on black marble this shows the potential profit that can be obtained. This table assumes a few things that are typical in the industry, such as tile wholesale cost and retail engraving job charge. Even charging ½ per tile or same amount at \$150 per piece but ½ quantity processed per day, shows the profit potential to be enormous!

Assuming Photo Engraved on Marble

Profit Analysis Per Tile

\$150.00 ... *Selling Price for 12"x12" Tile:

\$12.50 ... Approx. Cost of Tile

\$00.17 ... Electrical & Misc Costs

\$10.00 ... Labor costs

\$127.33 ... Total Profit Per Tile

**Some locations can and do charge upwards of \$200-\$300 per 12"x12" Tile*

Profit Analysis Per Week

Assuming 30 12"x12" tiles per 8 hour day
Assuming profitability of \$127.33 per 12"x12" tile

DAILY PROFIT

\$3,819.90

WEEKLY PROFIT

\$19,099.50

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Glass Pane Samples



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Why Choose a CheckMate Lasers system?

We provide an after-sale support structure to better assist our customer base to be as successful as possible. In addition to phone, email and fax support we provide an extensive web support infrastructure available 24/7/365 that is continuously populated with new material. A sample is noted below of the methods of support and what can be found within those support areas...

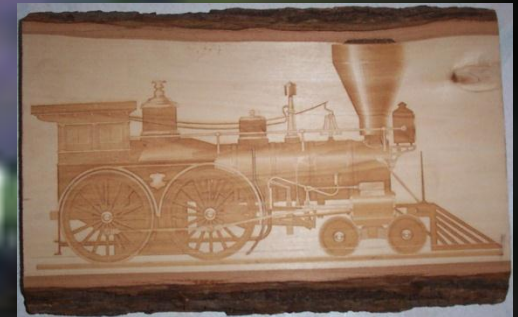
For as long as you own your XM8 Lasers we are here to support you!

XM8 Blog	XM8 Newsletter	XM8 Forums	XM8 Podcast	Social Networks
Updated regularly with thoughts from the staff at CheckMate Lasers. Covering all things laser, such as newsletter, podcast and article releases, tips & tricks, product reports, etc.	Sales of the Month Thought of the Week Tips of the Week Website of the Week Articles of Interest Tutorials of Interest Videos of Interest and much more...	New customer forum Step by Step Tutorials Laser specific manuals Laser specific drivers Laser specific docs Video tutorials Software training Industry Links Clipart sources	Listen to the " Laser Lowdown ", the <i>All Things Laser</i> podcast, hosted by CheckMate Lasers very own Louie Alvarez . Podcast also available directly through iTunes for your iPod, iPhone or iPad	CheckMate Lasers can be found on the most popular destinations: ✓ Facebook ✓ Twitter ✓ YouTube ✓ LinkedIn ✓ iTunes

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Wood Samples



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What To Expect Upon Receipt of an XM8 Laser?

All CheckMate Lasers machines (*exception being DT Series*) include onsite installation, setup, calibration, testing and training. LECME, inc. sends out qualified and trained installation personnel to ensure the equipment is operational and that the operator is competent in the setup, maintenance and operation of the CheckMate Laser system. This is but an overview...

Onsite setup and training included with most XM8 Lasers

Install, Setup	Calibration, Testing	Maintenance Training	Operation Training	Software Training
Ensure components and accessories are connected securely and properly, laser tube and chiller is connected properly and safely. Laser and computer communicate correctly.	Ensure optics are calibrated, laser tube outputs properly, software is correctly setup. Entire laser configuration is tested to ensure proper operation.	Proper maintenance is integral to the long operation life of XM8 Lasers, hence optics, rails, motion system, and basic cleanliness is covered to ensure optimal operation.	Buttons, switches and keys are clearly explained to ensure accessories are activated properly, laser system is operated correctly and shutdown procedure is known thoroughly.	The largest learning curve is software operation. Operators are instructed on driver operation, image manipulation, project creation, including proper material testing and documentation.

**Nearly unlimited expertise onsite for you...
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Glass Samples



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XM8 king

HUGE Table: Enormous 3'x4' work area providing 12 square feet of production space.

Deep Table: The deepest table in the industry! A full 21.5" for HUGE products.

HIGH Wattage: Up to 120 watts at an affordable price. ROI in record time!

Full Pass-Thru: Removable front and rear panels to accommodate long materials.

Internal Lighting: Integrated internal light system for easy viewing.

Set Home Origin: Move the lens carriage to the desired position and proceed with engraving.