



**BOOST YOUR BUSINESS**  
*with*

**DIRECT TO GARMENT  
PRINTING**

Brother [DTG.com](http://DTG.com)



— HOW CAN —  
**DIRECT TO GARMENT PRINTING**  
*help your business*

*We live in a world of instant gratification. Consumers want it now, they want it customized and they want only as many as they need. With direct to garment printers*

*you can deliver what consumers demand and open up new channels of sales and product lines that can make a big difference to your bottom line.*





# — *what exactly is* — **DIRECT TO GARMENT PRINTING**

Direct to garment printing (or DTG) is simply an emerging garment decorating technology that became widely available in the commercial market in the mid-2000s. Unlike traditional labor-intensive processes such as screen printing, DTG utilizes inkjet printing technology to

send a full color, detailed design directly from a computer to a digital printer with a garment loaded into it. Then piezo print heads jet opaque white ink and translucent CMYK ink onto the garment and recreate the digital artwork. These inks are water-based, eco-friendly inks that are

specifically designed to adhere to fabric when heat cured.

DTG makes it simple to create high-quality printed garments and relieves you from needing highly skilled, extensively trained employees with years of printing experience.



SHIRT GRAPHICS PROVIDED BY GREAT DANE GRAPHICS. IMAGES FOR ILLUSTRATIVE PURPOSES.

# WHAT ARE THE benefits OF DIRECT TO GARMENT PRINTING

## OUTSTANDING REPRODUCTION VALUE

You've run into this situation a million times. Your customer saw an amazing image online or has created a full color image with gradients and textures that create serious problems when trying to replicate with traditional garment printing.

With DTG, your problems are solved. By facilitating a higher resolution, crisp graphic detail and full-color capability, DTG opens up a whole new world for textile decoration.

Don't limit yourself with a set number of colors. Push your creativity with explosive graphics. Even include photography in your designs. With DTG, the sky is the limit!



## PRODUCE SHORT AND MEDIUM RUNS WITH EASE AND EFFICIENCY.

Have you ever been handcuffed by minimum quantities to make a job affordable and profitable? Then you'll welcome the flexibility provided by DTG printing. From one-offs to wide-ranging production runs, everything is feasible and you're not burdened by traditional artwork preparation.

Bring new solutions to your customers and help them make the most of their budgets. Show them creative new ways to customize their purchases. They'll love it and be more likely to show it off. You'll create a stronger connection between your product and your customer — and that often results in repeat sales.



SPACE LION SHOES

Watch the GTXpro print on canvas sneakers.



# WHAT ARE THE benefits OF DIRECT TO GARMENT PRINTING



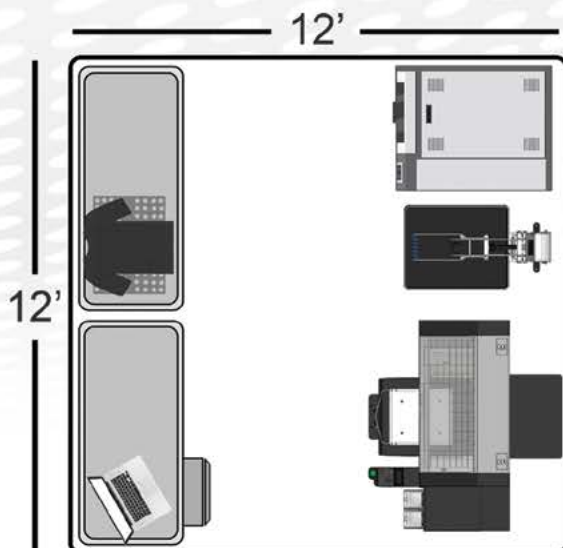
## GET TO MARKET FASTER

By eliminating traditional artwork preparation and setup times, you can react to trends and current events in minutes. When your local sports team wins a big game, be the first to market with commemorative shirts, hats and hoodies. Set up on-site at sporting events, festivals and rallies and tap into the premium that fans are willing to pay for immediate gratification. And as social media latches onto phrases, hashtags or memes, you can capitalize on the craze with on-demand printing without investing in a large inventory.



## MORE THAN TEES

See how the wide print head to substrate gap creates unique printing opportunities.



## PRINT WHERE YOU NEVER COULD BEFORE

Don't limit your designs or printing output due to seams, zippers and pockets. With DTG printers, you can print over these areas and make it look great because DTG print heads do not make direct contact with the garment. Offer zippered hoodies, caps, even shoes, all with high-resolution and crisp detail. You could even customize an entire outfit. Your only limit is your imagination!

## EQUIPMENT THAT FITS JUST ABOUT ANYWHERE

You can never have too much space. From inventory storage to simply adequate working space, room is almost always an issue. A DTG printer requires a relatively small amount of space and can fit in most standard size rooms. You simply need space for a computer/design station, the DTG printer and the automatic pretreater and curing device. Stack your shirts in the corner and you're in business!

# How can DTG help you OPEN *new* MARKETS?

With traditional garment printing, you ordinarily need to mass-produce large quantities of a single design in order to gain entry into a single market or sales channel. Competition in that arena is fierce and to win you will likely be forced to compete on price, which as you know means reduced profits and less money in your pocket.

But DTG printers afford the flexibility that allow you to explore a virtually unlimited number of market options without a significant commitment of time or inventory.

**Below are just some of the markets you can serve with a DTG printer.**

## PRIMARY SCHOOLS

- Field days
- Fund raisers
- PTO
- Art Departments

## SECONDARY SCHOOLS

- Team apparel
- Class shirts
- Clubs
- Band & Choir
- Drama/Theatre
- Booster Clubs

## HIGHER EDUCATION

- Fraternities and Sororities
- Team apparel
- Campus clubs
- Band & Choir
- Drama/Theatre

## LOCAL BUSINESSES

- Car dealerships
- Boat/RV dealers
- Marinas
- Radio stations
- Landscape companies
- Restaurants
- Pet stores
- Car washes
- Day care centers
- Contractors
- Gift shop
- Health clubs
- Night clubs/bars
- Museums
- Dance studios
- Golf courses
- Banquet halls
- Internet service providers
- Amusement parks
- Exhibitions and fairs
- Tourism destinations
- Garment designers
- Trial prints for volume production

## RELIGION

- Youth groups

## GOVERNMENT AGENCIES

- Police departments
- Fire departments
- Correctional facilities
- Public works departments
- Parks and Recreation departments

## COMMUNITY EVENTS

- Festivals and parades
- Walks and runs
- Fairs and celebrations
- Wedding parties and Anniversaries
- Bachelor and Bachelorette parties
- Music festivals
- Holiday parties
- Concerts
- Company parties/outings
- Family reunions

WITH **BROTHER DTG PRINTERS**, YOU HAVE **MORE** OPPORTUNITIES. THOSE OPPORTUNITIES CAN LEAD TO LARGER JOBS THAT COULD GENERATE SALES USING OTHER DECORATING TECHNIQUES.



# HOW DO YOU CHOOSE THE RIGHT DTG PRINTER?

As with any technology, not all DTG printers are the same. To make sure your investment pays dividends both immediately and in the long-term, explore every aspect of the DTG model you are considering.



## QUALITY MANUFACTURING

It all starts with the viability of the machine. Make sure the printer you choose is built by a company known for its manufacturing prowess and has a proven track record of producing quality equipment. You and your printer will be in business together for a long time, and you want the manufacturer to be around as long as you will.

## AT YOUR SIDE FOR SUPPORT

Over the years, you'll need supplies, new parts and a certain amount of advice and expertise. So be sure to check out how the manufacturer of your printer will support you now and in the future.

Look for a company that has support options in your area or region. Dealing with resources in other time zones or countries can be challenging.

And get a warranty in writing. Some companies will make promises. Good ones will put it in writing. Understand what is covered in the warranty and what you can do to remain under warranty.



For more details about warranty, visit [www.brotherdtg.com/warranty](http://www.brotherdtg.com/warranty)



## BROTHER DTG SUPPORTS USERS VIA

*TELEPHONE, EMAIL, WEBSITE, SOCIAL MEDIA,  
INDUSTRY FORUMS AND MORE.*

### GET TO KNOW HOW IT WORKS.

Test-drive your printer before you buy. Take a piece of your artwork to the dealer and ask to see it printed on the machine you are considering. Observe the entire process from start to finish. Understand what software programs can be used, how things are laid out, and what settings are available in the printing software. Go through the entire process of pretreating (for white inks), printing and curing and then find out what is required to properly maintain all of the equipment.

### SOLUTIONS FOR ALL SIZES AND SHAPES.

If you want to expand your product offering beyond adult t-shirts, you should ask what other types of platens are available.

Shirts for women and youth may require a smaller platen. Baby clothing would require an even smaller one.

Does your printer offer accessories that allow you to easily print on specialty items like bags, caps and shoes? If you have your own ideas on something unique you want to print, do you have the ability to create your own custom platens? How hard would this be?

Finding a DTG printer that offers your business the flexibility to go after all your desired target markets is the key.



### PRINTING WITH BROTHER

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stories of success  
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PRINTING WITH BROTHER DTG

### RESEARCH THE PRINTER.

Use online resources, like industry forums, to conduct your own research and find out what other users of the equipment have to say about it. Don't rely on just the referrals from a dealer. Find your own. Buying a DTG printer is a large investment for your business, but taking a few extra steps to make sure you're getting the best can help save you time and money in the long run.

[READ MORE TESTIMONIALS](#)



— THE BROTHER GTXpro —  
 DIRECT-TO-GARMENT PRINTER  
 IS A SMART INVESTMENT FOR  
 YOUR COMPANY'S FUTURE.

USE OUR ROI CALCULATOR TO  
 DETERMINE JUST HOW QUICKLY  
 YOU CAN TURN A PROFIT WITH  
 BROTHER DTG.

Follow the link to our online tool. Enter your individual costs for blank garments, labor, and your projected volume; match those with our known production costs for printer materials and get an instant profit analysis and projected break even point on your investment.



brother-usa.com

## DTG Printers

### ROI for Brother GTXPro System

[PRINT REPORT](#) [COPY LINK](#)

[< Go back and edit your settings](#)

#### RECOMMENDED EQUIPMENT

**PRINTER EQUIPMENT**

GTXpro B	
Quantity	1
Total Investment	\$24,500

**ANCILLARY EQUIPMENT**

Schulze PretreatMAKER Basic	\$3,850
Hotronix MAXX 26+ Manual Press w/ Table Stand	\$1,582

PRODUCTION COSTS		PROFIT ANALYSIS		LABOR & PRODUCTION	
Bulk ink selection for CMYK	500 cc Pouch	<b>Profit Per Garment</b>		Hourly Labor Costs	\$
Bulk ink selection for White	Case White (24 of 700 cc Pouches)	Percentage Mark-up	81%	Expected Average Production Days/Month	20
Estimated Ink Cost/Print (CMYK+White+PT)	\$0.92	Profit per Garment Profit/Hour	\$5.30	Average Number of Printed Garments/Hour	2,857 Gar
Blank Garment	\$4.00	Profit/Hour @ above run rate Profit/Month	\$15.14/Hour	<b>INITIAL INVESTMENT</b>	
Estimated Maintenance Overhead per Garment	\$0.26	Profit/Month	\$2,120/Month	Equipment Cost Total	
Labor Cost per Garment	\$3.50	<b>ROI Targets</b>			
Total Production Costs per Garment	\$8.70	Required Number of Printed Garments for ROI	5,647.55 Prints		
Garment Selling Price	\$14.00	Required Number of Months for ROI	14.1 Months		
Average Monthly Production Volume	400	Projected Accumulative Profit at the 24th Month	\$20,948		

ROI CALCULATION				BREAK EVEN MONTH SIMULATION	
MONTH	TOTAL	MONTH	TOTAL		
1	\$-27,812.00	13	\$-2,372.00	\$30,000	
2	\$-25,692.00	14	\$-252.00	\$20,000	
3	\$-23,572.00	15	\$1,868.00	\$10,000	
				\$0	



LEARN MORE ABOUT  
**DTG PRINTING**

When it comes to your business, you want choices and access to tools that can successfully get you to your customers.

DTG printing is packed with many features that allow for steady growth and creative momentum. It can most certainly be an asset in your climb to success.

***To speak with to a DTG specialist, call 1-866-750-2543.***



Images for Illustrative Purposes