

The Laser Engraving Company open a whole new world with Trotec Laser.



A family partnership.

The Laser Engraving Company is a gift company based in Dover who manufacture gifts for a range of occasions using wood and acrylic, as well as offering a laser cutting and engraving service for companies without in-house facilities.

The company was founded by Les Sharma in 2017, as a trading name to Snuggle Feet Ltd, which he founded with his wife Tamzin in mid-2007. The two businesses have different focuses, with Snuggle Feet focused on baby gifts, and The Laser Engraving Company providing a broader range of gifts and accessories.

Scope for the future.

Les and Tamzin incorporated laser technology into Snuggle Feet's production process to facilitate expansion of its product range. It became clear quite soon after purchasing a budget machine that it was limited in its capabilities. The couple experienced problems with the engraving speed as well as the focus accuracy which led to unsatisfactory results.

Despite this setback, Les saw the potential that laser technology could bring to Snuggle Feet and decided to look for an alternative laser supplier with better quality machines. This decision led him to contact Trotec laser.



Taking business in bold new directions.

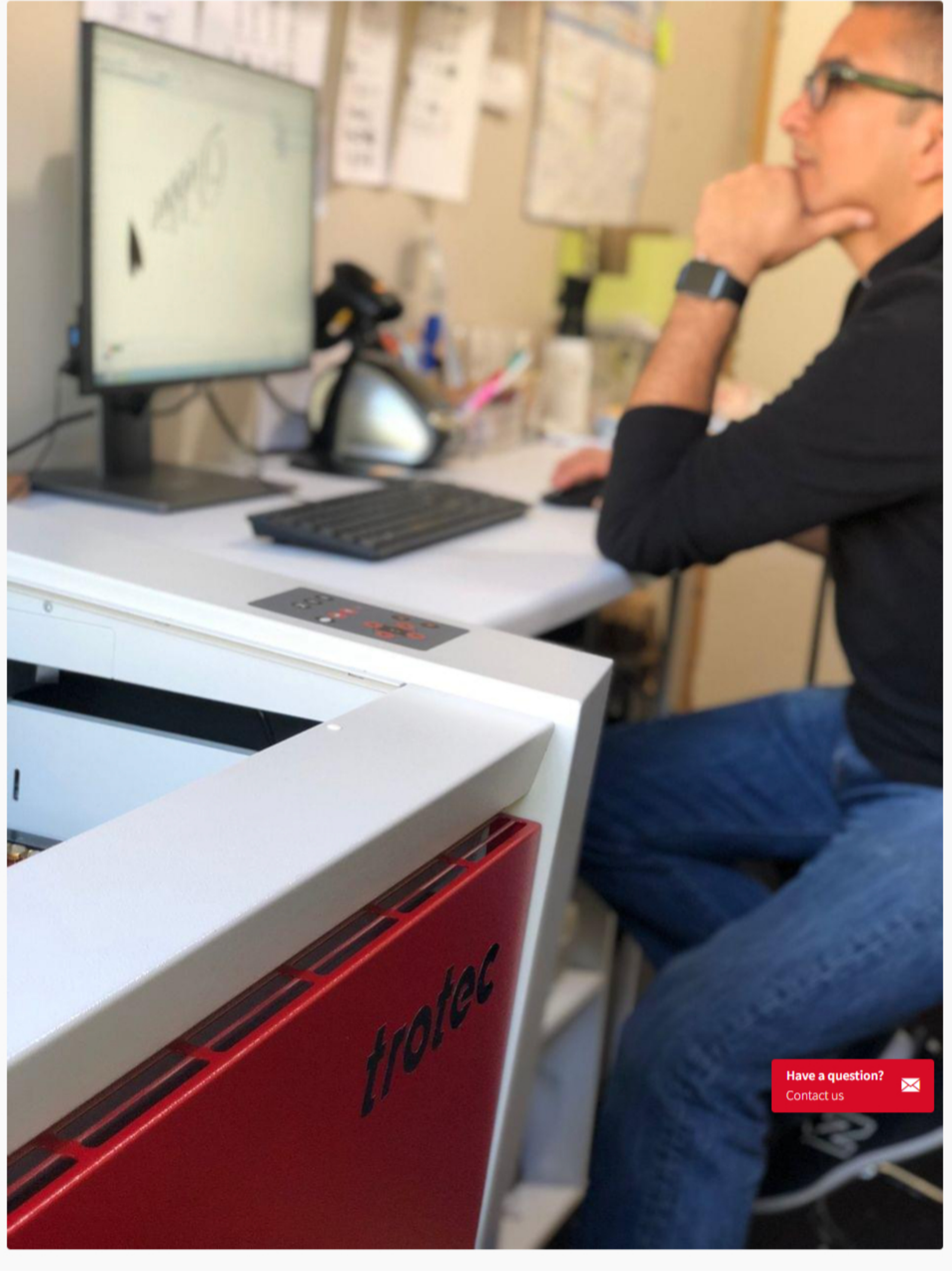
After speaking to several suppliers, Les contacted his local Trotec representative with a view to finding out more about Speedy laser machines. Having heard only good things about Trotec, with one of Les's contacts referring to them as the "Rolls Royce of lasers", Les was keen to see how the Trotec machines compared to his budget laser. Les met with Trotec's area manager at the Surrey showroom where the suite of Speedy lasers were available for demonstration and comparison. The <link 98-Speedy 100+/link> appealed most to Les after demonstration, after seeing the quality of the finished engraving compared to what was possible with his existing laser engraver.

Since installation, Les has reaped the benefits of using a superior machine. The increased demand for laser engraved products by Snuggle Feet is what led Les to make the decision to expand and open The Laser Engraving Company.



Among the many benefits the Speedy laser has brought to the company, Les has seen a great improvement in the quality of finished products, being confident that every product is of the highest quality. The Speedy has also brought significant time savings during production alongside reduced costs, with less material wasted during production thanks to the superior technology. The ability to freely take ideas and turn them into finished products almost immediately has also been highlighted as a major benefit.

From his initial enquiry through to installation, Les says he has felt totally supported by Trotec. The training Les and Tamzin received during installation gave them the confidence to get started immediately with their laser, while the after sales support has also been commended.



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