

THE PEDALER'S PAGE

BREWER SALES NEWSLETTER/TIP SHEET

MAY 1998

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Xenotech 9-1-1

NEED HELP *BEFORE* MONDAY MORNING?!

Xenotech is offering an unprecedented new service to its customers — Weekend & Holiday Technical Support! Through the use of a digital pager, Xenotech's technicians are just a phone call away.

Please note that this is a fee-based service and is being offered on a trial basis. Even if you don't take advantage of this new service within the next few months, give Xenotech a call and let them know your thoughts on the plan.

Customer response will be the only way Xenotech can gauge the success of this new program. If you want them to keep offering it — and maybe expanding it — you'll have to let them know.

Here are some details:

WHEN: The pager will be active or "open for business" on Saturdays from 10:00 am to 4:00 pm and on Sundays from 10:00 am to 2:00 pm (Central).

Holiday hours are as follows:

New Year's Day	10:00 am to 4:00 pm
Memorial Day	10:00 am to 4:00 pm
July 4th	10:00 am to 4:00 pm
Labor Day	10:00 am to 4:00 pm
Thanksgiving Day	2:00 pm to 5:00 pm
Day after Thanksgiving	10:00 am to 4:00 pm
Christmas Day	2:00 pm to 5:00 pm

HOW: Call 504-979-5346 and enter your callback number (with area code) when prompted.

MORE: Again, there will be a service charge for these calls. The technician will discuss those charges at the beginning of each phone call. In the meantime, if you'd like more information, let me know. I'll fax complete details to you (including pricing) or you can log on to the Xenotech web site at www.xenotech.com.

Lasering Photographs

INTRODUCING PHOTOGRAV

This software has been designed specifically for engraving photographs with laser engravers. Most laser owners say without this software, they have the following problems ...

1. They must adjust settings, engrave on scrap, adjust settings, engrave on scrap, so on, and so on ...
2. They can't see the outcome until it's actually engraved.
3. It's just too costly to offer this service!

With PhotoGrav ...

1. Scan & save.
2. Run PhotoGrav — Select scanfile and the material on which you will engrave. *Immediately* see results. Save modified scanfile.
3. Import into Corel & engrave!

PhotoGrav takes the peculiarities of laser engraving and the idiosyncrasies of each engraving material and applies pre-sets. What's really unique is the real-time visual feedback while you tweak its pre-sets to yield the desired effect.

At \$395, your competition won't be offering it! Call us today to order. It comes with a 30-day money-back guarantee — you can't go wrong! If you need more technical info, check out the recent reviews in the trade journals or call the software developer at 219-534-0906.

Logo Library Sources

Contact the following for information on extensive logo "libraries" for your different engraving machines (especially Xenotech). Note that these companies are also excellent sources for custom logos.

Continued ☞

2700+ Xenotech Logos offered by **Eddy Maddux** — \$5.00 each or * \$300 for all — on 23 diskettes (a little bulky — but you can't beat the price)! 316-686-4002 or 316-686-4781 (fax). www.feist.com/~maddux

* **SPECIAL OFFER** for *Pedaler's Page Readers* only: Eddy will pay the freight (2nd Day Postal Service) and offer an additional 20% off on the 2700+ Package! Call him today and tell him you saw it here!

"*World Book of Logos*" offered by **LogoFAX Int'l Inc.** — now on CD-ROM. \$500. 817-572-0141 or 800-248-5646 (fax). www.logofax.com

"*Logo Library*" offered by **Lamro Inc.** — on CD-ROM. 800-525-2676 or 602-835-7984 (fax).

Xenetech Tip of the Month

Most Xenetech users load 6 or 8 of their most often used fonts and then **Save Preferences** to have those same fonts available every time they start the program. Earlier versions of Xenetech software did not give the user an easy way to get back to their standard fonts after **OPENing** a file. Most users know that when a saved job is "recalled", the current fonts are replaced with the fonts that were used by the "recalled" job.

Many Xenetech owners are not aware of a relatively new feature that will allow them to return to a predefined set of default fonts. **How?** Instead of the normal **File | New** do a **Font | Remove Fonts, Do New** from the menu bar.

Didn't work, did it?! You were so excited you tried it without reading the "rest of the story." This only works if you have a **[DefFonts]** section in your **XENETECH.INI** file.

1. Your software must be 3.07 or later. [4.07 if you are using the *enhanced* software]
2. **Misc | Edit INI Files**
3. Select **XENETECH** in the **INI Files** box in the lower left corner of dialog (see Figure 1)
4. Check the **INI Sections** box in the lower middle of dialog (see Figure 1) to see if there is already a section called **[DefFont]**. If yes, select it. Now click in the **Edit Text Here** box (which is the main portion of the dialog [see Figure 1]). Modify the text to match the format here replacing the fonts listed here with the fonts you most often use.

If the **[DefFont]** section is not in the **INI Sections** box, you must enter the section header as well as your choice of fonts.

Upper/Lower case does not matter, but you must type in the font names exactly as they appear in your font directory (normally **c:\xfiles\font**).

Listing 1 [in case graphic is not legible]

```
[DefFont]
0=GOTHIC.fnt
1=utility.fnt
2=ROMAN3L.FNT
3=helvet4l.fnt
4=x14or.fnt
5=fifth.fnt
6=x08wa.fnt
7=cursive.fnt
```

Note that this has nothing to do with the "saved preferences" fonts. While most will want to make the **[DefFont]** the same as the "saved preferences" fonts, some will use a different philosophy and use preferences fonts as "font set 1" and **[DefFont]** as "font set 2". That is, exit/restart Xenetech and you have "font set 1". Do a **Font | Remove Fonts, Do New** and you have "font set 2".

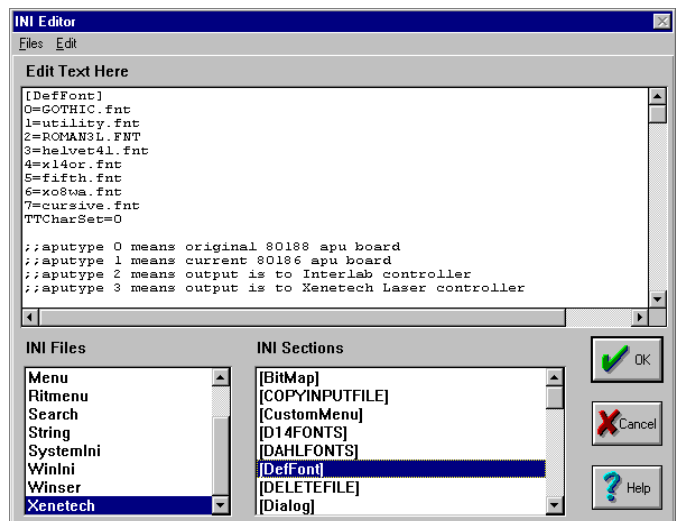


Figure 1

Thanks to Jim Brown (Xenetech — Baton Rouge) for this month's Xenetech tip!

Upcoming Events

- ▶ May 13-14 North Texas Plant Engineering & Maintenance Show (Xenotech), Dallas Market Center — Dallas, TX
- ▶ August 7-8 Texas Trophy & Award Show (Xenotech & Epilog), Nassau Bay Hilton — Houston, TX
- ▶ August 20-23 Woodworking Machinery & Furniture Fair (Epilog), Georgia Dome — Atlanta, GA
- ▶ September 23-24 Texas Plant Engineering & Maintenance Show (Xenotech), Astrohall — Houston, TX
- ▶ October 9-11 P&I Personalized Gift Show (Epilog & Xenotech), Embassy Suites Park Central — Dallas, TX
- ▶ October 31-November 1 Louisiana ARA Branch Meeting (Epilog & Xenotech), TBD — Baton Rouge, LA
- ▶ Various dates. **Brewer Sales Mini-Shows** — *always free of charge!* Various cities — Roy will have an Epilog, a Xenotech and the new Scanvec **Inspire™** software for one-on-one, hands-on demos.

NOTE: Watch your mailbox for details on upcoming mini-shows in your area. If you're in a hurry to see a system, give me a call and we'll make arrangements for an on-site demo or I'll put your area on the priority list for a mini-show!

EPILOG Tech Support

If you need to reach the technical support “gurus” in Denver, they have installed a direct line. Here are the details:

- ▶ Call 303-215-9171 for the direct line to tech support.
- ▶ Press “1” for the first available technician.
- ▶ Press “2” to reach Gary Memmer.
- ▶ Press “3” to reach Brian Hemen.
- ▶ Press “4” to reach Erik von Halle.

You can still reach the technical support department via the phone number you already have on file (303-277-1188), but you'll get a much quicker response if you use the direct line instead.

I also have e-mail addresses for a couple of the guys. My suggestion (from recent experience) is to follow-up your e-mail with a phone call if your question is of an urgent nature.

Gary — garym@epiloglaser.com

Brian — brianh@epiloglaser.com

As always, it's best to try Brewer Sales first with any software-related questions you may have. If the problem is obviously hardware-related, though, a phone call to Denver is my recommendation.

Cleaning Laser Optics

ACETONE SOURCES

Please note that Epilog is unable to ship extra bottles of acetone other than the one sent in the crate with your machine (due to the fact that shipping companies and the U.S. Postal Service consider acetone to be a hazardous material).

There are a couple of options available to you. A local liquor store will carry pure grain alcohol (under the brand names “Everclear” or “Golden Grain”).

A better option might be to contact the company from which Epilog purchases the acetone (or look in your Yellow Pages for a local chemical supplier). They have the ability to ship the product directly to you. When you call, ask for *reagent grade acetone*. Again, you must order REAGENT GRADE ACETONE. This acetone is clean from all impurities.

Epilog's Supplier:

COSCO

95 N. Lincoln

Denver, CO 80203

303-777-3777 or 303-777-3331 (fax)

One final option (if you're in the D/FW area), I try to keep a couple of bottles stocked here in the office. You're welcome to come by here the next time you're in the area & pick one up!

Brewer Sales Product Line

- **Epilog Laser Engravers** *Web Site: www.epiloglaser.com*
- **Xenotech Rotary Engravers** *Web Site: www.xenotech.com*
- **Machine Automation MultiCam Routers** *Web Site: www.multicam.com*
- **Scanvec CasMate Software** *Web Site: www.scanvec.com*
- **DCS The Badger** *E-mail: dcset@aol.com*

Need to contact us?

- ◆ *Mailing Address:* PO Box 120322, Arlington, TX 76012-0322
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