
THE PEDALER'S PAGE

BREWER SALES NEWSLETTER/TIP SHEET

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Fax on Demand

Tips of the Quarter

XENETECH USERS

You will definitely want to check out the new Brewer Sales **Fax on Demand** service that we have set up for Xenetech users (Epilog users — start bugging dad for your own **FoD** now)!

The Brewer Sales **Fax on Demand** system was born when dad finally got tired of penning answers (by fax and e-mail) to the same technical questions over and over again.

Now, when he hears the same question more than a couple of times, he sits down and writes the answer ONE TIME and puts it on the system for everyone.

Here are some of the current documents on the system:

Suggested Preference Settings
Complex Nametags
Small Industrial Tags
Scan --> CorelTRACE --> Engrave
Creating & Exporting Logos
Many more!

To use the system, dial 817-459-3284 **from the headset on your FAX machine**. You will be prompted to press 4 to enter the system. You will then be prompted to enter the number of the document you want transmitted (999 is the current catalog of available docs). If you want additional documents in the same transmission, press 1, otherwise press #.

Press START (or RECEIVE) on your FAX machine and you're done.

The system is updated on an as-needed & as-time-allows basis. If you have any suggestions for what you'd like to see on the **FoD** system, feel free to contact our office.

Please note that the system is still a little "buggy". If you have any problems, e-mail or call me with the document(s) you need and I'll take care of it from this end!

From a *Pedaler's Page* reader in Hawaii, we received the following tips:

1. **When lasering solid wood plaques**, rub a light coating of paste wax over the surface to be lasered and let dry. The wax will trap any dust and smoke particles and is easy to buff off when the plaque is complete. It also protects the edges of the images from bubbles or discoloration that may appear in the varnished finish from the heat of the laser.

2. **Need a frosted acrylic award**, but only have clear acrylic on hand? A random orbital sander and some 400 grit sand paper may fit the bill. Sand the back side of the clear acrylic award lightly, and buff it with a clean, lint free rag. Laser as usual to complete the award. This is also a great way to remove light scratches on items that may have been bumped or bruised while in your storeroom!

Bill Hudson, Honolulu, HI
Bill's Web Site: www.pixi.com/~vaughn

E-Mail Directory

The next time you sit down to do your e-mail correspondence, please drop me a line at jeanette@brewersales.com so I can add your e-mail address to my database!

Scanner Review — HP 5100C

by: Roy Brewer

If you use a rotary engraver to engrave logos/graphics created in-house *AND* your scanner is more than a couple of years old, I believe you should stop what you are doing and go buy this scanner!

Engravers have been handed a tremendous boost with the release of the current generation of Hewlett Packard's economy scanner, the **HP 5100C** (street price \$279-\$299). These scanners will often allow engravers to produce a quality graphic in a fraction of the time it previously took. The hardware and software interaction is truly impressive.

Greatest features:

- Automatic raster to vector conversion¹
(Very good! Competes with high end programs like CASMate, MainLine)
- Intelligent contrast/brightness (automatic)
- Printer port hook up
(you don't have to pull the cover off and find an available slot, IRQ, address, etc.)

Step by Step Instructions for using the *HP ScanJet 5100 C* series of scanners to output to engraving systems using the automatic raster-->vector feature:

1. Push the button on the front of the scanner.
2. Click **SETTINGS** from menu bar.
Then **PAGE SETTINGS**
Set custom resolution to 300²
Click to make that your default resolution
Click to **TAKE EXTRA TIME TO RE-SCAN FOR HIGHER RESOLUTION VALUES**
Click **OK**
3. Click **SETTINGS** from menu bar.
Then **PREFERENCES**
Click **AUTO-DETECT** Tab
Turn OFF **DETECT REGIONS OF PAGE**

¹Pasting into a vector program (CorelDRAW, Xenetech, etc.) pulls .WMF (vector format) out of clipboard. Pasting into Paint programs (CorelPAINT, Bitmap Pro, etc) pulls .BMP (raster format) out of clipboard! Nifty, huh?

²When scanning for raster-->vector conversion, you normally do NOT want high resolution. Often, even less than 300dpi will give you the best results.

Click **OK**

4. Click on the **SCAN SPEED** command button.
Click on the **FASTER SCAN SPEED** radio button
Click on the **BEST QUALITY FOR TXT & B/W DRAWINGS** radio button
Click **OK**
5. Click on the **SCAN** command button.
6. Drag a "selection" box around that which you want to scan.³
7. Pull down the **SETTINGS** menu.
Click on **REGION**
Select **BLACK & WHITE DRAWING**⁴
Click **OK**
8. Pull down the **EDIT** menu.
Click on **COPY** [selection will be placed in the Windows clipboard]
9. In your engraving program, (Xenetech, for instance) or other vector program (CorelDRAW!, Illustrator, etc.) pull down **EDIT** menu.
Click on **PASTE**
10. Engrave it! Nifty, huh?

Additional warnings and cautions:

A) Install the scanner [great "quick start" instructions...BUT, you **MUST FOLLOW THEM EXACTLY!!**]^{5 6}

HP 5100C continued ...

B) This scanner is Plug & Play; no jumpers, no IRQ settings, no slot. This is great **only** if it works! If it doesn't, take

³Caution: if you have not set up preferences to NOT auto-select (see step 3), be sure you have only the one area selected.

⁴As far as I can tell, raster-->vector conversion takes place **only** on b/w sections.

⁵System ships only with CD ROM. If you're a glutton for punishment, disks *can* be ordered!

⁶Win95 (almost) required. No one but "propeller heads" should try to do it on Win3.x.

it back and get a lesser scanner ... that is, don't call me! Old time "propeller heads" derisively call it Plug&Pray!

C) The actual scanning on this parallel port scanner will be quite a bit slower than previous HP Scanners which used SCSI ports. It will be unbearably slow (up to 5 minutes) if you don't have a Enhanced Parallel port (EPP). Good News: most of the newer computers & Win95 have EPP. Bad News: most laser engravers don't like EPP. The bad news is not *that* bad since most need two printer ports anyway — plug laser engraver into regular PP (Win95 device manager allows you to do that) — plug 5100C and laser printer into the EPP.

D) Out of the box, does not work with Win98.¹

E) Lastly, comments from DeskScan users have been very negative towards Precision Scan on the HP Forum on the web <<http://www.hp.com/cposupport/prodhome/c5197a.html>>. There were a few manual settings in Deskscan (contrast, brightness, etc.) that are handled automatically (you can't change them!) in Precision Scan. Possibly I just never learned to use those settings, but almost always I returned to DeskScan's recommended settings anyway. I've been extremely pleased with PrecisionScan's automatic settings.

F) If these "negatives" outweigh the price/performance features of the 5100C, then be aware that the HP 6100C still uses Deskscan (current version 2.8) and still uses SCSI card and has a street price of \$799.

Corel Info

The first maintenance release for owners of CorelDRAW! 8, called Build 369, is now available. You can get it "free-plus-shipping" on CD by visiting their web site at <http://livewire.corel.com/revisions/> or by phone at 800-77COREL. Shipping is \$9.95 for either ordering method.

You may also be interested in the Loyalty Upgrade being offered by Corel for VENTURA 7 and CorelDRAW! 8 users. You can get the VENTURA 8 package (which includes Corel's VENTURA 8, PHOTO-PAINT 8, WordPerfect 8 and DataBase Publisher) for only \$99! Call 888-295-0646 to order.

New Web Site

Next time you're "surfing the Web", take a look at the new & improved Brewer Sales web site. Brett (our webmaster, my brother) has worked hard at updating our look. For those of you who know where you want to go ... and want to get there

¹Win98 / NT4 upgrades now available and free 'til 9/30/98 (\$15 handling charge) at the following URL:
http://store.scanjet.com/scanjet/5100c_upgrades.asp

fast, he's added a new Site Navigator. Check it out & let us know what you think!

It's still the same address —

<http://www.brewersales.com>

Free Logos

Log on to www.feist.com/~maddux to get your free logos for your Xenetech engraver! Eddy has agreed to extend his offer from May — so, in addition to your FREE logos, you can purchase 2700+ Xenetech logos for \$240!

Note: The \$240 price tag is 20% off the regular \$300. Log on to Eddy's site today, e-mail him or call him to place your order. He'll even pay the freight (2nd Day Postal Service)!

Texas Trophy & Award Show

For those of you who have never made it to this Show, you should really make an effort to come this year. This is one of our favorite trade shows!

The Show is held at the same hotel (Nassau Bay Hilton) every year ... and it's held the same weekend (1st weekend in August) every year. The location is lovely (right on the Bay and right up the street from NASA. The FREE shrimp (and other goodies) at the annual "Texas Hoedown" is a tradition that you'll want to start enjoying every year!

Consider this your **official invitation** to stop by and see the Epilog lasers in Booth #31 (on the main floor) and the Xenetech systems in Booth #72 (the Marina level). As usual, Brett will be in the Xenetech booth; I'll be in the Epilog booth; and daddy will be running back & forth between the two! You'll notice that he'll be running faster this year, since his hip operation was so successful!

Continued ☞

TTA show continued ...

The Nassau Bay Hilton is located at 3000 Nasa Rd. 1 in Houston. There's a golf tournament on Thursday, Aug. 6 at **6:00 a.m.!** Golfers should contact Jack Ellis at 800-433-0965 for more information on the tournament.

The exhibits are open from 9:00-5:30 on Friday and 9:00-5:00 on Saturday (Aug. 7-8). The Hoedown is at 6:30 on Friday evening.

Users' Clinic

AUGUST 6, 1998

If you're planning to go to the Houston show anyway, you should consider making plans to come a day early for the Xenetech Users' Clinic.

Jimmy Dubose (from Xenetech Customer Service in Baton Rouge) and daddy will be conducting a Users' Clinic at a location near the Hilton on Thursday morning, August 6.

If you have a list of questions that you've been compiling ... or if you have new users on the system ... or if you just want to take an extra day away from the office, call me at 817-460-8122 to reserve your spot.

This is also a great opportunity for those of you who are considering the purchase of a Xenetech system! There aren't too many companies that would invite prospects to their users' clinics. They don't want you to hear all the gripes & complaints!

Xenetech & Brewer Sales, however, would love for you to attend the Clinic and see what our users have to say about their system(s)!

I'm very obviously leaving out the location & time of this event, because, as of press time, those details have yet to be determined. By the time you call to reserve a slot, though, I'll have the info available for you!