
THE PEDALER'S PAGE

BREWER SALES NEWSLETTER/TIP SHEET

NOVEMBER 1998

EDITOR: JEANETTE BREWER-RICHARDSON

Address Update

FOR XENETECH OWNERS
AND OTHER INTERESTED PARTIES!

Xenotech has recently moved to a new location. We were able to see the new building during the Distributors' Meeting last month — that's where we had our "Fais Do Do"! Xenotech will finally be able to combine all the different departments (production, shipping, customer service, etc.) into one building. They were all very excited about the move (well, I guess they were excited about the new location ... I'm not so sure how excited they were about the actual MOVE!)

Make a note of their new address and phone numbers:

Xenotech, Inc.
12139 Airline Hwy.
Baton Rouge, LA 70817
225-752-0225 (note new area code too)
800-XENETEC (fax — same as before)
www.xenotech.com

Tips of the Quarter

1. **Do you find that the outline on many images blends with the color fill when engraved into wood plaques?** Try using the vector option to outline areas for an enhanced appearance.

Laser image, as usual, then go back and select the parts of the image you want to enhance. If lasering from a scanned image, use your line tool to draw an outline around the area to be defined. You can view vector outlines from Corel images by selecting "Wire Mode" under the View tool bar. This will display a wire frame of all outlines. Ungroup the image and remove any lines not needed. Be careful of overlapping areas.

Now laser plaque again with the vector setting. This technique also works on enhancing text. Outline text with a fine line and vector area. This is a great way to add depth to a flat image.

2. **Laying out design elements on odd shaped items can be very difficult.** You can't afford to make a mistake in the placement of images and text on one-of-a-kind items! Grab a scrap of clear Plexiglass or a piece of glass from an old picture frame. Lay glass on top of the item to be engraved and set the focus and laser as usual.

The clear plexi (or glass) allows you to see where the image would be on the item and allows for adjustments if necessary. When placement is correct, remove glass, re-adjust focus and laser those unique items without worry!

EDITOR'S NOTE: If you know of a company that does laminations (restaurant menus, cards, etc.), they daily throw away "off fall" from their process. It will work almost the same as the more expensive Plexiglass to which Bill refers. "One man's trash is another man's treasure!"

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

Software Update

XENETECH 5.0

The current version of Xenotech software is available at NO CHARGE from Brewer Sales. I'm trying to keep plenty of CD's in stock for immediate shipment.

Please remember that you'll need Windows 95 or 98 and a CD-ROM drive for this update. Also remember that you'll need to call Xenotech in Baton Rouge for your "unlock" codes.

If you did not receive your letter from Brewer Sales which outlines the software's *Major Points*, call me and I'll fax a copy to you.

Offer Still Good ...

Free Logos!!!

Log on to www.feist.com/~maddux to get your free logos for your Xenotech engraver! In addition to your FREE logos, you can purchase 2700+ Xenotech logos for \$240!

Note: The \$240 price tag is 20% off the regular \$300 (a *Pedaler's Page* exclusive)! 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)!

Serious about Logos?

How does 50,000+ sound?!

LogoFAX is offering **50,000+** logos (sports, corporate, associations, designs, etc.) on CD for an incredible price of \$995! You can order it in *any* format for your engraving system.

Call LogoFAX today at 817-572-0141, fax them at 800-248-LOGO (5646) or e-mail them at aubrey@logofax.com. If you tell him you saw this offer in the *Pedaler's Page* — he'll send it to you overnight *and* will pick up the freight tab!

By the way, if you take LogoFAX up on this offer, you'll definitely want to get a copy of the FOD (Fax on Demand) document #211 (*Mass Producing Xenetech Logos*). For FOD details, see August issue.

Users' Clinics

NOVEMBER 3, 1998

There will be a Xenetech Users' Clinic (absolutely FREE of CHARGE!) sponsored by Brewer Sales in Dallas on Tuesday, November 3. Mark your calendar! You should have received information in the mail by now. If not, call us at 817-460-8122!

We will also have a CorelDRAW! Seminar (\$20 charge) on Monday, November 2, and will have the Xenetech and Epilog systems set up for demos on both days.

Speaking of Users' Clinics, be on the lookout for a mailing from Xenetech headquarters which will fill you in on all the details concerning upcoming Xenetech-sponsored Users' Clinics. There will be several Users' Clinics at various locations over the next few months. Many of them coincide with a trade show (ARA, A&E, etc.):

Baton Rouge	— November 9-10, 1998
Las Vegas	— February 8, 1999
Baton Rouge	— March 8-9, 1999
Orlando	— April 7, 1999
Columbus, OH	— June 9, 1999
Long Beach, CA	— August 18, 1999

There will be a charge for these clinics. Make your reservations early. I'm sure these will fill up quickly! Call Xenetech for further details.

Top Distributor Award

Once again, Brewer Sales was recognized as the Top Distributor and daddy was awarded the Top Salesman of the Year at the recent Xenetech Distributors' meeting. That's three years in a row!

In addition to those awards, we won a "large table" sales contest this summer — with the prize being a trip for two to Europe! I, of course, convinced daddy that he was *far too busy* to spend a week in Europe ... therefore, I'd be willing to accompany Mom for him (*the sacrifices I make!*)

I'm as proud of him as ever! I'm sure you'll want to pass on your congratulations the next time he "pedals" through your area ... or drop him an "e-note" (roy@brewersales.com). For more details (and pictures too!), check out the following: http://www.xenetech.com/html/body_awards.htm

Q & A

Q The laser is engraving crooked letters all the sudden. I recently installed Windows95. Could that have something to do with it?

A Possibly. Windows95 often sets the printer to EPP (enhanced Parallel Port) instead of PP (Parallel Port). Epilog doesn't like EPP. There's also a problem if you're going through an HPScanner, a ZIP drive or an AB box. While these may have worked fine with Windows 3.xx, they have caused some grief with Windows95. Epilog has a document (rather involved!) that shows how to tell Windows95 to change the port to PP. Call technical support at 303-215-9171 (or call Brewer Sales) for a copy. Note: This greatly slows down HP5100C and probably any of the parallel port scanners.

Q What's the latest CorelDRAW! 8 release?

A Release G1. Call them at 1-800-772-6735 to request your update.

Q My letters are running together when I try to rotary engrave on brass (with my Xenetech). What should I do?

A Depending on the particular layout, you'll either need to make the letters narrower or you need to put more space between the letters.

If the letters are as you need them, you can use the **Line/Group | Inter Character Spacing** to increase the space between the characters and/or words.

If you need "cutter width compensation", then set the cutter width you are using in the ToolKit instead of in **HatchFillSetup**.

Xenetech Feature

PREVIOUSLY UNDOCUMENTED!

Have you ever had a problem trying to drag a box around one or more objects and the Xenetech software thinks you are trying to move a larger object?

For instance, you have a plaque layout with a border and six lines of copy inside the border. You would like to select lines 3-5 to change the font. However, when you try to drag a box around the lines, the border becomes selected and is inadvertently moved out of its proper position.

The solution? Hold the Ctrl key down *before* you start dragging the "selection" rectangle. **The Ctrl key "turns off" the "click select"** eliminating this annoying problem. Boy, this is hard to put into writing! Maybe that's why, until now, it's been undocumented!!!

Another situation where this is helpful — if you have a line "nudged" up under the "wings" of an arc. You try to click and drag the line but get the arc instead. Again, hold the Ctrl key down and then drag a box around the line. You'll have no problem selecting what you wanted.

Corel8 Tip

Step-by-step instructions to prepare bitmaps to engrave properly:

- ▶ Using Corel, draw something on your screen (a simple box is adequate).
- ▶ [**File**
- ▶ [**Print**
- ▶ [**Print Preview**

- ▶ [**Settings**
- ▶ [**Driver Compatibility**
- ▶ Verify that there is a checkmark by the following settings:
 - ✓All text as graphics
 - ✓Send Beziers and paths to driver
 - ✓Send bands to driver
- ▶ Close all dialog boxes until you get back to the Print Dialog Box
- ▶ [**Miscellaneous**
- ▶ Verify that the following are chosen:
 - ✓Print Vectors
 - ✓Print Bitmaps
 - ✓Print Text
 - ✓Full Color
- ▶ Under the **Special Settings** section, scroll down to the *Print Bitmaps as RGB* option. This setting should be ON. If it is currently set to OFF, [on the word OFF and change it to ON.
- ▶ [Apply
- ▶ You may need to reboot for changes to be recognized.

Thanks to the Tech Support guys at Epilog for this tip!

The New Guy

RANDY ALLEN

After graduating from Tarleton State University in August, Randy joined the Brewer Sales team. Randy's new to our company but not new to our industry.

During his high school years (and some of his college years), Randy worked for LogoFAX. He's very familiar with our industry and the different engraving systems. Since he's been on board with Brewer Sales, he's traveled to Denver and Baton Rouge for the Epilog & Xenetech (respectively) distributors' meetings to brush up on those particular machines.

He's here in the office for technical support (most of the time) but will soon take over most of the training & installations so daddy can have more time to do what he loves to do (SELL)!

Randy has been in Texas most of his life and we've known him for many years. He spends most of his time working on some projects that daddy has put in his "in-box", but he manages to get in some two-steppin' during his free time. He's a big country fan!

Next time you go to a Brewer Sales booth at a trade show, be sure to introduce yourself to Randy. In the meantime, if you have some technical questions you'd like to toss at him, call him

here at the office or e-mail him (temporary address is rla999@flash.net — soon to be randy@brewersales.com).

New & Improved

The next time you're on the Internet, check out the new & improved Epilog web site (www.epiloglaser.com). For those of you who are considering the purchase of a laser, there's a lot of helpful information — pricing ... capabilities ... basic laser definitions ... the unbelievable, incomparable Epilog warranty ... and much more!

For those of you who are already Epilog owners, there's some interesting information on the history of Epilog and laser technology, in general. There's also a section on laser applications that might stimulate some ideas on what *else* your laser could be doing!

Of course, you can always "link" to our favorite sites (including Epilog & Xenetech) from the Brewer Sales web site at www.brewersales.com!
