

THE PEDALER'S PAGE

BREWER SALES NEWSLETTER/TIP SHEET

MAY 1999

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Roy Earns His CRM

LAS VEGAS SHOW

Daddy recently achieved the designation of *Certified Recognition Master*. Among other things, the Awards & Recognition Association requires Certification Program enrollees to accumulate 17.0 continuing education units (*that's 170 industry-related classroom hours*) to earn this designation.

He completed all the requirements at this year's Int'l Awards Market in Las Vegas (February). Daddy is the *first* manufacturer's rep and only the *second* non-retailer to be designated a CRM!

He is now, officially, *Roy D. Brewer, CRM!*

For more information on the Certification Program and/or the Awards & Recognition Association, in general, call 800-344-2148.

Nifty Feature

FREEZE COLOR FEATURE (VER. 5.22 AND ABOVE)

This feature will allow you to "lock" or "freeze" objects in position, so that they cannot be selected, moved, re-sized, etc. [*Fantastic* when creating columns, borders, panel layouts, etc.]

HOW TO FREEZE:

1. Place an object in the drawing area (logo, text, etc.).
2. Note the color of the object.
3. Select **Color | Layers**.
4. In the *Colors to Engrave* dialog, locate the heading labeled "Freeze".
5. [on the "No" associated with the color you wish to freeze. This will change the "No" to "Yes".
6. [on **OK**.

"Frozen" objects cannot be moved, adjusted or re-sized. They can't even be selected!!!

HOW TO THAW (UN-FREEZE):

1. Repeat steps 1-5 above.
2. [on the "Yes" associated with the color you wish to thaw. This will change the "Yes" to "No".

From the Xenetech Help Files w/ some editorial liberties taken!

You Asked For It!

LOGOS FROM SCRATCH SEMINAR

For those of you who have attended daddy's "Creating Logos from Scratch" CoreIDRAW! seminar during the last four years, he has finally given in and created a "video" on CD that steps you through creating the same logos created in the seminars.

Price Tag: \$24.95 (includes shipping & handling) and, as with the seminar itself, if you're not completely satisfied, we'll give you your money back!

Brewer Sales Buys HP Stock!

JUST KIDDING!!!

No. To answer your question, we do not sell HP scanners, nor do we own stock in HP! Nevertheless, at least 100 people around the country have purchased one of the new HPScanners as a result of the article in our August 1998 *Pedaler's Page* which the ARA magazine picked up and reprinted (see February 1999 issue of *Recognition Review*).

For those of you who have not yet bought one, we still *strongly* recommend those with the built-in "raster-to-vector" conversion, but HP is changing rapidly and I think you'll find the following information helpful.

Do Not Buy —

HP3100, HP3200, HP4100. These are good scanners but do not have the raster-to-vector capability.

Buy, but —**(Match to your available PC ports [and your patience])!**

HP5100. These (and all the following) have the fantastic raster-to-vector reviewed in previous articles. Hookup: Parallel port only and, therefore, rather slow. It's extremely slow if you don't have EPP (enhanced parallel port).

HP has officially discontinued this model, but as of this writing most Sam's Clubs around the country are selling them for \$228. Many Office Depots are selling them for \$198.

HP5200. Replacement for above. Same software, higher resolution. Hookup: USB port or Parallel. Street price: \$278-\$299.

HP6200. Enhanced software (HP PrecisionScanPRO) adds additional controls and capabilities. Hookup: USB (includes all cables) or SCSI (card not included — \$45 extra).

This scanner is "networkable". Any PC on your network can access! Street price: \$399.

NOTES:

1. Resulting vectors are no better on more expensive machines.
2. Get a copy of our articles. There is no documentation with the scanner that tells you how to vectorize.
3. Don't pay any attention to the letters that follow the model number (CXI, CXE, CSE, CSI, etc.). These represent minor differences in "packaged" software which I don't think any of you will use anyway!

Since we really, truly don't own stock in the darn company, we'd really appreciate it if you'd call Hewlett Packard with any questions or technical support issues! Here's a handy-dandy guide for contacting them:

HP Scanner Support: 208-323-2551
WWW Address: <http://www.scanjet.com>

For industry-specific questions, Roy requests that you email him at roy@brewersales.com.

Xenotech Discussion

DISCUSSION GROUP ON THE WEB!

The next time you're on the Internet, you'll want to log on to http://www.awardline.com/Xenotech_frm.htm. Mike Clarke (a Xenotech distributor in Canada) has created this site for those of us who have an interest in the Xenotech engraving system & software.

As with all Internet discussion groups, this won't work unless people log on ... ask questions ... give answers!

Other Web Sites of Interest (or addresses for other articles in this issue):

www.brewersales.com
www.xenotech.com
www.epiloglaser.com
www.ara.org
www.scanjet.com
www.feist.com/~maddux

Tip of the Quarter

Glass Engraving

You can put a very nice, frosted image on glass with your Epilog. When the laser strikes the glass, it fractures the surface of the glass but does not remove any material in the way sandblasting does. This fracturing of the glass can create a very rough surface that is generally not acceptable. The following steps will eliminate this roughness:

1. Using your finger or a paper towel, spread a drop of liquid soap — any kind will do — over the area to be engraved.
2. Cut a piece of newspaper (or thin paper towel) a little larger than the area to be engraved. Soak the paper completely in water and wring all excess water out.
3. Apply the paper to the glass and smooth it out so that there are no wrinkles.
4. Put the glass in the Epilog and laser through the paper while it's wet.
5. Remove the remaining paper and clean the glass.
6. If necessary, gently polish with a ScotchBrite pad.

On a 30-watt laser, use medium speed and high power. Go ahead and engrave on flat or round glass — even full wine & champagne bottles! They will not burst!

Engraving Lead Crystal

You need to be especially careful when laser engraving leaded crystal. The lead in the crystal expands and contracts at different rates than the glass does. This can cause cracking and breakage of the crystal. Using a lower power setting than with standard glass can help with this problem, but we always recommend having a spare!

Thanks to Mike Dean of Epilog (Denver, CO) and Pat Holley of Dynamic Trophies (Shreveport, LA) for this tip from their ARA Laser Quest seminar.

Y2K and Your Engraver!

IS YOUR ENGRAVING SYSTEM AT RISK?

In spite of all the articles written and all the press releases printed in the trade journals, we still are spending a lot of time responding to Y2K concerns. We understand your concerns; the media has had a "heyday" with this!

If this rehash saves us a few calls, great!

If Y2K is not already clear in your mind, this brief article may make you feel better AND save you several phone calls! While the following details are primarily for the machines we currently sell (*by the way, do you need any literature on the machines we sell? Just let me know!*), they will apply to all computerized rotary/laser engraving systems.

The Epilog and the Xenetech engraving systems are not date-sensitive. The hardware and the software of both systems are "immune" to the Y2K problems. Lawyers are telling manufacturers and suppliers that they should not make any guarantees other than promising that "our engineers have done their due diligence to ascertain any potential problems and eliminate them." However, the simple fact is that engraving machines have no idea what the date is and really couldn't care less!

The Epilog print driver is equally unknowledgeable and unconcerned. The Xenetech software is not quite so indifferent; after all, it does write the date along with each file it saves. It gets that date from your PC, though. If your PC is not Y2K-compatible, Xenetech will save a file with a 1900 date instead of a 2000 date. The worst problem this could create would be in using the Xenetech "find file" feature. If you were looking for all files (for instance) between 2/1/2000 and 4/30/2000, those files would not be found since the operating system will show them to have been written in 1900!

We are *not* assuring you that your PC is Y2K compatible. We *ARE* assuring you that your engraver's capacity to continue functioning beyond December 31, 1999, will not be affected by the gong at midnight!

Note: Any PC which is running "date sensitive" applications should be checked out for Y2K compatibility. Bookkeeping, scheduling and contact management would be examples of "date sensitive" applications. For under \$50, you can buy software programs that will check for Y2K compatibility. Some of them even have "fixes" and/or suggested solutions for a non-Y2K PC.

Corel 8 Quick Tip

If anything/everything gets screwed up in CorelDRAW! 8, exit the program and run it again while holding the 8 key down. A warning message will come up that says, "Restoring Factory Defaults, OK?" Obviously, after you click on OK, all the defaults will be restored to what CorelDRAW! recommends. This tip can be a real time-saver in many cases!

This tip supplied to Dale Savoie by Foster Coburn.

A Closer Look at —

Lynnette Brewer

WHO'S WHO AT BREWER SALES

Lynnette is the baby of our family. She works for my mom in her retail business. She also helps us out at Brewer Sales when I'm out of the office ... or when the phones are ringing off the wall ... or when we just need an extra set of hands for a big project.

Odds are that you'll never speak with her (unless you ask for her specifically!), but she *insisted* on a bio in our newsletter — Remember? She's the baby! That's explanation enough, isn't it?!

She has heard, "*You mean Roy has another daughter?!*" so many times that she has threatened to run away. Maybe this brief bio will take care of that!

Lynnette's 5-year-old son, Derek, is Brewer grandchild #4. She claims that she *absolutely* will not be responsible for bringing grandchild #5, 6 or 7 into the world!

If you happen to catch Lynnette on the phone (or meet her at a trade show), here's your line — "*Lynnette! It's so nice to finally meet you. I've heard so much about you!*"

Email Address: lynnette@aa-awards.com

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