
THE PEDALER'S PAGE

BREWER SALES NEWSLETTER/TIP SHEET

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Samples & More Samples!

We've received several beautifully engraved samples from our readers. Thanks to Walt Davis in New Boston for the plaque; Will Krebs in Houston for all the great wood samples; and my baby sister, Lynnette, for the great laser samples! Keep 'em comin' ... we'll take as many samples as you'll send.

My offer still stands: any time you engrave something special or unique, Brewer Sales will pay retail if you'll just hit "repeat" on your machine and send us the item!



A Suggestion for Every Engraver!

Daddy strongly recommends that every engraver request a catalog from Harbor Tools. Their phone number is 800-423-2567 ... or fill out a catalog request form at <http://www.harborfreight.com>. There are scores of useful tools for engravers at closeout prices.

You should check out their vernier calipers (*most accurate tool for measuring letter height*); depth gauges (*does it meet "government spec"?*); feeler gauges (*is your table level?*).

Remember where you read this great tip!

COREL 9 Report

Corel announces Service Pack 1 for CorelDRAW! 9 is now available. We are unaware of any problems related to lasering that would call for this, but if you want the latest/greatest, you can download it from http://www.corel.com/support/ftpsite/pub/coreldraw/draw9suite/Draw9_service_pack_1.htm or order it (\$9.95) from 800-772-6735. Please note that the download file is 13 meg and will take a *long* time to download.

Service Pack 2: version 9.398 is anticipated about October 29, 1999 (per CorelDRAW! Tech Support). NOTE: Since this newsletter is going to the printer long before that date, the actual date is unconfirmed as of press time.

More COREL 9 Information

One of the questions we are often asked —

Question: "What previous versions of CorelDRAW! does 9 allow us to **Save As ...?**"

Answer: 8,7,6,5

Y2K & Microsoft

Microsoft has set up a Web site to get year 2000 information and Microsoft software updates. As you're undoubtedly aware, some Microsoft products may require a year 2000 software update. These updates are available free of charge through this Web site — <http://www.microsoft.com/y2k>.

If you don't have access to the Internet, call their toll-free number (888-MSFT-Y2K) to get your Microsoft Year 2000 Resource CD.

The Latest ScanJet Update

Since many of you have asked, the upgrade mentioned in our last issue is for the ScanJet 5p only. Again, the charge is \$49 for HP PrecisionScan only; \$79 for "suite" of bundled software along with PrecisionScan (we recommend the \$49 package).



The easiest way to get this update is to call the HP Distribution Center at 805-257-5578. Other options: <http://www.scanjet.hp.com>, select "Update your scanjet", select "Upgrade Wizard," ... order online.

OR <http://www.store.scanjet.com/5p+upgrades.asp> [while URLs on the HP web site change daily, as of this date, this is the actual place where you can place order for the upgrade].

Name Your Computer

For those of you who don't remember, in the last issue, I asked if our readers name their equipment. While I didn't hear from many of you, I heard from enough of you to know I'm not the *only* one who does it. Thank you!

Jackie in San Antonio calls her machines "Martini & Rossi". [She'll have to come up with a name for that brand new laser now!]

Tom in Wichita Falls uses the following names: *R2* - Epilog laser, *D2* - Epilog graphics, *Me2* - printer. He's named his PC "Gracie" because you never know what she'll do next; his Dahlgren is "Wizzie" and his GTX is "Old Faithful".

Industry Questions

We've promised a few of our customers that we'd put their questions in the newsletter (and often have promised to conceal their identity!) to see if we can get any input from the real experts -- you! If you have an answer, solution, suggestion for the following questions, please email, fax or call me! I'd be happy to give you full credit for the info OR, at your request, I'll conceal your identity too!

1. **"Do you agree to lower your price when a 'good' customer says a price is too high?"**
2. **"Do you have a disclaimer, in writing, to cover engraving on items that are purchased elsewhere?"**



3. "What's the best way to price your 'stuff'?"

I'll pass your answers directly on to the customer who's asking and I'll also publish it in the next edition for our other readers. Thanks, in advance, for your ideas!

WINDOWS 95/98 TIP

REMOVING THE PASSWORD

Are you the only person who uses your Windows 98 or Windows 95 system? If so, entering a password each time you turn on your system may seem rather silly. Fortunately, you can remove the default password prompt by making your password blank. When you do, Windows will automatically start up without prompting you for a password.

Windows stores your password in a file that has the extension .PWL. The first part of the filename will be the same as your user name. For example, if your user name is Bob, then your password will be stored in a file called BOB.PWL. You'll find this file in the Windows folder.

To remove the password prompt, begin by deleting your .PWL file. Next, restart your system and you'll see the "Enter Windows Password" dialog box. At this point, simply click OK. Don't type anything in the Password text box. You'll never be prompted for a password again.

Brought to you by INSIDE MICROSOFT WINDOWS 95, a monthly publication of The Cobb Group.

Epilog EOY Pricing

Epilog is offering some significant End-of-Year discounts. You can take advantage of these discounts and combine them with EOY tax savings potential.

Under Section 179 of the IRS Code, businesses can write off up to \$19,000 in 1999, as long as the equipment is delivered by December 31, 1999. You can qualify for this tax break whether you are paying with cash or leasing (with the \$1.00 purchase option).

Check with your accountant re: the tax issues. Check with Brewer Sales re: the laser discounts!

Useful (or interesting!) Web Sites

Clip Art:

Barry's Clip Art Server

<http://www.barrysclipart.com>

The Clip Art Connection

<http://www.clipartconnection.com/index.html>

ClipArt City

<http://www.clipartcity.com>

Corel:

Graphics Unleashed

<http://www.unleash.com>

CorelDRAW! Technical Support

<http://www.corel.com/support/index.htm>

Trade Journals:

A&E Magazine

<http://www.nbm.com/aemag/>

ARA's Recognition Review

<http://www.ara.org>

The Engravers Journal

<http://www.engraversjournal.com/>

Brewer Sales Product Line:

Epilog Laser Engravers

<http://www.epiloglaser.com>

Xenotech USA Inc.

<http://www.xenotech.com>

Brewer Sales

<http://www.brewersales.com>

Dallas Cowboys (couldn't resist!)

<http://www.dallascowboys.com>

The WinKey

If you have a Windows-compatible keyboard (you do if there is a "flying" Windows key between your Ctrl and your Alt keys), there are uses for that "Windows" key other than just popping up the "Start" menu!



Try the following key combinations (Note: about half of these key combinations worked on my computer at home; but all

of them worked on my computer at the office — quite possibly operator error)!

WinKey ...

- + **D** - toggle switch between desktop and last application in which you were working
- + **E** - Exploring My Computer
- + **F** - Find dialog box
- + **P** - Printer setup
- + **R** - Run dialog box
- + **F1** - Windows help

The Context Menu key is the key between your WinKey and your Ctrl key on the right side of the keyboard. This key brings up a context menu for those of you who would rather press a key than reach for the right mouse button.

Brought to you by NTPCUG monthly newsletter

Metal Marking with Your Epilog Laser

Do you know that it is now possible to mark bare metal with your Epilog laser? It's true! Using a two step process, you can mark on stainless steel, brass, chrome, silver and other bare metals.

The first step involves a new product developed by Cerdec Corporation called *CerMark*. *CerMark* is a liquid chemical compound that you apply directly to the metal that you want to mark. *CerMark* can be easily applied using a paintbrush, pad printer, screen printer, or it can be sprayed onto the metal surface. Cover the metal thoroughly with a smooth even coating so that there is no metal visible through the *CerMark*. Let the *CerMark* material dry completely — about 10 to 20 minutes, depending on the size of the area — and you are now ready for engraving!

Place the piece to be engraved into the laser and engrave as usual. Use approximately 20% speed and 100% power with a 25 or 30 watt laser. If you are using a higher wattage laser you will need to increase the speed but leave the power at 100%. There is a little experimentation involved here because each type of metal reacts a little bit differently than the next, but these guidelines should produce very good results with a minimum amount of experimentation.



When the laser hits the *CerMark* marking material, it turns the *CerMark* surface black and it will appear a little fuzzy or out of focus when you first take the metal piece out of the engraver. Simply wash the *CerMark* material off of the metal using water and either a paper or cloth towel. The *CerMark* washes away easily and there is no need for additional cleanup. You can even hold the metal under running water to wash away the excess *CerMark* material!

Once the excess *CerMark* is removed you will have a very crisp, clear, high contrast black mark on the metal that you have engraved. The mark that this process produces is considered permanent when used on stainless steel and will survive scratching, lubricants, salt water spray and abrasion tests. Other materials may not have the same permanence properties as stainless steel, but in general, it is very difficult to remove the mark from the materials that are listed above.

Not all metals will react the same to the *CerMark* material and you will need to be careful about committing to engrave metal materials with which you are not familiar. *CerMark* will not mark gold and when it is used with some aluminum and brass materials, the mark can be readily removed by scratching with your fingernail. Also, the *CerMark* material will not work when it is applied to a metal surface that has been coated with lacquer or other protectant. The lacquer prevents the *CerMark*

from reacting with the metal and you will not produce a mark of any kind.

Give *CerMark* a try. It creates a clean, crisp, high contrast mark onto metal. It's easy to use and it provides you with the chance to open up new opportunities with your laser that you never thought possible! While the price of \$200.00 per pound sounds a little bit expensive, a pound will cover up to 4000 square inches, so you get a lot for your money. You can purchase *CerMark* material through the following:

Cerdec Corporation
West Wylie Avenue
PO Box 519, Washington, PA 15301
Voice: 724-223-5900, Fax: 724-228-3170
Email: cerdec@cerdec.com
www.cerdec.com

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