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# THE PEDALER'S PAGE

A QUARTERLY NEWSLETTER FOR EPILOG & XENETECH OWNERS BROUGHT TO YOU BY BREWER SALES  
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## BIG News!

### TEXAS TROPHY & AWARD SHOW

Make a note on your calendar now that this year's Texas Trophy & Award Show is moving! It's moving south to Galveston. That's right, after 14 years at the same place, same time, we're moving to the Moody Gardens Convention Center & Hotel ([www.moodygardens.com](http://www.moodygardens.com)) in Galveston. The Nassau Bay Hilton (the TTA's former home) has renovation plans that won't allow them to accommodate us this year.

We're looking forward to the new location! There will be a lot more room and the new site will allow all exhibitors to be on one level (instead of the Main floor, the Mezzanine & the "Basement", as in years past).

My kids are thrilled with the move ... we'll be 45 miles closer to the beach! *Priorities, you know?!*

For those of you who haven't been to Galveston before (or haven't been in a long time), you might want to check out some of the following web sites:

[www.cityofgalveston.org](http://www.cityofgalveston.org)  
[www.galveston.com](http://www.galveston.com)

### SOME THINGS *DON'T* CHANGE:

Look for us at the *Epilog & Xenetech* booths ... we'll keep you posted re: booth numbers, etc. We'll also keep you posted re: the annual Brewer Sales' User Clinics on the day before the show (*we're hopeful that we'll be able to set this up at our new location!*)

### SUMMARY:

Show dates: August 9-11, 2001  
Location: Moody Gardens, Galveston, TX

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## ARA Southwest comes to Dallas

### EDUCATIONAL WEEKEND

March 10-11, 2001 is the date ... the Hilton Dallas Parkway is the place for the ARA Southwest Region's Educational Weekend. The weekend will include table top displays by ARA suppliers (including *Epilog & Xenetech*) ... educational seminars ... door prizes ... and MORE!

If you haven't received the letter & registration form from Tom Carville (our regional director), contact him today at

(225)929-6026 or (225)929-6036 FAX or [carco@eatel.net](mailto:carco@eatel.net).  
All retailers are welcome (ARA members & non-members) but pre-registration is required.

While you're in our "neck of the woods", stop by our place in Arlington and I'll give you a tour ... including our "Brewer Wall of Recognition" which holds daddy's new award (more details in the *News from Brewer Sales* section).

Please stop by. We'd love to visit with you!

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## Wedding Bells

Best wishes & congratulations to Jessica Hoffpaur (*Xenetech* Sales & Marketing Manager) & Paul Freeman on their wedding last Fall. Paul whisked her away on a two-week honeymoon (*I think that's enough vacation for the next two years, don't you?!*) They have settled into blissful married life and we wish them *happily ever after ...!*

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## Corel Print Merge?

FINALLY!

For those of us using CorelDRAW! for laser engraving and/or sublimation, this is a **huge** development! Yes, print merge can finally be done with CorelDRAW!

Version 10 (shipping now) gives us this fabulous new feature. Daddy has written a step-by-step how-to document that I'd be happy to email to you (in Word format) or I can do it the old-fashioned way and FAX or mail it!

For you rotary-engraver readers, you probably can't imagine that CorelDRAW! users have lived without the ability to do a "matrix" or a print merge all these years. Believe it or not, until now, we haven't been able to set up a plate layout w/ name & place (for instance) and merge it with a text file. Now we can!

NOTE: Corel 10 update price is \$250. I've seen the "street" price as low as \$210).

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## Corel Tip

Several months ago, daddy tried installing CorelDRAW! 9 for a customer with a new laser. He could never get Corel 9 to work. It crashed every time he tried to print! He finally gave up and went with Corel 8 instead. Recently, that customer (*thanks for the tip, Heidi!*) contacted Corel re: a Corel 8 issue, which eventually led them to this Corel 9 problem. Tech support

told them to set a postscript printer as the default printer. They've been running Corel 9 since then with no problems!

Daddy said there have been a few other similar instances (*where he simply couldn't get one or more versions of Corel to run*) over the years. He suggested that this would be a great tip to pass on to any of you to whom this sounds familiar!

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## News from Brewer Sales

At Brewer Sales, we started 2001 off with a bang! By the time we tallied up our EOY machine sales, we were able to declare Y2K our best year ever and we're off to a great start in 2001!

We celebrated our **30th anniversary** in the awards & recognition industry last month. I threw my own party since daddy & Randy were both on the road doing installations on our anniversary date!

We received an Outstanding Sales Award from *Epilog* (it's on our *Wall of Recognition*, of course)!

Speaking of *The Wall of Recognition*, Col. Thomas A. Davis, Jr. of the Texas Dept. of Public Safety recently awarded *The Director's Award* to daddy.

The plaque reads:

*"In Grateful Recognition of his Significant Contribution to the Mission of Law Enforcement"*.

For those of you who somehow missed the big story last July resulting in this award, you can still get to the front page story of the Star Telegram on their web site at this address: <http://www.startext.net/news/doc/1047/1:ARL41/1:ARL410712100.html>. Most of you will remember the story since I probably emailed it to you ... Daddy *still* hasn't forgiven me for that mass-email!

I have to hurry up and get this to the printer before daddy tries to censor this part of the newsletter! I'm still very proud of him but not surprised at the life-saving actions he took.

## Hatch "Drag-through" Fix

XENETECH TIP FROM ROY BREWER

The hatch fill algorithm is a complex piece of mathematics. It sometimes makes mistakes and "leaks" out. Those of you who use CorelDRAW! and/or ScanVec (or similar products), know that this is not unique to the *Xenotech* system. The actual hatching is not the problem. The problem is connecting the hatch lines for optimized cutter paths. Occasionally, the "connection" will be across an open area by mistake. This can occur in True Type fonts but, more often, it occurs in a very complex logo.

The Fix: **Line/Group|Hatch Fill Setup...** then set the Edge Padding to .001.

I'm not promising this will work 100% of the time, but since I've stumbled across this, I don't think I've actually seen a graphic where it didn't work! Please send us any sample on which this "work-around" does not work ... and/or, if you have any settings you've found to be particularly helpful in this regard, please let us know. We'll pass them on to other users!

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## Large Signs on a Laser

A customer recently asked how practical it was to engrave large signs on a laser.

**Daddy's comments:** Large signs are not one of the things at which a laser engraver is efficient. A name tag with a logo, for instance, is often done in ¼ of the time on a laser as a rotary machine. To contrast, a 12x24 sign with only the text "No Smoking" could be done on a rotary in less than ½ the time because a rotary could use a large cutter & use a single stroke font. Another issue ... the wider the stroke in a large sign, the more likely it is that you'll get warpage &/or the vaporized top color condensing on the background color. Both of these are due to the large amount of material being removed and is not an issue on smaller letters.

Many of our users, though, don't have the luxury of having a rotary engraver and need to use the laser for all size jobs. These users often, while working around the vicissitudes of lasering large signs, come up with some extremely pleasing

results. For instance, try putting a black outline on the text and then fill the text with a shade of grey (depending on the color, from 20% to 80%) to give an "artsy" look that cannot be duplicated by your competitors who have only a rotary engraver. Similar "artsy" signage can be created by Outlined letters, No Fill and putting a Drop Shadow with halftones. Both of these are effective because they reduce the total amount of material removed from the product, thus eliminating the above-mentioned common problems of lasering large plastic signs.

The look will generally be perceived as superior to that of rotary engraving; hence, distinguishing it from rotary engraving and allowing you to request more money for it.

If you want it to look just like it would if it were rotary engraved, then rotary engrave it!

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## Air-Cooled Lasers

*Epilog* has started shipping air-cooled high-wattage machines. The new 70 & 100watt air-cooled machines were introduced at the annual ARA Int'l Trade Show & Convention in Las Vegas last month.

**No more chillers!** While chillers have been extremely reliable, they are noisy; they generate a lot of heat; and they are very expensive when they go down after the warranty expires.

The biggest advantage to moving to air-cooled systems, however, is that they require less attention. That is, users of

water chillers can shorten the life of their laser tube (and possibly destroy it) if they do not monitor heat/humidity. The temperature setting on the chiller should be adjusted in relation to the "dew" point. When it is not, condensation on the laser tube itself can result. If this happens often or the condition is prolonged, the laser tube could be damaged.

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## Cleaning Tip from a Reader

We had a difficult time cleaning our laser table after vector cutting through thin wood which resulted in a sticky, hard-to-remove residue. After trying many different cleaning products, we decided to try the cleaner that came with our *Tacky Mat* for our *Xenotech* machine. [Editor's note: *Tacky Mat* & cleaning solution are from Quality One Engravers – Brewer Sales is a *Tacky Mat* distributor]. It worked like a charm! No scrubbing ... no soaking ... it's great!

Yes, the acetone works too, but there's quite a bit of scrubbing involved. Just thought you might want to pass the tip on to other readers!

*A note from daddy:* you should probably always use a "sacrifice" sheet or a vector table when vectoring but in the event that you don't, this sounds like a great tip to me!

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## Upcoming Brewer Sales Events

February 23-25 *San Antonio Woodworking Show* (San Antonio, TX) *Epilog* booth  
March 10-11 *ARA Southwest Region Educational Weekend* (Dallas, TX) *Epilog* & *Xenotech* booths  
April 6-8 *Houston Woodworking Show* (Houston, TX) *Epilog* booth  
August 8-11 *Texas Trophy & Award Show* (Galveston, TX) *Epilog* & *Xenotech* booths  
September 6-9 *Personalized Products Show* (Kansas City, MO) *Xenotech* booth

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