
THE PEDALER'S PAGE

A QUARTERLY NEWSLETTER FOR EPILOG & XENETECH OWNERS BROUGHT TO YOU BY BREWER SALES
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Top Xenetech Honors

Brewer Sales was awarded the "2000 Distributor of the Year Award" from Xenetech (the 4th year in a row) and daddy walked away with the "Top Individual Sales" honor for the 5th year in a row!

While many of you have read the press releases in the trade journals, some of you may have missed them so I'll "toot our horn" a little here ...

Brewer Sales competes annually with other distributors within Xenetech's world-wide network for the top sales award. Just between you, me & the fence-post, I recently heard some of

those distributors refer to the "Distributor of the Year Award" as the "Roy Brewer Award"!

Guy Barone (Xenetech President) sums it up by saying, "This is a tremendous accomplishment when you consider that Xenetech has been growing at double digit levels and you also consider the quality of distributors within the Xenetech distribution network."

As usual, I'm proud of daddy and I'll add Randy Allen to my list of "Most Admired Folks" for the tremendous asset he's been to the Brewer Sales organization!

The Texas Trophy & Award Show

AUGUST 9-11, 2001

Have you made your travel plans for the world-renowned *Texas Trophy & Award Show*? It's right around the corner & the rooms in Galveston are not easy to come by on short notice. If Moody Gardens is booked up when you call (888)388-8484, feel free to call me for a list of alternative hotels/motels.

This may be your last chance to make note that the show IS NOT in Houston this year. Do not show up at our old "hunting grounds" at Nassau Bay ... you'll be all alone!

Go just about 45 minutes farther south (that's 45 minutes closer to the beach!) on I-45 & you'll find us there. The Moody Gardens Complex is on Hope Blvd. in Galveston. From I-45, take the 61st St. exit. Go right on 61st St. & right again on Seawall Blvd. Take another right at 81st St. to Jones Rd. Take a left on Hope Blvd. ... you can't miss it (you'll see the Aquarium Pyramid from I-45).

While the location has changed, some things remain the same: Brewer Sales is offering a CorelDRAW® clinic (\$20) on

Thursday at 9am. There will be a Xenetech User Clinic (*open to all Xenetech owners and to anyone who is thinking about buying a Xenetech*) at 12pm. There is NO CHARGE for the Xenetech clinic.

The Brewer Sales clinics will be on the 9th floor in the View Finder's Room.

For those of you who would rather golf than learn, the annual Golf Tournament is on Thursday at **6:00 AM!** Call Jack or Brady Ellis at (800)433-0965 to sign up. If you're looking for me on Thursday, I'll be at the beach ... I'll let daddy & Randy handle all the clinics & set-up!

Show hours are 9-5 on Friday & 9-4 on Saturday. The traditional Texas Hoedown will be on Friday evening at 5:30pm.

If you need any more information on the show, feel free to call me at (817)460-8122 (ext. 201) or call ClayTex Trophies at (800)433-0965. We'll see y'all there!

Congratulations!

Congratulations to the following Pedaler's Page readers who recently earned their CRS (Certified Recognition Specialist) designation from ARA (Awards & Recognition Assoc.):

*Joy Lee Kleiman, CRS (Mansfield, TX) David Landis, CRS & Libby Landis, CRS (Joplin, MO)
Skip Landry, CRS (San Antonio, TX) Bruce Koons (Honolulu, HI)*

Samples & Suppliers

A big thank you to Cary Hamilton (El Paso) for sending us boxes of samples for us to use in our displays. Cary has both a Xenotech rotary engraver & an Epilog laser engraver so we have new engraved samples for both booths in Galveston this year! Thanks, Cary ... and remember us again the next time you decide to clean your closets out at the shop!

Anyone else have samples to show off? Send them my way and clear out your own closets!

Speaking of samples, LaserBits has promised to send samples of their laser-engravable line in time for the Texas Trophy & Award Show. Stop by our booths to take a look!

By the way, one of our *Pedaler's Page* readers in Pearland, TX, forwarded a new source he has found for alder blanks.

Spangle Wood Products is new to the awards/recognition industry. They offer alder blanks or finished plaques in standard sizes & custom sizes with your choice of finish & edges.

Call (509)245-3285 for pricing/availability or to request a sample – or log on to www.spanglewoodproducts.com. While we have no personal experience with Spangle, we are asked continuously for new suppliers of laser engravable products (especially custom parts) and we have at least one large client who is very happy with them. Contact Spangle for free samples/price list and then give us a report!

On the Web

ENGRAVING ETC. DISCUSSION BOARD

Here's what a lot of us have had on our "Wish List" for years! A discussion board for our industry that actually invokes some interesting discussion & dispenses some valuable information! Log on to <http://forums.delphi.com/Engrave/start> to get started.

If you have any trouble, email me and I'll send you an invitation with a link pointing directly to the "sign-up" page.

ONLINE NEWSLETTERS

Foster Coburn's (the CorelDRAW® guru) *Graphics Unleashed* newsletter: log on to www.unleash.com/news.

Laser Newline (produced by LaserBits): log on to www.laserbits.com & click on Newsletter to subscribe.

Corel eNewsletter: log on to www.corel.com/enewsletter

10 Things I Like About CorelDRAW® 10

BY ROY BREWER

[Editor's note: there are 12 items in the list below (daddy added two when I wasn't looking) but I still liked my original title!] ☺

We continue to field a lot of calls from clients wanting to know our opinion of CorelDRAW® 10. First, let me say that I'm just very glad that there *is* a 10! For those who are not aware of it, Corel Corp. came within "inches" of bankruptcy shortly after the release of CorelDRAW® 9 and many industry pundits did not think they could survive.

Microsoft came to the rescue, however, and purchased significant shares of Corel to get them back on the track to profitability. Now, before you think too kindly of Microsoft, industry experts said they did not do it out of the goodness of their hearts, but if Corel Corp (having one of the few "office" suites that competes with the *real* "Office") went down the tubes, the courts would be back with more monopoly screams.

Microsoft has to keep *some* of their competition alive to keep the courts away!

WHAT I LIKE ABOUT CORELDRAW® 10:

1. New print merge that will bring in a list of names similar to what all engraving programs allow. [Editor's note: Daddy has written an article detailing this since it is poorly covered by Corel. The article was published in the June 2001 *Engravers Journal*. Call me if you are not a subscriber & want a copy.] ↗

2. View Navigator: this nifty tool was introduced in CorelPAINT® 9 and is now included in CorelDRAW® 10. This is how it works: Load a complex piece of clipart and then zoom in on a small section (nothing happens unless you are zoomed in). Now hold your mouse button down on the intersection of the vertical and horizontal scroll bars. With mouse button held down, “pan” to another area and release. Neat, huh?

3. We now have a Micro Nudge. 8(?) introduced the Super Nudge, now we have Nudge, Super Nudge and Micro Nudge. Each can be defined to your preference.

4. Increased use of one-key hotkeys. Do you know that in CorelDRAW® 9 you can select two or more objects and then press “C”(nothing else, just “C”) and the objects will be centered? Then ctrl+G to group then just “P” to put the group in the center of the page? Now CorelDRAW® 10 has done the same thing with all the Distribute functions (Even Space, etc. – auto-layout, as we call it in engraving programs).

5. Ability to **Contour Groups**. Need to vector out a clipart image after engraving it? Consider, for instance, the effect of using your customer’s logo as an applique on top of your plaque instead of engraved into the plaque. CorelDRAW® 10 turns the time-consuming task of manually tracing the clipart into child’s play! This is also terrific for those of you who are using a “print and cut” vinyl lettering system.

6. For those of you who hate the new interactive tools, Corel gave us back the dialogs. The interactive tools are the future and are actually more powerful after you figure them out, but few have the time to fiddle with them ‘til they figure them out. (Interactive Contour is murder in CorelDRAW® 9 until you figure it out)! An *in situ* tip: in both CorelDRAW® 9 and 10, you can load the CorelDRAW® 8 workspace and use the interface with which you are familiar along with the new tools/power of 9 &/or 10.

7. You can now set up one PC with all the preferences you like and then export it to all other systems in your organization so everyone works with the same default settings.

8. CorelSript is gone and VBA scripting is in. While CorelDRAW® 9 actually had VBA, it was totally undocumented and CorelScript was still the main way to write macros. I’ll just say, on this point, that this year you’ll see many third party programs released as add-ons to CorelDRAW® that will help automate our work. **[Editor’s Note: Geek Alert!** This feature & the following feature are for the computer geeks ... or those of you who want a challenge!]

9. Create your own macros. One of the neatest features is to create a macro from your undo list! How about this: a macro “recorded” in seconds that centers all objects vertically, then groups them, then centers the group to the center of the page and then ungroups so you replace the name of the recipient each month. Assign that to an icon or a hot key of your choosing and you’ve saved yourself several seconds on each job sent to your laser.

10. Realtime Preview: Now when you move an object, its fills, colors, etc. move with it instead of just the outlines.

11. The knife and eraser tools (introduced in 7 or 8) now really work and also work on bitmaps!

12. New interface is even more intuitive. More “pictures” which make it easier to learn/teach CorelDRAW®. This new interface takes advantage of a few of the new Windows® 2000 features (e.g., transparent menus); very neat.

My recommendation? Buy it! \$249 retail upgrade (about \$200 street price). Be sure you download (see below) or immediately order SR1 (service release #1). This patches stink bugs (not fatal, but distasteful) that are in the “off the shelf” distributed product. I still would also recommend that you keep your last copy of CorelDRAW® available for those times when you can’t find what you need and need to get something done immediately.

SR1 Download Link:

www.corel.com/support/ftp/site/pub/coreldraw/draw10suite/index.htm

Logos Online

We are constantly asked for recommendations on where to get logos and clipart. If you are Xenetech owner, you should consider Eddy Maddux’s *Logo Library* created specifically for Xenetech systems (over 4,000 logos for \$250).

Want a broader selection? Brewer Sales just completed a distributor’s agreement with OCA. Daddy has recommended this library to scores over the years and OCA finally insisted we start distributing it. In addition to several thousand corporate logos, what we really think is nifty about the OCA library is that you get ***free*** custom logos for one year! That’s right, if it is not in their catalog and it is a national or regional logo, they will do it for no charge and add it to their next library (does not apply to “local” logos). These are “fillable” outline logos which can be used with laser engravers, rotary engravers, sublimation, etc.

Xenetech Logos from Eddy Maddux: Email Eddy at maddux@kscable.com (new address) for his latest FREE sample set of Xenetech logos. After you see them, I think you’ll want to order his complete library!

You can get info on OCA Enterprises clipart at www.onlineclipart.com. If you fill out any forms, please list Brewer Sales as your dealer so the OCA sales force won’t put you on their in-house follow-up list! Also, when you’re ready to place an order, please call, fax or email Brewer Sales so we’ll get credit!

Corel KnockOut v1.5

BY ROY BREWER

I love this! For those of you who are doing photographs with Laser/Sublimation/Etching/MetalPhoto/etc. or if you are a software junkie (*Bill Townsend you already have it, don't you?!*), you can now take a free look at Corel Corporation's new version of **KnockOut**. This software does an extremely efficient job of removing the background from a photograph; much better, in my estimation, than anything else on the market. While it does a few other things, removing backgrounds is what it does for a living and you probably need to do quite a bit with photographs to justify the \$249 list price.

If you are using CorelDRAW® and are not on their *eNews* mailing list, you can log on & read the current edition (Vol. II, Issue 10, July 2001). [Editor's note: website is listed under Online Newsletters on page 2] You will find an announcement of a free trial copy of KnockOut and a link on which you can click to download it. Be aware that this download is 58meg and will take 2-3 hours to download if you are using typical dial up account.

If you don't have Internet access or your dial up account keeps crashing before completing the download, Corel suggests the following alternatives to contact them and they'll send a trial CD (shipping/handling charges will apply):

"Call us at 1-800-772-6735; our hours of operation are 9:00 a.m. – 7:30 p.m. Eastern Standard Time (EST), Monday through Friday, and from 10:00 a.m. – 6:30 p.m. EST on Saturday."

Customer Service Fax: 1-613-761-9176

E-mail Customer Service: custserv@corel.com

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