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# THE PEDALER'S PAGE

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*A Quarterly Newsletter for Epilog & Xenetech Owners brought to you by Brewer Sales  
Volume VI, Number 1 February 2002 Editor: Jeanette Brewer-Richardson*

## ARA Vegas & ARA Dallas

It's time for the 2002 ARA International Awards Market in Las Vegas! Education Day is Sunday, February 10. Exhibits are open Monday-Wednesday, February 11-13. All of your favorite suppliers (*including, of course, Epilog & Xenetech*) will be there and the folks that you met last year will probably be there again too. You won't want to miss it this year – otherwise, everyone will talk about you!

As usual, Brewer Sales will have representation at both the Xenetech & Epilog booths: Randy will be at the Xenetech booth (#609); I'll be at the Epilog booth (#640); daddy will be at one or the other or running between the two! We hope to see y'all there!

Daddy will be presenting his very popular showroom display seminar on Sunday afternoon and again on Monday

morning (*before exhibit hours, of course*). If you haven't seen the new, 21st century version of this popular seminar, plan to see it in Vegas. It's very entertaining and it's *a lot* cheaper than the Vegas shows!

For more information on the Vegas Awards Market, log on to [www.ara.org](http://www.ara.org) or call ARA at (800)344-2148.

You'll also want to put the 2nd Annual ARA Southwest Regional Educational Weekend on your calendar (March 9-10). There will be 4 seminars, tabletop displays & an expert panel discussion all between 10am on Saturday & noon on Sunday!

For more information, contact Fran or Tom Carville at (225)929-6026.

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## Corel 10 (only) "Add-in"

**EngravePro (\$395)**

**by: Roy Brewer**

If *everyone* needs a feature, CorelDRAW will add it. CorelDRAW, however, can't/shouldn't add every little thing every industry needs; the program would be unbearably large and cumbersome. Corel wants very much, though, to expand into markets currently using "industry specific" software (vinyl lettering, screenprinting, embroidery, *etc.*). By adding VBA (the same macro language used in MS Office and AutoCAD) to CorelDRAW9, Corel Corp. took the first step in accomplishing this goal. The decision to do this, however, was 90 days before the release of Corel 9 and it turned out to be too anemic to be of any significance. Corel 10's VBA implementation, however, is very robust and I'm surprised that it has taken *this* long for someone to offer our industry specific features we need in CorelDRAW.

*Introducing the first such program for engravers:  
**EngravePro.***

EngravePro makes it extremely easy to create a variable list or import one from disk and then automatically handle aspect ratio. Like all engraving programs with which I'm

familiar, EngravePro allows you to set margins and if the variable text entry will not fit, it is "compressed" to fit within the margins; otherwise, it is left at normal width. A spacing (autolayout) function is included and also serialization. As far as I know, there is no manual for EngravePro (welcome to Windows!) but online help is excellent and includes step by step instructions and excellent examples.

If you are doing work on your rotary machine that you'd like to do on your laser if it had better batch/multiple/variable text capabilities, you should purchase EngravePro. If you are interested, let us know and we'll send you a 30 day trial version ... OR you can download it from [www.engagepro.com](http://www.engagepro.com). If you decide to purchase the program, let us invoice you and we'll make a buck!

The program will look/feel similar to the engraving software many of you use. It was written by Scott Gutauckis who many of you will remember was a programmer for Xenetech for several years.

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# Epilog News

## Legend 24 70

You asked. Epilog listened. Epilog has permanently added a 70-watt Legend 24 to its product line. For those of you who want a high wattage machine but don't need the larger table size (the Legend 24 engraving area is 24" x 12", as opposed to the Legend 32's 32" x 20" engraving area), this machine is for you. Call me at (817)460-8122 for a price quote or for more information on the Legend 24/70 or any other Epilog laser engraver!

## Updated Web Site

The next time you're online, you should check out the new & improved Epilog website. It has a new look and some fantastic information with scores of tips, suggestions & new ideas for what you can do with your Epilog laser engraver! The address is [www.epiloglaser.com](http://www.epiloglaser.com).

You can also access the latest drivers & firmware for your Epilog laser by clicking on [Downloads](#) from the Home Page.

# CorelDRAW Info

## Clip Art Manuals

Corel recently announced the availability of a clip art manual for CorelDRAW10. The manual can be purchased for \$14.99 by calling customer service at (800)772-6735. Customer service hours are 8:30am-7:30pm M-F EST.

## Corel 10 Service Release 2 (SR2) by: Roy Brewer

Users of CorelDRAW 10 should be aware that Corel has just released the second set of "patches" for the product. This release is strongly recommended for all Corel 10 users. I strongly suggest following the \*precautions listed below.

While there are scores of things improved, I have listed only two of the significant "fixes" this release provides.

1. All HPGL "issues" were not fixed, but the filter is greatly improved and will now create closed shapes as expected.

2. Memory leak was fixed (after several hours of continuous use, the PC would run out of "resources").

### How to get the patch:

Enter the following URL into your browser:

<ftp://ftp.corel.com/pub/CorelDRAW/DRAW10Suite/>

Your browser should then display several files/folders. Find and double click on **D10SP2.EXE** and download to disk.

### \*Precautions:

1. You must have SR1 installed before you install SR2
2. You *should* reboot the system before installing SR1
3. You **MUST** reboot the system before installing SR2

I have had no problems installing this new release, but the CorelDRAW newsgroups suggest the above instructions eliminate most of the possible installation problems. Log on to the installation newsgroup at the corel.com website if you want details.

# Xenetech News

## Distributor of the Year

For the 5<sup>th</sup> year in a row, Brewer Sales was the Xenetech Distributor of the Year (2001) and for the 6<sup>th</sup> year in a row, daddy was the Xenetech Individual Salesman of the Year!

Thanks to our *Pedaler's Page* readers who helped us achieve that title again this year. We have some very stiff competition for 2002, though, so keep those orders coming!

## Jay Hoffpauir Benefit

We thought you would want to know that Ben Rosenstein (tech support at Xenetech, Baton Rouge) chaired the 1<sup>st</sup> Annual Jay Hoffpauir Benefit Car Show last September and was able to raise \$4200 for the American Cancer Society. The 2<sup>nd</sup> Annual Car Show is scheduled for September 21, 2002. If you're interested in getting more details, you can email Ben directly at [convcat@home.com](mailto:convcat@home.com). To see the pictures from the Car Show, log on to [www.xenetech.com/carshow](http://www.xenetech.com/carshow). Good job, Ben!

# Key Concepts for Lasering Photographs

By: Roy Brewer

We are consistently interrogated on how to improve laser engraved photographs. I'm sorry to tell you that there is *not a secret series of steps and settings that will always yield a product with which you will be happy*. Many photographs do not lend themselves to being laser engraved. Following, however, is a collection of concepts, tips and tools with which you should be familiar.

Be **absolutely sure** that the photograph is saved at a **resolution** that matches **your** laser engraver! Epilog & LMI should be saved with DPI resolution of : 150, **300**, 600 (300 mildly recommended). Xenetech & ULS should be saved with DPI resolution of : 125, **250**, 500 (250 mildly recommended).

**Do not resize or stretch** a photo in CorelDRAW (or any other vector based program). Engrave it only at "actual" size. If "actual" size won't work, **resample** a photo in Corel PhotoPaint (or any other raster based program).

**Do not rotate** a photo in CorelDRAW (or any other vector based program). If rotation necessary, scan it at rotated angle (best) or rotate in Corel PhotoPaint (or any other raster based program). It is **OK** to **mirror &/or invert** in CorelDRAW or other vector based program.

**Request** (but then, as always, take what you can get!) from your client: 1) Photo the actual size of finished engraving. 2) Individual faces should be 1" or larger. 3) Black & White <sup>(1)</sup>

If you start with a color photograph, **leave it in color** (maximum depth of your scanner) until all editing is completed. Just before you send it to the laser, convert to 8bit Grayscale. [Not applicable if you are using PhotoGraV]

Tools with which you should become familiar if you are doing many photographs:

1. **Magic Wand** [I see most using the **Eraser** tool to do that which the **Magic Wand** often does much better!]

2. **Error Diffusion** [a filter available in almost any raster program like Corel PhotoPaint] <sup>(2)</sup>

3. **PhotoGraV** [A \$395 program that handles the Error Diffusion & etc. automatically] <sup>(3)</sup>

4. Corel **KNOCKOUT** [A \$249 program that efficiently removes background from photo] <sup>(4)</sup>

**Procedural suggestion:** Any time you are allowed to keep the photograph, run it through your (b&w) copy machine and then adhere the original right next to the copy. After completion of the job, make notes evaluating the results and the steps/settings you used.

You will find that after you have done 10, 20 or more you'll be able to predict how any picture will come out as soon as you copy it and compare to your "library". You'll find this to be an invaluable teaching aid as you work additional employees into the process.

- 1: I can't tell that a B&W photo engraves any better than a color photograph, but with a little experience you can tell whether or not it will laser engrave the instant the customer hands it to you if it is B&W.
- 2: Xenetech 32bit software has error diffusion "built in".
- 3: Brewer Sales, LaserBits and many others sell PhotoGraV
- 4: I have not checked lately, but you used to be able to download a trial version from [www.corel.com](http://www.corel.com)

## Software Updates

### Epilog Print Driver

The 32bit print driver for Epilog Legend laser engravers is available under [Downloads](#) at [www.epiloglaser.com](http://www.epiloglaser.com). Please note that this driver is for Legend systems *only* AND runs only on **true** 32bit OS (Windows XP, 2000, & NT 4.0). The driver may or may not be available soon for earlier systems (Radius, Summit, Eclipse). Check back here for that news as soon as it's available!

### Xenetech Version 6 Update

For those of you who are licensed 32bit Xenetech software owners, you can log on to [www.xenetech.com](http://www.xenetech.com) for the latest update of your software (ver. 6.?). NOTE: As of press time, this release was *imminent* so I'm *optimistically* putting this information in the newsletter! ☺

## YAG Lasers

Brewer Sales recently entered into a sales partnership with ElectroX USA, who is a major manufacturer of laser marking/cutting/welding machines worldwide. ElectroX is a part of The 600 Group which is a huge conglomerate of high tech manufacturers headquartered in England.

Daddy recently completed factory training on the product line. According to him, "This is a great product and a great company; I fell in love with the ElectroX 24/7 tech support policy."

Typically, YAG lasers are:

- used to mark metal parts
- **not** used on wood/acrylic
- incredibly fast (up to 500 characters/sec)
- custom assembled to fit application
- priced in the \$75,000 range
- purchased by large manufacturers or job shops

If you have a potential interest in YAG lasers, let me know and I'll send you an information packet OR you can log on to [www.electrox.com](http://www.electrox.com) for details on the company.

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