
THE PEDALER'S PAGE

*A Quarterly Newsletter for Epilog & Xenetech Owners brought to you by Brewer Sales
Volume VII, Number 4* *Editor: Jeanette Brewer-Richardson*

A Day in Paradise!

Brewer Sales is happy to announce the first-ever LaserBits Laser Clinic in Honolulu, Hawaii!

Yes! We did it! We convinced daddy that we **needed** a clinic in Paradise – in the middle of winter too! (*Who says daddy's the best salesperson in the family?!*)

The clinic is filling up fast but if you have some vacation time in December and you missed the Texas clinics, why don't you think about joining us on the beach at Waikiki?!

Mike Fruciano (LaserBits president) has graciously agreed to do one more clinic for us this year. He's done a fabulous job with our Texas customers & prospects – let's see how the folks in Hawaii like Mike's *interesting* sense of humor & unique teaching style! (*PS – in case you missed it, my Cowboys beat the*

Phoenix Cardinals in October. When you see Mike, please make sure you remind him of the score: 24-7).

LaserBits clinics are designed for anyone who owns **any** type of laser. For anyone who is considering the purchase of a laser, this is a great opportunity to see what you can do with a laser and to network with some folks who already own lasers! Clinic cost is \$75/person.

Call or email today for your registration form. Hope to see y'all there!

When: December 13
(Saturday)

9:00 am - 5:00 pm

Where: Halekulani on the Beach at
Waikiki

Cost: \$75/person

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Corel & Xenetech Clinics

Instructor: Roy Brewer, CRM

CorelDRAW Clinic (\$30-40/person)

– Dallas, TX – Saturday, December 6 (8am-12pm)

– Honolulu, HI – Friday, December 12 (1-5pm)

In this intermediate-level clinic, Daddy will cover the following: Using workspaces & new tools in Corel 11; bringing in variable lists (*print merge*); coordinating Draw with Paint & Trace; several logos "*created from scratch*"; tips for processing photos; using Templates & Styles; and an intro to Macros.

Xenetech Users' Clinic (*No charge*)

– Dallas, TX – Friday, December 5 (1pm-4pm)

For all Xenetech owners (laser & mechanical). We'll focus on software issues but we'll also take a look at the new *Viper electronics*. Sign up early. Space is limited!

Call or email Jeanette for registration forms for any/all clinics!

Websites

- www.brewersales.com
 - www.epiloglaser.com
 - www.xenetech.com
 - www.corel.com
 - www.engraversjournal.com
 - www.ara.org
 - www.nbm.com
 - www.graphicspro.org
 - forums.delphiforums.com/engrave
-
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The History of Xenetech USA

According to the "Pedaler"

Brewer Sales has been a Xenetech USA distributor for over ten years. We're proud to be associated with these wonderful folks in Cajun country! Here's Daddy's version of Xenetech's history:

My vantage point of Xenetech's history is from quite a distance, until the last few years. Xenetech's "history" is Jay Hoffpauir, who I miss very much. It really doesn't seem to me like there was a specific date Xenetech started – it just "evolved" from Jay Hoffpauir!

Jay started engraving about the time I started selling engraving equipment. He, as an industrial engraver in the late 70's, purchased an automated stamp machine from me. In the early 80's, he purchased one of Will Dahlgren's first machines.

When Jay couldn't get Dahlgren to modify the software to do what he needed, he taught himself how to program the machine. Before long, he was selling both Dahlgren computer engravers and his own software to run them (while still maintaining his industrial engraving business).

After being disappointed by the new owners of Dahlgren, Jay formed a partnership with the Richardson Brothers (and possibly a few other disenchanted former Dahlgren salespeople). They started making their own computer engraver. This partnership went the way partnerships normally go – not so good. Jay picked up the pieces and molded what we know of, today, as Xenetech.

in those early days, I was amazed by the almost religious fervor of Xenetech owners. Every time I'd walk into the shop of a Xenetech owner, he/she would say, "Let me show you the Xenetech software!" They would show me a few features and the software would crash, but they loved it anyway!

I had to admit, the software did things not thought of by any other manufacturer, but things that were needed by *every* engraver.

To me, Xenetech has never been the prettiest machine. Jay was an engineer – not a cosmetologist; he wanted it to work, not look pretty.

Another thing that enthused early Xenetech owners was that all they had to do was report a bug or request a new feature, and within days, they'd have a new version! While it was easier back when Xenetech was a new, tiny company, Jay was able to build that *commitment to listen to the users* into the Xenetech culture that exists today. Xenetech is one of the few companies, for whom I've worked, that I have the nerve to ask in front of a large group of users, "How are our technical support people doing?"

We're very proud of our technical support & customer service folks in Baton Rouge. They've worked hard to earn the reputation they have!

I'm anxiously awaiting my assignment from Jeanette for our next newsletter. Until then ...

Roy



Number of Employees
1986: 3

2003: 28

Number of Distributors
1986: 4

2003: 37 (worldwide)

Number of Models offered
1986: 1 (XOTie)

2003: 33 (tables, upgrades & lasers in various wattages)

Xenetech USA was the first ...

- to develop software with multiple plate, grid cutout & long plate/tall plate capabilities
- to introduce graphics-based, mouse-driven software for engraving and signmaking
 - to introduce Microsoft® Windows™-based engraving software
- to engineer and develop automatic surface sensing feature
- to introduce micro-stepper electronic technology
- to develop and manufacture a full line of rotary engravers, laser engravers and engraving software

Competing against the Xenetech

FAST FACTS



CorelDraw Tip

How to make the circle above:

1. Draw your circle.
2. Create the object to be copied (a star, in this example).
3. Position the object toward the top of the circle.
4. Select both the circle & the object.
5. Press "C" from the keyboard to Center both items to each other (this is critical).
6. Click off (de-select everything).
7. Make sure Snap to Objects is turned on (under the View menu).
8. Select the object to be copied. Click it again to bring up the rotation/skewing handles and the Center of Rotation handle. The Center of Rotation handle is the small circle in the center of the object with a "dot" inside.
9. Drag the Center of Rotation handle

toward the center of the circle. You will "feel" it snap to the center as you approach it (assuming you have Snap to Objects turned ON).

10. **Arrange | Transformations | Rotate** should bring up the Transformation docker on the right side of the drawing area. (Check to be sure the Rotation tool is selected in the tools at the top of the Transformation docker).
11. Let's assume we want 15 copies. Divide $360/15 = 24$.
12. Key in 24 degrees in the Angle field.
13. Click on *Apply to Duplicate* 14 times.
14. Click on the circle you drew (step 1) & delete it.

Ta-da!

Getting Data out of Excel

Daddy has written a program for our Xenetech customers who need to get data out of Excel spreadsheets and into the XGW engraving software.

ExportEngraveFile pulls variables out of an Excel worksheet and writes a file that can be CopyInput (imported) into Xenetech software and several other engraving programs. Here's how it works:

Open Excel (tested with 97 and

2000, but it should work on newer versions of Excel); open your customer's worksheet; select only the actual variable data (we don't want column headers, etc.); hit the hot key and you'll be presented with a "Save As" dialog. You can then **Misc | CopyInput** into an engraving layout for either multiples, batches or both.

This is currently "freeware", although daddy reserves the right to dress it up and market it at a later date. Let me know if you want a copy of it.

Brewer Snippets

XENETECH 911 Service

Xenetech's weekend/holiday technical support is available on Saturdays (10am-2pm Central) and holidays (times vary). There is a fee for weekend/holiday tech support. Please see website for more info. www.xenetech.com

EPILOG Sample Club

If you haven't logged on to Epilog's website lately, you should check it out! There's quite a bit of valuable information for laser owners (and for folks who are considering a laser). There are some unique & interesting ideas in the Sample Club section ... epiloglaser.com/sample_club.htm

HP 6100 Scanner

Mike Null recently attended one of daddy's seminars and saw the capability of certain HP scanners to vectorize. He got home to find that he had an HP6100 which does *not* have the required PrecisionScan software. He called HP. They suggested that he download the 6200 software to see if it would work - they didn't know if it would or not. Mike reports that it "*works like a charm and I'm now a happy camper!*"

Re-furb HP 7400

One of our *Pedaler's Page* readers called to say he found some re-furbered HP 7400 scanners for \$99 at his local Fry's (Las Vegas, NV). He said they had plenty! Might be worth a call to your local Fry's to see what they have. Yes, this is one of the models that has the Precision Scan software (auto raster->vector conversion).



A disconsolate Vince Scordato (our colleague from New York) pays up after he loses our bet on the Monday Night Football game. As a reminder, the Cowboys beat the Giants with a record-tying 7 field goals! *What's our bet for the next game, Vince?*
 PS: Note the typical ULS engraving quality in this photo? ;-)

Logos for your Xenetech

Eddy Maddux is offering a "super-duper" deal on his Logo Catalog (specifically digitized for your Xenetech engraver) – print your own catalog from the PDF file (included on the CD) and save \$35. Over 7000 logos for \$215!

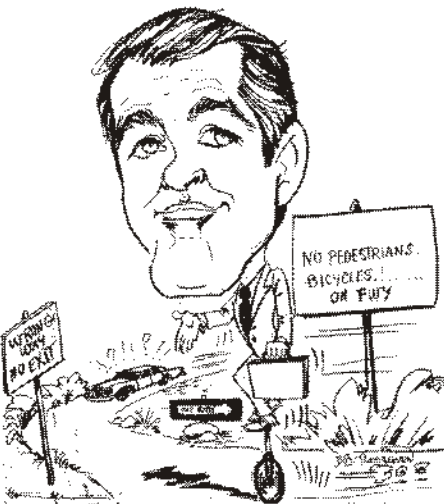
This is a special offer **only** for *Pedaler's Page* readers!

To download 60 FREE sample logos, go to members.cox.net/maddux/

To order the entire collection of logos, call Brewer Sales!



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