
THE PEDALER'S PAGE

*A Quarterly Newsletter for Epilog & Xenetech Owners brought to you by Brewer Sales
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Breaking News from the Bayou

Make plans now to stop by the Xenetech booth in Las Vegas in March ... Xenetech is unveiling the new large-format XLT laser engraving system at the ARA Show!

With an engraving area of 24" x 36" and the speed & quality of the XLT series, the XLT 2436 will be a hot item in the coming months.

If you won't be at the Vegas Show this year but you're interested in this new system, let me know and I'll get literature to you as soon as it's available.

Also, the next time you're online,

take a look at Xenetech's new & improved website:
www.xenetech.com

Along with online software unlocks, upgrades & FAQs, you'll find the e-commerce catalog. You can order parts, accessories, etc. for your Xenetech systems online.

Check it out! It looks fantastic!

Upcoming factory user clinics:
March in Vegas & July in Baton Rouge. Contact sales@xenetech.com (or 225-752-0225) for more info!

In this issue...

- ☛ *New Large Format XLT Laser*
- ☛ *Windows XP Recommended Websites*
- ☛ *The History of Brewer Sales*
- ☛ *Garage Sale!*
- ☛ *Corel Tip*
- ☛ *Upcoming Trade Show & Educational Opportunities*
- ☛ *LaserBits Picture & 2004 News*

Windows XP Tip

How to rename a series of files at once

Do you have a group of files that you want to rename to the same name, with numbers to differentiate them? For example, maybe you have five photos of your baby that you downloaded from your digital camera. They currently have the name given by the camera (probably a meaningless bunch of numbers and letters). In Windows Explorer, you can highlight all of them, either by holding down CTRL while you click each one you want to select, or by clicking the first in a list, holding down SHIFT and clicking the last in the list to highlight all those in between. Now right click the highlighted list and select Rename. Type the new name (for example, Baby 02-10-2004). Now all the files you selected will have this filename, with numbers appended in parentheses.

Above tip came from the XPNews eNewsletter. Randy recommended the newsletter to daddy and we've found several useful tips (none more useful than this).

For weekly newsletter delivery to your mailbox, subscribe at www.winxpnews.com/subscribe.cfm or, read current issue at www.winxpnews.com

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

The Princess and the Pedaler

History of Brewer Sales

I've had so much fun doing the historical articles featured here in our last three issues, I thought I'd wrap up our "History Series" with the history of Brewer Sales. (Disclaimer: this is my *[daddy's princess!]* version of our history. His side of the story may vary a little!).

In January, we celebrated our 33rd anniversary!

How did daddy become involved in the "trophy business"? While teaching at a Christian school & serving as a youth director at a Baptist church in Tulsa, OK, he needed to supplement his income.

A friend of his had a woodworking business (with awards as a sideline). At night & on weekends, daddy put together awards. Of course, my brother & I were very helpful and frequently went to work with him to avoid cleaning house with mother! From a very early age, Brett (my little brother) could drill & countersink a marble base, put a figure on it and have it ready to go out the door. My evenings at work with daddy & Brett were in more of a supervisory position. ☺

F&H Noble hired daddy, shortly thereafter, to sell trophy components on the West Coast. We packed up the U-Haul & headed west to California.

After a year in California, Dodge contacted dad & offered him a sales position in Texas. Daddy packed up the U-Haul again & toted my brother, my pregnant mother & me to the thriving metropolis of Grand Prairie, Texas. [We scooted over to Arlington ASAP so we could walk to Six Flags

& the Texas Rangers games]!

In the last 30 years, daddy has sold trophy components for Freeman Products, Weiss & Biheller, Hallmark Brass, the list goes on & on ... to "trophy shops" in Texas & 8 other states (including Hawaii).

His life/business outlook changed upon the reading of John Naisbitt's *MegaTrends* in 1980. He read, "*If you're not involved in the Information Technology explosion (meaning computers, in context), you have very little chance of a future.*"

Shortly thereafter, he signed on with H-Square systems & started selling the "newest" thing – computerized engraving systems! I still have one of the original 8" disks from one of those H-Square systems on my desk. My kids really get a kick out of it!

Through high school & college, I helped daddy cover his territory by making phone calls & taking orders for award components while he stayed on the road 5 days a week (as he still does).

While I was never far from the family business, I let daddy handle it on his own for a few years while I took off & had a couple of babies (who are now 14 & 12).

I came back to Brewer Sales (full-time) 10 years ago and believe I have the greatest job & boss in the world!

Randy Allen joined the Brewer Sales team in 1998, fresh from Tarleton State University. He's been doing trade shows, installations &

tech support for us over the last few years. He & his wife, Marci, are expecting their first baby in March (*after* Vegas, we hope)!

Now what? Since daddy celebrated his 60th birthday in December, many folks have started mentioning the "R" word. He has promised to think about retiring on his 90th birthday!

Until then (*or until they fire us!*), Brewer Sales is the authorized distributor for Epilog Laser (*since 1991*) & Xenotech USA (*since 1994*) in Texas & beyond. We had our best year ever in 2003 & look forward to an even better year in 2004!

Thank you for *your* part in the Brewer Sales story!

*[33 years in one page!
Not bad, huh?!]*

BREWER SALES - ROY BREWER MILESTONES

*Brewer Sales – est. 1971
Move to Texas – 1973
Started selling computer
engravers - 1981*

*ARA Founders Award – 1984
Started selling laser engravers -
1991*

*ARA Hall of Fame – 1999
Xenotech Distributor of the Year –
6 out of last 8 years
Epilog Top Sales Award – 2002*

Garage/Warehouse Sale

Mother bought a new car recently & has lovingly suggested that daddy clean out the treasures in the garage so she can park her car in it. While daddy thinks the driveway is the perfect spot for vehicles, we all understand that "If mama ain't happy..."

The good news for you is that we have some good deals for anyone who wants to make the drive to Arlington to hunt through the "goodies". Here's the short list of what's in the garage &/or the warehouse:

- Metal shear (brand new, in box) \$275
- Pantograph \$350

- H2 1912 \$3,500
- Newing-Hall TLC300 \$3,000
- HP 4400 Scanners \$149
- Xenetech 912 \$4500
- Epilog Summit \$8000
- Epilog Radius \$12,000
- Wizzard \$1,500
- Wizzard XL \$2,500

Garage Sale

February 20 (8 am-5 pm)

February 21 (12-6pm)

311 W. Abram St.

Arlington, TX 76010

Corel Tip Continued

Wow! The Corel Tip in the last issue received rave reviews & a couple of variations on the theme.

Keep those rave reviews coming (on any of our issues/articles) ... the more daddy hears that you like the newsletter, the more secure my job is! :-)

Mike Clarke (one of our Canadian counterparts) sent a

document outlining how he does the same thing (in case you lost your last issue, this was the Circle of Stars tip) in a different way.

Space prevents me from putting Mike's "how-to" in this issue but if you'd like a couple of different ideas on how to create a similar circle of objects in Corel, let me know. I can email or fax two more "how to" methods!

Brewer Bits

Continental Open House

On February 27, Continental Trophies (Dallas) is having a "pre-Vegas" Open House. Here's your chance to preview the new items Continental will be showcasing in Vegas (especially for those of you who won't be able to make it to Vegas this year). Also, daddy will be presenting a Corel for Engravers seminar. Open House: 11am-5pm. Seminar: 1-3pm. Contact Continental for more info(800)289-0011.

ARA Int'l Awards Convention - Las Vegas

March 3 - Education Day
March 4-6 - Trade Show
For more info, log on to www.ara.org or call (800)344-2148.

ARA Educational Weekend

The annual ARA Southwest Region Education Weekend is scheduled for March 20-21, 2004. If you haven't received a registration form from our fearless regional directors (the Carvilles), feel free to call or email them for more info: (225)929-6026 or carco@eatel.net.

Texas Trophy & Award Show

Mark your calendars now for the Texas Trophy & Award Show in Galveston. We're going to Galveston earlier this year - July 30-31, 2004. *LaserBits Clinic on Sunday, August 1.

Epilog Laser on the Web

For those of you who haven't logged on to the Epilog Laser website www.epiloglaser.com lately, you need to get online to see the latest updates. Epilog does a great job of providing tons of information to those who are new to lasers & to those of us who've had lasers for years! If you don't have time to browse through the site, at least sign up for the e-newsletter (from the HOME page).



For those of you who have known daddy for many years, the picture above will come as a shock to you. Yes, believe it or not, it's Roy Brewer in an Aloha shirt – bright blue, at that [the black & white photo doesn't do it justice so I'm planning to frame a full-color version to hang in our office]! I don't recall the last time I saw daddy in anything but a white dress shirt. How about you??? By the way, the locals told him he'll have to leave the shirt untucked next time – then he'll be officially Aloha. Can't wait to see that!

LaserBits Clinics

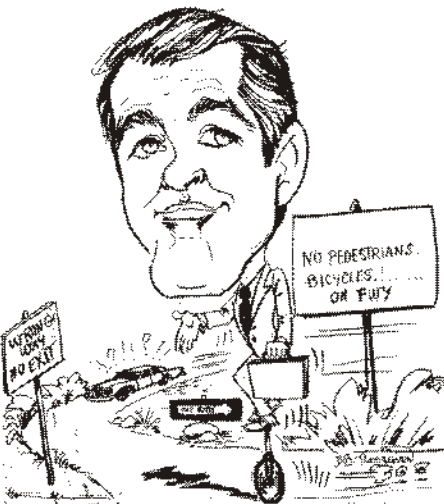
Thanks to Mike Fruciano for the picture (to the left)! This picture was taken at the last 2003 LaserBits Clinic hosted by Brewer Sales in Honolulu, HI.

At this point, we're planning to host one clinic in 2004 – in Galveston, TX (the day after the *Texas Trophy & Award Show*). We're twisting Mike's arm & hoping we can talk him into an Advanced Laser Clinic for 2004 – maybe in Dallas, early summer. We'll keep you posted!

Every one of the LaserBits clinics we hosted in 2003 ended up *Standing Room Only*. We hope you'll plan ahead to join us in Galveston this summer for another fantastic clinic!



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