

---

---

# THE PEDALER'S PAGE

---

---

*A Quarterly Newsletter for Epilog & Xenetech Owners brought to you by Brewer Sales  
Volume IX, Number 1*

*Editor: Jeanette Brewer-Richardson*

## **BREWER SALES CONTACT INFO**

Phone: (817)460-8122  
FAX: (817)469-8560

*Inside Sales & Tech Support*  
**Randy Allen**, ext. 203  
[randy@brewersales.com](mailto:randy@brewersales.com)

*Outside Sales*  
**Roy Brewer**, ext. 202  
[roy@brewersales.com](mailto:roy@brewersales.com)

*Schedule Demos &  
Installations; A/R; A/P; Find  
Randy &/or Roy; anything else  
you need!*

**Jeanette Brewer-Richardson**,  
ext. 201  
[jeanette@brewersales.com](mailto:jeanette@brewersales.com)

NOTE: Our voicemail system  
is monitored 24/7. If you leave  
a voicemail here after  
hours/weekends/etc., I should  
be able to track one of the guys  
down to help you.

## **TECH SUPPORT INFO**

**Epilog Tech Support**  
(303)215-9171 (press 1 for the  
first available technician) OR  
email [tech@epiloglaser.com](mailto:tech@epiloglaser.com)  
[www.epiloglaser.com/service.htm](http://www.epiloglaser.com/service.htm)

**Xenetech Tech Support**  
(225)752-0225 (press 2) or  
email [tech@xenetech.com](mailto:tech@xenetech.com)

## **ARA Vegas 2005**

Our annual trek to Vegas is just around the corner. We hope to see y'all there! Randy Allen will be in the Xenetech booth (#901) most of the time and you'll find me in the Epilog booth (#821). Daddy will be running back & forth between the two booths most of the time. Please stop by to say hi.

For more ARA Show information or last-minute registration:  
[www.ara.org](http://www.ara.org) or (800)344-2148.  
Show dates: March 3-5.

### **EPILOG Vegas News**

Epilog is adding two new machines to their product line and will be introducing them in Vegas. Come by to see them! If you don't make it to Vegas, but are interested in learning more, let me know. I'll send literature as soon as it's available.

The *Epilog Helix* has a 24" x 18" work area with 9" of Z stroke. Everything about the *Helix* is identical to the *Epilog Mini* – it's just bigger! The *Helix* will come in the following wattage configurations: 35, 40, 45, 60 & 75.

The *Legend 36EXT* has a 36" x 24" work area with 12" of Z stroke. There are some exciting new features that you'll want to see – if not in Vegas, how about an onsite demo after we get our new demo unit (likely in April)?

The *Legend 36EXT* will come in

the following wattage configurations: 30, 35, 40, 45, 60, 75 & 120.

Email or call me for more details. We think you'll be impressed!

### **XENETECH Vegas News**

You'll definitely want to put Xenetech on your list of "must see" booths too.

Xenetech will be introducing its newest rotary engraver: The *Viper JE* (Jewelry Engraver). The *JE* was designed specifically for jewelry engraving applications (including inside & outside ring engraving and much more).

Xenetech's new *Corel print driver* for the rotary system will be on display too. Run your existing Xenetech rotary system with CorelDRAW for \$249.

Finally, the new *Viper 912* and the *XLT 2436* (24" x 36" engraving area) laser, which started shipping Summer '04, will be there too.

At both booths, there will be customer service & tech support personnel from the respective factories (Golden, CO & Baton Rouge, LA). Stop by to put a face with a name if you've spoken with those folks.

## Quick Tips & Info

The new *Epilog Mini* lasers have an excellent, very well-written manual that ships along with the system. Most of our Mini owners read through the manual, plug in the *Mini* & are able to hit the road running.

For those who are interested in some training on those systems, though, Brewer Sales offers an *Epilog Mini Clinic* (for beginners) at our Arlington showroom once a month (on the 2<sup>nd</sup> Monday afternoon of each month). Class size is limited to 8. Cost = \$150/person.

\*\*\*

We've also started offering a *CoreDRAW for Beginners Clinic* (on the 2<sup>nd</sup> Monday morning of each month). Cost = \$40/person. Call or email Jeanette to reserve your spot.

\*\*\*

Handy websites for high-quality, vector art: [www.brandsoftheworld.com](http://www.brandsoftheworld.com) & [www.camerareadyart.com](http://www.camerareadyart.com). Credit for this tip goes to Robert Hensley, who provided it to

those who attended his seminar at the last ARA Louisiana Branch Education Weekend.

\*\*\*

Tip from a new Xenetech owner (D'Anne in Round Rock, TX): "I was doing pens and was having a bit of trouble with scratching from the pegs on the Maxi Clamp [clamp mfg. by Brewer Sales which many of our Xenetech customers use for oddball items – medals, pens, etc.]. I put tiny washers on the pegs (used the rubber washers you get with eyeglass repair kits). The washers stopped the scratching and also helped hold the pen. I whipped off a bunch of pens in no time flat!"

\*\*\*

Eddy Maddux has over 8000 logos digitized specifically for Xenetech systems. For more info, see <http://members.cox.net/maddux/>.

\*\*\*

If you've recently changed or added an email address, please email Jeanette with your current info. Thanks!

## "From Dad, With Love"

I came across this project last year on the *Engraving Etc.* forum. Rose, at *First Place Awards* in Lancaster, California, has grown this little idea into a huge undertaking. She has done a tremendous job of organizing this project and of asking for (and getting!) help; she's had equipment & materials donated over the last several months and has organized a group of volunteers to keep the engravers running. Here's her story ...

"I heard a story about a soldier in Iraq who sent his kids a package. His kids were so excited to get a package from dad. The soldier sent the only things he had access to: a couple of band aids and some sun screen. The kids didn't care, the package came from dad!

"I kept thinking there must be something we could send the soldiers that they could easily send back to their kids.

"I started engraving military- type dog tags with the message 'From Dad With Love'; the branch of the military, 'Iraq 2004'. We also do Moms and some in Spanish. We sent the first tags out in May, 2004. Since then, we have been lucky enough to have an EGX-30 machine donated by Roland DGA and a Wizzard II donated by Brewer Sales.

"We are able to produce, package and ship the tags for less than 40 cents each because there is absolutely no profit involved on our part. We are purchasing the tag and chain at regular price, engraving them & packaging them ourselves at no cost. We are doing Marines in red, Army in green, Air Force, Navy & Coast Guard in blue. We have another engraver who has a laser machine and has engraved over 16,000 tags for us at no cost. We also have primarily 4 senior citizens who do the packaging of the tags and take the packages to the post office.

"To date we have sent out just over 41,000 tags!!! All done with donations. We are associated with the Rotary Club of Lancaster who has set up a special account so that donations are tax deductible when made out to Rotary District 5260 Foundation. They can be sent c/o 1st Place Awards, 1209 W. Ave K, Lancaster, Ca. 93534. (661)940-7624. If you know of someone in Iraq to whom we can send tags, please email me at [rms1156@msn.com](mailto:rms1156@msn.com). Please put dog tags in the subject."

## CorelDRAW Training CDs

You may have seen the recent advertisements for the CorelDRAW training CDs that I put together for ARA (Awards & Recognition Association).

I admit to being prejudiced, but it seems to me that these CDs are a can't-live-without training tool for anyone using CorelDRAW (for laser engraving, rotary engraving, sublimation, etc.). Purchase the CDs from ARA – (800)344-2148 or [www.ara.org](http://www.ara.org) – but we here at Brewer Sales want to hear what you think. Email your review to me at [jeanette@brewersales.com](mailto:jeanette@brewersales.com). I really think you'll be pleased with the investment.

*CorelDRAW Applied: Basics and Layouts*  
*CorelDRAW Applied: Scanning Solutions*  
*CorelDRAW Applied: Creating Logos from Scratch*

Member price: \$29.95/ea or \$69.95/set  
 Non-member price: \$59.95/ea or \$139.95/set

## MVW

***“Most Valuable Websites” – lots & lots of info for  
our industry & related industries***

[www.epiloglaser.com](http://www.epiloglaser.com)  
[www.xenotech.com](http://www.xenotech.com)  
[www.brewersales.com](http://www.brewersales.com)  
[www.ara.org](http://www.ara.org)  
[www.enraversjournal.com](http://www.enraversjournal.com)  
[www.nbm.com](http://www.nbm.com)  
[www.graphicspro.org](http://www.graphicspro.org)  
[www.corel.com](http://www.corel.com)

### ***Discussion Boards/Forums***

[www.engravingetc.org](http://www.engravingetc.org)  
<http://groups.yahoo.com/group/trophyandawardengravers>  
[www.sawmillcreek.org](http://www.sawmillcreek.org)  
 (Woodworkers forum with excellent threads on lasering)

## Calendar

March 2

*Lasers – Maximizing Opportunities Seminar*  
 Roy Brewer (ARAVegas) [www.ara.org](http://www.ara.org)

March 2-5

*ARA Int'l Awards Market*  
 Las Vegas [www.ara.org](http://www.ara.org)

March 14

*CorelDRAW Clinic for the Beginner*  
 Randy Allen (Arlington Showroom) [jeanette@brewersales.com](mailto:jeanette@brewersales.com)  
 (also, April 11 & May 9 – the 2<sup>nd</sup> Monday of every month)

March 14

*Epilog Mini Clinic for the Beginner*  
 Randy Allen (Arlington Showroom) [jeanette@brewersales.com](mailto:jeanette@brewersales.com)  
 (also, April 11 & May 9 – the 2<sup>nd</sup> Monday of every month)

March 17-18

*Texas Woodworking Show*  
 (Dallas, TX) [www.texaswoodworkingshow.com](http://www.texaswoodworkingshow.com)

April 1-3

*The Woodworking Show*  
 (Houston, TX) [www.thewoodworkingshow.com](http://www.thewoodworkingshow.com)

April 1-3

*ARA Southwest Educational Weekend*  
 (Dallas, TX) [carco@eatel.net](mailto:carco@eatel.net)

May 5-7

*The Awards & Custom Gift Show*  
 (Ft. Worth, TX) [www.nbmsshows.com](http://www.nbmsshows.com)

May 13-15

*The Woodworking Show*  
 (Honolulu, HI) [www.thewoodworkingshow.com](http://www.thewoodworkingshow.com)

June 23-24

*Xenotech Factory Users' Clinic*  
 (Baton Rouge, LA) [jessica@xenotech.com](mailto:jessica@xenotech.com)

July 29-August 1

*The Texas Trophy & Award Show*  
 (Galveston, TX) (800)433-0965

## Congratulations!

Congratulations to **Smith's Laser & Engraving** (Pat & Bill Smith) in Livingston, Texas, on their Grand Opening & Ribbon Cutting Ceremony – February 9, 2005. The Smiths own an *Epilog Legend 24EX*.

Congratulations to **Ozark Engraving** (Mary & David Maddon) in Bull Shoals, Arkansas, on moving into a storefront the first of February, 2005. The Maddons bought an *Epilog Mini* at last year's Vegas Show & Mary has been lasering away since then!

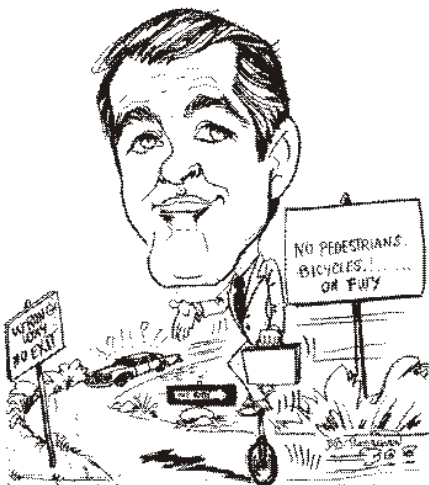
Congratulations & Best Wishes to my baby sister, **Lynnette**, who is getting married on April 9, here in Arlington, Texas. Lynnette has worked a couple of local trade shows with my dad recently so you may have met her. She'll be at the *ARA Southwest Region Educational Weekend* the first of April. If you're there, be sure to visit with her so you can dispense your best happily-ever-after advice.

Congratulations to **Randy Allen** on making it through his first year as a new daddy. Abby celebrates her first birthday on March 17. Be sure to stop by at one of the upcoming events (trade shows, clinics, etc.) to see the latest pictures. She's a doll!



**BREWER SALES**

Post Office Box 120322  
Arlington, Texas 76012-0322



817-460-8122 | 817-469-8560 (FAX)  
jeanette@brewersales.com  
www.brewersales.com