

Volume I, Number 1

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– *Customer Service*

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)
OR email tech@epiloglaser.com
www.epiloglaser.com/service.htm

Xenotech Tech Support
(225)752-0225 (press 2) OR
email tech@xenotech.com
Unlock Codes: 225-752-0225
(press 7)

What's New

We hope you'll log on to the new www.engravingconcepts.com website and let us know what you think!

New Sections:

Classifieds – We've added a "Help Wanted" section to our website for those of you who are looking for an engraver (operator) and/or for those of you who are engraving professionals who need a job. As of today, we have one of each listed. There is no charge for this service. Email today to add your listing.

Under *Wholesale Engraving*, you'll find a list of folks who have indicated a interest in doing wholesale work (e.g., laser engraving for folks who do not own a laser yet). If you'd like to add your business to this list, email *Lynnette* .

Downloads – Here, you'll find all the *Pedaler's Page* issues from the past. We'll also be adding the new ECToday newsletters each quarter.

Xenotech Projects (previously available on our Fax-on-Demand system) are PDF files written specifically for Xenotech equipment / software.

Flash Tutorials for Xenotech and for CorelDraw are step-by-step "video" instructions by "Professor Brewer".

About Us – Have you ever wondered what Lynnette (aka "the other daughter") looks like? In the *About Us* section, you'll find pictures of the Engraving Concepts gang, along with a brief bio on each person.

As you can probably tell, our new website is a "work in progress". If you have any suggestions, please forward them!

Scanners Galore!

As many of you know, dad has been a big fan of the HP ScanJets since he discovered (in 1997) that, if packaged with PrecisionScan, they provided the best raster-to-vector capability he had ever seen. Since 2004, when HP ceased to offer this combo, we've entered into agreements with several refurbishing companies around the country to take all of their excess inventories of this particular hardware/software combo. For the last couple of years, at \$199 each, we've sold more of these scanners than we could get.

Last month, we were very pleased to receive over 50 of these scanners from one of our suppliers. We know this will sound a bit like a car dealership, but truth is, we don't have room for them and we're offering them to our newsletter readers at the following discounted prices:

4400	\$99
5200	\$129
5300	\$139
5400	\$139
6200	\$149
6300	\$149
7400	\$249

The above prices will include a 30 day replacement warranty; or we'll offer a full 1 year replacement warranty for an additional \$35. As far as we can tell, all of the above scanners will yield exactly the same vectorized image. The higher numbers (and higher prices) are heavier duty scanners, faster and the software interface is a bit more intuitive.

Engraving Concepts is letting you know, up front, that if you are comfortable searching/bidding/purchasing over the Internet, you may be able to find these for significantly less money. If you do, however, be sure that any scanner has HP PrecisionScan software and that the required power supply is included in the purchase.



News from Baton Rouge

Xenetech recently announced that it will offer its Star 912 system for **diamond drag only** applications. The system, which will be called the *Star 912 Jr.* will include many of the popular features of the 912 -- including its industry-leading 912 Viper® electronics, a touch screen pendant, professional XGW-32 engraving software, a 9" x 12" engraving area, and your choice of a t-slot table, self-centering vise or speed vise. The *Star 912 Jr.* will come with a diamond adapter and the system will be field-upgradeable to a rotary engraving Star 912.

Price tag: \$5,995. For more info, email or call Randy Allen.

Xenetech has also introduced a new **Protection Program** – with *Standard, Gold & Platinum* levels available. Look for more information in the next issue of our newsletter OR email Lynnette to request a brochure today.



News from Golden, CO

We're proud to announce that Engraving Concepts was presented with the **Epilog Laser 2005 Top Sales Award** (most units sold) at our annual pre-Vegas show meeting earlier this month. Thank you for *your* part in making 2005 a very good year for us!

If you haven't been to the Epilog website lately, you'd do well to check it out – www.epiloglaser.com has recently been re-vamped (based on input from customers & prospects). For those of you who are still trying to decide what you can do with a laser, there's a great new section called "*Laser Industries – What Can I Do With an Epilog?*" that you'll want to peruse.

For those of you who already own an Epilog laser, you'll want to keep an eye on the download section (drivers & firmware) and you'll want to check out the latest Sample Club files for some new ideas.



Upcoming Events

CorelDRAW Basics – April 10
Engraving Concepts Learning Center

The Awards & Custom Gift Show – May 4-6
Ft. Worth, TX

Epilog Laser Basics – April 10
Engraving Concepts Learning Center

Texas Trophy & Award Show – July 29-30
Galveston, TX

The Woodworking Show – March 31-April 2
Houston, TX

Xenotech Users' Clinic (Basics) – August 11
Engraving Concepts Learning Center

Xenotech Users' Clinic (Intermediate) –
May 3
Engraving Concepts Learning Center

*For more info, please check
www.engravingconcepts.com/events.htm*



Inquiring Minds Want to Know ... ***– What does Roy think of Corel X3?***

For those of you who are trying to decide whether or not to upgrade your Corel 12 (or earlier), see our next issue for a complete X3 review from dad. When I pushed him for a comment to publish in this issue, he said:

"I'm still having several issues with X3, but all are rather minor and everyone else seems to think it's a 'must-have'".

If you're ready to upgrade, and you're an ARA (Awards & Recognition Assoc.) member, check out the ARA discount pricing at www.ara.org.

ARA Golden Obelisk Awards

Daddy (aka Roy Brewer) was recently honored with two prestigious awards at the annual ARA Awards Banquet (Las Vegas): The **Speaker of the Year Award** and the **Sales Rep of the Year Award**. I wish you *all* had been there for his “big night”!

The Speaker of the Year is nominated by folks who are enrolled in the continuing education program at ARA. Dad has been an advocate for the Continuing Education program of ARA for many years & has presented seminars on software, marketing & general business advice over the last 20 years.

The Sales Rep of the Year Award (per ARA) is for a sales rep who has “gone the extra mile” and who has “made a huge difference in the industry”. I asked dad for his thoughts after receiving these awards:

“There are really so many great road warriors out there pounding the pavement, it is truly exhilarating to be considered along with the best at what I do for a living. To be real honest, I thought I might have a crack at the ‘Speaker of the Year Award’, since all the really great speakers ARA has have already been awarded that honor but not a soul asked me if I was going to be at the awards banquet; I know that is typically done when one is going to receive an award”. [Jeanette’s note here: ARA, indeed, made sure he would be at the awards banquet – but they asked me & I kept the secret]! “So, while I was shocked to receive the Speaker’s award, I don’t have a word for the feeling I had when I heard my name the second time [for the Sales Rep Award].”

All of us at Engraving Concepts are proud of daddy (or of “Mr. Brewer”, as Randy calls him) and the work that he’s done in the industry we all love. We thought you’d want to read all about it. To those of you who nominated him for these awards – thank you!



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