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Laser FOCUS

1ST QUARTER 2012

WEB UPDATES

- **News: Laser 3D Printer Instructable Wins Epilog Zing 16 Laser:** epiloglaser.com/news_ec_4.htm
- **Sample Club: Laser Cut and Engraved Easter Card:** epiloglaser.com/sc-easter-card.htm
- **Sample Club: Engraved Leather Coasters:** epiloglaser.com/sc-leather-coaster.htm
- **Tech Library: Saving Configuration Settings in the Epilog Laser Dashboard:** epiloglaser.com/tl-configuration-settings.htm

Sign Shop Expands and Thrives with Addition of an Epilog Laser System

Aloha Signs Plus incorporates laser engraving & cutting applications.

After 14 years in business, Kelly Higaki of Aloha Signs Plus realized he needed to incorporate something new to take his already successful business to the next level. After discovering the capabilities of an Epilog Laser system, Kelly brought engraving/cutting technology in-house to greatly expand his profit potential and product offerings.

didn't like their samples either. But that wasn't the case with Epilog.

"I was looking to upgrade my business and the price of a wide-format printer and a laser engraver was about the same, so I weighed it out and the Epilog system was the better choice. I have never regretted purchasing it."

"Aside from seeing the small laser engraving kiosk in the mall, we had no background in laser engraving and cutting," Kelly tells us. "I had never really thought too much about it, but one night a product information pack from one of my online magazines came and I started clicking. Soon after a package from Epilog Laser came and as soon as I saw the material list and samples I was hooked. I started asking some of my customers and friends if they would want to have any work done if I were to purchase a laser and they all said yes. Additionally, a friend of my mom's had an Epilog and it came highly recommended by her as well."

Kelly tells us the features he was looking for most in an engraving system included being able to work with a variety of materials and the ability to expand his product line.

"We work primarily with acrylic and wood," Kelly said, "and the laser is great for when I need to create a template of something."

(Continued Pg. 2)



Stainless Steel Wedding Cake Knife and Server



Epilog Laser Clinics

Featuring Mike Dean of Epilog Laser and Mike Fruciano of LaserBits, these exciting clinics are ideal for both beginner and advanced learners. They are designed with a project oriented feel that is perfect for any laser user, or anyone interested in lasers. ARA certification enrollees who attend Epilog Laser clinics, including those held in conjunction with LaserBits, and any others including educational sessions presented by Mike Dean are eligible for up to .8 ARA CEU credits. We update our educational clinics regularly, so visit epiloglaser.com/educational_clinics.htm for updated dates and venues.

Location	Sponsor	Venue	Phone	Date
St. Louis, MO	Prism Sales	Holiday Inn Express 13735 Riverport Drive, Maryland Heights, MO 63043	P: 816-331-1206	May 11 & 12
Stamford, CT	Epilog Lasers of New England	Stamford Plaza Hotel 2701 Summer St, Stamford, CT 06905	P: 203-405-1124	July 13 & 14
Birmingham, AL	RS Digital & Laser	Venue TBD	P: 423-847-9869	July 27 & 28
Buffalo/Niagara Falls	Class Act Engraving	Venue TBD	P: 716-984-7321	Aug. 17 & 18
Boston	Northeast Engravers Supply	Venue TBD	P: 781-275-7893	Oct. 12 & 13
Seattle/Tacoma	Northwest Laser Systems	Venue TBD	P: 877-623-1342	Nov. 2 & 3

Kelly explains that incorporating the laser system has helped grow the business dramatically.

"We started as a sign company and have slowly grown into a full service company, providing the big island of Hawaii with signs, banners, magnetics, office lettering, boat/vehicle lettering, decals, laser engraving, glass etching, screen printing, promotional items and so much more."

Not only has his Epilog Laser system enhanced his business, but also the businesses of Kelly's associates as well. "I've started laser cutting letters for another sign shop owner whose CNC router can't cut that small and he loves it!

"I've also done lettering for a parade float that won first place, detailed urns, napkin holders, clock faces, wine glasses, wedding knife sets and a lot more. The sky really is the limit when you're talking engraving," Kelly said.

While bringing in an Epilog Laser system has helped expand the business, it's also increased productivity at Aloha Signs Plus. "The laser has helped me to cut down on the time it takes to make a sign. I used to purchase the acrylic at a local glass shop, but now I can buy blank sheets and cut them to the size I need. It saves me about two days, so I can provide a faster turnaround time for my customers, and I can do all the engraving of signs for door name plates all in-house instead of outsourcing," Kelly tells us.

"By adding a laser machine my business is more and more of a one-stop-shop and I find that's what most of my customers are looking for."



Project Photos by Aloha Signs Plus.

Fans, Files and Other Resources

That's right, Epilog Laser has gone social! If you haven't had a chance to check out the Epilog Laser Fans Page on Facebook, you're truly missing out.

So what does the Epilog Laser Fans Page have to offer? File sharing – thanks to the helpful recommendations from our fans we've created a site where Epilog users can upload files so they are available for others to use and modify. Since our users post so many great pictures of their laser works, we wanted to be able to create a quick and easy way to share and access cool new projects. epilogfiles.com/facebook/

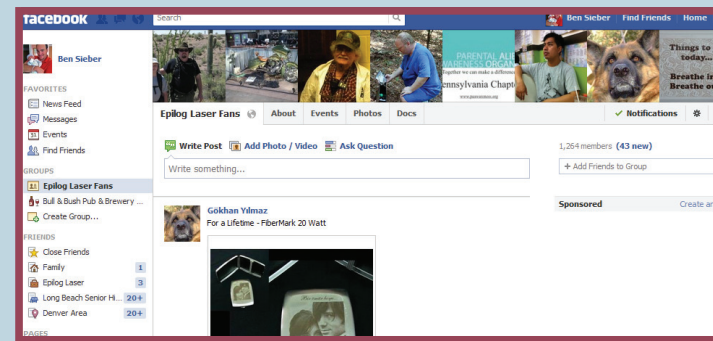
Tips and Tricks – having trouble using CerMark? Need help creating a shape in Corel? The fans page is full of seasoned laser users who are skilled in various design programs and more than willing to share their advice.

"Everyone is so helpful when you post for feedback and there are lots of great suggestions. Folks are willing to share their ideas, and everything is positive on here. There is just a lot of great creative talent going on," said Julie Anderson Michael, owner of Expressions n' More.

Support – from design help to machine help to general business support, the Epilog Laser Fans Page is a growing community (over 1200 members and counting!) of like-minded business owners and hobbyists who want to make the most of their laser system.

Terry Beauchamp, co-owner of Finishing Touch Wood Carvings tells us "the fans page has turned into friendships as well as sharing ideas and projects. From all the different levels of abilities that we bring to this site - everyone is willing to help one another accomplish a goal, share material finds (what works best), sources for materials, and program tutoring. I'm left with the feeling that everyone genuinely has a vested interest in seeing everyone succeed."

Ready to become a fan? Head on over to Facebook and search for "Epilog Laser Fans" or look for the "join our fans" button on our website!



Facebook Fans Page

Technical Library: Epilog's Tech Support Resources Improve with Online Knowledge Database

Providing top-notch technical support to customers has always been a priority for Epilog. Our new online knowledge base makes it even easier to find the answers you're looking for, from cleaning your optics to replacing a laser tube (and much more) the knowledge base features an assortment of technical and mechanical information on a variety of Epilog Laser systems.

Featuring 52 articles and counting, the knowledge base covers general questions, drivers and firmware, maintenance issues, troubleshooting, replacing parts and more.

Top-rated articles include:

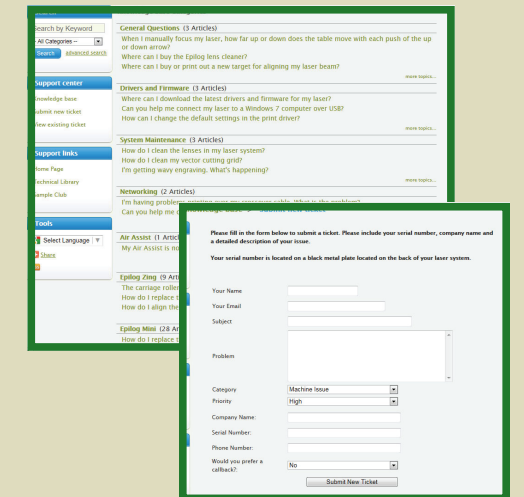
- Cleaning the X-Axis Linear Encoder
- How to Set the Default Settings in the Print Driver
- How to Install / Troubleshoot a USB Connection over Windows 7

Have a question or need information not in the knowledge base? You can easily submit a ticket to our technical support department to have someone contact you. Just provide your contact information, machine serial number and your issue or question and our team will help you resolve it. As more tickets are answered, we'll update the knowledge base with the most up-to-date resources.

Where do you find the Knowledge Base? It's under the "Tech Support" tab on www.epiloglaser.com. From there you can browse by most recent articles, most popular articles, top-rated articles, search for a solution, or submit a ticket of your own.

Visit the Knowledge Database at epiloglaser.com/tl-knowledge-base.htm

Knowledge Database



Submit a Support Ticket

Sample Club: Laser Engraved Glass Candle Holders

Summer's on the way and what better way to get into the season than with these garden candle holders? Available in an array of bright colors, these holders add fun and flair to any outdoor gathering.

Materials:

- Glass candle holders (purchased from Hobby Lobby)
- Needle nose pliers
- Rotary attachment accessory

We'll start with preparing the glass holders for engraving.

The hanging wire on the pieces is very flexible. Take a pair of needle nose pliers and carefully loosen one side of the ring and slip it over the top.

Now it's time to engrave. Start by removing the task plate and crumb table (if applicable) and inserting the rotary attachment. Plug the attachment into the machine and then restart it.

Clip the glass holder to the rotary attachment and send the job to the laser! It's that easy.

For complete instructions and to download the sample file visit epiloglaser.com/sc-glass-candle-holder.htm



Consult your owner's manual for the proper speed and power settings for your system.

We used a 40-watt Mini 24 with the following settings:

Raster speed: 30%
Raster power: 65%
DPI: 400

ENGRAVING | CUTTING | MARKING

For more technical articles and sample downloads, visit our web site at www.epiloglaser.com