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**Inside:**

- Twin Whistle Sign and Kit Co. expands their market with an Epilog Laser System.
- Epilog Laser customer, Terry Beauchamp, shows how to create a Quilter's Box with veneer inlays.
- Epilog Laser Receives 2012 North American Customer Value Enhancement Award.
- A collection of upcoming clinics featuring Mike Dean of Epilog Laser and Mike Fruciano of LaserBits.

Location	Sponsor	Venue	Phone	Date
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	Ramada Hotel & Conference Center 2402 North Forest Rd. Getzville NY, 14068	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

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](http://epiloglaser.com/educational_clinics.htm) for updated dates and venues.

**Epilog Laser Clinics Featuring LaserBits**



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# Laser FOCUS

2<sup>ND</sup> QUARTER 2012

**WEB UPDATES**

**News:**

**Epilog Hosts Interactive Webinar on Laser Marking in Today's Manufacturing World.**  
[epiloglaser.com/news-epilog-webinar.htm](http://epiloglaser.com/news-epilog-webinar.htm)

**Sample Club:**

**Engraved ID/iPhone Case**  
[epiloglaser.com/sc-id-case.htm](http://epiloglaser.com/sc-id-case.htm)

**Technical Library:**

**Setting Hairline as Default Line Width in Corel X6.**  
[epiloglaser.com/tl-hairline-x6.htm](http://epiloglaser.com/tl-hairline-x6.htm)

**Sample Club:**

**Engraved Fabric Gift Wrap.**  
[epiloglaser.com/sc-fabric-gift-wrap.htm](http://epiloglaser.com/sc-fabric-gift-wrap.htm)

## Twin Whistle Sign & Kit Co. Utilizes Epilog Laser System to Expand Market

**Laser technology combined with design talent equals more capabilities and markets served.**

In business for the past two decades, Twin Whistle Sign & Kit Co. knows a thing or two about providing high-quality results for customers. Since 1992, the company has specialized in building manufactured products for hobbyists, collectors and model railroaders.

Allen Goethe, Twin Whistle founder and co-owner, tells us that "Approximately four and a half years ago, we were using a small laser company for the firehouse and garage doors for our kits and models. We needed a rush job done. When the package of parts finally arrived, the quality of work was terrible, and it was expensive! We didn't accept the work and sent everything back. Since I was doing design work at that time anyway, it began to make sense to begin to look around for our own laser system."

When it came to features and benefits, Allen said the primary thing he and his wife were looking for was a sense of control over the laser engraving and cutting process. "I also wanted a system that could be easily maintained, was dependable, and offered wide choices of engraving and cutting capabilities such as rotary engraving, pattern enhancement, software package compatibility, and things like that," he said.

Allen said the support he received from Epilog Laser was a key driver in his decision to purchase a machine. "Epilog has a great reputation for supporting its customers. My local representative, Roy Hatley, did an excellent job of helping me choose the right system for my needs. At no point was there any pressure to get the sale and I respected that. It told me a lot about the company in general."

The Goethes use the laser to cut styrene, various woods, leather, paper, cardstock, and engrave different types of metal. One of their biggest and most recent projects includes a Charlotte, NC, South Railroad Depot made of acrylic and birch, as well as an engraving for Model Building Services in

Lexington, MA. Other projects have included a series of New York firehouses, which have been featured on [fireengines.net](http://fireengines.net), and in various magazines (Hobby Merchandiser, S Gaugian and O Scale Railroadng).

By incorporating laser engraving and cutting machinery, Allen tells us Twin Whistle has been able to expand and branch out into several new markets. "We provide custom engraving services for local trophy companies and we are also designing acrylic and wooden trophies that are cost-effective and easily produced. Wedding engravings have also become a consistently bigger market for us, and the miniature market continues to grow as well," Allen said. "Combining the Epilog Laser capabilities with our design experience has definitely been profitable for us."



Model firehouse created using an Epilog Laser



# Customer Submitted Tutorial: VENEER INLAY QUILTER'S BOX

by Terry Beauchamp

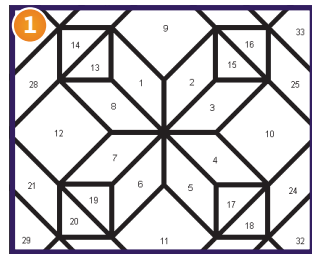


This how-to article was submitted by Epilog Laser customer Terry Beauchamp, co-owner of Finishing Touch Wood Carvings. Terry and her husband Steve are exceptionally skilled at creating beautiful and unique custom inlay projects, and were gracious enough to share their wisdom with us in this inlay tutorial.

## CHOOSING YOUR GRAPHIC

Terry tells us it starts with an idea and a little computer know how.

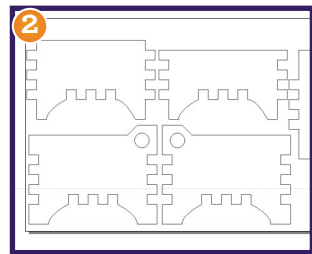
Once you find your graphic you'll need to convert it into a useable form and clean it up so you will be able to break it apart or ungroup it later for the inlay.



## OPEN BOX TO CorelDRAW

Open the box pattern in CorelDRAW

(To download this pattern go to: [epiloglaser.com/sc\\_musicbox.htm](http://epiloglaser.com/sc_musicbox.htm))

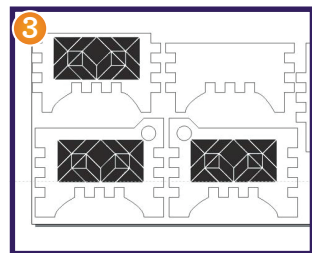


## ADDING GRAPHICS TO BOX

Import the graphics you want to use and scale the size to fit the box.

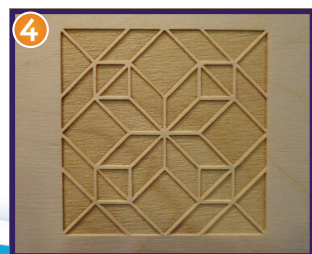
At this point, your layout is done and you are ready to run ONLY the raster portion of this job.

(Download the quilter's box pattern at: [epiloglaser.com/sc-inlay.htm](http://epiloglaser.com/sc-inlay.htm))



## RASTER YOUR WORK

Terry recommends running this two or three times to create enough depth needed for the veneer for the inlay. Use the settings that are right for your machine and wattage.



## CHOOSING THE VENEER

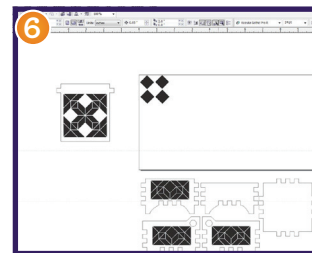
Veneers are very thin sheets of wood and come in many sizes and colors. Some come with paper backs or adhesive backs (like peel and stick); however, Terry simply used plain wood veneer for this project.



## VECTOR CUTTING THE VENEER

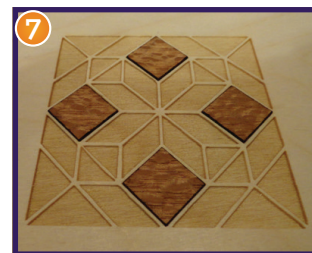
Drag all the boxes off to the side of your work surface. This is where you ungroup your pattern, so you can select one piece at a time.

As you can see there are now four squares on the work surface, because they will be cut from the same veneer.



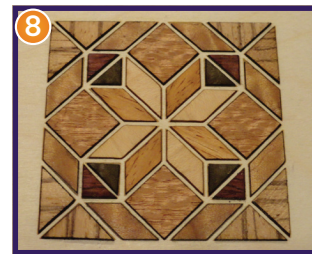
## FIRST PIECES CUT AND IN PLACE

Prior to gluing your first pieces, you may want to insert them first to ensure you're happy with the placement and fit. If your fit is really close, but not quite close enough you can do one of two things: 1) rerun the piece over again or 2) after all the pieces are glued in place and sanded, use wood filler.



## VECTORING AND FINISHING

Set your veneer in your laser with the stripes running from the top to the bottom. In CorelDRAW when you add the triangles, turn the shapes so the bottom of the triangle is at the top and your point is pointing to the bottom. Now on to gluing...



## GLUE

Use a fast-drying cyanoacrylate glue. You have to hold the piece in place for about 30 seconds before it sets. It's also gap filling, which is helpful. Careful not to glue your fingers together or to your cut pieces!



## SANDING

Sand the veneers flush with the project board. At this time, check the veneers for a ny chip outs as well as any glue failures.

If you want, now is the time to use wood filler, let it dry and sand.



## CHOOSE YOUR WOOD SPRAY FINISH

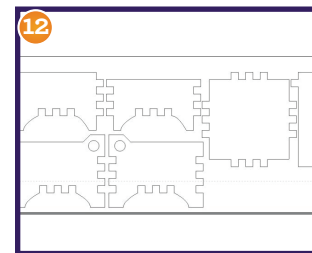
Terry prefers to do the finish before she cuts out the box, because it makes for easier clean up. You can already see the colors starting to pop!

Also, take the time to finish the back side so the inside of the box is also finished.



## OPEN THE MASTER BOX LAYOUT

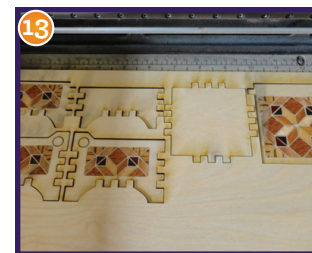
To make this very easy – open the Master Box Layout and use this for your vector cutting. If you want to use the file with your patterned box layout, remember to select only the outer lines you want to cut.



## VECTOR CUTTING OUT THE BOX

Now it is time to cut out the box. For this step you'll need to check for the correct settings for your laser and wattage.

After a little touch up, we are now ready to glue our box together.

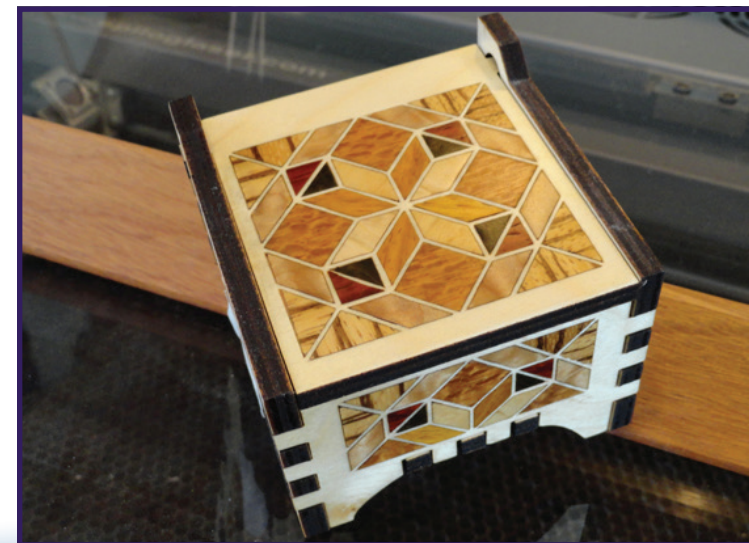


## THE FINISHED QUILTER'S BOX

Below is the finished product! Thank you so much to Terry Beauchamp for sharing this wonderful creation with our customers!

To download the tutorial PDF visit: [www.epiloglaser.com/tl-wood-inlay.htm](http://www.epiloglaser.com/tl-wood-inlay.htm)

To learn more from users like Terry, visit our Facebook fans link on our home page.



## Epilog Laser Receives 2012 North American Customer Value Enhancement Award from Frost & Sullivan

*Trend set by Epilog clearly outlines its meticulous nature in understanding and addressing market needs.*

Epilog Laser, the leading producer of CO2 and fiber laser systems, recently announced the company has received the 2012 North American Customer Value Enhancement Award from Frost & Sullivan.

"Epilog Laser is one of the leading supplier's in the laser marking and engraving market space," said Muthuraman Ramasamy, industry analyst and team leader at Frost & Sullivan. "With a deep understanding of customer requirements, its technology, coupled with customer innovation, is helping the company build a powerful reputation among existing as well as start-up end users. Its core success lies in combining creativity, innovation, customer knowledge, and experience in the industry."

"We're so pleased to receive such an award from Frost & Sullivan," said Mike Dean, vice president of sales and marketing for Epilog Laser. "The fact that we are being recognized for proactively creating value for our customers with a focus on improving the return on the investment that they make in our products is truly an honor."

Ramasamy added: "This Award recognizes Epilog's inordinate focus on enhancing the value that its customers receive, beyond simply good customer service, leading to improved customer retention and, ultimately, customer base expansion."

## About Frost & Sullivan

Frost & Sullivan, the Growth Partnership Company, enables clients to accelerate growth and achieve best-in-class positions in growth, innovation and leadership. The company's Growth Partnership Service provides the CEO and the CEO's Growth Team with disciplined research and best-practice models to drive the generation, evaluation and implementation of powerful growth strategies. Frost & Sullivan leverages 50 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from more than 40 offices on six continents.