



16371 Table Mountain Parkway
Golden, CO 80403
www.epiloglaser.com

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Laser FOCUS

4TH QUARTER 2013

WEB UPDATES

Company News:

Epilog Laser Launches New Fusion 40 Laser System
epiloglaser.com/news-fusion-40.htm

Sample Club:

Custom Bamboo iPad Cover
epiloglaser.com/sc-bamboo-ipad-case.htm

Technical Library:

Manipulating Clip Art in CorelDRAW
epiloglaser.com/tl-clipart.htm

Company News:

Jackson & Associates Receives 2013 Best of Gainesville Award
epiloglaser.com/news-jackson-award.htm



Iron Horse Engraving Creating Popular Railroad Kits and Models with an Epilog Laser

Thanks to John Pletcher's background in engineering and technical projects, he was well-versed in laser applications before starting his business, Iron Horse Engraving, back in 2011. Created as a part-time side business, in the last six months John has transformed his venture into a booming engraving business that is a huge hit with customers.

John came from a forest product background where he served in an engineering role for industrial employers ranging from custom yacht to large kitchen cabinet manufacturers. For the past 15 years he participated in a technical outreach program called PennTAP at Penn State University. Here he assisted the forest product industry through trouble shooting problems, process improvements and researching new technology. The research John performed in this position served as his introduction to laser engraving, cutting and marking technology.

"In 1987 I had the chance to tour a facility making engraved wooden plaques," John tells us. "I recall large, bulky equipment that required metal templates being made by an acid wash process in advance, then laid on the wood and passed through the laser multiple times."

Then around 1993, John observed research being done with 1000 watt industrial lasers to cut nested wood parts for furniture manufacturing. The focus of the research was to improve rough mill yields, which it did significantly, but processing times were still excessively long.

It wasn't until 2005 that John would encounter laser technology that he could successfully use for his business ideas.

"About seven years ago I was asked to research laser

engraving technology for several clients and was highly impressed at how the technology had evolved since I had seen laser engraving processes in the late 1980s," John said. "Seeing how the equipment had shrunk in size over the years and with prices that were within reach, I thought this would make a nice side business I could launch from home. Then, in 2010, John attended the Great Lakes Engraving Conference, hosted by Class Act Engraving.

"The conference gave me the opportunity to glean more information from focused workshops, as well as speak with users of laser systems and manufacturing representatives. After assisting many small businesses over the years, the timing seemed right to start one of my own using a laser system from Epilog."

When it came time to determine the laser features John needed most, his needs were simple: "A machine that would be durable, reliable day in and day out and, when needed, be supported by a company who stands behind what they make 110 percent," he said.

"The initial process started with the prompt and courteous response from Jeff Aichinger of Class Act Engraving, Epilog's representative in upstate New York," John began. "When I was initially researching laser



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For more information and to register, contact Engraving Concepts at 817-460-8122.

Engraving Concepts also hosts a special Users' Clinic and Corel Basics Seminar. Saturday you can visit the showroom to ask questions, visit with staff and find some new ideas. On the second Monday of the month visit the offices of Engraving Concepts every second Monday or third Saturday of the month for special open house activities. On

Texas Open House Presented by Engraving Concepts

Location	Venue	Date	Cost
NBM Arlington Arlington, TX	Arlington Convention Center	March 6, 2014 9 - 10:30a.m.	Free with NBM Show registration
NBM Los Angeles Los Angeles, CA	Los Angeles Convention Center - West Hall A	January 9, 2014 9 - 10:30a.m.	Free with NBM Show registration

Getting the Most from Your Investment: Laser Tips, Tricks & Techniques - presented by Mike Dean of Epilog Laser! Laser Industry expert Mike Dean will be providing an in-depth look at lasers, laser processing and how you can bring this technology into your business and create real success. Visit <http://thenbmshow.com/> to learn more about all of their educational events.

NBM Show Educational Opportunities

We're currently working on the 2014 schedule of Epilog Laser Clinics featuring LaserBites. We'll post the final schedule at www.epiloglaser.com/educational_clinics, so check back often!

Epilog Laser Clinics Featuring LaserBites



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Iron Horse Engraving Creating Popular Railroad Kits and Models with an Epilog Laser

engraving equipment for clients, I naturally placed inquiries with all the manufacturers at the same time. Jeff responded almost immediately and I didn't hear from any of the others until well after Jeff had reached out to me and conducted onsite equipment demonstrations."

After the demonstrations, John continued his laser research by learning more about the industry in general. "When I decided to purchase a laser engraving machine for myself, I first attended the Great Lakes Engraving Conference to research the industry further, then worked through Jeff to obtain my first laser. I started with a used 50-watt Mini 24. After recently upgrading to a newer 50-watt Helix, I haven't looked back."

In addition to the myriad of applications John performs with the laser, he tells us "whenever I had an issue that needed to be addressed, Epilog was there and I was up and running immediately. To me it's important to have the backing of the manufacturer after the sale."

Considering John's background was in the forest products industry, naturally, the majority of the products he makes come from wood. Also, he chose the name "Iron Horse" to convey his propensity to create stunning railroad and model-train related items.

"Some of my earlier products were custom wooden oval train signs done for Dechant's Railroad Express," John said. "I also do custom train signs that utilize select pictures engraved into the wooden signs."



Because of his creative designs and laser-precise product offerings, John has recently been selected by Union Pacific Railroad to produce their herald of arms in contrasting wood, as well as heralds of other railroads under their umbrella.

"I also have been licensed by CSX Railroad to do the same with herald trademarks under them," John shared. "Based on feedback from recent model train shows, I am also making furniture grade full-sized replicas of locomotive builder and boiler plates in contrasting wood."

John tells us that his Epilog system has played a large role in the success of his business. "I like how flexible the machines are," he began. "Even though most of my work involves wood, I can be marking bottles and glassware in a matter of minutes. The flexibility makes it easy to respond quickly to requests for custom engraving and cutting jobs now that my name is getting out. It's nice to know the limitation to what you can do is only your imagination and not the equipment used to achieve it."

Approaching his third year in business, John isn't shy about sharing his advice to new and potential laser owners. "Go with the largest platform you can afford," he advises. "If the need arises later down the road, it's easier and more cost effective to up-grade the machine with a higher power laser tube."

Additionally, I can't stress enough the importance of dealing with a company that stands behind their products. When I'm ready to upgrade again and/or purchase another laser, I will be dealing with Epilog."

Tech Library: Create a Custom Template for an iPad Air A detailed guide to creating custom templates

The new iPad Air is a hit with consumers and so is customizing it! Gadget customization, or as we like to call them, "tech tattoos", are wildly popular and fairly easy to do. If your design vision consists of a graphic that covers an entire side of your gadget, it is crucial to create a template to avoid engraving over undesired areas.

Follow these step-by-step instructions to create quality templates that will ensure professional results on all of your electronic engravings.



- Materials:**
- iPad Air (or other device)
 - Scanner
 - CorelDRAW

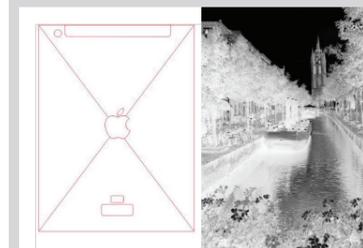
File Download :
www.epiloglaser.com/downloads/sample_club/sc-ipad-air.cdr
Open the file in CorelDraw 10 or later

Start by taking a scan of the device and import the image into CorelDRAW. Take proper measurements and scale your image to be sure your template matches the size of your gadget.



Determine which areas of the object you would like to avoid - such as logos, camera lenses, and text. Create shapes around the features you wish to avoid. Use the Bézier tool to create a path around more intricate areas.

Tip: Hitting the F10 key will allow you to quickly access the Shape Tool. Use this tool to adjust the handles on your path.



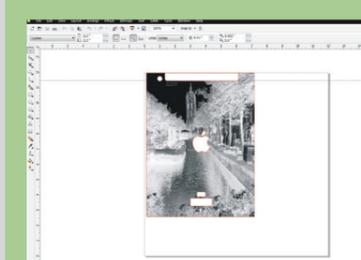
Once you have outlined your template, place a white fill in the shapes you wish to avoid with the laser. Then PowerClip your graphic inside the main shape. To do this, right click your photo or graphic and select PowerClip Inside. Simply click on the desired path using the arrow and it will fill the shape with your graphic. Your graphic is now ready to print!

For more details and to download files, visit:
www.epiloglaser.com/tl-template.htm

Sample Club: Engrave a Photograph on an iPad Air Customize your gadgets with an Epilog

Here we'll walk you through the steps of customizing this new iPad Air with a picturesque photo from The Netherlands (taken by Epilog's Director of Marketing, James Stanaway!)

Whether you use this photograph, one of your own, or one submitted by a customer, this is a stunning example of the intricate engraving work Epilog laser systems are capable of.



- Materials:**
- iPad Air
 - Photograph (optional)
 - An Epilog Laser system

Files:
www.epiloglaser.com/downloads/sample_club/sc-ipad-air.cdr
Open the file in CorelDraw 10 or later

First, import the file you wish to engrave. If you're using the Epilog-supplied photograph, open the file and modify as necessary. When you're done, send the job to the laser.



Tip: For best results, select the "Bottom-Up" engraving option and Stucki dithering pattern. Engraving from the bottom up helps ensure any engraving debris/residue is pulled up and out of the machine and not settling back in over engraved areas.

Next, place the iPad in the system. Here we used spacers between the item and the rulers to ensure proper alignment while allowing room for run-off (bleed.) Set the focus and press "GO!"



Tip: To ensure a flawless alignment, send a vector outline of the Apple logo to the system. Run the job with the door ajar and utilize the Red Dot Pointer. This will allow you to visualize your alignment without making a mark. Make adjustments if necessary.

For more details and to download files, visit:
www.epiloglaser.com/sc-ipad-air.htm



Epilog Laser Releases First Ever Mac®-Compatible Laser System Driver for Fusion Laser System Mac users can access Fusion Laser Dashboard & much more without using Parallels® or PC

Epilog Laser is excited to announce that we have developed a Mac driver for the Fusion Laser Series. Epilog is the first laser system manufacturer to make this technology available to customers and users.

"So many of our users are designers and engineers who are accustomed to the Mac operating system for their day-to-day activities, so we are thrilled to be able to provide this new platform for them to access our systems from the computers they already know and love," said Mike Dean, vice-president of sales and marketing for Epilog Laser.

This is the first-ever driver created for Mac users that allows operators to control the laser and perform applications from the computer.

"When Epilog first got in into this business, PCs were the standard with the majority of our customers," Dean said. "As we've grown and evolved we've learned so many of our laser operators utilize the Mac platform, so we are very excited to offer these users seamless access to the Fusion lasers."



To learn more and download the beta Mac driver for the Epilog Fusion Laser Series and to see a video of the Fusion engraving an iPad Air with the new driver, visit:
www.epiloglaser.com/epilog-mac-driver.htm