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Laser FOCUS

4TH QUARTER 2009

WEB UPDATES

- **Sample Club: Thank You Cards** This laser engraved and cut gift is perfect for any occasion. www.epiloglaser.com/sc_ty_cards.htm
- **News: Epilog Laser Ranks Fourth in Best Places to Work Competition.** www.epiloglaser.com/news_dbj_win_09.htm
- **News: Epilog Releases 64-bit Driver.** www.epiloglaser.com/news_64_bit.htm
- **Educational Clinics: The ABC's of Laser Metal Marking** www.epiloglaser.com/educational_clinics.htm

Instrument Customization Hits the Right Note with Customers

Blue Dragon's laser engraver introduces them to the profitability of mandolin and other musical instrument customization.

From hammer dulcimers to pick guards to acoustic and electric mandolins, Blue Dragon LLC, has created a name for itself by offering custom instrument engraving to customers all over the map.

In business since 2005, the company started by offering customization on more traditional items such as glassware, coasters and gun stocks, but recently Blue Dragon owners Peter Gnauck and his son Trevor have branched out into the world of instrument engraving, and they've created several stunning pieces along the way.

Peter and Trevor originally wanted to purchase laser engraving equipment to accent Peter's woodworking hobby, but when they saw a laser system in action, they began to envision endless possibilities.

"After seeing a demonstration of the equipment, we quickly saw the potential for engraving and cutting so many other things," Trevor said. "We were certain we could start a part-time operation utilizing the laser and eventually turn it into a full-time laser engraving and cutting business.

"We really had no background in the industry," said Trevor, "but we knew we needed equipment that was easy-to-use, something that wouldn't take forever to get up and running, and most importantly, something that was going to produce the very best results.

"We performed a lot of research on different laser manufacturers, but after meeting with another Epilog owner, learning how easy-to-use the equipment is, discovering how

continued on next page ...



Epilog Completes Production on Record Order for Tagworks, LLC.

New Customer's 563 Laser Unit Order Largest in Industry History

Epilog is thrilled to announce that we've recently completed production on a record-breaking order of 563 laser units from pet accessory supplier Tagworks, LLC. The 563-unit order was the initial installment of a total of 818 lasers ordered by Tagworks for use in the world's first consumer-operated laser kiosk used to engrave designer pet ID tags, which are currently being installed in PetSmart stores across the country.

As the exclusive laser supplier to Tagworks, Epilog is producing a customized derivative of the Zing 16 Laser platform that the two companies created together. The design couples Tagworks' patent-pending mechanical features and Epilog's powerful systems to create the required consumer-friendly format that provides for the simple loading of Tagworks' proprietary design ID tags into the laser for engraving.

"We're thrilled Tagworks selected Epilog as the laser system provider for these inventive kiosks that provide such a practical service for pet owners everywhere," said Mike Dean, director of sales and marketing for Epilog Laser. "We're honored to receive the Supplier of the Year Award, and we're proud to be working with Tagworks on such an exciting project."

Tagworks is based in Tempe, Ariz., and markets innovative pet products based on their patent-pending laser kiosk approach that engraves designer pet tags.



many materials it could work with, and actually seeing the engraving and cutting results, there was just no doubt Epilog was the best system to meet our needs.”

While concentrating on getting their business up and running, Blue Dragon began experimenting with other products and materials that would help them expand their product offerings. Their venture into musical instrument engraving began with a single mandolin.

“It started with an acoustic mandolin,” Trevor tells us, “and with the help of the Epilog system, we actually built the whole thing from scratch. Knowing what the Epilog equipment was capable of, we decided to use the laser to aid in both cutting pieces for the mandolin, as well as creating some very intricate inlay work,” Trevor said. “We also used the laser to cut the sound hole and head plate, fret board, back of the neck and the body of the mandolin. On subsequent mandolins we have also used it to mark for the frets and cut the top and back plates of the body. Our Epilog system is truly vital for nearly all the work we do on musical instruments.”

With such spectacular results, Blue Dragon has high hopes for future instrument engravings. “So far we have used the laser for an acoustic mandolin, three electric mandolins, two octave mandolins, pick guards, and a hammer dulcimer,” Trevor explains. “We hope in the future to provide services for other instrument makers and collectors, or just music fans wanting to make their instruments as unique as they are.

“Our Epilog system has allowed us to work on a wide variety of materials, and has enabled us to do everything from very unique and intricate designs on instruments to more traditional engravings on champagne glasses, coffee mugs and other gift items.”

For more information or to contact Blue Dragon LLC, visit www.bluedragonllc.com.

Sample Club: Gun Stock Carving with a Laser

An engraved checkering pattern on a gun stock makes a great customized gift for any gun or shooting enthusiast.

Here we'll walk you through the steps of creating this engraved gun stock.

Materials:

1 Stevens 311 Type 2 12GA Stock from Boyds' Gun Stock Industries, Inc.
Standard Bubble Level
Clay or Play-doh®
Manual Focus Gauge



To download the CorelDRAW file for this sample club visit www.epiloglaser.com/sc_gunstock.htm.

Start by securing your clay or Play-doh to the engraving table in the upper left corner. This will help secure the irregularly shaped gun stock to the table during the engraving.

Next, set the gun stock on the clay with the top edge parallel to the top ruler. Then push down lightly to stick the gun stock into place.

With the glass lid open (so the laser won't fire) push the Go button. While the Red Dot Pointer is tracing the shape of the engraving file on the stock, check to see that it is in the correct position. If the positioning doesn't appear properly placed, reposition the stock and run the trace line again until it is where you want to engrave your image.

Now that the gun stock is positioned correctly, place your bubble level on the stock. Then based on the location of the bubble in the level, push down on either the right or left side of the gun stock to until the stock is level. Then remove the level.

Instructions continued online ...

For complete instructions visit www.epiloglaser.com/sc_gunstock.htm

Technical Library: Setting up a Gun Stock for 3D Engraving

Engraving an irregular or curved object, like a gun stock, can be quite challenging. We're going to show you a few different techniques and CorelDRAW tools that will make the task of engraving on a curved surface much easier.

In this exercise, we'll be demonstrating how to set up a gun stock for 3D engraving using CorelDRAW X4.

The file that was created in this exercise can be downloaded at www.epiloglaser.com/tl_gunstock_setup.htm

Start by looking at the gun stock from the butt end and on its side. Approximate the center point of the curve and place a dot of putty or tape at this point.

Next, using a ruler, measure 1/8" from the top edge of the gun stock and place another dot of putty or tape.

Using your ruler again, place the top edge over your dot. Where the ruler meets the edge of the stock, put two dots approximately 1/2" in on the wood surface of the gun stock.

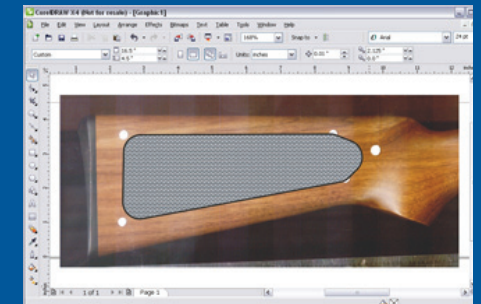
Viewing the gun stock on its side, place a dot 6.5" from the bottom mark, then measure .75" up from the bottom of the stock and place a dot. Now do the same from the top mark and place a dot.

For the last dot, measure 1.25" from the center of the two previous dots.

Now that you've marked the gun stock with the bounds for the engraving area you're ready to move into CorelDRAW.

Instructions continued online...

To view the entire Technical Library article online go to www.epiloglaser.com/tl_gunstock_setup.htm



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