



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

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3RD QUARTER 2015

Web Updates

Company News:
#1 Best Place to Work in Denver
epiloglaser.com/home/pr/2015-bptw-win.htm

Sample Club:
Laser Cut/Engraved Wine Charms
epiloglaser.com/resources/sample-club/wine-charms.htm

Company News:
Epilog Challenge Hosted on Instructables
epiloglaser.com/home/pr/epilog-challenge-7.htm

Sample Club:
Customize Fleece Jackets with a Laser
epiloglaser.com/resources/sample-club/fleece-jacket.htm

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Laser Technology Takes Eternity Creations from Part-Time Hobby to Full Time Business

Cody and Janna Stewart, owners of Eternity Creations, were introduced to Epilog's laser technology back in 2003, and for the past 13 years they have traveled an exciting road to get to where they are today. Named the 2014-2015 Awards and Personalization Association Small Business Retailer of the Year, Eternity Creations embraces technology and a can-do attitude that keeps customers coming back again and again.

"A friend of ours had bought an Epilog to use in a home-based business, and I simply fell in love with the technology," Cody tells us. "In October 2003, my wife (Janna), our daughter (Kalan), and I decided to start a little business - more of a hobby, really - selling awards out of catalogs, letting our friend do all of the engraving. That worked pretty well for a little while, but we soon saw that we could make a little money - and have a lot of fun - by having a laser of our own."

After much discussion, in February of 2004, Cody and his wife chose to buy their first laser, a 35W Epilog Legend 24TT. The initial install took place in a local florist shop in Sulphur Springs, Texas, that is owned by Cody's family.

"Setting up the laser in the flower shop really got the ball rolling," Cody tells us. "Virtually every customer who came into the florist was introduced to our work, so we got a good bit of exposure in a short time. Since I still worked full-time in corporate America, running Eternity Creations was very much a part-time gig for me. We plugged along like this for a year or so, consistently

growing our customer base until it was taking up almost as much time as my paying job."

In 2006, Cody was suddenly laid off from his full-time job.

"This was a huge blessing in disguise, since it gave me the push I needed to turn our little engraving 'hobby' into a full-time business," Cody said. "We soon found a nice, 1,500-square-foot storefront location that we knew would suit our business well, and that opened a new and exciting chapter in our lives. Since that time, we have doubled our space and have invested in other equipment including an Epilog Helix."

Cody tells us around the time they were moving into their new storefront location, the bulk of their work was in the awards industry, and a big portion of that were school-related athletic and academic awards.

"Over the next several years, we saw a shift in sales toward industrial applications, and today our mix of awards and industrial engraving is roughly 50/50."



(Continued pg. 2)

For reservations and more information, call 817.460.8122 or email lynnette@engravingconcepts.com.

- Arlington, TX: Nov. 21 - Open House Activities
- Houston, TX: Nov. 28 - Open House Activities
- Arlington, TX: Nov. 9 - Corel Basics Seminar / Tech Talk
- Houston, TX: Nov. 16 - Corel Basics Seminar / Tech Talk

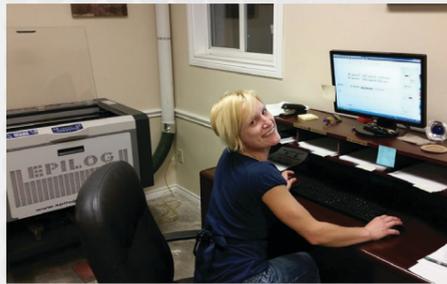
Texas Open House Presented by Engraving Concepts

Engraving Concepts in Arlington and Houston host monthly educational opportunities and open houses throughout the month. Check out the schedule of events below.



Continued...

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Before starting Eternity Creations, Cody and Janna did an extensive amount of research on laser equipment.

"We were very fortunate to be in Engraving Concepts' territory," said Cody. Engraving Concepts is a longtime distributor of Epilog's products with offices in Arlington and Houston, TX. "The team there spent a lot of time showing us different capabilities of Epilog systems," Cody tells us, "so I felt quite comfortable in buying our first system from them. Although I was still very much a novice, I knew that I had the benefit of their considerable expertise behind me, giving me the confidence I needed to tell my customers 'Yes, we can!' when they asked us to do work for them."

Cody explained that there were several features that were very important when it came to selecting their first laser system.

"A short list includes dependability, a big/deep table, high power, and simplicity of use," he said. "We found all of these elements in our Epilog systems. Just as important as the hardware features was support – both from our sales reps and from the factory."

In terms of getting up and running with the laser system, Cody tells us the initial learning curve was fairly easy.

"Our employees have also found the Epilog easy to operate after a short block of instruction. In fact, most employees have been up and running within a day or so. I believe that this is largely due to the simplicity of the print driver and the machine's control panel. Since we have the ability to save settings for different materials and applications within the driver, there's no guesswork in setting the speed and power levels."

In the past 13 years, Eternity Creations has done some amazing work.

"One job we're particularly proud of is a stainless steel manifold cover that was engraved with Cermark," Cody said, "which then went to the International Space Station! Another memorable job was engraving anodized aluminum pistol grips for a division of the Homeland Security SWAT team."

"The projects we sought out and accepted in the beginning were mostly geared toward using our Epilog to do the marking and decoration, so it's fair to say that the laser provided much of the foundation of our company," Cody said. "The versatility of this system has given us the ability to confidently accept challenges on a routine basis. Having this machine has opened up so many doors for our business!"

Epilog Laser Canada, ULC. Grand Opening

Epilog Laser is excited to announce the opening of Epilog Laser Canada, ULC., a wholly-owned subsidiary of Epilog Laser. The Canadian sales and support facility, located in Mississauga, Ontario, hosted an open house celebration Oct. 16 that included tours, demonstrations, a laser clinic and more!

"We're incredibly excited for this expansion," said Mike Dean, vice president of sales and marketing for Epilog Laser. "It's been in the works for quite some time and we're thrilled to be able bring a whole new level of service and support to our Canadian customer base."

Day-to-day operations at Epilog Laser Canada will be run by Terry Fix, sales manager, and Gilles Frenette, territory sales manager at Epilog Laser Canada. Fix and Frenette are both long-time laser professionals who are widely-known and respected throughout the industry.

"Not only does Epilog engineer and manufacture the most solid systems in the industry, their passion for customer service and laser education is the best," Frenette said. "I'm honored to be part of the Epilog Laser Canada team, and I look forward to working with new and existing customers here, as well as continuing to bring Epilog's legendary customer service to the Canadian market."

"I couldn't be happier to be part of this exciting development," Fix said. "Epilog Laser Canada will continue working diligently to provide above and beyond sales and support to our Canadian customers."

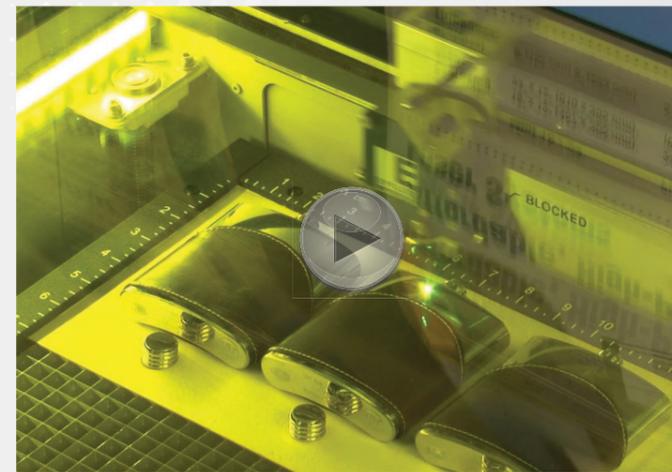


New Fusion M2 32 Video Demo: Introducing Advanced Dual-source Laser Technology

CO2 and fiber laser systems give designers, engineers, and manufacturers the ability to tackle a wide variety of marking, cutting, and engraving applications. Space and budget constraints, however, can make it difficult for some enterprises to incorporate both types of technology in an effective way. Dual-source laser technology - laser systems that incorporate CO2 as well as fiber laser capabilities - is fast becoming the preferred marking/cutting solution for today's manufacturer. In this presentation, viewers will discover a dual-source system that addresses virtually every application, from marking bare metals to cutting organic materials.

Key Take-Aways:

- Understand the differences between CO2 and fiber laser technology.
- Learn how dual-source laser technology combines both technologies in one system.
- Discover how Epilog's new Fusion M2 32 works - from job set up to completion - using a variety of substrates and popular applications as examples.
- Learn how dedicated optics, and a dedicated beam path for each laser source, helps simplify and streamline the M2's laser workflow.



Your vision combined with Epilog's power equals spectacular creations.

Epilog's new Fusion M2 32 performs both CO2 and fiber cutting/marketing applications quickly and seamlessly with laser precision - all from the convenience of one machine. Visit the link below to watch the video and learn more!



Learn more and watch the video here: www.epiloglaser.com/m2video

Sample Club: Laser Engraved World Map on Cork Panels

Producing a striking contrast when laser engraved, cork is a customer favorite for a variety of laser projects. Here we'll walk you through the steps of creating this multi-piece world map project that's been laser engraved on six cork tiles.



Materials List:

- Cork Tiles - We purchased ours from amazon.com
- An Epilog Laser System

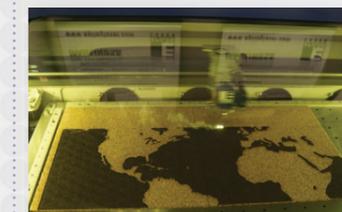


1) Open the file and adjust the print settings according to your lasers wattage. We used a 75-watt Fusion M2 32 with the following settings:

SP 100 / PWR 50 / DPI 600



2) Place two of the cork board squares in the system side by side to expedite the process. If you are using a Zing 16 or Mini 18 then engrave each square individually. Set the focus and press go!



3) Repeat the process with each tile of the design. When finished, simply hang the panels with the supplied adhesive strips. Depending on your design, you could use a greater or fewer number of tiles to create a custom wall panel of your own. The possibilities are endless!

For more information including material sources and downloads, visit www.epiloglaser.com/resources/sample-club/cork-tile-map.htm