Ashlar-Vellum Channel Partner Newsletter
February 2007

Arnold CAD Wins Channel Partner of the Year Again

Congratulations to Walter Arnold and Karl Gisler of Arnold CAD, named Ashlar-Vellum Channel Partner of the Year for the second time in a row. Arnold CAD is Ashlar-Vellum's distributor to German-speaking customers, primarily in Switzerland, Austria and Germany.

The award goes to Arnold CAD for many reasons, a few of which include:

• They were instrumental in getting Cobalt included in the design review of Jura Coffee System in the December 2006 issue of *Media Data Form Magazine*.
• The team supports their customers with a full training facility in Altdorf, Switzerland.

• They send a localized version of the User Newsletter to their customer base on a quarterly basis.
• In September they exhibited Ashlar-Vellum software at Switzerland's UR106 Exhibition.

• In late November they exhibited Ashlar-Vellum software at EuroMold 2006 in the Frankfurt Exhibition Center.
• Walter and Karl both participate actively on the beta forum helping to make sure our new products work properly.

Walter Arnold, Robert Bou, Julie Bou and Karl Gisler at EuroMold 2006 in Frankfurt.

Graphite v8 in Beta

Graphite v8 was released February 15th from the Software Development team to the Product Management and QA group for the first round of beta testing. Graphite's new features include:

• Mid-point Line Tool
• An Updated User Interface
• Resizable Dialog Boxes
• Tear-off Tool Palettes
• Dockable Tool Palettes
• Spacebar Pan
• Universal Binary Support for the Intel Mac (coming in SP1)
• Support for File Names Over 32 Characters Long
• AutoCAD 2007 DWG/DXF Support
• Direct, Multi-sheet PDF Creation with Optional Imbedded DXF Export (SP1)
• New Installer
• Pen Style Palette
• Eyedropper Tool
• Further User Interface Enhancements (SP1)

Cobalt and Xenon v8 Environment Map Movie

Have you seen the movie on environment mapping that was sent out to customers as this month's Feature Highlight/Progress Report for the upcoming Cobalt and Xenon v8? If not, go to http://ftp.ashlar.com/Movies/AV_DE3Dv8_Preview_RT_ENVMAP_070220.mov
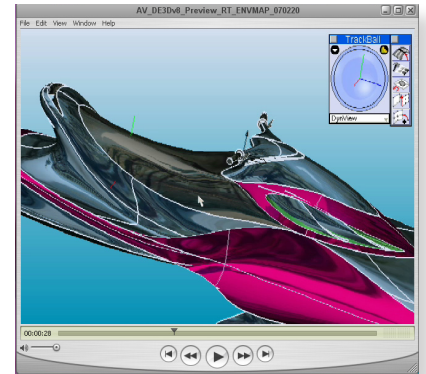
Environment maps provide interactive feedback on surface aesthetics. They are used to interactively evaluate curved surfaces in real-time rather than waiting for the scan-line rendering used in v7.

When using real-time environment mapping with complex modeling files, we recommend installing a medium- to high-performance workstation-class graphics subsystem.

Please note, that the movie was made using alpha v8 software and does not yet show the updated interface with the new icons that are coming in v8.

New Web Banner

The banner on the home page has been updated to feature the two Ashlar-Vellum users who won Good Design 2006 Awards from the Chicago Athenaeum. Cube Design won for the Breville Espresso System and Nelson Au for the Seagate Pocket Harddrive.

Ashlar-Vellum Users Win Good Design 2006 Awards

Congratulations to Graeme MacDonald and Nelson Au, whose designs have won awards presented by The Chicago Athenaeum.

Breville Espresso Maker
Designed by Graeme MacDonald, Cube Design

Seagate Pocket Harddrive
Designed by Nelson Au

Student v7 Codes Renewed

Emails were sent to v7 STU license holders asking them to reaffirm their student/instructor status to receive new registration codes for another year. Students and teachers of design must be currently participating in related design courses and not using the software to produce commercial work of any kind.

v7 SP2/SP3 Security Working

The new network-sniffing security built into the most recent v7 service pack releases is working. Last week a packaging company in Canada contacted Ashlar-Vellum Technical Support complaining that "all five of my users get the same error with the IP address." Our initial search revealed only one v7 license for this company. Further research revealed several additional v6 licenses under the name of a company they'd recently acquired. A quote to upgrade all to v8 has been sent out and a purchase order is in the works.

New Price Lists

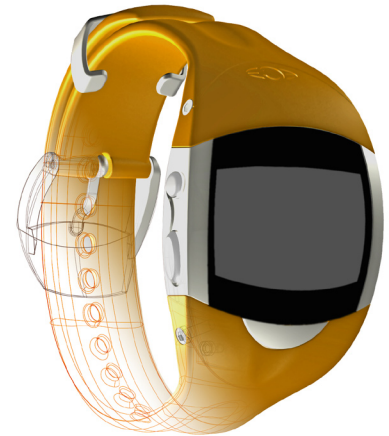New price lists reflecting v8 are in the works. Commercial, Academic/Charitable and Student/Teacher Unit price sheets are coming in both PDF and Excel spreadsheet format.
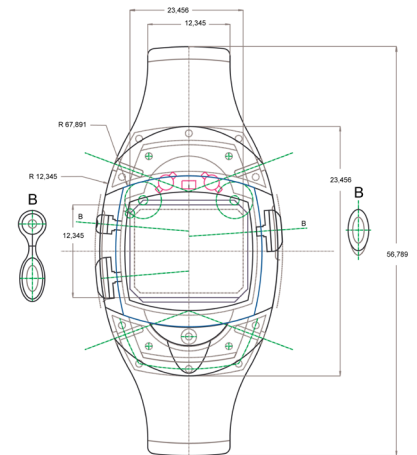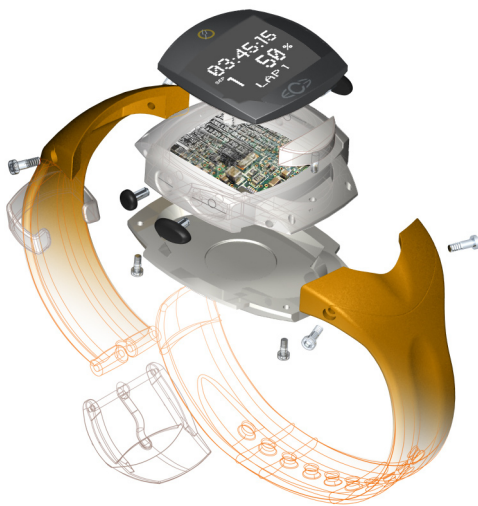
Updated Sales Handbooks will be coming in the spring. If you have suggestions for enhancing the handbook or making it easier to use, please send an email to Julie.bou@ashlar.com.

V8 Product and Spec Sheets

New product and specification sheets for Cobalt, Xenon, Argon and Graphite v8 are in progress. Both US Letter and A4 formats will be available soon in English. The product pages will be updated on the website and new web pages with the lists of specifications will be added.

All four products will feature drawings or models of Luc Heiligenstein's sport watch with other customer graphics and quotes included.

Graphite v7 SP3 Released

The free Service Pack 3 update to Graphite v7 was released for download in early February. Email notification was sent to all Graphite v7 customers as well as all Cobalt and Xenon v7 customers regarding their courtesy licenses. Service Pack 3 featured:

- Support for import of AutoCAD 2004, 2006 DXF/DWG
- New installer for easier checking of updates/patches
- Mouse scroll wheel support for zooming

CDs with Graphite v7 SP3 and Cobalt, Xenon and Argon v7 SP2 will soon be sent to customers with maintenance contracts or who have specifically purchased a CD.

New Success Story Coming

A new success story about Steve Holzgraefe, lighting design student at Minneapolis College of Art and Design is in the works. Look for it next month on the website under **Gallery>Success Stories**, as *Casting Light on Design for Manufacture*.

Successful Hearing In Japan

At the end of January, Robert Bou made a trip to Japan in advance of a hearing in defense of our intellectual property rights against Concept Technologies. In the hearing in early February, the Japanese courts asked each party to submit their source code for comparison. We view this as very positive because the source code will prove that Vellum 2.7 is the progenitor of the Japanese Vellum 3.0 and was not developed independently as Concept Technologies claims. We are confident that truth will win in the end.

Get Well Soon

Denise Bush, Ashlar-Vellum's part-time bookkeeper, is recovering at home after several surgeries stemming from a major car accident last month.

On wet roads in rush hour traffic, Denise missed the car in front of her but hit a tree head-on at 60 mph. Her left arm was broken in three places, her right knee and ankle shattered, and her left leg fractured. She has no head wounds nor internal injuries, however.

Denise is in good spirits and admits that she is "very blessed" to even be alive. Our thoughts and prayers are with her as she heals.

Wedding Bells

Congratulations to newlyweds Michael Dyrda and Maria Bondarenko. Michael and Maria met while working together at our Ashlar-Vellum Ukraine office. Both have been with us since shortly after the office first opened. Michael is a key member of our QA staff, while Maria does graphic design and leads our Digital Asset Management project. We wish them many years of great happiness together.

Congratulations Maria and Michael.