Ashlar-Vellum Channel Partner Newsletter
October 2008

New Cobalt & Xenon Pricing

With the world in economic crisis we feel that this is a strategic time to change our prices on new COM permanent licenses of Cobalt and Xenon. Graphite e-only goes down slightly and Argon stays the same.

Effective November 1st the prices for new units of Ashlar-Vellum COM software will be:

	e-only	full materials
Cobalt	$2995	$3095
Xenon	$2495	$2595
Graphite	$1395	$1495
Argon	$1195	$1295

ACO, STU and rental pricing will stay the same.

Most of the upgrades will stay the same with the exception of a few of the really big tickets like Argon v7 to Cobalt v8 at $4495, where it doesn't make sense to have an upgrade that is more expensive than the new list price.

The price of the Legacy upgrade (C6, Vel 3d, 2d, Draft) to Graphite v8 will change slightly to $695 e-only, $795 full materials.

There will be other adjustments as we work through the price lists, but this is the general idea.

So how do we handle those who purchase between now and then? Go ahead and quote the new prices. While we won't announce the new prices publicly until November 1st, you can start telling customers privately on the telephone. If someone complains about having bought at the higher price in the last 30 days, we'll work out a compensation using ASAP.

If you have questions about what an upgrade price might be, send an email to sales@ashlar.com and we'll help determine a quotable price that will be in the customer's benefit.

From now on we will lead with the e-only price and follow with the full materials price. New price lists are in the works. In the meantime refer to the attached Excel file.

Hot Patch 2 for Graphite

Look for the latest Hot Patch for Graphite v8 in the first half of November. This hot patch will feature:

- No SAVE demo mode without code.
- Further enhancements to PDF export.
- File preview in Finder and Windows Explore

ASHLAR·VELLUM™
Software that works the way you think.

Cobalt, Xenon & Argon v8 SP1 to Release

Look for the SP1 release of the 3D modeling software in the first half of November. This service pack features:

- Intel Mac optimization.
- Further updates to AutoCAD 2008 DXF/DWG.
- Further updates to PDF export.
- Hundreds of minor bug fixes and user enhancements.
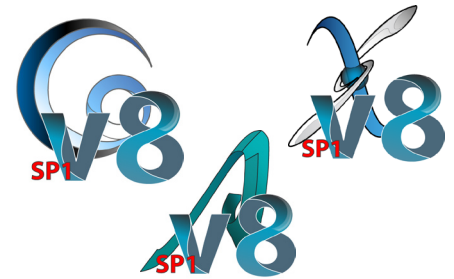
What Do I Need to Know about 3D Printing?

Cobalt, Xenon and Argon all support 3D printers such as Z Corp, through the export of STL, DXF and WRL files. These printers are driven by a 3D tessellated mesh which is a collection of 3D triangles representing a closed volume.

Data is tessellated to a specific precision and accuracy within Cobalt, Xenon or Argon. To create meshes use **Edit>Change Object Type**. From the Change Type box choose *Mesh*. Be sure not to delete the original objects. Then, set the parameters including selecting the STL Facets option. Select the mesh using the Selection Mask, then use
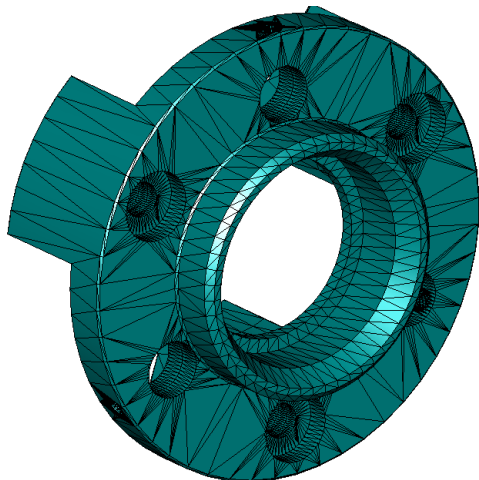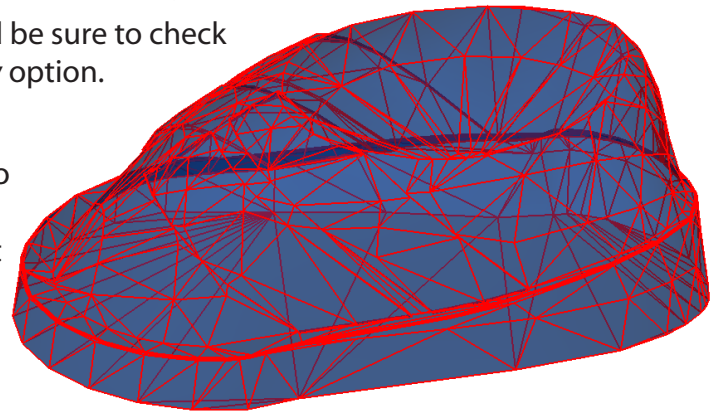
File>Export and be sure to check the *Selected Only* option.

STL

Traditional stereo lithography, or STL, files support only one volume or part per file. Ashlar-Vellum's STL file format, however, allows multiple parts in one STL file. Therefore, if the target software for the 3D printer does not also allow multiple parts, be sure to check the *MultiFile* option in the Export box when exporting to an STL file. Be aware that STL does not support color. To 3D print in color, use either DXF or WRL.

DXF

Many 3D printers also support DXF for color printing. You'll need to export the part created in Cobalt, Xenon or Argon as a DXF file. The difficulty is that a DXF file can contain all kinds of extra data that is inappropriate to a 3D printer. It is important to export only the data necessary for the 3D printer to avoid problems.

To do this, create a copy of one or more solids as a mesh. It's usually most convenient to put the meshes on a separate layer. Select the meshed objects, use **File>Export**, select DXF and check the *Selected Only* box. If you also select *MultiFile*, each meshed object will export into a different file. This may or may not be handy, depending on your target software.

WRL

WRL is the file extension for the VRML, or Virtual Reality Markup Language, standard. WRL supports color and textures in 3D meshes, though Ashlar-Vellum does not currently export any texture information to this format.