

Ashlar-Vellum Channel Partner Newsletter

January 2014

Bou Goes Around the World

This month, Ashlar-Vellum President, Robert Bou, traveled around the globe to visit with colleagues in Tokyo, Japan; business partners in Kobe, Japan; and our developers in Kiev, Ukraine.

Building Relationships in Japan

Bou traveled to Japan to strengthen ties with our business partner Comnet. He brought in additional technical resources, calling upon Mitsuyoishi Murata of Technocare. Murata-san is a long-time associate and friend of Bou from his days as president of Vibrant Graphics in the 1990's.



Working with Comnet's owner, Koji Igarashi, they established a 2014 roadmap for the development of both Vellum Nitrogen v9 and Box Vellum Nitrogen v9.

Igarashi-san showed Bou Comnet's new Maker's Center, offering computers, design software, laser cutters and 3D printers on a rental basis in a lab for the Do-It-Yourself community in Kobe, Japan.



Comnet owner Koji Igarashi shows Ashlar-Vellum's Robert Bou their new Makers Center.

Avoiding Molotov Cocktails in Kiev

Bou then traveled further westbound on around to the other side of the globe to Kiev, Ukraine, where he spent the better part of the week with our developers, staying well out of the way of the protesters.

There are two protest groups in Kiev. They share a dislike for the current president, his cronyism, and the incredible wealth accumulated by his family in the past four years. The fear is that if he's not ousted from office now, he'll manage to stay almost forever.

The first group has occupied Independence Square. This is a more traditional government opposition group, having loose affiliations and shared common aspirations with established political parties. They are seeking movement within the government using established democratic processes.

The second group is much more radical. Known as *Spilna Sprava*, or in English Common Cause, they are a loosely aligned group of right-wing radicals, hooligans and other gang members not wanting to wait for the workings of the traditional political process. While occupying European Square, they are seizing the government ministries, building barricades and generally trying "to paralyze the work of this corrupt dictatorship."

So where does that leave Ashlar-Vellum? While political unrest is always distressing, our office and hotel accommodations are outside the city center where the protests remain. Commented Robert Bou, "Since we're set up virtually, all of our team can work from home. As long as we have electricity, heat and internet, and our people stay safely out of the fracas, we can continue indefinitely."

Cobalt™, Xenon™ & Argon™ News

Ashlar-Vellum is investigating what it would take to implement a subscription service for monthly updates for Cobalt, Xenon and Argon v9. The idea is that instead of waiting for one monumental upgrade to version 9, sold at a significantly higher price to reflect its value, it would be released in monthly increments and delivered for a lower monthly subscription.

The advantage to Ashlar-Vellum would be a steady revenue stream allowing us to finance development as we go. The advantage to our customers would be a shorter wait for new features, enhancements and fixes, plus the spreading out of the investment cost across the life of the software.

Graphite™ v9

If you haven't downloaded the latest build of Graphite v9, SP0r5, build 9_0_11 you'll want to do it soon. When fixing one thing it is incredibly easy to break another. These builds, coming in quick succession, allow us to quickly correct small problems in our software.

New Price Lists

The price list is currently being updated to reflect our newer pricing including version 8 of Cobalt Solo and Plus, Xenon Solo and Plus and a lower price for Argon. It will also list Graphite v9 and prices for upgrading the Graphite companion license for Xenon and Cobalt v8 Plus. As soon as they are available they will be emailed to our Channel Partners, and posted to the Resource Library.

AlphaCorr Rules™ & SteelRules™ News

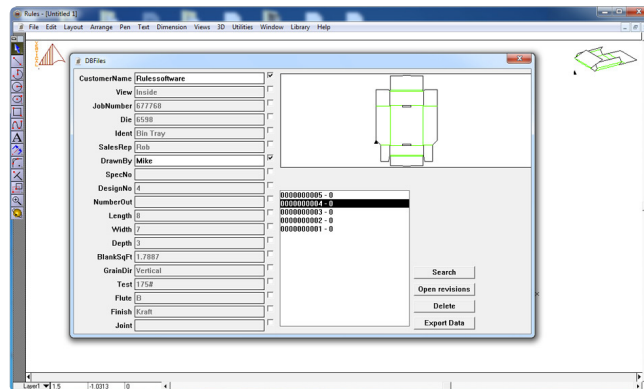
New Build

The latest build of Rules v8, SP4, Build 8.8.32-2 is now available. This build mostly focuses on streamlining the EPS export.

Database

Work is progressing on the database integration for our Rules and SteelRules CAD software for packaging, point-of-purchase display and steel rule die making software. This month we started previewing an early build to a couple of selected customers.

The database records materials, inches of rule, customer data and other details directly in the CAD file in an easily searchable and exportable format.



Graphite in Model Airplane News

Gerry Yarrish, Senior Technical Editor for *Model Airplane News* mentioned Ashlar-Vellum Graphite in their latest edition. Yarrish describes how to design and build a model plane from scratch rather than using a commercial kit. The Graphite files for the quarter-scale model, radio-controlled Sopwith Camel, a WWI biplane, were then exported to a laser cutter company to be produced in wood and in Lite-ply, as it was prepared for assembly.

[Click here](#) to read the article.