Ashlar-Vellum Channel Partner Newsletter
November 2007

Vellum 1.0 through 2.7 Moved to *Obsolete* Status

In July 2007 we discontinued upgrades for Vellum 2.7 and earlier since these versions were 12 years old or older. But we've continued to "slide these upgrades through" order processing, allowing customers to continue upgrading.

Realizing that our ancient customer base is one of our best assets we've now changed early Vellum upgrades from Discontinued to Obsolete. To do this we've expanded the product code for our "competitive upgrade from other software" to be "upgrade from competitive/obsolete software." The bottom

line is that instead of having to start over completely, customers can upgrade to Graphite, Cobalt or Xenon for the prices shown in the chart.

Your standard margin applies. All prices are in US dollars. Our website has just been updated to reflect this change.

	Physical Materials		E-only	
	Prod Code	Retail Price	Prod Code	Retail Price
Graphite v8 Upgrade from Competitive/Obsolete Drafting	8597	$1200.00	8604	$1102.31
Xenon v8 Upgrade from Competitive/Obsolete Drafting	8596	$3700.00	8603	$3602.31
Cobalt v8 Upgrade from Competitive/Obsolete Drafting	8595	$4700.00	8602	$4602.31

Vellum 3.0 to be Obsolete January 1st, 2008

The upgrade from Vellum 2D/3D v3.0 will be moved to Obsolete status as of January 1st, 2008. If you have customers with this old version of Vellum, urge them to upgrade now before the price goes up.

Between now and the end of the year their upgrade prices will be those in the chart on the right. If they upgrade after January 1st, they'll have to use the prices for Obsolete software in the article above.

Standard margins apply. All prices are in US dollars.

	Physical Materials		E-only	
Until the End of 2007	Prod Code	Retail Price	Prod Code	Retail Price
Graphite v8 Upgrade from Vellum 2D/3D v3.0	8029	$695.00	8064	$625.00
Xenon v8 Upgrade from Vellum 2D/3D v3.0	8020	$1695.00	8055	$1595.00
Cobalt v8 Upgrade from Vellum 2D/3D v3.0	8019	$2195.00	8054	$2091.00

Welcome Marina

Marina Rybak has joined our team this month. She's a former English teacher looking for a new challenge. Marina will be doing order processing, helping on the telephones and assisting

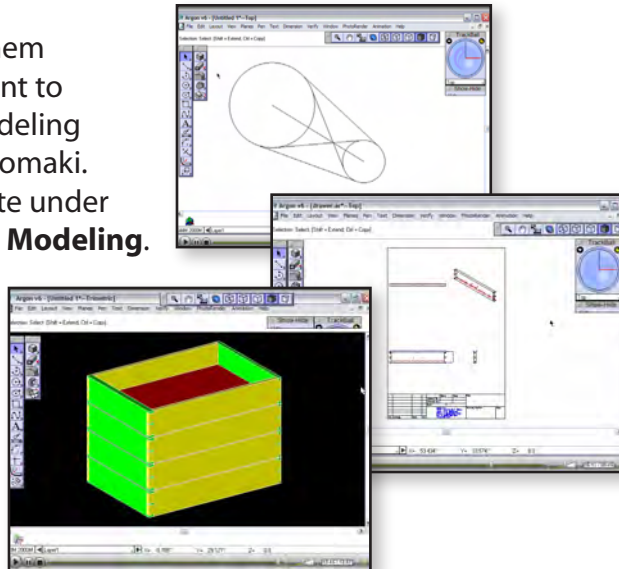with customer service in early mornings US time and late evening Ukrainian time.

She loves comedy films and spending time with her young son.

More Movies

If you haven't seen them before, you might want to check out the 3D modeling movies by John Economaki. They're on our website under **Support>Tutorials> Modeling**.

There's are four different movies covering:

- The Drafting Assistant and Vellum Interface

- Creating a Lathed Bowl

- Creating a 3D Model of a Dovetailed Drawer

- Creating a 2D Engineering Drawing from a 3D Model

While these movies were originally created in Argon v6, they are completely relevant to Cobalt, Xenon and Argon v7 or 8.

New Speakers for Ferrari

Check out the Success Stories on our website to read about how David Wiener Ventures designed a speaker tower for Ferrari SpA in Italy. Wiener met the challenge, delivering balanced sound to any point in a room. The 47" tower was completely designed and prototyped in Cobalt.