



FINAL DRAFT

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WHO ARE THOSE GUYS?

One of my favorite lines from a movie. And pretty much how I've lived my life. Yes, I realize that I'm a "girl." But the point is that I've attempted to stay true to my integrity and have built an organization that most don't understand. And to set it straight, this is my diatribe, I can only hope that at least one piece of this means rings true to you.

For those of you reading this that have known us "forever" you may not understand what I'm talking about. Much like my upbringing, I thought that everyone had moms and dads that were in love, had issues that got worked out, and did whatever it took to move ahead and stay together. Pretty bad assumption, huh? I personally thank you and promise that we will never let you down.

So, who are we? I will dispense of the rhetoric and marketing "fluff" (sorry Cheri) and tell you what and who we are. Our tagline since inception has been "Engineering Driven, Enterprise Driven". Who cares and what the hell does that mean exactly?

Adraft is quite simple. We are nerds that didn't fit into "corporate America". Please keep in mind that 22 years ago that meant something. We actually



believe in what we implement (didn't use the word "sell") and promise that to our own detriment we will listen, question, and try to do the right thing given your own circumstances.

So, back to the original question... who are we? We are a team of people that do business with people. We understand what we're good at, and what we're not. And we try to understand not only you, but your organization, culture, politics, budget, and your customers' demands. Let's face it folks, the world has changed once again. And our passion is to help you in whatever way we can, versus being at the helm. Our power comes from your success, not our egos.

People sell and communicate with people. Mike Space took a recent compliancy issue so personally that he took over my laptop to prove that technology is not always the answer; it takes a human to understand.

Josh decided that he needed to add extra hours to a class to make sure that you understood the concepts of the course to use it to help your companies' problems and goals.

Three years ago Matt joined our organization, much to the dismay of most of our team and Autodesk (he's got a Masters degree in GIS...they wanted him) and while he drives us all crazy, he stays up at night (believe me, I get the emails at 1:30 am) working to be sure that we meet your expectations. He provides the balance to all of the promises that I make.

OK, back to who we are. We started as a training organization, my true love. I couldn't train AutoCAD if my life depended on it, but there are two people that Kelly and I love to listen to. Alex and Greg are better teachers (note that I don't use the word "instructors") than I could ever hope to be. They

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not only know their subject matter, but care that each and every student leave their class with at least the ability to apply technology to their jobs. And Kevin has become a “Greg/Alex” Jr. Watching him work with you, trying to understand your constraints and goals and advocating for you to our somewhat jaded internal team is amazing to watch.

Speaking of Kelly, did you know that she has a degree in Criminal Justice (be afraid), and that we hired her from Red Lobster (hopefully I’m not breaking any trademarks). She has learned every system and keeps your back when it comes to any logistics whether its serial numbers

marked invalid, subscription synchronizations, deciding that if even one of you needs a class, we’ll hold it.

Oh, gee I forgot about our sales team. One of the hardest internal transitions for Adraft has been employing and embracing the importance of having dedicated account managers. What can I say? They have your back, and no matter how much pressure we get from outside and inside influences they truly keep your best interests in mind. “Leo” stays up at night worrying about your corporate health. “Spence” is an engineer that volunteered to “help out” in the Central NY area and probably understands your engineering needs better than most of us, but relies on

the team to help direct him to a solution. And “Derisley” is the perfect hugger. He will go to whatever extents (including donuts) it takes to make sure that you get whatever solution is right for you at the time.

Last but certainly not least is my sister, Cheri. I somehow forced her to come on board as a “part time” marketing manager. Sucks to be me. She probably cares more about every single one of you than any of us. She advocates for each of you, and gets us in trouble constantly.

I will end this diatribe with a promise. Adraft will keep your best interests in mind. We are not a 501c3 (non-profit), how much I wish we were, so understand that in order to

continually invest in our organization and yours, there is a price to be paid. I do make you a promise that it will be much less than doing nothing. Please keep in mind that you are the best at what you do, and so are we.

I asked someone about nine months ago if he “had my back.” His answer was ambiguous. I can promise all of you that we do have your backs.

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AUTOCAD 2010: DON'T NEGLECT YOUR 2D DATA

With the eventual upswing of the economy, being prepared will be an important part of “re-growing” your business. Whether you’re still designing in 2D, or your legacy data remains in two dimensions, AutoCAD 2010 can help. Autodesk didn’t stop at just adding new tools, they also redefined older, outdated ones to make them easier to learn and use.

Becoming more efficient is any company’s ultimate goal. With further refinements to AutoCAD’s user interface, this goal becomes a bit more obtainable. There are many notable changes to the UI, the first being “The Ribbon”. Introduced in 2009, the Ribbon added a whole new look to AutoCAD. Although this new type of command selection takes some getting used to, within a short period of time, it becomes second nature. By logically grouping

commands together, it makes finding them even easier. The true time saver is not the “commonly” used commands. It’s the ones used not as often, by placing them in easily accessible spots, it saves time digging through the file menu. The new UI is also very customizable. Options are available for everything from choosing where the Ribbon is located, to free floating panels positioned to your liking.

Time wasted designing, and then redesigning parts or products is through. With the addition of dimensional and geometric constraints the user can create and maintain relationships based on design intent. Defining these geometric relationships is as easy as picking the constraint which best suits your needs, and selecting the points or lines. The user then knows that those constraints placed will remain true until deleted.

Dimensional constraints allow the placing of dimensions much like the tradition linear or angular dimension, but then also allow the user to then give that dimension a new value if desired. Rather than having the geometry drive the dimension, we now have the dimension driving the geometry. Coupling these two tools in one drawing then makes design changing revisions quite simple.

Blocks are one of the major talking points when one thinks of AutoCAD. The ability to group commonly used objects together for reuse in that same drawing or another drawing saves a tremendous amount of time. With the updates to the block editor, editing blocks in place, or creating new blocks on the fly is even easier than before. Dynamic blocks, or creating blocks with variations in size/thickness have also undergone changes as well. Using the block table, making

changes to variations or creating new ones becomes as easy as editing a spreadsheet.

AutoCAD is continually being updated, with every new release. Why not take advantage of the new features and tools available to you and your company? And with .DWG still being a standard way of transferring drawings from one company to another, remember opening older versioned drawings is never a problem.

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AUTODESK INVENTOR: DOING MORE WITH LESS!

There's an old saying "Do more with less" And I'm sure that most of us are tired of hearing it. Like it or not, it is becoming a way of life for most of us. There are many ways to become more efficient right within your own design department, and even more specifically, right within your Inventor software. Saving time without losing productivity and efficiency, that's the goal. Let's take a look at a few ways that a company can achieve this with and around their Inventor software.

Processes

Review your processes and how Inventor fits into those processes. Make sure that your processes conform to how Inventor works. Trying to make Inventor fit into a process that was set for another CAD package could be costing your company tons of money by making the designers and engineers jump through hoops to follow the processes. This doesn't mean you have to change all your processes, just be willing to update the processes that make the most sense to adjust to how Inventor operates. So, review your processes and streamline them to take advantage of all the benefits that Inventor has to offer.

CAD Standards

Review and update your CAD standards. If your engineering department doesn't have a set of CAD standards, develop a set. CAD standards play an important role in developing consistency within an engineering department. With more consistency across the board there will be more efficiency and accuracy throughout. CAD standards will play a large role within your processes, so the two tend to go hand in

hand. Within Inventor itself, make sure your templates are up to date and review the Styles and Standards, and update if need be. Lastly, make sure your templates and design data folder are in one centralized location with everyone pointed to that location.

Training

Training plays an important role when it comes to making a designer more productive and efficient. Whether they are new users or existing users needing an update, keeping the designers up to date with the new tools and benefits within Inventor will play a vital role in "Doing more with less." There are many ways to get tasks done within Inventor, but ensuring that the designers are completing these tasks efficiently and in timely manner, this is the goal. Inventor training will make this goal a reality.

Resources

Autodesk provides a wide variety of resources that are available to Inventor users. The "Learn About Inventor" panel provides users with great resources such as: tutorials, skill builders, show me animations, and a great help system just to name a few. Along with these which are right within the Inventor software, if your company is on subscription you can use Autodesk Subscription Center as a resource for e-learning, discussion groups, and tech support. Also, don't forget your biggest resource of all, Adraft. We are here to help your company become more productive and efficient within the software. There are so many resources right at the user's fingertips and most users do not take advantage of them. Tapping these resources on a consistent

basis will definitely provide productivity and efficiency to an engineering department.

These are just a few of the ways that a company can achieve the goal of "Doing more with less." Obviously, you the users know your companies the best, so take some of these suggestions and think of some other ideas that could help your company achieve this goal while using the Inventor software. With a little bit of change and taking advantage of the resources that are available to you, your company will definitely be able to "Do more with less."

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**Autodesk...Continuing to provide
Subscription customers more value...
with no additional costs!!!**

AUTOCAD INVENTOR TOOLING 2010

Autodesk® Inventor® Professional Subscription customers now have access to a comprehensive, integrated capability which allows you to create plastic injection molds directly from Inventor models of plastic parts.

AutoCAD® Inventor™ Tooling 2010 is now available to all customers who own Autodesk® Inventor® Professional 2010 on Subscription at no additional costs. To gain access to Inventor Tooling 2010 you must go to www.autodesk.com/ait, complete the information, download your product and/or request the media. Please note that you must install Autodesk® Inventor® Professional 2010 software before installing Autodesk Inventor Tooling 2010. The minimum system requirement for main memory for Autodesk Inventor Tooling 2010 is 2GB.

AutoCAD® Inventor™ Tooling Suite offers automation tools that help leverage a digital prototype to quickly create, validate, and automate the design of injection mold designs for plastic parts.

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HOW AUTOCAD ELECTRICAL IS HELPING COMPANIES REDUCE DESIGN TIME

You have heard several reasons over the past five years why you should be designing with AutoCAD Electrical as opposed to a non-intelligent CAD package. For those of you that have made the switch I'm certain your company has reduced its design time by 50% using AutoCAD Electrical and that would be considered a conservative estimate. When the economy does change for the better the companies using Electrical will be prepared for the upswing more so than the companies that have not made the switch. I could write a ten page article filled with facts and statistics proving the productivity gains AutoCAD Electrical has over a non intelligent CAD package. I obviously won't bore you with all those statistics but will list just a few reasons why AutoCAD Electrical is the tool of choice.

Unfortunately due to these tough times several companies have had to reduce their workforce. Engineering departments across the land have not been excluded from this reduction. When the economy does strengthen there are tools inside of Electrical that will ease the burden before the workforce catches up.

BOM (Bill of Material)

- Before AutoCAD Electrical, electrical engineers/designers had to estimate what parts would be needed for a design before they even completed the electrical drawings. Now, you have the ability to generate designs concurrently with the BOM creation, nearly eliminating rework as well as preventing unnecessary parts purchases. By using AutoCAD Electrical, you

are able to create an accurate BOM early in the design process, saving a great deal of time by eliminating the rework on the backend. You have more time to make sure the rest of the design is perfect because you're not rushing to finish drawings and order parts. AutoCAD Electrical allows you to order the correct parts at the right time.

Human Error

- With a non-intelligent CAD package, you will constantly struggle with human error. The manual process for adding cross-referencing for electrical schematic documents is both labor intensive and error prone. The cross-referencing could include components on different drawings or carrying a conductor across multiple drawings.

Automatic Wire Numbering and Component Tagging

- Next unused wire number is determined automatically, even across dozens or hundreds of drawings in a project set.
- New, unique component tag-IDs automatically generate, appropriate for the component type.
- Automatic component and wire number tags can be reference-based or sequentially based with many formatting options.
- Wire numbering and component tagging can be applied project-wide, drawing-wide, or window select.

Smart Panel Layout Drawings

- Part number assignments made to the schematic components can drive automatic footprint selection when doing the panel layouts.
- Tag-ID and description text from the schematic representations automatically copy across to the panel layout representations.
- Automatic tracking of "like item numbers" when adding balloon item numbering to the panel layout.
- Bill of Material table can generate automatically from AutoCAD Electrical panel layout drawings.

Reuse Existing Drawings

- Reduce repetitious and time-consuming renaming of DWG files and title block information.
- As your drawing set increases, so does your overall time savings when using the Copy Project command in AutoCAD Electrical.

These are just a few reasons why you can feel confident using AutoCAD Electrical when the economy takes a turn for the better. Your electrical engineering department will be ahead of the curve when those quotes/submittals start flowing at a rapid pace.

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WHEN IS THE RIGHT TIME TO VAULT? NOW!

Too often in these less than ideal economic times we hear of shrinking design and engineering staffs. Many times this carries not just a personnel loss, but for a large number of companies this can result in the loss of personal knowledge about design data, document history, design information and intellectual property.

While the work load in these areas may be slower than desired, this is without a doubt the best and often the most critical time to secure and get a handle on that information that will be required to help lift your organization out of this period and emerge as a leader in your industry.

The really good news is that as an Autodesk Manufacturing Solutions customer, you already own the software. Autodesk Vault is included with every software package sold in the Autodesk Manufacturing group. The Autodesk Vault family of products includes four versions:

- Autodesk Vault, Autodesk Vault Workgroup, Autodesk Vault Collaboration, and Autodesk Vault Manufacturing

As mentioned earlier, Autodesk Vault is included as part of the solution software. The core Vault product provides the best in class file organization and management. By providing a secure, indexed document management product that is tightly integrated with all of the Autodesk Manufacturing products, users can more efficiently search for, locate, and reuse existing design data in future projects. All the while being able to track and control who has access to critical information.

Autodesk Vault Workgroup, Collaboration, and Manufacturing are all based on the Autodesk Vault foundation. These products can be purchased to add additional functionality such as:

- File Revision Control and Lifecycles
- Automatic File Naming
- Utilities for Batch Plotting
- File and Folder Based Security
- Multi Site Replication Services
- Read-Only Web Client Access
- BOM and ECO Management
- Integration into ERP systems

Don't let the opportunity pass you by. Drive your company forward; Emerge as the leader, organized, secure, and ready to meet any new design challenger knowing that your valuable design data is available when you need it most.

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SIGN UP FOR THE TIP OR TRICK EMAIL OF THE WEEK.

Would you like a weekly email from an Adraft AE that will give you a tip or trick about the Autodesk software that you already use? Every week an Adraft AE will give you a helpful Tip or Trick about one of the following: AutoCAD, Inventor, AutoCAD Electrical, AutoCAD Mechanical, Data Management and other things that will help you better utilize Autodesk software.

Go to www.adraft.com and click on the "What's New" button to sign up!

Here is an Example of a tip or trick:
[How Do You Learn to Use the Keyboard More Effectively in AutoCAD & Inventor 2010?](#)

This tip is for 'Key tips' in the new release of AutoCAD 2010 (Electrical and Mechanical),

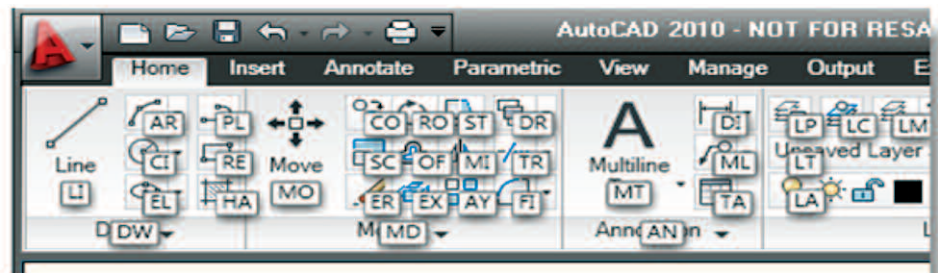
but it also works for Inventor 2010. You can quickly navigate the interface with the keyboard, let's see how...

Once you are in the Main Application window as shown below, click on Alt key from keyboard you can now type the respective key tip text to display more key tips for that particular tool. (illustration below)

Here are the steps:

After you open AutoCAD 2010 and come to the drawing view (any environment), you press the Alt button.

Now press the appropriate letter (s) that display to the corresponding function.



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