

# AN IMPORTANT MESSAGE ABOUT OUR RELATIONSHIP WITH CARLSON SOFTWARE

**Please note:** As of early 2025, neither **That CAD Girl** nor our sister company, **Carlson CAD Solutions**, are authorized dealers for Carlson Software.

Even though Carlson ended our dealership with only a few days notice, we've continued to support Carlson users with training, technical help and guidance on renewals and licensing. While we can no longer sell their products, we will continue to offer assistance to anyone using Carlson desktop software who needs help navigating their options.

Our whole-hearted commitment to being a trusted resource for all land development professionals includes recommending purchases of Carlson if and when we believe it's a good fit even though we cannot facilitate the sale ourselves.

We'll continue to offer advice, referrals and training wherever we can.

*Scroll down to read more of the backstory and how we got here.*

**UPDATED 5/6/2025:** I wish I had more to report, but I promised to keep you updated—and it's been a while, so I owe you one!

We're still hearing from past customers and new contacts almost daily—8 or 9 just this week—asking for advice, support and referrals related to Carlson desktop software. It's been both humbling and eye-opening to see how many of you continue to

reach out to us, even though we're no longer authorized dealers for Carlson.

As Bruce Carlson once acknowledged, Carlson CAD Solutions and That CAD Girl were the only dealers who focused on sales and support of their desktop software. Now that we are no longer in that role, it is understandable that many of you are still looking for another dealer to fill that gap.

So, what's changed between us and Carlson? Not much, really.

We've been informed by Carlson Software's legal counsel that they do not believe they've acted improperly or interfered with our business relationships. While we may see things differently, we're moving forward in good faith, we are assuming they do not intend to interfere in the future, and are continuing to reach out to other dealers to offer support and send along leads when possible.

Dealers we have reached out to over these many months have been willing to talk and are, obviously, interested in the opportunity to increase sales by collaborating with us. Unfortunately, they've decided not to move forward at this time—it's understandable that they are cautious, likely due to uncertainty about how such a partnership might be perceived by Carlson.

We plan to keep trying – and hope we'll soon come to an understanding and find ways to work together that will benefit everyone.

In the meantime, we're still here, still offering support and training for Carlson desktop products, and we're also working on some new partnerships we'll be announcing soon. Keep an eye on our website for updates!

And as always—thank you for your trust, support and friendship over the years.

– Jennifer

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**UPDATED 2/24/2025:** Because we believe that Scott Griffin, and Carlson’s legal counsel, continue to unfairly characterize the details of the termination and its aftermath in emails TO US and with customers copied, I am linking to the email and termination letter here in the interest of full transparency.

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**UPDATED 2/9/2025:** I am sincerely kicking myself for not doing this sooner but, if you’re reading this, I’d ask that you check out **Dave Mollenberg** and his team at Alpine Navigation in Grand Junction CO.

From their website:

*Alpine Navigation offers service, sales and support for the Western Slope of Colorado and surrounding areas in the United States. We focus on the needs of the Heavy Construction, Mining, Aggregates, Agriculture, Public Works, Federal Lands, Energy, Ranching & Resort industries.*

Until recently, **Alpine Navigation** was an authorized Carlson Software dealer specializing in sales of hardware and equipment. After Carlson CAD Solutions and That CAD Girl were terminated as dealers on 1/6, Alpine came to our rescue and helped our customers by following up on our leads and processing orders for Carlson desktop software and maintenance renewals.

Shockingly, Carlson terminated Alpine’s dealer contract only 2 weeks after, and because, we started working together. Their

termination was effective immediately as of 1/22/2025.

So, please, if you are in Dave's neighborhood... give him a ring and show him some love.

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**UPDATED 2/4/2025** We are incredibly grateful for the calls and emails of support we've received from our customers during this transition.

While we have been hesitant to post this, due to many requests, we are sharing the contact information for those at Carlson to whom you may wish to express your support of That CAD Girl and Carlson CAD Solutions, as well as your opinion on the termination of our Carlson dealer contract.

Email: Info@CarlsonSW.com AND Support@CarlsonSW.com

Phone: 606-564-5028

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ORIGINAL POST CONTINUES BELOW

### **One Door Closes and Others Open**

On Saturday, December 28, I received an email and letter advising me that Carlson Software was terminating the dealership agreements for both Carlson CAD Solutions and That CAD Girl, **without cause**, effective Monday, January 6, 2025.

This decision came without any warning or explanation and took us completely by surprise.

In order to comply with their decision, we've removed all options to purchase Carlson products from Carlson CAD Solutions and paused software-related payments in our online portal.

## **Our Top Priority: You, Our Customers**

Right now, our focus is on supporting our customers across the US. We put the highest value on the relationships we have built on trust and respect over the last 17+ years as Carlson Software dealers.

***Carlson CAD Solutions and That CAD Girl will continue to be a resource for sales advice, tech support and training for Carlson's Desktop Software!***

With regard to sales of new licenses, maintenance and upgrades – we are working to connect with other Carlson dealers so that, if desired, our customers will have a closer, local option in addition to the support we'll offer. The holiday timing hasn't made it easy, but we're doing everything we can to make this as smooth as possible.

### **To Carlson Dealers:**

If you're interested in helping our past customers in your region and haven't heard from us yet, please call me directly at 254-417-8351.

### **To Our Customers:**

If you've been working with Claire, Jenny, Joni or me on pricing, proposals, upgrades, maintenance renewals, tech support or anything else, please don't hesitate to get in touch. You can email us, call our main line at 804-227-5766 or call my cell directly at 254-417-8351. We'll do everything we can to help with any outstanding issues.

### **What's Next?**

**That CAD Girl Webinar Series & Customer Portal:** These services aren't going anywhere! In fact, we're shifting our focus back to what we love most—sharing our expertise in CAD and Carlson Desktop Software while providing the very best training and customer service available.

We're working on adding more and better webinar content featuring some exciting new presenters. As a thank-you for sticking with us, **and for a limited time**, we're offering one year of free access to our Webinar Series and that will also include access to your Customer Portal for self-service management of your Carlson serial numbers and maintenance reports.

We'll keep you updated on new offerings through our newsletter, CarlsonCADSolutions.com and here on ThatCADGirl.com.

### **What Hasn't Changed?**

Our commitment to YOU—helping you buy what you need and use what you buy.

This is a big change, but we're looking forward to what's ahead and can't wait to share the next chapter with you. Thank you for all your support—we owe the last 17 years of success to you!

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**Follow  
www.CarlsonConnection.com to  
www.ThatCADGirl.com**

This blog is in the process of being transferred to [www.ThatCADGirl.com](http://www.ThatCADGirl.com). Please join us there.

Originally posted on **Carlson Connection** by Jennifer Dibona

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# What is Carlson up to?

This is a good article about Bruce Carlson and where Carlson Software is planning to go in the future...

Independence All the Way

Originally posted on **Carlson Connection** by Jennifer Dibona

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## Carlson Point Cloud

It's time to take another look at Carlson Point Cloud.

Carlson's Point Cloud program has been re-vamped with many powerful and exciting new features giving those folks struggling to process data generated from laser scanners the ability to process up to 1 billion points.

Carlson Point Cloud is even more valuable to land surveying, civil engineering and mining professionals because of its seamless integration with Carlson Survey, Carlson Civil and Carlson Mining.

With the new and improved Point Cloud program, your scan can be oriented to a local coordinate system and clouds can be "cleaned" to filter and thin out duplicate points. You also have the ability to snap to edges and code points for use with the Field to Finish feature of Carlson Survey. This allows you to define more accurate breaklines and create better surface models for generating contours, profiles & cross sections in Carlson Civil.

Read more about Point Cloud by [clicking here](#). There are also

several new 5 minute videos demonstrating the functionality of this program available here.

See key features of Carlson Point Cloud 2010

Originally posted on **Carlson Connection** by Jennifer Dibona

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## **Carlson Software Manuals**

Looking for Carlson Software manuals? Prior to the 2010 release, Carlson included printed manuals with your purchase and, in addition, the manuals have always been available to print for yourself from the Help files.

With the 2010 release, Carlson “opened” a storefront on the self-publishing site called Lulu.com. You can order 2009 and 2010 Carlson Software manuals here <http://stores.lulu.com/carlsonsw>.

Originally posted on **Carlson Connection** by Jennifer Dibona

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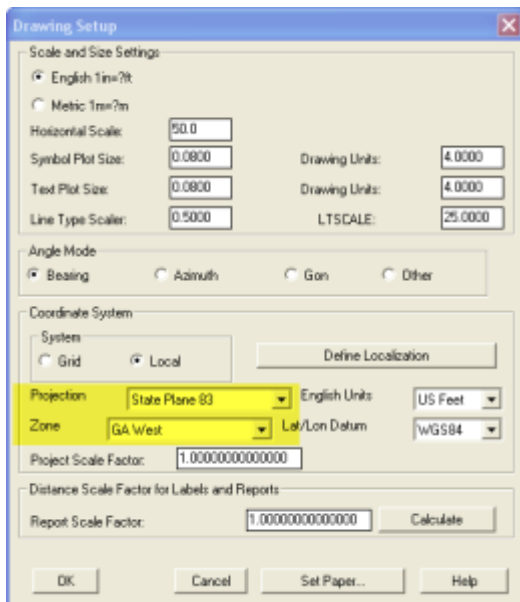
## **Export IntelliCAD or AutoCAD DWG files to Google Earth**

I’ve recently started using a very cool feature in Carlson Software. The bad thing... it was in the 2009 version and I didn’t even realize it!

I had no idea exporting our DWG files from IntelliCAD or AutoCAD

out to Google Earth was so easy.

1. Download and install Google Earth. You can download it here: <http://earth.google.com/>
2. Open any one of your project DWG files that has been positioned at its correct state plane coordinate system.
3. In Carlson, go to Settings → Drawing Setup and then select the correct **Projection** and correct **Zone** for the project site. If you're not sure of the **Projection**, try using "State Plane 83". This will work for most systems.



4. Next, go to File → Polyline File → Write Polyline File. When prompted for "Polyline File Format", type "G" for Google. You will be prompted to specify a new filename and save location for a "Google Earth File to Write (.kml)".
5. You will then be prompted to select the entities that are to be exported out to the .kml file and viewed in Google Earth. After selecting the entities, press Enter. For this exercise, we only want to see the drawing entities in 2D, so press "N" for "No" when prompted to "Use elevation from drawing in Google Earth [Yes/<No>]?"
6. Finally, you are then prompted "Would you like to display the file in Google Earth now [<Yes>/No]?". Press "Y" for "Yes". Google Earth should automatically launch and zoom

into the project location.

In the example shown below and pointed out with arrows, notice how closely the new roads and designed turn lanes match up to the existing roadway. Also, you can see the designed graded slopes perfectly avoiding the tank that is to be preserved during construction.

Not too shabby...

This feature is available in all of the Carlson Desktop products: Carlson Civil, Survey, Hydrology, Construction and TakeOff.

Look for a future post on bringing Google Earth surface data into Carlson Software. Hint: It's easy too!

Originally posted on **Carlson Connection** by Jennifer Dibona

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## PDF Conversion in Carlson 2010

With more construction bid sets being issued in Portable Document Format (PDF), more companies find themselves in the position of needing to generate estimating and construction data from these files. Carlson Software now provides tools to import PDF files into a drawing as either an image or as CAD linework. These tools are available exclusively through Carlson Takeoff 2010 and the new Carlson Construction 2010.

To import a PDF file into your CAD drawing, go to the Tools pull-down menu, then choose Import/Export, then choose Import PDF. You will be prompted to select whether you want the file imported as a background image or as linework. If you choose the linework option, it will automatically convert the elements of

the PDF image into separate polylines. Please note, since this is an automatic conversion, it may take a while, so be patient as it processes.

Once the polylines have been brought into the drawing, you can use the standard clean-up tools to assign elevation information to these polylines. These tools can elevate polylines representing contours (single elevations) as well as those representing breaklines (varying elevations). This can be done with most of the Carlson desktop software modules including Takeoff, Construction, Survey, and Civil.

Once the polylines have been updated with the elevation information, they can be used to create surface models for design, estimating, staking, or machine control. This procedure can literally save hours of time that used to be spent manually recreating the information released as paper drawings or PDF files. Digitizing may have become a thing of the past!

Originally posted on **Carlson Connection** by Felicia Provencal

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## **Carlson 2010 Is Here**

The 2010 version of Carlson software running with IntelliCAD is officially available. This version offers support for 64-bit operating systems, Windows 7, and AutoCAD® 2010. This release is available from the Carlson website for download, or contact us for more information on requesting a demo CD. For those of you on the Carlson maintenance program, you may download the latest release from the Software download section of the Carlson website which can be found here.

If you are already using Carlson software and are part of their

maintenance program, the Carlson update page has a new feature that allows you to receive your 2010 serial numbers through an on-line lookup feature. This can be found [here](#). If you want to install your 2010 upgrade immediately, use this tool to look up your serial number, then download and install the software. CD's will be shipped out to maintenance customers automatically, but you don't have to wait, you can get started with all of the new features today!

To view the archived webinars covering several of the new features of this release, please visit the Carlson webinar archive [here](#).

More information on this latest release will be provided as it becomes available.

**Update by Jennifer:** You can download a PDF with a list of Improvements in 2010 [here](#): Carlson 2010 Improvements

Originally posted on **Carlson Connection** by Felicia Provencal

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## **BIM is not GIS**

As someone quite entrenched in both disciplines (Civil and Architectural), I'll add my 2 cents worth on the BIM vs. GIS subject.

In my opinion, BIM and GIS are both "methodologies" rather than "products". The acronyms each have their own meaning and refer to designing, building, and managing information in a full life-cycle.

Each discipline has its own standards; from CAD standards to design standards (think of AIA vs. AASHTO), but both BIM and GIS rely on correct As-Built data to provide accurate information about their models.

## **BIM**

The National BIM standard states the definition of BIM as:

*“BIM is best thought of as a digital representation of physical and functional characteristics of a facility...and a shared knowledge resource for information about a facility forming a reliable basis for decisions during its life-cycle; defined as existing from earliest conception to demolition.”*

Autodesk has taken the BIM acronym that has provided a great deal of success with their Architectural Modelling packages and applied it to their Civil products as well. Their logic appears to be that its a “3D” product, therefore it is a “BIM” product. I believe that it is irresponsible to change terminology to simply advance product sales.

On the Autodesk Web Site, Autodesk lists a number of products as being “BIM” products:

- Revit
- Navisworks
- Design Review
- AutoCAD LT
- + several more

With the acronym meaning *Building Information Modelling* (with *building* being a *verb* **OR** a *noun*), its interesting to see products such as **AutoCAD LT** and **Design Review** being shown on the list.

## **Revit**

Revit is a Design Tool that allows the storage of certain pieces

of information as well as the ability to add custom fields (heating capacity, cooling capacity, etc.) to the actual objects.

### **Navisworks**

Navisworks integrates information from multiple data sources to provide a cohesive collection of information (graphics and data) to analyze things such as clash detection (HVAC duct work clashing with structural components, etc.).

### **AutoCAD LT**

AutoCAD LT is Autodesk's low-end design package. Apparently, any DWG file creation tool is now a BIM product as well.

### **Design Review**

Design Review is a light-weight DWF viewer and markup tool. While it has been used as a backbone of products such as FMDesktop, its neither a Design tool, nor a Modelling tool.

### **FMDesktop**

Absent from the list is FMDesktop. FMDesktop was one of Autodesk's tools for managing the Building Information and Autodesk just dropped the product (**Note:** There are dozens of Facilities Managent Products available that provide similar capabilities such as FM:Systems, Archibus, Tririga, Manhattan, Cadapult, Famis, and more).

In the 2006 – 2007 time frame (when Autodesk acquired FMDesktop), Autodesk themselves showed customers Power Point slides regarding BIM. These slides showed where the "Design", "Build", and then "Operate and Manage" processes were performed. FMDesktop was Autodesk's solution to tell the story of the building lifecycle and where the *information* was to be *managed*. These were broken down into 2 sections: The "Data Collection" piece and the FMDesktop piece.

Data Collection incorporated the Design (several disciplines such as Architects, MEP Systems Engineers, and Structural Engineers) as well as the majority of the Build process. The FMDesktop piece overlapped the Build process and then took over for the “Operate and Manage” process.

In my opinion, building that model of information **AND** managing that information is the true test of a “BIM” solution. There is no 1 product that is a “BIM” product. Its a series of technologies that are incorporated to provide the “information”.

Ultimately, a database component is required to work with the graphical representation of data (which certainly could be referred to as the “Building Model”).

## **GIS**

GIS is BIM’s counterpart whereby Geographic (position on the planet) information is being stored and managed.

Most end users might think of GIS solutions as Google Maps or Google Earth where they can enter an address and out pops a graphic representation of that location or directions on how to get there. The graphic is just the tip of the iceberg. Without the data, the graphic would simply be a pretty picture.

Just as with BIM data, GIS data utilizes design tools to build the graphics and As-Built data and then tools to expand upon the As-Built information.

While there are a number of individual products on the market to assist in the creation, manipulation and distribution of GIS data, a complete GIS system involves more than 1 product or technology.

A couple of the common Design Products are: Autodesk Civil 3D and Carlson Civil Suite

## **AutoCAD Civil 3D**

Civil 3D is an object-oriented design tool for Civil Engineering applications. Because the tool is object oriented, the end product is not easily distributable. The data can be transferred to other links in the GIS solution chain by using technologies such as LandXML, but the graphical interaction is lost in this process (i.e. the objects are lost).

## **Carlson Civil Suite**

Carlson's Civil products work with DWG files in an AutoCAD or IntelliCAD DWG format. Because the data is stored as compatible DWG information with external data files, the data is easily transferred to other products in the GIS solution chain.

Managing the data developed in the design process is the next component of the GIS life-cycle. A number of products provide those solutions: ESRI ArcGIS, Vviewworks, and Custom Mapguide Solutions.

## **ESRI ArcGIS**

ESRI's shp (shape) and adn (coverage) files are quite possibly the most prevalent GIS specific data files available and are often integrated in GIS solutions. ArcGIS allows GIS solutions to be deployed similar to FM solutions in the BIM world.

## **Vviewworks**

Vviewworks is an organization that builds GIS and Work Management solutions using the ESRI base applications.

## **MapGuide**

MapGuide is Autodesk's development environment to build GIS applications. It is often used in concert with ESRI, Microstation and Autodesk data files.

## **GIS Standard**

While there is not yet a consensus on a singular GIS standard,

there are independent Spatial Data Standards employed by each digester of GIS data. You can view some of those here:

- Denver Colorado Spatial Data Standard
- Oregon Spatial Data Standard
- Federal Geographic Data Committee

Both GIS and BIM perform very specific functions in accordance with their own disciplines. While the terminology is often mis-used, they refer to unique information systems; BIM in the structural facility world and GIS in the geographic world.

Originally posted on **Carlson Connection** by Jon Luby

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## **BIM for Civil... Not**

Several months have passed since I made my original post BIM This, BIM That... What is BIM?. In that time, I have asked a lot more questions, read a lot more on the internet and had a lot of discussions with Ladd and Felicia and also read the post by one of our commenters. I think I've developed a more concrete idea about BIM and how it applies, or doesn't, to the civil/survey world and where the various software packages stand in regard to their "BIM-ability".

Now, after all this additional information has percolated in my brain, I'm drawing two main conclusions:

1. It's a fact that the term BIM as it's always been used applies to actual **BUILDINGS** – the noun form of the word. But, more specifically, it starts with construction drawings/design data but then incorporates the as-built data and, over time, continues to grow and collect data through the entire lifespan

of the building.

Nothing in all this discussion of “BIM for Civil” gets beyond construction drawings and design data of a civil project. Autodesk is trying to stretch the definition of BIM to cover Civil 3D even though they never move beyond the design process with it either.

Remember, we do not talk about “BM” or Building Modeling. And, we don’t work with “GS” or Geographic Systems. The “I” is THE critical factor. And the “I”, or Information, piece of BIM is so valuable because it chronicles and helps manage the building through its lifespan.

To be able to legitimately call what we’re doing with our Civil programs “BIM”, we would need to have a mechanism to attach some sort of database or information to the objects in our drawings.

I know, I know... that’s why Civil 3D is so great – you can attach data to the objects. But, remember, we’re talking about attaching **AS-BUILT** data to these objects. Even though we could attach data using Carlson GIS or AutoCAD Map or ESRI, it’s simply not part of our current project scope to go back into our construction drawings and update them with as-built data so that:

- maintenance schedules are attached to roadway template surfaces based on asphalt type,
- model numbers are associated to pump stations or
- inspection reports and flow rates are attached to fire hydrant blocks.

My conclusion here is that neither of these products – Carlson nor Civil 3D – meet the true definition of a BIM for civil. Until we start addressing the Information piece for the lifetime of a project, starting with the as-built data, using the term

BIM is wrong.

In my opinion, if anyone has the lead on this in the civil arena, it's ESRI.

2. Just because we don't yet attach as-built data to our objects doesn't mean that the data we do attach to our objects isn't valuable. But, leading to my 2nd conclusion, why is it valuable? It's only valuable if it can be shared. And this is where I believe Carlson has the undisputed edge. The image below shows the number of formats and other programs that Carlson is able to import data from and export data to.

Points	Surfaces	Profiles	Cross Sections
Explode Carlson Points Convert Surveyor 1 to CRD	Convert LDD-AEC Contours Convert Civil3D Surface Drawing Export Topcon TIN File	Import Columnar Text Import Calice Import Leica Import MOSS Import Softdesk Import Sokkia/SDR Import Spanish ALZ Import Spanish RAS Import Terramodel Export Softdesk Export Leica	Import Columnar Text Import Agtek Import Arkansas DOT Import Geal Import GeoPak Import Georgia DOT Import GRDS Import MOSS Import NC DOT Import Pizer Import RoadCalc Import SMI Import Softdesk Import Spanish SC1 Import Spanish TRV Import Terramodel Import Calice Earthworks Export GeoPak Export GRDS Export RoadCalc
Convert CRD to TDS CR5 Convert TDS CR5 to CRD	<b>Centerline/Alignments</b> Import Geodimeter Import GeoPak Centerline Import GeoPak Road File Import Leica Import MOSS Import SDMS Import Softdesk Import Sokkia/Leitz Import Spanish ISPOL Import Spanish CLIP Import TDS RDS File Import Terramodel Export Leica Export SMI Chain Export Softdesk Export Sokkia/Leitz Export IDS		
Convert CRD to LDD MDB Convert LDD MDB to CRD Convert Land Desktop to Carlson Points Convert Civil 3D to Carlson Points			
Convert Carlson Points to Softdesk Convert Softdesk to Carlson Points			
Convert Carlson Points to C&G Convert C&G to Carlson Points			
Convert Carlson Points to Simplicity Convert Simplicity to Carlson Points			
Convert Leica to Carlson Points Convert Geodimeter to Carlson Points Convert Carlson Points To Ashtech GIS			
Convert PacSoft CRD to Carlson CRD			
Convert Carlson Points to EaglePT Convert EaglePt to Carlson Points			

Originally posted on **Carlson Connection** by Jennifer Dibona