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Motorola's MC9000 Technology Refresh and AbeTech Anniversaries	*Introducing the AbeTech Solution Center and A Vision of Hope*

AbeTech is proud to bring you...

Lincoln's Log

A guide to innovative bar code, wireless, & RFID data solutions

Volume 1-007 **http://www.abetech.com**

Intermec's Revolutionary Imager

This quarter Intermec will introduce a revolutionary imaging engine to the market – the Intellibeam EX25. The EX25 not only extends the scanning ranges, it eliminates the need for multiple scanners by having the ability to read 1D, 2D, composite and postal codes.

While standard imagers can read bar codes up to about 2 feet away, the EX25 will be able to auto focus on images from 6 inches up to 50 feet. Each EX25 will come equipped with a laser beam spotter to allow long-range targeting of bar codes. Also, it will have a special lighting system that allows scanning of bar codes in total darkness.

Conventional near/far lasers require expensive retroreflective label materials for long-range scanning beyond 50 feet. In many applications the EX25 can reach up to 50 feet on standard paper labels with large size bar codes. Because the EX25 can read bar codes in any orientation, workers don't need to twist their wrists or the objects being scanned, reducing fatigue and saving time. As an imager, the EX25 can take gray scale images that can be used in proof of delivery and insurance claim applications.

The first two products where the EX25 will be incorporated are the CK31 Rugged Handheld Computer and the SR61 Bluetooth Scanner.

It's Good to Have Friends - Client Partner Program

Most of AbeTech's clients have at one time worked with our top notch professional service team. Over the course of the past 15-years, AbeTech have assisted clients in varous means such as hardware recommendations, site surveys, installations, application analysis and development work with great success. However, as we have grown it has become difficult for the team specialize in everything to everyone. Therefore, AbeTech has decided to define our core offerings to ensure we meet all of our clients needs today and in the future.

It didn't take us long to realize AbeTech alone cannot provide a vast array of data collection and RFID hardware and related services while at the same time focus on applications such as: WMS, route accounting, inventory, etc. Keeping our clients needs first and foremost, we developed a Client Partner business strategy. This Client Partner model allows AbeTech to focus on our core business for bar code and RFID hardware solutions, wireless surveys, installations and service. On the flip side of the coin, the Client Partner model allows our partners to focus on software development without being distracted by the ever changing hardware world.

You might be asking what does this mean for me? Well, lets use one of our Premier Partners as an example. Appolis Mobile Business Solutions, a Microsoft Gold Partner, offers a suite of WithoutWire software products specializing in warehouse management, route accounting, asset management and state-of-the-art custom solutions.This partnership has quickly allowed several of our clients to turn application concept into reality at a fraction of the cost of other solution providers.

The Appolis development architecture is based on a multi-tier design constructed using the Microsoft .NET framework. Standardizing on this framework provides the client assurance that their solutions will be supportable well into the future. Appolis applications have been certified by third party organizations for technologies such as .NET and ASP.NET, mobile framework, SQL Server 2005 and Windows 2003. The net result is Appolis provides robust applications, based on state-of-the-art technology, at a fraction of the cost of similar solutions in the marketplace.

Want to learn more on how AbeTech and Appolis can improve your business? Join us for the Leveraging Technology to Manage Compliance and Regulation seminar on March 29th. Contact a member of your AbeTech account team for more information.

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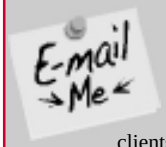
News Briefs



Announcing E-Invoicing

AbeTech is excited to offer clients e-invoicing. Forget snail mail - go email and save a tree. If you would prefer to receive your invoices via email, simply notify a member of your account team, and they can get you set-up. Peace and love!

Technical Roundtable Event

On Wednesday, March 21st, AbeTech headquarters will be hosting a technical roundtable featuring the latest in automated data collection from **Intermec** and **Cisco**. No "death by PowerPoint," this event will provide you with hands-on demonstrations of the latest in mobile wireless, printer, scanner and RFID technology.

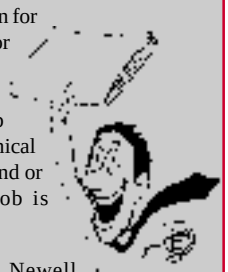
The event will run from approximately 8:00 a.m. to Noon on Wednesday, March 21st. For more information or to register, please contact a member of your account team today.

Managing Compliance Seminar

Mark your calendar for Leveraging Technology to Manage Compliance & Regulation. The seminar, presented by AbeTech, Appolis and Olsen Thielen Technologies, will be held the morning of March 19th at the Bloomington Microsoft Office. For more information or to register, please contact a member of your account team today.

New Associates

All aboard! While our train is always full of hot air and steam, we always seem to have room in the caboose for an extra hobo or two.



After being turned down for the part of vagabond for the Capital One credit card commercial, Liz Blake accepted the job with the AbeTech technical dispatch team. Vegabond or dispatcher? Either job is giving her a free ride.

Clean-shaven Alicia Newell joins the sales force we call Team Soderholm from her previous job de-tasseling corn. Well, that was the only reference that had a working phone number so we're going to have to keep an eye on her. Welcome Alicia, chug-a-lug.

For even more personnel information and pictures of these and other fine folks at AbeTech, check out the company menu on www.abetech.com.

Product Preview

Motorola's MC9000 Technology Refresh

Building on the success of the MC9000, Motorola (formerly Symbol Technologies) is excited to announce the MC906x and MC909x family of mobile computers. This migration of technology allows Motorola to extend the lifecycle of the industry-leading MC9000.

Refreshing the MC906x architecture allows alignment with Microsoft and Intel roadmaps. Motorola's MC technical enhancements include: processor, OS, persistent data storage, Bluetooth on-board, 802.11 a/b/g, WLAN security, WAN, acoustical performance, ergonomics, color camera option, multimode wireless communications (WAN-LAN-PAN voice and data, Sprint-Nextel PTT, iDEN software upgradeable to WiDEN, EDGE/GPRS/GSM), with quad band radio for worldwide use... just to name a few!

Motorola didn't stop there they also give this universal device a facelift. The external rubber bumpers are streamlined with no reduction in drop specification. The back-housing also includes an integrated finger perch for improved control and comfort, improved stylus storage, and a speaker for improved audio and voice enhancements. These subtle, yet effective, improvements to the appearance and ergonomics of the MC9000 will not compromise backward compatibility with existing MC9000 accessories, making an upgrade even more appealing.

Motorola's MC9090

Basically, an application doesn't exist where the MC9000 family of mobile computers doesn't fit. This flexible, rugged, cutting-edge line of products delivers performance you can count on.

For more information on the MC906x or the MC909x, please contact a member of your account team. They can give you all the gory technical details in depth!

AbeTech Anniversaries

Words to live by – everyone has little sayings in life that give them perspective and direction. Here are the anniversaries of this quarter's AbeTech employees and the inspirational words that have gotten them to where they are today.

Abe Associate	Ann.	Daily Contribution
Charlie Schmidt	1995	Only the color blind eat the snow around the petting zoo
Lindsey Ogdahl	1996	Successful pirates don't know how to swim
Mary Bergeron	1997	Serial killers w/a drinking problem get violent after a few
Eric Soderholm	1997	A mime with a family secret has a choice
Todd Dalbec	1997	Your uncle's finger isn't shrinking so don't pull it
Krista Dahlheimer	1999	Give your friends jug wine; good friends box wine
Joel Eidem	2001	All OTR truckers have sung YMCA at some point
Brent Pollard	2002	Mullets prevent red necks
Chad Kieffer	2004	A hitchhiker with a compass needs a hug
Shane Weintzel	2004	Give an arsonist trick candles and make a friend for life
Amy Brooksher	2004	A child without a sibling will never be a good fighter
Susan Carlson	2005	A precautionary permit is required for chainsaw oil in TX
Daniel Schulze	2005	Indoor plumbing is for sissies and neighborhoods
Tami Farnick	2006	Nothing has ever stayed in Vegas
Aaron Dalbec	2006	True love isn't stopped by good behavior early release
John Stong	2006	Don't forget son, all piranhas are bulimic
Julie Zitzloff	2006	When I was your age, we didn't have birthdays
Melodee McNevin	2006	Nostradamus sucked at paper, rock, scissors

The Professional Services Kaleidoscope

AbeTech provides a wide variety of different professional services, which have been crafted to fill the gaps often left in most technical implementations. Specifically designed to maximize the effectiveness of your data collection equipment, AbeTech's professional services decrease the time, hassle, and risk involved in implementing automated data collection into your business.

Introducing the AbeTech Solution Center

AbeTech and its partners are excited to announce the opening of the AbeTech Solution Center. Located at the AbeTech headquarters in Rogers, MN, the AbeTech Solution Center will provide you with the chance to see the latest and greatest in automated data collection equipment all in one room. Live working scanners, handheld computers, thermal printers, vehicle-mounted units, labeling systems and RFID equipment are all available for you to see and demo. The AbeTech Solution Center also highlights the various integration services and software systems AbeTech offers to maximize automated data collection in your company.

Opening for tours beginning in April, the AbeTech Solution Center is truly unique; no other company in the industry can offer you this experience.

Contact a member of your account team today to setup your appointment to visit the AbeTech Solution Center. Don't miss this chance to see the best in automated data collection from leading manufacturers such as Intermec, Symbol, PSC, and Zebra all in one place. Call today!

Save The Date
AbeTech Open Houses

AbeTech is excited to invite you to join us on either Thursday, May 3rd or Friday, May 18th for an Open House at our new headquarters.

Watch for more information and details!

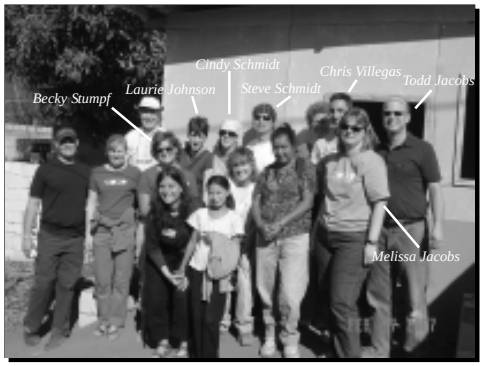
Thursday, May 3rd
Friday, May 18th

A Vision of Hope

In 2006 AbeTech adopted a charity close to the heart of its owner, Steve Schmidt. Common Hope is a nonprofit organization working to educate the children and empower the families of Guatemala. Their hope is that the poverty of Guatemala can be eliminated through the education of children, thus giving them the means to improve their lives. Started in 1984, Common Hope now runs a Family Development Center in Antigua, is responsible for the creation of New Hope Village community and assists in facilitating a school in the Ixcan jungle.

Like many organizations focused on children, Common Hope encourages individuals, families, businesses and communities to sponsor children in their organization. The money donated through a sponsorship goes directly to providing both education and healthcare to the child. Common Hope has also established a program called Vision Teams. Vision Teams actually travel to Guatemala and volunteer at the Common Hope facilities. Vision Teams are truly a unique means of getting directly involved in the mission of Common Hope.

It was this unique experience that interested a group of AbeTech employees. With the assistance of AbeTech, a group of seven employees and spouses recently visited Guatemala.



Vision Team, and the family, outside the house they built

Todd, Steve, Becky & Chris meeting AbeTech's Sponsor Student, Henry, and his mother and little brother

Becky & Chris doing landscaping

For more information on Common Hope, please visit their website, www.commonhope.org.

BARCODE

What is @?

The funny little “a” with its tail circling back around it is probably one of the most commonly used symbols today. So it is truly amazing to learn there is no official, universal name for it. The most accepted term, even in many other languages, is to call it the “at” sign. But there are dozens of different words used to describe it. A lot of languages use words that associate the shape of the symbol with some type of animal.

Here are a few examples of the many exotic terms associated with the @ symbol:

- apestaart - Dutch for “monkey’s tail”
- snabel - Danish for “elephant’s trunk”
- kissanhnta - Finnish for “cat’s tail”
- klammeraffe - German for “hanging monkey”
- grisehale - Norwegian for “pig’s tail”
- sobachka - Russian for “little dog”

Before it became the standard symbol for e-mail, the @ symbol was typically used to indicate the cost or weight of something. For example, if you bought five oranges for $1.25 each, you might write it as 5 oranges @ $1.25 ea. It is still used in this manner on a variety of forms and invoices around the world.

News Briefs

Rick McDeid

Nobody really knows where Rick McDeid came from, but whoever had the eyeball, spine and kneecap piercing business in his old hometown surely has felt a hit in their pocketbook since he made his way to AbeTech in 2001. Rick’s nimble fingers and hatred of all things warm and fuzzy have kept him a legend in the data collector repair group since he first crushed a man’s skull with a Junior Mint in the mosh pit at I-HATE-ANY-CLOTHING-THAT-ISN’T-COLORED-BLACKAPALOOZA in 2002. During his time away from AbeTech, Rick plays Realtor to those within the Black Label Society fan club. His sales skyrocketed following their latest convention, when Rick offered a free piercing with every closing. When Rick isn’t plotting revenge, he enjoys quilting black scarfs, puncturing other people’s skin with quilting tools and watching Dr. Phil.

Likes: Nothing

Dislikes: Everything that isn’t on his list of likes

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