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AbeTech is proud to bring you...

Lincoln's Log

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

Volume 2-007

www.abetech.com

Datalogic & PSC

Datalogic has been a player in the automated data collection industry in Europe since the mid-1970's. In 2005, following a series of strategic moves, Datalogic had the opportunity to purchase American-based PSC. As a result, Datalogic not only made the giant leap into the U.S. retail market, but also became the third largest automatic identification company in the world.

Since the acquisition, Datalogic has been evaluating the best way in which to optimize both company's resources. Last December, Datalogic announced a plan to move toward an autonomous divisional operating structure. The goal of the transformation project is for PSC and Datalogic to better serve customers through a more focused, dedicated, and specialized business structure. PSC customers can expect to receive the same quality products, service and support they receive today. The transformation process currently underway is designed to ensure a smooth and seamless transition for customers, partners and vendors.

On April 2nd, 2007, the PSC brand name and logo will be retired. Datalogic will be re-aligned into Datalogic Scanning, Datalogic Mobile and Datalogic Automation. The PSC products will be re-branded under Datalogic, as Datalogic Magellan, Datalogic PowerScan, Datalogic QuickScan and Datalogic Falcon products.

If you have any questions or concerns regarding this change, please do not hesitate to contact a member of your account team.



Rainbow...

Rainbow Play Systems, headquartered in Brookings, South Dakota has been manufacturing state of the art playground systems and has been in the business of creating childhood memories for over 20 years. When Rainbow decided to replace their ERP software, they contacted long time partner AbeTech to assist upgrading their wireless infrastructure, and legacy handheld data collection equipment.

The project began with the initial consultation at the main Rainbow production facility. Discussions about the existing devices, emulation concerns, and their current mobile data collection solution led to a follow-up consultation to demonstrate form factors, discuss wireless security, test scanning ranges and overall device functionality.

After reviewing their options, Rainbow selected Motorola MC9090 handhelds and Cisco wireless access points. The MC9090's were equipped with the Lorax Dual Range laser (scanning range from near contact to 45') and Stay Linked terminal emulation/session management software. The bright, crisp display on the MC9090, user replaceable keypad, and rugged device enclosures were all clear strengths.

The second phase of the project had AbeTech system engineers performing a wireless site survey covering the production and distribution facilities totaling over 1.3 million square feet. The survey included detailed, professional documentation regarding the upgrade process toward simultaneous operation of the existing legacy 2.4 Ghz Open Air Access Points and Cisco 1200 Series 802.11 a/b/g access points until the legacy equipment could be phased out. System requirements in hand, the Rainbow team prepared the infrastructure while the AbeTech team finalized details on the hardware procurement and deployment plan.

In March the production and distribution facility infrastructure upgrades took place along with end user training. System *Go Live* occurred one afternoon and has continued without a relapse to the legacy devices. Follow-up calls to the Rainbow IT Manager has yielded positive feedback on the ease of transition and system performance.

Users now have the ability to perform a variety of tasks using their new devices, including inventory control, cycle counting, shipping and receiving, with all transactions sent wirelessly into their ERP system for true real-time visibility on product movement and location throughout their facility.

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News Briefs

E-Invoicing Again...



We're excited about having the ability to email invoices, that we're printing this again.

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. Who needs energy credits?

Thank You...

AbeTech would like to thank everyone who had the opportunity to stop by one of our recent Open Houses. We hope you enjoyed your visit!

If you were unable to attend, but would still like to stop by and see our new facility, or the impressive Solution Center, please contact a member of your Account Team to set-up an appointment. As they say, "anyone can come..."

Stripe S600 End of Life

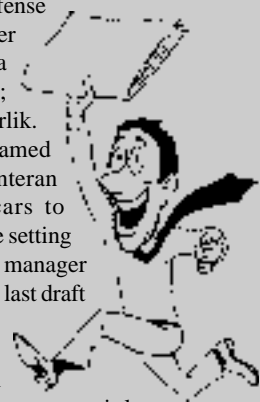
Zebra has announced the end of life for the Stripe S600 printer. What does this mean? Well, they will no longer be taking orders for the S600 come June 30th and will stop shipping the end of September. Going forward AbeTech recommends the S4M, which is the next generation in the legacy Stripe series. Migrating to the S4M allows you to continue to use your existing media, ribbons, formats and connectivity. In addition, the S4M is a more rugged printer, provides a more complex solution, wider connectivity range, additional throughput and is designed to be easier to use.

New Associates

The AbeTech account teams needed some fresh talent, so we traded some aligning talent for a couple first round draft picks.

Giving a boost to veteran player Jason Zakrzewski is an offense player who knows her way around a defensive buyer; welcome Wendy Ceirlik.

Chris Gross also teamed up with another veteran player with the scars to prove it. Chris will be setting up plays as account manager for Bill Schmidt. Our last draft pick this season was for an all star player whose talent has been wasted in years past on special teams. Mike Bates has worked his way on to AbeTech's starting line-up this year as Account Executive for the Wisconsin, Illinois area. Wendy, Chris & Mike - Welcome to the team!



Product Preview

AbeTech's Media Solutions

AbeTech is the largest Bar Code & RFID Integrator in the Midwest as measured by quality of service, knowledge base and total profits. We increase productivity by integrating complete bar code, RFID, mobile computing and labeling solutions for manufacturing, distribution and retail leaders.

Companies today use labels for hundreds of applications: product identification, shipment addressing, bar codes, RFID applications, work-in-process, inventory control, pricing, promotional, and many other purposes. To completely satisfy these applications, labels must adhere to a variety of surfaces: aluminum, corrugated, fiber drums, glass, plastic, steel, and more.

AbeTech carries a large inventory of more than 30 stock label sizes and styles to meet a wide variety of thermal transfer and direct thermal labeling applications. We also inventory a large selection of thermal transfer ribbons in multiple formulations for most types of printers. Same day shipping is available for stock labels (less than four cases) and stock ribbons (less than one case) if the order is received by 2:00pm CST. Quantities greater than that will ship within 48 hours.



AbeTech has an Easy Reference Guide that outlines important factors involved with media solutions. It contains a list of common terms and definitions, describes various label facestocks, adhesives and specialty materials. In addition, it contains a brief overview of our production capabilities and how we can create and print labels and tags to meet your exact specifications. Finally, we explain how AbeTech's on- and off-site label printing systems produce pressure sensitive labels with text, bar codes, graphic images and RFID encoding.

Please contact a member of your AbeTech account team for more information on the media choices we offer and to have our Easy Reference Guide sent to you.

AbeTech Anniversaries



Spring is finally here which means it's time for flower blossoms, uncovering blindingly pale skin and spring cleaning. Here's how these AbeTech employees celebrated their spring anniversaries. Mother Nature would be proud.

<u>Abe Associate</u>	<u>Ann.</u>	<u>Spring Celebration</u>
Steve Schmidt	1992	Celebrated his pools opening by being the first one to pee in it
Steve Haben	2000	Planting his backup flower garden in mustache
Brad Buys	2001	Coming out of his depression following the close of ice fishing season
Rick McDied	2001	Ripping the sleeves off his collection of black t-shirts... with his teeth
Patsy Hanson	2001	Purchasing matching shoes and purses for each of her puppy's collars
Marc Lawson	2003	Guiltig his family and friends into laying sod at his new home
Patrice Isdahl	2004	Reclaiming her position as most obnoxious sideline soccer mom
Shelly Woods	2004	Buying a new flower-shaped ashtray for the outdoor smoking gallery
Bill Tustin	2005	Playing out of tune air guitar in his flowered sun dress
Ann Novotny	2005	Signing up the Professional Services team for finger painting classes
Kyle Paschke	2005	Cleaning out his sock drawer and donating them to sockpuppet.com

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.

Verizon Wireless Data Network Now Available to AbeTech Clients

Over the past 15 years, AbeTech has seen many changes in the bar code and data collection market. Each year it seems technology allows our clients to find even more ways to produce, capture, and manage real time data. We have helped many clients make the transition from tethered PC solutions, to mobile/dockable batch data collection solutions, to 802.11 Wi-Fi solutions that support terminal emulation and real time data synchronization. Through all the years, we have tried to bring value to our clients by keeping 3 things in mind:

- Keep our clients informed of the ever evolving bar code and data collection technologies.
- Help clients identify areas where new technology can produce efficiencies in their business.
- Provide low risk, hassle free solutions and service to our clients.



Just as we have seen much advancement in technology in the past, we recognize another paradigm shift happening today. While many companies are taking full advantage of Wi-Fi mobility within their four walls, we are now helping many companies recognize increased productivity outside their four walls in the areas of field sales, field services, route delivery, and asset management. By offering solid hardware and software solutions through our extensive partner network, it only makes sense for AbeTech to foster a partnership with one of the world's largest wireless data providers. To ensure our clients get the most accurate, and real time information possible, AbeTech has partnered with Verizon Wireless.

Verizon Wireless is committed to offering customers the most reliable service on the nation's best wireless voice and data network. Verizon Wireless has invested more than \$35 billion in the last seven years to increase the coverage and capacity of its national network and to add new services. Verizon Wireless currently services 60.7 million customers.

New and Improved Website Coming Soon

AbeTech is excited to announce a new and improved version of www.abetech.com. Still in the design stage, the new site will offer you three different avenues to enter and navigate the site. Whether you're looking for automated data collection information for a specific industry, application or product, the site will easily guide you in the right direction. The new site will also offer quick access to industry and product information. As a knowledge leader in the industry, AbeTech will be using the web site to allow you to quickly and easily access that knowledge.

Even more exciting is the new web-based Client Center we're creating. Designed to increase your productivity and to make doing business with AbeTech even easier, the Client Center will give you immediate access to your account team, order information, and service details. Through a secure log-in, you will be able to access information such as order status, order history, service contract terms and service status. Pulling data directly from our databases, the information you can access through the Client Center is real-time.

Lastly, the new site will provide clients with an enhanced RMA system. How is the online RMA system enhanced? The new system provides product drop-down menus that can be customized per client. Thus limiting the lists to only the equipment you've purchased. The enhanced RMA system will also support our multiple service centers, which will speed turn-times by eliminating unnecessary shipping time.

As we mentioned, the new site is still in the design stage, but is scheduled to go live early 3rd quarter. Stay tuned for further information as the roll out of the new site quickly approaches.

Fireworks

The 4th of July and fireworks go together like ketchup and mustard. So where did these little finger-loving explosives come from?

Fireworks originated in China to produce a loud sound that was intended to frighten evil spirits. Firecrackers were later used to pray for happiness and prosperity.

American's earliest settlers brought their enthusiasm for fireworks to the U.S., and were used to celebrate important events long before the Revolutionary War. In fact, fireworks were used at the very first celebration of Independence Day in 1777.

Today aerial fireworks are launched with compressed air rather than gunpowder. A compressed air launch allows for a reduction of fumes, and greater accuracy in height and timing. The largest manufacturer of fireworks in the world is China. China is estimated to have exported over six million cases or 120,000 tons of fireworks to the U.S. in 2005.





News Briefs

Patsy Hanson



When it comes to passion, look no further than Patsy Hanson in the AbeTech Accounts Receivable's department. Patsy not only has a PAY UP SUCKER tattoo on her forearm, but one of a crashing Rocket covering her entire back in honor of the record losing streak her Rockford, MN high school football team endured from 1980-2004. Not only did Patsy go to every game and cheer until her vodka bottle was empty, she also tried to simultaneously date the entire backfield her junior/senior years with the hopes of getting them to finally score. Patsy finally settled down with her off season squeeze Dugger and managed to start a backfield of her own with young Alley. Patsy currently resides in St Michael, MN where she is legendary on the local karaoke circuit and holds the record for most consecutive gongs in a row on a Friday night.

Likes: holding her breath, tartar sauce, and tube tops

Dislikes: Jim Carrey's lips, the free space in bingo, and hard candy corn

B T A R I C V O I D A E

We All Have a Little Cache!

A cache (pronounced "cash") is a temporary storage area where frequently accessed data can be stored for rapid access. Caching is often used with your web browser. If a user returns to a web page fairly soon, it is likely the data will not be retrieved from the source Web server. By default, browsers cache all web resources on the local hard drive. An Http request will be sent by the browser that asks for the data only if it has been updated since the last download. If it has not, the cached version will be reused. This is particularly valuable in reducing the amount of Web traffic on the Internet.

For Microsoft users, the cache is stored in the Temporary Internet Files folder on your hard drive. All those files stored in your cache take up space, so from time-to-time, you may want to clear out the files stored in your cache to free up some space on your computer. This is called clearing the cache. You can also adjust the default settings of your cache to allow for more room or speed.

Like many desktop and laptop computers, your handheld data collectors or mobile computers also cache data on their hard drives. Although clearing the cache on these devices is often no necessary.



Resources: www.wikipedia.org & www.microsoft.com

AbeTech, Your RFID Solution Consultant!



Return Services Requested

Headquarters:
12560 Fletcher Lane
Suite 100
Rogers, MN 55374



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