



AbeTech is proud to bring you...

Lincoln's Log

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

Volume 3-007

www.abetech.com

And the Walls Came Tumbling Down...



AbeTech offers WAN solutions

Over the years, Lincoln's Log has highlighted the many partners and solutions we can implement that revolve around the collection of data inside your warehouse, manufacturing and distribution center walls. We have also been leveraging our relationships with worldwide leaders in Wide Area Networking (WAN) such as Verizon, Motorola and Internec to bring you solutions that reach out to your field sales and service workers anywhere in the country across the cellular network vs. the traditional WiFi based network.

Getting a handle on your inventory, sales and labor is no longer something confined to your immediate facility. We offer turnkey mobile solutions for Field Sales and Service into numerous tiers of ERP and MRP packages. Additionally, we have the ability to custom tailor solutions into your homegrown applications as well using the Microsoft VB.Net platform. Whether you are tracking labor and parts when fixing a furnace or having your drivers upsell on your most profitable products at the point of sale in the retail environment, we have a solution for you. Implementing the use of a WAN gives your employees in the field access to data, as well as provide data back to the office in real-time provides a competitive advantage today, but is something that is quickly becoming a business necessity.

Capturing data is pervasive, regardless of the environment – contact us with questions related to any mobile or field applications related to your companies long term strategy for understanding all aspects of your day-to-day productivity.

Dicky Manufacturing Company

Dicky Manufacturing Company (DMC) is a manufacturer of security seals, tamper-evident products and cable ties located in St. Charles IL. Since 1911 DMC has been dedicated to supplying high quality products; while maintaining competitive pricing, and a high level of customer service.

Like many companies in the manufacturing industry, DMC was exploring options to increase sales and profitability of its products by incorporating a value-added feature. One of the value-added features they chose to implement was the use of automated data collection. They believed, adding a bar coded label to a product in the manufacturing process would help reduce, and possibly eliminate costly errors associated with manual transcription of human-readable part numbers.

AbeTech was asked to help design a solution that would print and accurately apply customized labels to the desired units as they move through DMC's existing "handling system." After determining that implementing an automated labeling system within DMC's manufacturing process was the right choice for their goals. The labeling unit needed to fit within the space constraints of their existing equipment as well as keep up with the 85 product per minute rate that DMC requested.

AbeTech's labeling systems department was able to draw on their years of experience to develop a solution that would fit the client's needs and budget. By first taking the time to evaluate the entire request, asking the right questions and working through potential pitfalls at the beginning of the process; AbeTech was able to design a custom label application solution that met the space requirements of DMC. Along with meeting the space restrictions through careful design and placement of the various labeling system components AbeTech was able to meet the speed requirements also.

What happened next? What are the results?

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News Briefs

Contacting AbeTech

Recently we launched a new sales structure based on a team approach. Each team is comprised of an Account Executive, Account Manager, Professional Services Engineer and a Client Care specialist. Otherwise, general assistance can be reached at the following numbers.



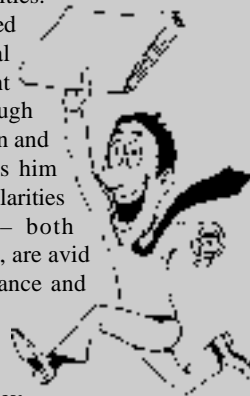
- To Place an Order:
 - MN Local: 763.428.5937
 - Toll Free: 866.226.3848
 - Fax: 763.428.1270
- Order Inquiry:
 - MN Local: 763.428.5937
 - Toll Free: 866.226.3848
- Technical Service:
 - Local: 763.428.1279
 - Toll Free: 800.868.5838
- Parts:
 - Local: 763.428.1279
 - Toll Free: 800.868.5838

Maintenance Contracts

Remeber, AbeTech offers maintenance contracts for all major brands of automated data collection devices. Why is this important? Because, AbeTech offers you on-line tracking of all your contract terms and service status via our new Client Center. Also, we can act as a conduit for all your automated data collection equipment service needs. No need to track what needs to shipped where; send it to us and we'll manage the process going forward. For more information, please contact a member of your AbeTech account team.

New Associates

Separated at birth? Not too often do we come across employees who are uncannily similar, but this quarter we have an exception. When you check out the bio's on-line for our new Marketing machine Barb Trushenski and System Engineer Ryan Behr, you can't help but recognize the similarities. Ryan, has been blessed with fully functional eyeballs and is right handed. Barb, although from a different town and family tree, matches him EXACTLY. The similarities don't stop there - both previously held jobs, are avid fans of health insurance and have recently changed jobs. Let's hope their synergies don't stop there-if they decide to contribute to a 401K, watch out Fran, Cathy Lee and John - That's Incredible!



Product Preview

Mobility Brought to you by Motorola's MC35

In today's fast paced world, keeping your on-the-move workers connected, responsive and productive is now a reality with the little device that offers big business functionality. The Motorola (formerly Symbol) MC35 is a pocket-sized device that puts the combined power of a mobile phone, laptop, camera and bar code scanner at the fingertips of your employees. This durable device offers a product life that well exceeds that of the traditional consumer smart phone or PDA. And the convergence of voice and data translates into one device for employees to carry and one device for IT to manage - simplifying your mobility architecture and your capital and operational costs. The MC35 is the right device for sales force automation or any enterprise application that needs to combines bar code scanning or a camera with WLAN, WAN and/or Bluetooth functionality.

Features and benefits of the MC35:

- Highly flexible voice functionality includes 1-to-1 and 1-to-many voice calls with speakerphone, headset and push-to-talk modes
- WWAN/WLAN/WPAN capabilities keep workers inside and outside the enterprise connected - from your sales people in the field to managers on the retail floor
- Robust mobile data capabilities include email, instant and text messaging, image capture and bar code scanning
- The latest in computing platforms provides the power to support nearly any enterprise application - with over 45 tested and validated applications available today
- Business-essential durability - passes Motorola's industry leading drop and tumble impact tests



Motorola's MC35

For more information on the MC35, or help determining if it is the right device for your application, please contact a member of your AbeTech account team.

AbeTech Anniversaries



The end of summer in Minnesota is unofficially celebrated at *The Great Minnesota Get Together*, or our State Fair. The great fair combines all things "carney" in nature: food on a stick, livestock, fair rides, and all types of live entertainment! Here are some of our employee's memories and plans for the Fair.

<u>Abe Associate</u>	<u>Ann.</u>	<u>Favorite Fair Activity</u>
Bill Schmidt	1994	You bet your butt I'll arm wrestle you for \$10 Mr. uh, Jack Hammer
Troy Norman	1999	Beer Garden - what more is there to say?
Nicky Schmidt	2000	Still upset she couldn't find a washer/dryer combo on Machinery Hill
Tom Sicheneder	2000	Finally, I get to wear my half shirt, high tops and cut-off jean shorts
Todd Jacobs	2000	Still flattered by getting job offers from the Haunted House barker
Chris Eliason	2000	Hasn't gone since they eliminated all you can eat hot dog contest
Jim Bowen	2001	I just HAVE to win the Def Leppard bandana for my rearview mirror
Dave Munson	2001	Dunk Tank Idol finalist
Rob Street	2002	Lobbying the Ohio government for a Fair as cool as Minnesota's
Laurie Johnson	2002	Sorry sir, you just look like the bearded lady
Annette Whiteford	2005	If I buy 300 wine cooler tickets, that should last me at least 3 days
Ron Wiza	2005	Where is Minnesota? That so rings a bell.
Travis Kulyas	2005	You call that a tattoo Mr. Tilt-a-Whirl? Where's the rose... the pistol?
Eric Tschdui	2005	Three for a buck eh? You only have two teeth left though...
Kelli Fehn	2005	That carney guywith the Camaro t-shirt is pretty hot...

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.

AbeTech Employees Certifiable... in RFID

AbeTech strives to provide "Best in Class" solutions to all our clients therefore the knowledge base of AbeTech employees is the cornerstone of our business. The rapid advancement of existing technologies and the never ending emergence of new technologies requires everyone at AbeTech remain current with these technologies and the products we support. This is especially true with RFID.

At AbeTech, we feel manufacturer and industry certification validates the knowledge and skills of our engineers who work with RFID Technology. RFID has become a very viable solution for asset management, records management, inventory management and tracking goods in the supply chain but it will only be effective if deployed by trained and certified engineers.



Our sales and technical teams continue to acquire and maintain both manufacturer and industry RFID certifications. These include: Computing Technology Industry Association (CompTia®) RFID+, epcSolutions, Intermec Honours Partner, Motorola PartnerSelect Platform, Motorola PartnerSelect Product, Printronix RFID Certified Partner, ScanSource RFID Edge, TEKLYNX, ThingMagic Mercury line and Zebra RFID Authorized Service Provider.

The combination of our vendor neutrality, industry certifications such as CompTia® RFID+ and ScanSource RFID Edge along with our strong manufacturer partnerships ensures that AbeTech will architect, deploy and support all of your RFID solutions with great efficiency and success.

So if you're looking to implement RFID, call a member of your AbeTech account team today, we'll help ensure your success!

All New www.abetech.com

As you may have read last quarter, AbeTech is announcing a new and improved website. In addition to the awesome Client Center and enhanced RMA request system, which were featured in detail last edition, the general website also has a lot to offer both current and potential clients.

The new site offers you information and case studies on the multiple ways AbeTech can increase your productivity through the latest in automated data collection. Search by industry, solution or products and services; all will lead you to the same conclusion - AbeTech is the right provider for you.

Also featured on the new site is AbeTech's Solution Center. A one-of-a-kind in the industry, the Solution Center allows you to see and get hands-on demonstrations on all the latest in automated data collection. Whether RFID, automated labeling systems, or a wireless RF system, the Solution Center offers you a unique glimpse of how the system will work for you. Visit the site today and register for your personal tour of the AbeTech Solution Center.

Lastly, just to recap from last quarter, the Client Center offers 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. And the enhanced RMA request system now has product drop-down menus that are customized per client and supports our multiple service centers, which will speed turn-times by eliminating unnecessary shipping time.

We encourage you to take some time to check it out, and even more so, to let us know what you think. AbeTech built the site for our current and potential clients, so if something is missing we want you to let us know. Simply complete the Contact Us form and give us your feedback.

Back to School Tips

As parents back to school can be a blessing and a nightmare at the same time. Here are a couple of little tips to help with the transition!

Backpack Tips:

- Pack Light: A backpack should never weigh more than 10-20 percent of the student's body weight.
- Organize the pack to make use of all compartments and pack heavier items closest to the center of the back.
- Choose a pack with wide, padded shoulder straps and a padded back.
- Always use both shoulder straps. Slings a pack over one shoulder can strain muscles.

Other Tips:

- Make sure children get enough sleep. Generally, between the ages of 6-9, most children should get 10 hours of sleep a night, while preteen need a little over 9 hours.
- Talk to and get to know your children's teachers.
- Check out www.ed.gov - the official website for the U.S. Dept. of Education





News Briefs

Jim Bowen



Born on a mountaintop in Tennessee... Jim Bowen may not have killed a bear when he was only three, but he has been cleaning off printed circuit boards since back in the 1800's so we joined PETA and continually cut him slack. Jimmy has not only been a lead printer technician with AbeTech since 2001, he has also been emotionally attached to his solder gun since then as well and proudly wears his "Over My Dead Bead" headband around the tech area. Jimmy is a scratch golfer (scratches his head wondering where his ball went) and is known for his trash talking on the course while instructing early teens. Often heard spewing loudly from Jim's mouth after sinking a long putt is "can you feel me now zit-head?" and "I've hit puberty, yes that's true, I've hit puberty, how 'bout YOU?"

Likes: recertified golf balls, homemade dental fillings, rifle bearing plastic Army guys

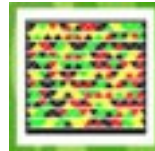
Dislikes: out of sync boy bands, sticky Pause buttons, smooth jazz

B T A R R I C O D E

Microsoft New Bar Code - the HCCB

The International Standard Audiovisual Number International Agency (ISAN-IA) announced in April the licensing of Microsoft's High Capacity Color Barcode (HCCB) technology. The new system of bar codes will be used to assist in the identification of commercial audiovisual works such as motion pictures, video games, broadcasts, digital video recordings and other media by the ISAN-IA. The new multi-color bar code is expected to start appearing on DVD media toward the end of this year already.

The HCCB system uses several colors versus the traditional bar code, which is typically black and white. Not created with the intension of replacing the traditional bar code, the HCCB is capable of storing roughly double the amount of information; approximately 3,500 characters per square inch. The identification and tracking technology provided by the HCCB will provide audiovisual publishers more detailed data that can aid in royalty payments, anti-counterfeiting efforts, marketing analysis and a host of other business functions. For consumers, the new bar code can be combined with Web services to offer information such as product versioning, rating identification, parental control, product availability, special releases, contests, pricing and promotions. It will be interesting to see where this leads as the HCCB is deployed.



AbeTech, Your RFID Solution Consultant!



Return Services Requested

Headquarters:
12560 Fletcher Lane
Suite 100
Rogers, MN 55374

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