



*Page 2*  
*Zebra Upgrades the Z Series*  
*and*  
*AbeTech Anniversaries*

*Page 3*  
*SOTI*  
*and*  
*Client Center - Designed with You in Mind*

AbeTech is proud to bring you...

# Lincoln's Log

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

Volume 1-008 www.abetech.com

### IEEE Proposes "n" Standard

Building upon the previous 802.11 standards, 802.11n adds multiple-input multiple-output (MIMO) and 40 MHz operation to the physical layer. MIMO uses multiple transmitter and receiver antennas to improve the system performance. To support higher data rates, 40 MHz operation uses wider bandwidth (compared to 20 MHz bandwidth in legacy 802.11 operation).

When 802.11g was released to share the band with existing 802.11b devices, it had to provide ways of ensuring coexistence between the legacy and the new devices. The 802.11n standard extends coexistence management to protect its transmissions from legacy devices, which now include 802.11g, 802.11b and 802.11a.

Work on the 802.11n standard dates back to 2004. The draft is expected to be finalized in November 2008, with publication in July 2009, but major manufacturers are now releasing "pre-n", "draft n" or "MIMO-based" products based on early specs. These vendors anticipate the final version will not be significantly different from the draft. A firmware update should be able to make current "Draft-n" hardware compatible with the final version.

Currently, there are no 802.11n mobile devices on the market, due to the increase in battery usage required to run on the 802.11n network, although Motorola is currently working on a solution. For more information on 802.11n, please contact a member of your account team.

## 802.11n

### Custom Designed Scanner Enables Increased Productivity

A large manufacturer and distributor of soft drinks and other beverages uses automated data collection in its manufacturing and distribution facilities. Like most, they use a scanner tethered to a rugged vehicle mounted computer on their forklifts for various inventory processes. So far this sounds typical, right?

Here is where it changes. One of their warehouse employees has a physical limitation, which impedes him from gripping the scanner with his hand. His employer wanted to accommodate this special need and asked AbeTech for assistance.

AbeTech was uniquely positioned to help. As a certified repair provider for Datalogic Scanning, our staff has an intimate knowledge of the PowerScan XLR scanner that is used in their facility. We are also a certified Xplore partner, the manufacturer of the vehicle-mounted computer. Finally, and most important, we have talent staff who excel at this type of project. From Lindsey Ogdahl, an electronics engineer, aka MacGyver, and several other veteran AbeTech employees, we got to work.

The first step was to meet with this individual and gain an in-depth understanding of his unique situation. Then, Lindsey designed and built a wearable scanning solution. He attached the Datalogic PowerScan XLR to a wearable wrist mount, then built a custom USB cable that connected the scanner to a foot trigger that activates the scanner - all of which is powered by the heart of the system, the Xplore Technologies vehicle-mounted computer, via another USB cable. This custom design allows the employee to use the same technology as his peers.

After using his new scanning system in his daily work environment, the need for modification was uncovered. We have been asked to create a quick disconnect to allow the employee to get on and off the vehicle without having to remove the wrist mount. Lindsey is confident he can "MacGyver" another solution to meet this new requirement.

*"AbeTech's innovation was able to provide us a creative solution to a real-world problem!"*  
*- Vice President of Operations.*

Published by AbeTech, 12560 Fletcher Lane, Suite 100 Rogers, MN 55374 Tel: 800-478-8644 [www.abetech.com](http://www.abetech.com)





## News Briefs

### Hand Held Products Acquired

In October 2007, Honeywell announced they had signed an agreement to acquire Hand Held Products (previously known as HHP). The acquisition was finalized in December and the new line of business is Honeywell Imaging and Mobility within the Honeywell's Security Group. "Becoming part of Honeywell begins a new and exciting chapter for Hand Held," said Kevin Jost, President, of Honeywell Imaging and Mobility. "By joining one of the world's leading technology companies, we will be able to deliver greater value and a more comprehensive offering of world-class solutions to our customers."

News on the street is that Honeywell is not planning any product changes that will impact Hand Held Products current business operations.

### Datalogic CCX V4 Certified

The Datalogic Falcon 4400 Series mobile computers are among the first in the industry to be certified for CCX Version 4, keeping Datalogic Mobile computers in the forefront of PCI compliance. According to Tom Burke, Director of Americas Product Group for Datalogic Mobile Inc., all the latest mobile computers from Datalogic will be certified for CCX V4 in the near future. The security capabilities required to pass CCX V4 tests ensure compliance with the Payment Card Industry Data Security Standard (PCI DSS), a critical requirement in retail applications handling credit card information.



### New Associates

AbeTech not only hired one oxymoron, but two, recently. The first a numbers guy with a personality! Yes, believe it or not, our new CFO, Steve McDermott, is not a robot. This guy is actually funny outside his accounting network groups. Not that that is why we hired him, but it certainly didn't hurt.

Next is Garrett Senesac. Garrett is new to our IT department, and although the jury is still out, he seems to not be a complete geek. And that is why we hired him.

For more personnel information, and pictures of the fine folks at AbeTech, check out the About AbeTech menu on [www.abetech.com](http://www.abetech.com).



## Zebra Upgrades the Z Series

Zebra's best-in-class Z series printers just got better! The ZM400 will be replacing the Z4M+, which was discontinued at the end of January 2008.

The ZM400 includes additional productivity-enhancing features and flexible network connectivity (USB, wireless 802.11 b/g, Ethernet, serial and parallel) for easy system integration in most manufacturing, warehousing and business applications. This printer is upgradable to grow with your changing needs.

Design enhancements make the ZM400 printer faster (10 inches-per-second) as well as easier to operate, load and maintain. It has a quick-change printhead and platen roller for ease of replacement anywhere. The large LCD is great for on-the-spot configurations with color-coded operator cues, 15 translated menu languages, and Unicode-compliant printing. The rugged metal frame and case, along with a large clear window, are perfect for a demanding environment. It comes standard with 16MB DRAM, 8MB Flash, 203dpi printhead, 32-bit processor, auto-calibration, E3 (Element Energy Equalizer) for printhead energy control, real time clock, and both thermal transfer and direct thermal operating modes. Included is the easy-to-use Zebra Programming Language (ZPL). In addition, the ZM400 will support user-defined fonts and graphics, including custom logos. Also, this new generation Z Series printer is built RFID-ready.

There are many options for the ZM400, so for more information, contact a member of your AbeTech account team.

## Product Preview



## AbeTech Anniversaries



Although many of them are not officially of Irish descent, that doesn't stop them from celebrating the Patron Saint of Ireland on March 17<sup>th</sup>. Here are these employees favorite way to celebrate.

<u>Abe Associate</u>	<u>Ann.</u>	<u>Favorite Way to Celebrate St. Paddy's Day</u>
Charlie Schmidt	1995	Playing the bagpipes
Lindsey Ogdahl	1996	Eating Lucky Charms for breakfast, lunch and dinner
Mary Bergeron	1997	Kissing the Blarney Stone
Eric Soderholm	1997	Searching for the pot of gold
Todd Dalbec	1997	Dying all his beverages green
Krista Dahlheimer	1999	Making fishsticks for dinner
Brent Pollard	2002	Changing his ring tone to "Beautiful Day" by U2
Chad Kieffer	2004	Watching <i>Lord of the Dance</i> on the big screen
Shane Weinzetl	2004	Attempting an "Irish" accent all day
Amy Brooksher	2004	Watching reruns of Remington Steele starring Pierce Brosnan
Susan Carlson	2005	Responding to all emails in Gaelic
Dan Schulze	2005	Eating nothing but McDonald's Shamrock Shakes for the day
Tami Farnick	2006	Dying her hair shamrock green
Aaron Dalbec	2006	Wearing red, white and blue
Julie Zitzloff	2006	Serving Irish Bangers
Melodee McNevin	2006	Taking the next day off
Alicia Newell	2007	Participating in the "Save the Leprechaun" march
Wendy Ceirlik	2007	Baking green bars
Chris Gross	2007	Wrestling with Dan Tschudi

## 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's Expands its Service Offerings

Responding to the needs of our clients, AbeTech has expanded the technical services offerings we provide. In addition to the onsite and depot service and support you've come accustomed to rely upon, AbeTech is now bringing our industry leading technical staff to you via the phone and remote support services.



In today's world, having a bird's eye view to monitor and support your mobile network devices is no longer something that is merely a want, it is an absolute need. AbeTech has partnered with industry leader SOTI to offer licensing, installation, training and support for their award winning and industry leading MobiControl management utility.

MobiControl takes the technical out of technical support and has reshaped it into a help desk friendly, centralized management console for all of your Wi-Fi and Wide Area Networking (WAN) based devices. No matter if we are talking about your warehouse workers with rugged data collection devices or your field service or sales force with rugged PDA's, having the ability to dial-in to the actual device to view performance and evaluate application-related issues translates into hard dollars as productivity and uptime is dramatically increased.



In addition to the remote management capabilities, MobiControl also incorporates the ability to set security policies and software deployment rules based upon device or user class. If a unit hasn't checked into the management console in three business days or the field worker is still running the legacy version of the route sales program, you set policies to lock a device from accessing your infrastructure and exclusive data until all user and application validation concerns have been addressed. In the fast moving and mission critical always connected world we live in, AbeTech and SOTI are making it a much smaller place.

As always, if you would like more information on SOTI's MobiControl or other AbeTech service offerings, please contact a member of your account team.

## St. Patrick's Day

Although St. Patrick's Day is not an official holiday in the United States, it is still widely celebrated by Irish (and non-Irish) descendants.

Saint Patrick's Day is an annual feast day that celebrates Saint Patrick, one of the patron saints of Ireland. Officially scheduled on March 17<sup>th</sup>, the date on which Patrick is believed to have died. St. Patrick's Day is occasionally moved by church authorities when it falls during Holy Week. This is last known to have happened in 1940, when St. Patrick's Day was observed on April 3<sup>rd</sup> to avoid it coinciding with Palm Sunday, and will happen again this year. To avoid the second day in the Holy Week, religious celebrations for St. Patrick's Day will be held on the 15<sup>th</sup>.

Under the Church's rules, the saint's feast day does not rank as high as the Monday before Easter and has to be moved. After much deliberation, Rome gave Irish authorities the green light to shift the official religious celebrations two days back to the 15<sup>th</sup>.

For some, this just means two days to celebrate?

## Client Center - Designed with You in Mind

Want immediate access to order information, service or contract details or just want to see your account team's smiling faces? Contact a member of your account team and register for our new and improved online Client Center. Designed with you in mind, the Client Center give users real-time access to their data.

This slick online tool offers the following features...

### Service Management

Service Status – What is the status of my repair?

Contract Coverage – See what equipment is in or out of contract and the last time it was serviced at AbeTech

### Order Management

Order Status – What is the status of my order? How about order history?

Purchase – A pre-selected list of items available for you to order on-line

Request Quote – Request a quote for the pre-selected items

Product RMA – Request a new product RMA online. Selects your invoices from the past 30 days

### File Management

Email too large? We can now upload files to this robust site for your viewing pleasure.



Again, call or email a member of your account team to register or ask for a demo today!

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

## Cookies Anyone?

Cookies, or HTTP cookies, are parcels of text sent by a server to a web browser and then sent back unchanged by the browser each time it accesses that server. They are used for authenticating, tracking and maintaining specific information about users.

There are many misconceptions about cookies. In 1998, CIAC, a computer incident response team of the United States Dept. of Energy, found the security vulnerability “essentially nonexistent” and explained that “information about where you come from and what web pages you visit already exist in the web servers’s log files.” Some of the common misconceptions are:

- Cookies are like worms or viruses in that they can erase data
- Cookies generate pop-ups
- Cookies are used for spamming
- Cookies are only used for advertising

Why “cookies”? Well, the term cookie is derived from the “magic cookie,” a well-known concept in UNIX computing that inspired both the idea and the name.



## News Briefs

### Tynie Kvistad

Tynie Kvistad has been the welcoming voice (and face?) of AbeTech for six years now. Quick with the transfer button, Tynie’s big personality shines through the phone lines Monday thru Friday 8:00am to 5:00pm (except during her bean and turkey break at 10:00am, her book and crossword break at 1:00pm and her Junior Mint and popcorn break at 3:00pm). Once kissed by Elivs, this forever flower child is now a grandmother of two. Residing in Elk River, MN, with the cowboy of her dreams, Tynie can often be found crusing the aisles of the local Dollar Store, flipping through the pages of the office supply catalog, or daydreaming of her next Halloween costume.



**Likes:** Little Bo Peep, office supplies, and Internet radio

**Dislikes:** Take out, non-processed meat, and the friendly skies

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