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AbeTech is proud to bring you...

Lincoln's Log

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

Volume 4-007

www.abetech.com

Printronic Acquired

Vector Capital, a private equity firm based in San Francisco, announced the acquisition of Printronic the beginning of this quarter. Specializing in buyouts, spinouts and recapitalizations of established technology businesses, Vector Capital actively partners with management teams to devise and execute new financial and business strategies with the goal to improve the competitive standing of those businesses.

Vector partner, Amish Mehta, believes that "with the backing of Vector Capital and the benefits of being a private company, Printronic will now be able to maintain its sole focus on day-to-day business operations, innovation and delivering excellent products and services to the market." With that being said, Printronic's current executive management team members will remain in their current positions, and are committed to maintaining their relationships with customers, suppliers and channel partners.

It is also excited about building off the success Vector Capital had with a previously owned RFID systems provider. Although the growth of RFID has not reached its expected potential at Printronic, they are continuing to do testing and pilots. David Sakai, Printronic's senior vice president of worldwide marketing, is excited about the outlook of RFID technology at Printronic.

What does this all mean to you? AbeTech regional sales director, Brent Pollard, believes "this is a positive move for our clients. Overall, we don't expect the acquisition of Printronic to affect the quality of our customers' accustomed to receive."



TricorBraun Implements with AbeTech

TricorBraun is the leading full-service specialty distributor of outsourced rigid packaging solutions in North America. They provide a broad assortment of rigid packaging containers and related components, including plastic and glass bottles, sprayers, dispensers and other assorted items. Due to this, TricorBraun needs to have a warehouse management system that is both efficient and reliable.

In the past, TricorBraun used a manual data collection process, TricorBraun's labor costs were inflated and their data inaccurate. This made deciding to implement an RF data collection system in each of their 30 locations easy. The hard part was getting it done. That is, until they partnered with AbeTech.

Acting as the "implementation arm," AbeTech was asked to complete a business needs assessment, provide a system design and hardware standard, and complete the implementation in all locations within an 18-month period. Starting with multiple on-site meetings to gain a complete understanding of their business requirements, AbeTech's professional services department recommended a solution consisting of a Cisco wireless backbone, Motorola MC9090 with Lorax mobile computer, Zebra 105sl thermal printer, and Stay-Linked software. Following the approval of the system design, AbeTech professional services personnel completed the site surveys and implemented the system throughout TricorBraun on time.

The new system allowed TricorBraun to lower their labor costs while providing a level of data accuracy necessary to remain a global leader in customer satisfaction. In addition, AbeTech's expertise identified areas of improvement throughout their processes, which ultimately made them more efficient. For example, providing the forklift drivers with a more variable scanner provided them with more flexibility in the picking process, and enlarging the bar codes used to label locations, in order to maximize their scanning ability.

Partnering with AbeTech made their "easy" decision into an easy implementation too. Their RF data collection system is a reality that is already paying off.



The Motorola MC9090

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News Briefs

Happy Holidays

Everyone at AbeTech would like to wish you all a happy and healthy holiday season. Whether you celebrate Christmas, Hanukkah, Kwanza or another holiday, this time of the year is one to reflect upon the blessings in our lives.

Equipment for Rent

It's 8:00am and you need to finish cycle counting by 4:00pm. If only you had more bar code scanners... Who should you call? AbeTech, of course!

FOR RENT

With a large variety of data collection products available for rental, AbeTech can help you conduct year-end inventory, stock your new store, run a special event or fill a gap in your equipment needs – quickly and efficiently.

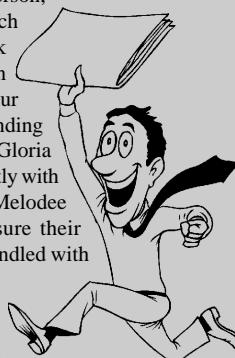
We will even load your software and make any custom adjustments necessary prior to the rental so the equipment is ready for action when you receive it.

In addition, our rental terms are flexible, so we'll work with you to create an agreement that leaves you smiling all the way through the process. For more information on rental equipment, please contact a member of your AbeTech account team, toll free at 800.478.8644.

New Associates

AbeTech is once again keeping it in the family! As many of you know, we have cousins, brothers, neighbors, BFF's all working together at AbeTech. Well, our latest addition has kept that tradition of nepotism alive and well.

Welcome Gloria Peterson, mother of ex-AbeTech employee Chuck Peterson. Gloria is an amazing addition to our client care staff. Rounding off Team Hammer, Gloria will be working directly with Dave Munson and Melodee McNevin to make sure their clients' orders are handled with care.



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

Product Preview

Intermec's CK31 Delivers

The proven CK31, new CK32IS (Intrinsically Safe) and CK31EX mobile computers continue the tradition of delivering on Intermec's promise of rugged, reliable computing, thoughtful ergonomic design and high throughput. Built on the Microsoft Windows CE.NET operating system, the CK3x series provides both the IT group and the end-user with a familiar platform. The CK31 has added features that enhance mobile data collection, such as simplified wizard-based setup menus and display icons to provide intuitive, graphic-based connectivity and wireless status information. The Microsoft CE.Net backbone allows for easy implementation of standard .Net, Java, Telnet and web-based applications.

The CK31 also offers a variety of other enticing features, such as a full quarter VGA touch screen, multiple keyboard options, various options for imaging and short- or long-range scanning, and a removable pistol grip. All of these make the CK31 easy for your end-users whether they're in the warehouse or in the field. From a technical standpoint, your IT staff will be happy to hear that the CK31 contains a Wi-Fi certified



The Intermec CK31

802.11b/g radio, including compatibility with a Cisco infrastructure (CCX) for ensuring reliable, fast roaming between wireless coverage cells. The CK31 also supports the highest level of security protection by complying with 802.1x and WPA/WPA2 standards, including Windows standard EAP-TLS and PEAP, EAP-TTLS, and compatibility with many existing networks with Cisco's LEAP support.

For more information on the Intermec CK31 or other mobile computers, please contact a member of your AbeTech account team.

AbeTech Anniversaries



The holiday season is upon us already. This time of the year is full of traditions. These employees not only are celebrating their AbeTech anniversaries, but are also celebrating their favorite holiday traditions.

<u>Abe Associate</u>	<u>Ann.</u>	<u>Favorite Holiday Tradition</u>
Jason Zakrzewski	1996	Hanging garland from his latest kill
Becky Stumpf	1999	Finalizing the AbeTech budget
Debbie Feucht	2000	Shopping for herself
Tynie Kvistad	2001	Buying out Wal-mart's stock in chocolate covered cherries
Tim Anderson	2002	Pie-charting his holiday spending
Tony Maetzold	2002	Crashing holiday parties at the local golf course
Shelley Zimmerman	2002	Singing carols at her son's December hockey tournaments
Barb Maurer	2003	Hanging stockings from the mantel in her garage
Chad Overgaauf	2003	Singing Bing Crosby's Mele Kalikimaka 24/7
Tony Boswell	2004	Playing guitar outside of the garage
Chris Villegas	2005	Harmonizing with Chad
Brandon Gracie	2005	Programming scanners to play Jingle Bells
Jeff Czock	2005	Tracking Santa's sleigh via RFID
Jennifer Toepper	2005	Dressing her dog up as Santa and dropping him down the chimney
Dan Tschudi	2006	Updating his Christmas list daily on his whiteboard
Eric Tschudi	2006	Erasing Dan's whiteboard

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.

Bringing Service to the Field

AbeTech is known for its successful wireless installations inside the 4-walls of business. The success and knowledge we've gained over the last 14 years, along with the expansion of wireless technology through operating system and security protocol standardization, the convergence of rugged mobile devices and cellular based carriers and turnkey mobile applications have brought those walls tumbling down. AbeTech's partnership with automated data collection giant Motorola (formerly Symbol) and wireless solutions provider Verizon have set the stage for success. Rounding out this winning team is field service software provider Astea.

Astea International (NASDAQ: ATEA) is a global provider of service management software that addresses the unique needs of companies who manage capital equipment, mission critical assets and human capital. With the acquisition of FieldCentrix, Astea complements its existing portfolio with the industry's leading mobile field service execution solutions. Why is capturing data in the field such a hot topic in 2007? Imagine being able to invoice a client within minutes after a service call rather than days or even weeks? Imagine obtaining a signature that validates



your technician performed the work on the work order. Imagine having manuals, equipment drawings and the ability to deplete inventory all while in the field from the palm of your hand? Imagine minimizing the amount of dispatch staff needed as well as a central console for work order management? Imagine your technicians taking inventory in minutes in the field, in real time. Astea is helping companies drive even higher levels of customer satisfaction with faster response times and proactive communication, creating a seamless, consistent and highly personalized experience at every customer relationship touch point. Since its inception in 1979, Astea has licensed applications to companies, around the world, in a wide range of sectors including information technology, telecommunications, instruments and controls, business systems, HVAC, gaming/leisure, imaging, industrial equipment, and medical devices.

AbeTech has long leveraged our industry knowledge with best in class partners to provide productivity altering solutions to our clients nationwide. Inside the four walls forever and now outside the four walls, AbeTech mobile solutions help to maximize the amount of billable field service time while minimizing the amount of time your accounting department spends collecting on it.

A Child's Wish

Every year AbeTech sets aside 4% of its pretax profit for charitable activities. This money is primarily donated to three employee chosen organizations - the Children's Cancer Research Fund (CCRF), Common Hope and Make-A-Wish. Over the years we've shared with you the work that CCRF is doing to find a cure for children's cancer and Common Hope is doing to educate children and empower families in Guatemala. So with the holidays upon us, we think it's only appropriate to take this opportunity to introduce you to Make-A-Wish.

Since 1980, the Make-A-Wish Foundation has given hope, strength and joy to children with life-threatening medical conditions. Starting with one boy and his wish to be a police officer, Make-A-Wish now grants a child's wish every 41 minutes. The four-step process of granting a wish begins with a referral. Once medical eligibility has been established, a "wish team" sets out to help explore the child's imagination for the experience that will delight and inspire them. Lastly, the joy of granting the child's wish!

With local chapters across the United States, Make-A-Wish gives you the opportunity to give in your own community. Make-A-Wish also gives you multiple areas to assist in granting a child's wish. Through their website, www.wish.org, you can donate funds, frequent flier miles, or treasures; you can sign up to volunteer throughout the organization, or adopt a wish. Heck, for those shop-aholics out there, you can even feed your addiction and shop to help. These are just some of the many ways you can help. Help a child's wish come true, and visit www.wish.org.

Thanksgiving Overseas

Unfortunately, many families celebrated Thanksgiving this year with a seat left empty. Hopefully it brought them some peace to know that their soldier's stomachs were not empty, though. Thanks to the Defense Supply Center Philadelphia (DSCP), an estimated 350,000 U.S. service members, contractors and other hungry invitees working in Iraq, Afghanistan, Bahrain, Dubai and Djibouti, got to enjoy a taste of home.

With orders placed by chow hall managers in May, the DSCP sent more than 171 tons of whole turkeys, turkey breasts and turkey thighs to the Middle East. Also on the menu: 60 tons of shrimp, 81 tons of beef and 44 tons of ham. Rounding off the meal was 15,340 containers of stuffing mix, 13,008 cans of sweet potatoes, 9,995 cans of cranberry sauce and 15 tons of corn. Last, but not least, an assortment of 163,464 individual pies.

The meal was the king daddy of morale boosters for those spending the holiday so far from home. Hopefully next year your soldier will just be fighting for the wishbone.



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

Marketing with QR Codes

Most that work with automated data collection have heard of a two-dimensional data matrix, or 2D, bar code. The 2D bar code has been around for some time, and is often used in the United States by manufacturers that need to put a lot of data in a small space.

The Japanese, who originally created the most popular 2D bar code, the QR code, in 1994, use them for a much different purpose. QR codes are printed on anything from a McDonald's wrapper to billboards. The Japanese simply use their mobile phone to photograph the QR code and they are either redirected to a website or data is automatically downloaded. A marketer's dream, the success of the QR code in Japan is largely in part to the mobile phone providers, which provide the QR Code reader on their phones.

Despite the success in Japan, the use of QR codes in the U.S. is minimal. This is primarily due to the fact that 80% of the mobile phones in Japan have access to the Internet, where only 4% of Americans use the mobile Internet. They say that we're roughly four years behind Japan, so your kids might just be using the QR code to order tickets to their next concert.



News Briefs

Dave Munson

Founder, President and the member of the Kung Fu on-line fan club, this young grasshopper actively practices the art of karate at home and in the office. An account manager known as the



Silent Assassin to those who fear his quick tongue, David-san defends his clients from the evils of manual data collection. This Sansei's dojo is located in the suburban hills of Andover, MN, and is shared with his wife and two trainees. When not training or sparring, David-san puts his ninja-like reflects to work on the road as he chauffeurs his kids to hockey, baseball, football and gymnastics.

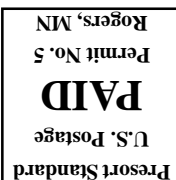
Bonzai!



Likes: Turtle Wax, David Carradine, and the Village People

Dislikes: Leather belts, poinsettia plants, and Carl Douglas

Abetech, Your RFID Solution Consultant!



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Return Services Requested