



Winter Newsletter 2008

Visit Our Website

www.WindfallOnline.com

Happy Holidays From All of us at ACI!!!

At ACI, we remain optimistic and are choosing not to participate in the recession. How are we doing this? By partnering with our customers. We work hard to help our customers get connected to large **specialty & commercial** projects, adapt to new technology and processes, and often even becoming their IT project manager. As a result, we've seen an increase in business in 2008. Equally important, by doing the above we are helping our customers' business grow as well. The growth may not be as strong as years past, but it's growth never-the-less to get them, and all of us, through these tough times.

During the course of 2009, we will be releasing a series of new technologies that will dramatically affect the time it takes to perform inventories and capture digital images. These enhancements come through your support dollars and we think you will be happy with the performance results.

Diversification is not just for your stock portfolio, it's in the service lines you offer. We attribute much of the demand for Windfall on the increased need to diversify into non-HHG related service lines, giving the mover a broad spectrum of revenue sources. Today's successful businesses use diversity & technology to remain stable.

Banking & Financial Woes – YOUR Benefit – Movers are being called upon to help with the clean-up. Over the course of

the last four months, we have noticed a slow but steady growth of relocation projects due to banking/investment company fall-out. Our customers are being called upon to relocate employees, consolidate furniture, surplus assets to be sold, etc.

The Economy - The Rules Have Changed. Go after the business or wait on the sidelines?

Where Do I Begin? ACI has been involved in many large specialty inventory projects at the requests of our customers. By working alongside our customers in a technology role, we have helped THEM succeed in capturing new business, new opportunities and a return on their investment.

Today's Top Markets

- Customer On-Site Asset/Inventory Management
- Hotel / Hospital / Restaurant Projects
- Distribution: Last Mile Services
- Interior Design Furniture Management
- Store Furniture and Fixtures

For the first time, Hotel/Hospital Projects take a back seat to On-Site Inventory Projects. We believe this is due to major restructuring in large companies. The data is based on Customer Feedback, RFP's/RFQ's and current projects where our customers have asked for assistance.

Technology Enhancements

Windfall Mobile Scanner Software 1.30 has been released for Touch Screen Batch/Wireless Devices:

Enhancements are:

1. Lookups have been enhanced so the user can drill into a location to see all locations for a customer, see all inventory for a customer, see all inventory for a location and see the inventory history for an inventory item. (Wireless Only)
2. Each activity will now keep the last 25 items scanned, even if you leave the activity. There is now a button available on the tag number screen called Last Scans.
3. Vault numbers now display the full location tag

(V100@F2) when doing a lookup. (Wireless Only)

4. The customer list and the customer order list are now alphabetical.
5. We now allow the user to start typing in a customer and/or order number and it will filter down the list.

Upgrading – If you have a CN2 or 700 series device with version 1.29, please press the “Check for Upgrades” button on the device. If you have a CN3 or a version below 1.29, you will have to upgrade manually. Please email support@assetcontrols.com for upgrade instructions. Note - CN3 Auto Updater will be release shortly.

What's Going On at ACI

Kim (Tanck) Gladden Moving To Wausau, WI – Kim Gladden, who has been with us for 9 years, is leaving the company to move back home to Wausau with her husband Cory. As did Cory, Kim has played a significant role in the growth & success of our company over the years – she will be missed. We wish Kim and Cory all the luck in the world and know that they'll both do great in their new endeavor!



Intermec 2420: End of Life – The Intermec 2420 will no longer be supported by Intermec or ACI after Dec. 31st, 2008. This is due to development costs and age of the device. ACI has upgraded to Windows Mobile touch screen devices such as the Intermec 700 or CN3 series units as replacements. Many customers already have these superior devices in place.

We believe strongly in providing our customers with the best and most efficient products in the Industry. For those few customers

still using the 2420 model, you can continue using it for the life of the device. However, for efficiency and cost effective reasons, we suggest considering a transition to the new technology. We are confident you will find the new devices well worth the investment.

Jolyce Ledvina/Trackware - Added Representation – As you know, Jolyce has been representing ACI/Windfall in a sales capacity for over 10 years. Starting January 1st, 2009, Jolyce will not only represent Windfall Systems but IGC Software as well. www.IGCSoftware.com Since both Windfall and IGC cater to the same customer base, the relationship with IGC was a good fit and an exciting opportunity. Jolyce is spending the month of December getting up to speed on all the technology IGC offers and planning for the year ahead.

“We are very excited to be working with Jolyce, and look forward to the increased visibility on the West Coast!” says **Brian Ferguson, President of IGC Software**. “Jolyce has a stellar reputation of client service and our shared vision for automation in the moving and storage industry made this relationship work!”

ACI Holiday Hours

ACI will be closed for the holidays:

Wednesday - Friday, December 24, 25 & 26

Wednesday - Friday, December 31, January 1 & 2

Come See Us

CMSA – Jan. 13th – Northern Chapter in Petaluma, CA

CMSA – Jan. 29th - Orange County Benefit in Long Beach, CA

AMSA Convention – Feb. 8-11 in Dallas, TX

***Once Again, Happy Holidays
From The Staff at ACI!***



Using Windfall automation means less paper & forms. Please consider the environment before printing this e-mail.

