



SRATIP

Tables can be easily created and shared with all SRA users. They can also be made available via automatic update.

Tables can be made for:

Custdescript.dat	Custom equipment descriptions
Dealprep.dat	Dealer prep fees
Discount.dat	Equipment discount
Discountbatchg.dat	Battery equipment discount
Finance.pkg	Finance packages
Freightin.dat	Freight in charges
Freightout.dat	Freight out charges
Lease.pkg	Lease packages
Local.dat	Local dealer items
Maintenance.pkg	Maintenance plans
Misc.dat	Miscellaneous charges
Terms.dat	Dealer specific terms
Warranty.dat	Warranty plans

If you would like further information on any of these items, please contact us at Support@edgertoncorp.com. Please add SRA in the subject line.

April 1- June 30, 2007

A new client :TRACTAFRIC

Based in the Parisian region, the Caterpillar and Mercedes dealer TRACTAFRIC is located in Central Africa, Morocco and the Ivory Coast. Specialized in dealing industrial goods at an international scale, TRACTAFRIC has just chosen IRIUM™ for its software and hardware system.

Thus, TRACTAFRIC is now one of the dealers that use IRIUM™ products in Africa. This is a sure sign that IRIUM will expand in more and more countries and to reinforce its worldwide presence.

Offering construction equipment for rent or for sale, TRACTAFRIC agencies are connected all together to better fit customers' needs in the least possible time. The range of machines they propose is large enough to deal with all kinds of construction projects : roads, civil engineering, etc.

Since after-sales service is as important for TRACTAFRIC as for IRIUM™, two thirds of their employees work for this service. Their well-trained technicians go to clients' sites to repair machines and reduce the maximum and the unproductive time.
Please visit www.regie-france.com for more information.

RETIREMENT

Pat Lagomarsino, System Administrator of Maintainco, retired March 16, 2007. Pat said that, "Maintainco was like a family to me." The friends and acquaintances she met while working at Maintainco were very special to her and she will miss them.

ANNIVERSARIES

Gray Lift, located in Fresno, California, celebrates its 50th Anniversary this year! Gray Lift is a family-owned business with over 100 employees and four locations that provide a variety of new and used forklifts as well as warehouse products and temporary fence rentals. Congratulations on 50 years!

Participate in next quarters Customer Updates section by e-mailing landerson@edgertoncorp.com.

If you would like to be added or deleted from our mailing list, please contact landerson@edgertoncorp.com.

View our newsletter on the web at www.edgertoncorp.com!

JUNE

5 ODBC Webinar
7 (cont) GoldMine Basic Sales/Marketing

JULY

31 SRA Basic User Webinar

AUGUST

14-16 Nacco Materials Handling Group Supplier Fair

SEPTEMBER

11-14 Minitrac Accounting Class

OCTOBER

9 ODBC Webinar
16-19 Minitrac Operations Class
30 SRA Basics Webinar

NOVEMBER

13 Minitrac ODBC Workshop
14-16 Minitrac Equipment Class

DECEMBER

TBD

Meet Edgerton

EMPLOYEE OF THE MONTH



FEBRUARY 2007
Karil Piskur, Software Support Specialist, supports Sales Rep's Assistant (SRA) and Service Document Retrieval (SDR) software. Karil also holds on-site customer training for both SDR and SRA.



MARCH 2007
Lisa Anderson, Marketing and Sales Coordinator, develops marketing materials and performs inside sales duties.



APRIL 2007
Tony Hugel, Software Support Specialist, supports IRIUM™ and also instructs our IRIUM™ Data Modeling classes.

NEW HIRES

Nick Belenky, Sales Engineer, was hired April 10, 2007 to present demonstrations of IRIUM™, (Edgerton's windows based business system) to customers and prospects. Belenky graduated from Case Western University with a degree in Computer Engineering and worked as a software engineer in the Cleveland area for three years. He then transitioned to Software and Hardware Test Engineering and Project Management in the medical equipment industry. Belenky is excited to be part of the Edgerton sales team!



In the News

PRESS RELEASE

Edgerton Corporation Partners with New Resources Consulting

Strongsville, OH April 25, 2007—Edgerton Corporation, IRIUM™ business system provider, partnered with New Resources Consulting (NRC), a Management Consulting firm that specializes in Enterprise Resource Planning (ERP) Project Management and Implementation.

Edgerton is experiencing a very strong growth phase due to the success of IRIUM in the equipment management market. In order for Edgerton to continue to meet and exceed their ability to serve this North American market, they formed a partnership with NRC. This partnership will bring 80 additional team members to Edgerton's current organization. NRC's staff provides years of experience in implementing ERP systems and Project Management and will compliment Edgerton's current involvement with the implementation process.

"We will continue to meet the demand for IRIUM™, and secure our position in the marketplace with the strong partnership formed between Edgerton and NRC," said Jed Cavadas, Edgerton's Chief Operating Officer. "This partnership will provide our customers with a strong network for the future."

"We are excited and confident that the joint customers of Edgerton and NRC will receive a quality solution they will rely on for years," said Mike Stone, Vice President, of NRC. For additional information about NRC, please visit www.nrconsults.com.

NEW CUSTOMERS

New Minitrac Customer
Performance Lift - Middletown, OH

New IRIUM Customer
Wisconsin Lift Truck - Brookfield, WI

UPDATE YOUR COMPANY PHOTO!

We would like to update our wall of customer photos. Please send a 5" x 7" photo of your facility to:
Attention Lisa Anderson, Edgerton Corporation, 22560 Lunn Rd., Strongsville, OH, 44149 or email at landerson@edgertoncorp.com.



Product Updates

MINITRAC

Release 13 highlight: Enhancement for customer labor rates; the various categories of labor in the customer record may now be assigned a Discount Percent (off of the standard labor rate), or hard-coded rates may still be assigned as before. This offers more flexibility in overriding the standard labor rates for a customer. Release 13 will be available soon for general release.

IRIUM™

Release 1.8 will be our next major release. This release will contain major process improvement enhancements designed to help further streamline your business. Below are just a few of the items in Release 1.8

- Complete Sublet and Inter Branch Repair Process in WorkOrder. This enhancement is also tied to Purchasing, Supplier, WorkOrder and Accounting. For example, in WorkOrder you will now be able to create a Sublet Estimate Repair for an Engine with one of your Suppliers. IRIUM™ will track all details and approves of that repair and properly cost all details when the job is complete.

- Complete Document Authorization Matrix We've added the ability to virtually place approval steps on all process documents. This is similar to the authorization levels we had in purchasing, however, it is much more configurable and customizable for virtually all process documents.

- Added the ability to Import and Export Budgets (without using SQL)

- Reconfigured the purchase of used equipment, trade in and new equipment before the actual receipt. This will allow for more control in managing the Equipment Sales process.

MOBILEFRAME

G/S Data Solutions has joined forces with Edgerton as their Mobile Hardware Partner for MobileFrame Wireless Solutions. G/S has been providing hardware and wireless systems and devices for manufacturing, distribution and mobile environments for over 17 years.

As a full service provider of leading mobile hardware products, G/S can offer the MiniTrac user a variety of platforms to include Industrial Laptops, Pen Tablets, Pocket PC's and Portable Printers. They enhance this offering with additional services to include product staging, WAN radio activation, and project leasing.

"The hardware market has continued to evolve in response to the needs of the mobile worker," claims Michael Gillette, VP of G/S. "Workers now have the ability to scan bar codes, take pictures of damaged products, run diagnostics,

capture a customer signature and utilize GPS directions while at a customer site using a single device."

Please contact Michael Gillette for more information at 800-869-0669 or mgillette@gssolutions.com

SDR

New Features

- SDR now has a thumbnail view to the inbox to make it easier to identify image types
- Additional search fields have been added to the database query screen such as "and" and "or" functions between two fields

MINI USER GROUP 07!

The Mini User Group meetings were held in Cleveland this year with 64 people from 36 companies attending.

Attendees enjoyed and learned from breakout sessions and instructional seminars on topics such as Minitrac Rentals, Accounting, Equipment, Service, ODBC and more!

Users also had an opportunity to attend vendor presentations such as GoldMine (CRM), SDR Document Imaging, MobileFrame (Wireless Field Applications), SRA Equipment Configuration and IBM Hardware Solutions.



As always the User Group sessions were a great success and we hope to see you all in Tampa in 2008 from May 18-21!

Please visit www.miniusergroup.com for more information and to register for next year.

Please logon to the new Minitrac customer portal on the Edgerton website at <http://www.edgertoncorp.com/ourcustomers.htm> to view all Mini User Group 08 pictures!

10% OFF SRA
each additional license

Coupon cannot be combined with any other discounts. Present this coupon to receive discount. Offer valid through 8/31/07

TECHNICAL DEPARTMENT

If your server is more than 5 years old you might want to think about upgrading. This will help prevent any future downtime for hardware maintenance issues.

SRA

New Price Books

-Factory CAT, MasterCraft and Comblift

New Battery and Charger Price Books

-GNB Nissan, GNB-Mitsubishi and Hawker-Nissan

GOLDMINE

GoldMine 7.0 Premium Edition is now available! Call Marc Linden for a demo of the new user interface.



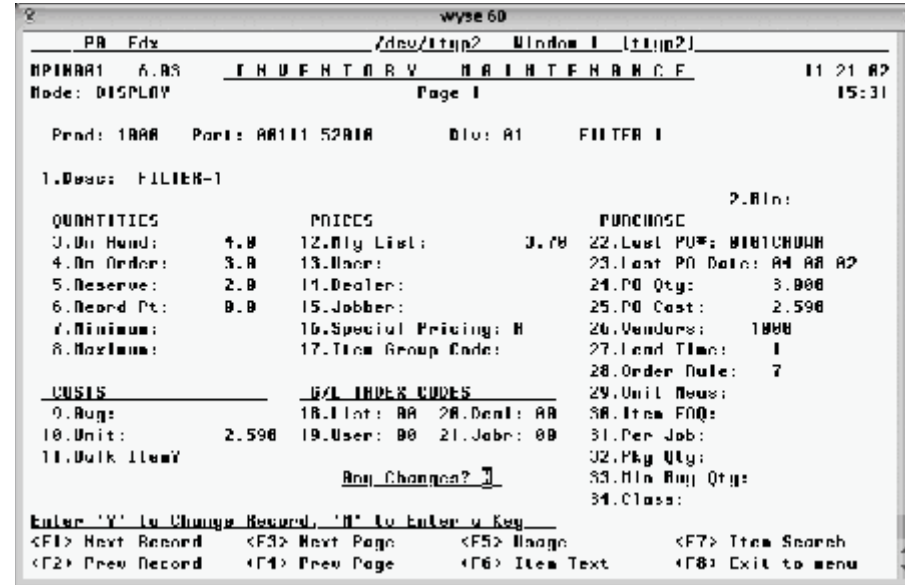
Attendees were able to enjoy the sites of Cleveland, an Indians Game at Jacob's Field and an Edgerton sponsored Casino Night. A wide variety of prizes ranging from CD's and Flashdrives to iPods and Portable DVD players were won by all participants.



\$2500 OFF SDR
Service Document Retrieval

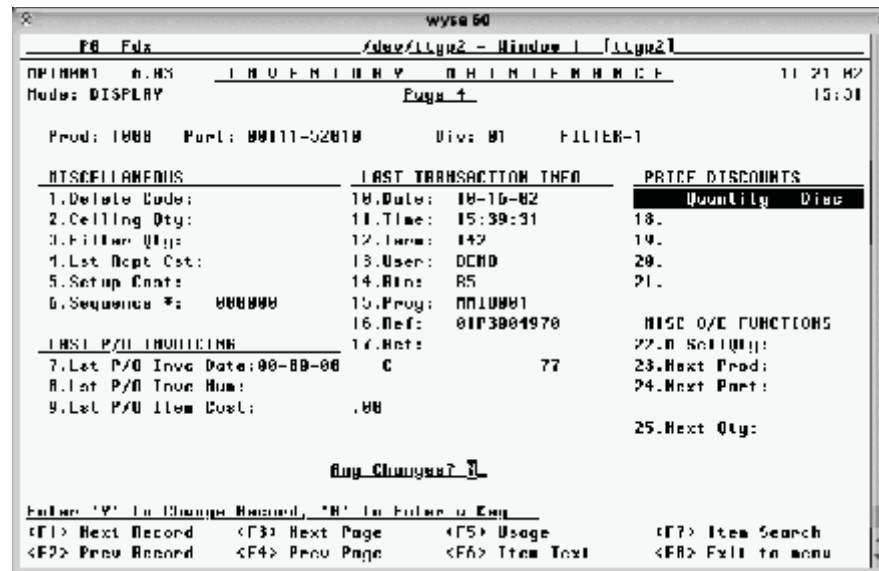
Coupon cannot be combined with any other discounts. Present this coupon to receive discount. Offer valid through 8/31/07

Software Tips



Then hit the <F3> key 3 times until you get to the 4th page of the Parts Screen. It will appear similar to the example shown to the **right**:

Next, at the "Any Changes" prompt, key in number 23. Then fill in the product code of the "to" part (product code for disposal fees, environmental charges, core charges). The hit enter to move to field 24. Put in the part number you established for the "to" part number. Then hit enter to move to the Next Quantity Field (25). Put in a quantity of 1 in this field. This will take you back to the "Any Changes" prompt. Your screen should appear similar to the example shown **below**:

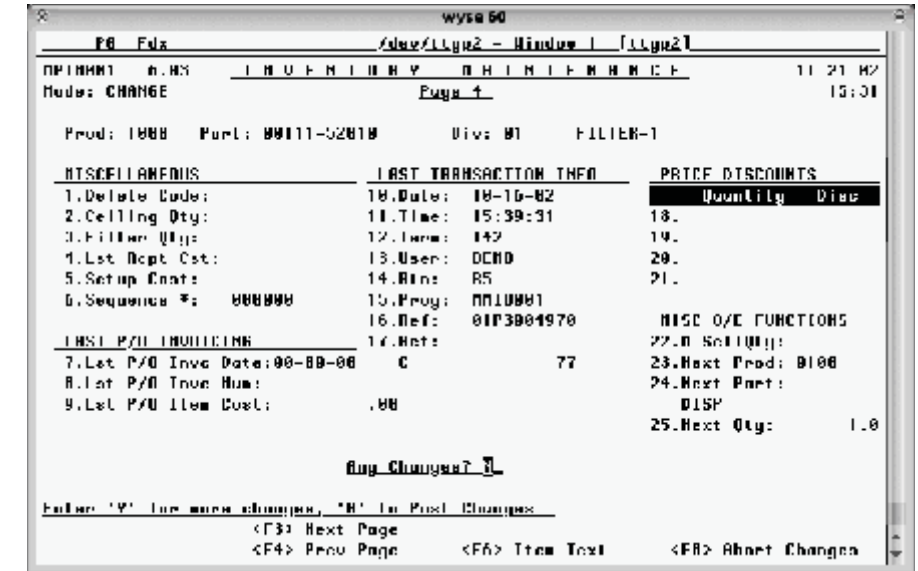


MINITRAC TIP

Linking Parts And/or Other Charges

Since Release 9, the Minitrac® System, has been able to link two parts together, or several parts together in a chain. This process can be used for a variety of purposes, including creating a "bill of materials," linking parts with "core charges" or "environmental charges."

First, a part number has to be established for the "to" linked part(s). This means part numbers have to be established for core charges, environmental fees, disposal fees, etc. Once these parts are established, then go to Item File Maintenance (MPIN001). In Display/Change mode, bring up each from part that you want to link to the core charge, disposal fee, etc. The screen will appear similar to the example shown to the **left**:



The parts are now linked. Every time the first part is put on an order, the system will automatically prompt for the "to" part to be put on the order.

For example, in order entry after the "from" linked part is put on the order, the system will prompt with the question "Next Product/Part from Item record: Add to order? Y/S/N" at the bottom of the screen. If the user answers Y, the "to" part will be automatically put on the order. The user only needs to enter past the information and the part is added. If the user answers S, the next part is skipped, but if that next part is linked to another part, the user will be prompted for the next part in the chain. If answered N, the next part is not added and the "chain" is broken; even if the next part is linked, no more parts will be automatically added to the order.