



The DATA CAPTURE Report

Since 1977, the premier management & marketing newsletter of automatic data capture: Bar Coding, RF and related technologies.

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September 16, 2011

AIM Expo Promises To Deliver

In a little over a week, **AIM Expo 2011** will take place at the **Las Vegas Convention Center** [Sept. 26-28]. The **AIM** staff and its contributing members believe this year will even top the widely praised inaugural event held in 2010. AIM Chairman Chuck Evanhoe told us all numbers are looking good and said anyone who would still like to attend should register on the Expo Web site: <http://www.aim-expo.com/index.html>.



Chuck Evanhoe, president, Evanhoe & Associates, chairman, AIM.

A late comer to the exhibitor list, long-time industry giant **Intermec Technologies** has come on board and has also come back into the membership ranks. AIDC leaders **BlueStar**, **Datalogic**, and **Motorola Solutions** are the big sponsors this year.

Heading the speaker list are:

- General Colin Powell, retired General, USA
- Mark Reboulet, AIT program manager, **U.S. Air Force**
- David Blackford, director, Asset Visibility, **US TRANSCOM**
- Craig Casto, **Dow Chemical**.

In addition to this impressive list of

Continued on page 3.

AIM UK Splits From Global AIM Organization

Were the reasons because of a recent falling out or has the departure been a long time coming?

Last week, we spoke with a long-time friend and colleague of ours in the U.K.—Brian Marcel, chairman of the **IBCS Group** [see sidebar]. Marcel let us know that **AIM UK** has parted ways with the global **AIM** organization. Not long afterwards, we happened to be speaking with Chuck Evanhoe, chairman of AIM. Each side had a different story as to what has occurred.



Brian Marcel, chairman, IBCS Group.

According to Marcel, AIM had not lived up to its promises of support. “We simply weren’t receiving a return on our investment,” Marcel told **SCAN/DCR**. “Finally, we decided to go our own way and restructured the organization. We are now operating under the name ‘**Smart Identification**.’ We have been disenfranchised by AIM Global.”

According to Evanhoe, AIM UK hadn’t been paying its dues for quite some time. “AIM UK wasn’t participating in AIM programs. They’ve really just used the AIM name to promote their own endeavors. Because of this lack of engagement and refusal to pay their fees, we terminated their operating agreement. We’d rather focus on positives than this type of thing. Soon, we will have increased representation in Europe, China, India, and North America. And, we are seeing a return of support from important members that dropped out during the 2009 recession. For example, **Intermec** recently came back on board, and we couldn’t be happier.”

Smart Identification

Regardless of why AIM UK is no more, the important issue is how its new organization will move forward. Smart

Identification, or Smart ID, will be headed by former AIM UK chief Ian Smith. As Smith has done in the past, he will look to the UK government for wider funding, according to Marcel. In this area, we have seen from our years of coverage that the UK government has been much more willing to give out money to increase adoption of AIDC technologies.

[Editor's note: In the U.S., the government may not give out as much money just to promote adoption of AIDC, but it has certainly always been an early adopter. Thus, it really is aiding our efforts to take our technology to the streets.]

Marcel said Smart ID has labeled five clusters it will focus on. These include:

- Smart healthcare
- Smart cities
- Smart farming
- Smart security
- Smart forensics.

"We'll be addressing a number of issues facing our industry," said Marcel. "We will look at positioning and rotating standards for things like 2D verification and at the whole Internet of Things focus in RFID. Our organization will formally launch in November, and it will cater to users and integrators, as well as vendors.

"It's sad to say, but, in Europe, we just didn't feel we were getting enough back for what we were putting in, with respect to AIM," Marcel continued. "We expressed our grievances many times....promises were made, but we never saw any results. We just couldn't hang around waiting anymore. Our board is made up of former UK members."

Smart phones

One of the hottest topics in the AIDC industry now is smart phones. They are becoming pervasive in our society and are indirectly affecting AIDC business. Users can now do price comparisons in a store aisle. They can scan bar codes—linear and 2D—and check on pricing and features. Some businesses may think they can get along with a smart phone rather than a mobile device—the kind our vendors offer. They can be used for workforce management, scanning, and even reading RFID tags.

So, although smart phones are bringing attention to AIDC technologies, they may also be causing our potential customers to look at alternatives for their mobile computing needs. Because of all this, most vendors we speak with are paying close attention to the situation.

Since Smart ID has its five "Smart" clusters, we asked Marcel if smart phones were going to be a focus for the new organization. "They aren't going to be a priority," he replied. "The big question is: where's the money? We are going to look at ways to monetize the QR code. And, we do believe retailers are worried that their store associates will have to do more to keep up with better-educated consumers.

Since 1977, the premier management & marketing newsletter of automatic data capture, including:

- Bar coding, 1-D & 2-D symbologies
- Bar code printers, scanners, terminals, verification products and labels
- Wireless (RFDC & RFID)
- Magnetic stripe
- OCR products
- Voice recognition systems
- Vision systems, video scanners
- EDI
- Smart cards
- Biometrics
- Application software
- Peripherals or supplies for the above

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“Retailers have one main goal: keep the customer happy,” Marcel continued. “Store associates must be relevant to customers. They need them to make the shopping experience more pleasant and to get customers to buy more products. So, if an associate sees a customer scanning a QR Code, he or she can go over and offer help.”

Marcel believes that one area where our vendors could make money is in the verification of QR Codes. “QR Codes are being printed from all kinds of devices,” he stated. “Those doing the printing are often breaking all the rules. That’s why I believe this is a good niche to look at.”

Results of the recession

As a result of the 2009 recession, we had to

ABOUT BRIAN MARCEL

With over 25 years of hands-on, high-level senior corporate and entrepreneurial experience, Brian has grown the **IBCS Group** from a standing start, in November 1988, to the number one enterprise mobility integrator in Central and Eastern Europe. Along the way he has made four millionaires and has a goal to make another 10 in the next five years.

Marcel spotted an untapped region in the former Soviet bloc before the wall came down. He found some potential entrepreneurs working in State-run companies, bought them out, and set them up in business with shares, financing, and a host of best business practices. Today the IBCS Group is a leader in the region and offers the only real group of disparate cultures who really work together in harmony. His success is based on ownership, openness, trust, and values that are shared across the five companies in Poland, Hungary, Czech Republic, Slovakia, and Bulgaria. As chairman of the Group he is responsible for the survival of the Group, the strategic vision, supplier relationships, and overseeing the leadership board to maximize shareholder value.

Marcel also has a business that solves problems that, up until now, have proven insoluble for his clients. His targets are business leaders who need to think out of the box in a secure environment and in strict confidence, where conventional thinking and left brain analysis fails to produce results, where the link with the right brain can bring them in touch with their intuitive side, so they can understand the hidden dynamics in their organization, what really is going on with their dysfunctional team. **SCAN**

become lean and reduce overhead, according to Marcel. It put a real scare in potential customers for AIDC technologies. As a result, margins were squeezed for anyone peddling our wares.

On a brighter note, Marcel said his business has been up 60% in the past 12 months and is back to 2008 levels. “We’ve had to overcome the doom and gloom and focus on streamlining our internal operations,” Marcel told *SCAN/DCR*. “We’ve learned to push people to perform better. And, we’ve developed methods for tracking this type of info. It can be done on something as simple as an Excel spread sheet. You have to measure critical processes. It has helped our business, and I think all AIDC vendors, resellers, and integrators should do the same. It definitely helps to strengthen the bottom line. I should add, you have to monitor your channel and salespeople. Give them direction. Show them how to win new business and identify burgeoning markets. It’s a must.”

For more information: **IBCS Group**, London, UK, Email: brianmarcel@gmail.com. **SCAN**

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speakers, AIM has created a world-class conference program with key presenters. These participants represent their respective industries and also include leaders in AIDC technology. The conference includes:

Healthcare

■ *Serialization in the Pharmaceutical Supply Chain: Lessons Learned and Remaining Challenges*

Speakers: Harry Ramsey, **Purdue Pharma**; Dirk Rodgers, **Cardinal Health**

■ *The Multi-Million Dollar Case for Lean Supply Management in the Operating Rooms*

Speaker: Robert Sheridan, **Massachusetts**

General Hospital

■ *Item-Level Pharma Serialization: The Role of RFID and Data Matrix Bar Code Technology*

Speakers: Murugan Govindasamy, **Pfizer**; Harry Ramsey, **Purdue Pharma**

■ *Revised HDMA Bar Code Guidelines for the Pharmaceutical Supply Chain*

Speakers: Kevan MacKenzie, **McKesson Pharmaceutical**; Harry Ramsey, **Purdue Pharma**.

Retail

■ *Fresh Foods: Smarter, Safer, Fresher with GS1 DataBar* Speakers: Greg Rowe, **GS1**; Jim

Ringbloom, **Zebra**; Kit Bradley, **Datalogic**

Scanning; Luke Henry, **IT Retail**; Joe Tarnowski,

Progressive Grocer, moderator

■ *Ensuring Food Safety-From Farm to Fork*
Speakers: John Ryan, **State of Hawaii**; Peter Mehring, **Intellex**

■ *Mobile Marketing and the In-Store Experience*
Speakers: Paula Giovannetti, **Best Buy**; Fred Boos, **RocketBux**; Rob Simmons, **Freedom Shopping**; Matt Monte, Datalogic Scanning; Nikki Baird, **RSR Research**, moderator.

Government

■ *Department of Defense Update on RFID/UID-LMR Engagement* Speaker: Robert Leibbrandt, **US Department of Defense**

■ *AIT for the US Services: Creating Efficiencies for the DoD* Speakers: Jim Alexander, **US Army**; Mark Lieberman, **DLA**; Mark Reboulet, **US Air Force**.

Mobile Workforce

■ *Real-Time Communication Speeds Field Service*
Speakers: Dick Hawley, Shawn McEvelly, **AT&T**

■ *Tablet Computers: Revolutionizing the Industry*
Speakers: Ed McCabe, **Panasonic**; Keith Bernhardt, **LXE**; Mark Holleran, **Xplore**; Mike Stinson, **Motion Computing**; Sarah Howland, *Field Technologies*, moderator.

"I am so thrilled with the line-up this year," Evanhoe told *SCAN/DCR*. "We really have a conference program that offers valuable information in every market our members play in. No one will go away with anything but great satisfaction."

So far, pre-registration has been higher than last year. There are currently 150 people signed up, but Evanhoe expects the end number to be closer to 500. "Most people wait until the last minute to register, so they can make sure they don't have any scheduling conflicts. We also expect as many as 2,000 people to attend from the co-located **Pack Expo** event."

The AIM Expo is drawing lots of enthusiasm, and Evanhoe added that it is a great place for networking and for holding committee meetings. AIM committees such as The Internet of Things, USA IUD, and The RFID Experts Group will be able to do face-to-face sessions. The AIDC 100 will also hold its annual meeting and dinner.

Closing, Evanhoe stated, "We really hope the industry will show its full support for the Expo. We want people to remember this is going to be a yearly event."

For more information: **AIM / AIM North America**, Cranberry Township, PA, PH (724) 742-4473, Email: marylou@aim-na.org. **SCAN**

The Hartford Weighs In On Intellex Alliance

Tracking in the cold chain yields valuable information for growers, shippers, grocers, users, and....The Hartford.

In the last issue of *SCAN/DCR*, we covered the recent announcement of an alliance between insurance giant, **The Hartford**, and **Intellex**. In this issue, we spoke with Alexander McGinley, marine underwriting officer, The Hartford, and Rohit Bodas, director of strategic ventures, at **Hartford Ventures**. They shared with us some very interesting information on how and why the alliance came about.



Rohit Bodas, director of strategic ventures, at **Hartford Ventures**.

Bodas told *SCAN/DCR*, "At Hartford Ventures, we are always looking for new technologies to invest in. We had been watching Intellex for quite a while. Their work in supply chain/cold chain applications really caught our interest. So, approximately a year ago, we contacted them and asked if they'd be willing to work together with us on cold chain solutions. As venture capitalists, this is right in line with what we do.

"We also insure many players in the perishable supply chain, so this made the alliance even more valuable to us," Bodas continued. "As it turned out, Intellex has become a great partner. Our impression of the company is very positive. We truly believe Intellex has the right technology to solve problems surrounding the food chain."

McGinley added, "Hartford Ventures often reaches out to companies that our somehow involved in marine and logistics tracking. This is a very big niche for The Hartford. We insure losses for a wide variety of products, both domestically and internationally. One third of shipped produce is wasted each year, representing \$35 billion annually. The partnership may enable us to enhance our loss control and underwriting practices. For all these reasons, I was very intrigued with the Intellex project.

"It's not just about identifying losses," he continued. "It's about having the ability to prevent losses. With the Intellex system, we can monitor temperatures. We can track the amount of time a shipment spent at any given location in the supply chain. And, we can reroute shipments to customers

who will use the produce more quickly, rather than a grocer where the product may have to sit on a shelf for a while. It's this ability to prevent produce losses that's huge. We've never had the ability to get this amount of critical information...decision making information, in the past. Decreasing spoilage is good for everyone."

Strong benefits

For an insurance company like The Hartford, there are all types of uses for cold chain info. First, it can help them determine the terms and rates for policies. It may even show them that they need to pass on a request for insurance. Tracking records may show that a company had not been shipping a large amount of product, but with expanding sales, their shipments are increasing dramatically. Knowing this, the insurance company must ask for higher rates.



Alexander McGinley,
*marine underwriting
officer, The Hartford.*

"Intellex has a wide range of solutions for perishables," said McGinley. "Not all are relevant to The Hartford. Our alliance was created to explore ways to improve the logistics side of the industry. We want solutions that help our customers be more efficient.

"The ROI story is quite compelling," he continued. "For a relatively small investment, our customers can track/monitor all their logistics and transportation processes from the beginning to the end of the chain. For logistics companies, the ability to read RFID tags and sensors can be a strong selling point—a real competitive edge."

In addition, the Intellex system can do some amazing things, according to Bodas. In a truck load of pallets, it can identify two that didn't maintain the proper temperature. Then, they can be replaced or an alert can be sent to the customer suggesting to use these two pallets first. "Knowledge is power," said Bodas.

The finer points

It's actually the small details from the tracking results that can be a big help to The Hartford. The Hartford is very big in intermodal insurance. The Intellex system can determine if there has been spoilage, how it happened, where it happened, and who was responsible. "We can't avoid paying the claim, but we can reduce losses and, in turn, Hartford payments," said McGinley.

"There are other instances where, perhaps, three

companies are involved in the shipping process," McGinley continued. "Two may be insured, while the other is not. In that case, if we can prove the uninsured party was responsible for the spoilage, we can at least get some relief on the payment."

Closing

"Problems in the perishable food chain affect everyone," McGinley closed. "It not only affects bottom lines, but society as a whole. It's shameful how much food we waste when there is so much hunger in the world. If we can cut spoilage problems, we can reduce the amount of extra land we have to use to grow more food to meet demands. We can help save our planet, while ensuring that people get fresh and untainted perishable foods. We view this alliance as a proactive move to make things better."

Comment: We believe this type of cooperation between technology vendors and parties of interest in the various applications they target is a great move. Our industry knows it can help bring efficiencies to almost any type of business. Imagine how much more quickly adoption would occur if more companies like The Hartford got involved.

*With organizations like **AIM, GS1, VICS**, and others working so diligently to bring tech vendors, retailers, suppliers, and end users together, perhaps we will see a whole new era of change in global supply chains. And that truly would benefit all parties.*

For more information: **The Hartford**, Hartford, CT, PH (860) 547-5200,
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Patent Monetization—How Will It Affect Your Business?

Today's patent-monetization, parallel-universe, of Lemelson-like companies have changed the rules of the licensing game.

In the article *The Origins of Patents*, in the August 12th edition of *SCAN/DCR*, we talked about a parallel universe in which patents are used for their innate value. We also discussed how companies that are operating in that parallel universe are extracting value through their sweat equity. Some of that extraction is within the patent guidelines. Others, that involve stretching claims to cover products beyond the scope of the invention, have given rise to the pejorative term "patent troll." In this article, we talk about some of the new players in this parallel universe and what kind of game they appear

to be playing. We also talk about how the rules of the games have changed.

That parallel universe came into prominence in the days of **Lemelson** and **Refac**. A newcomer to that universe is **Intellectual Ventures**. Intellectual Ventures has taken an activity that arguably falls within the parallel universe of monetization by a company that doesn't make anything and is doing a great job at repositioning their activities into the old-world patent model where they are perceived by the industry as bringing more to the table than simply licensing sweat equity.

Another recent newcomer is **Round Rock Research**, a licensing company founded a couple of years ago by John Desmarais, a former litigator from the law firm of **Kirkland Ellis**. Apparently, on the strength of some 4,500 patents purchased from **Micron Technologies**, Round Rock Research has embarked on a campaign to license the industry under these and other patents.



Paul Juhasz, Esq./president, The Juhasz Law Firm.

While Round Rock Research holds itself out as a licensing company that is using sweat equity to harvest and license patents to the industry, the company's association with the law firm of **Desmarais LLP** (John Desmarais also appears to be the president of Round Rock Research), brings back memories of the Lemelson organization which was engaged in both licensing and litigation to force the license all under one roof. On paper, Round Rock Research and Desmarais LLP operate separately. Still, they appear to enjoy an unusually close relationship not unlike Lemelson.

In 2010, a lawsuit Desmarais LLP filed in Delaware Federal Court—accusing the mobile phone giant **HTC** of infringing on several Round Rock Research patents for memory chip technology, directory assistance capability, image chips, and other smart phone gadgets—has apparently yielded favorable results on the licensing side of the collective operation. HTC is now prominently listed on the Round Rock Research web site as a licensee. It should be noted though that the relationship between Desmarais LLP and Round Rock Research is not exclusive. Desmarais LLP appears to also be representing at least one other company in patent litigation, Intellectual Ventures.

*[Paul Juhasz, founder and president of **Juhasz Law Firm, P.C.**, chaired a joint defense consortium of companies who defeated Jerome Lemelson. The*

*consortium was funded by a group of leading AIDC vendors, with the former **Symbol Technologies** (now **Motorola Solutions**) playing a leadership role. Juhasz specializes in strategic patent preparation, prosecution, counseling, and monetization, with degrees in electrical engineering and chemical engineering. He is extensively published and an expert on 35 U.S.C. §101 **Bilski** subject matter and patent exhaustion. Juhasz served as former director of **Nokia Americas IP**, and as assistant GC, chief IP counsel at Symbol. The firm offers legal services that allow companies to better see, understand, and realize the potential strategic value from their IP.]*

Juhasz observed that “the litigation strategies adopted by Round Rock Research facially bears some resemblance to those employed by Lemelson.” In the 1990's, Lemelson was adept at tailoring his litigation strategy to the food supply chain of the targeted industry; attacking those companies in the food chain thought to be the weakest link. In the supply chain in the communication industry, for example, the chain generally starts with the supplier of the handset passing the handset to the carrier who purchases the handset for bundling at subsidized prices with its carrier services. The chain ends with the end user who purchases and uses the bundled handset and carrier services. Lemelson often attacked the supplier as they often had the most to lose and chasing down end users without deep pockets was too onerous a task. The carriers, typically large companies, often only passed the claims onto the supplier under indemnification.

In contrast, in the AIDC supply chain, end users were typically companies having considerable pockets, like **Walmart**. The end users, thus, became natural pawns in the Lemelson wars, since they could pressure their suppliers to end the dispute and they could change suppliers if the suppliers did not do so. Round Rock Research may have taken a page from the Lemelson playbook since the few offers to license seen coming from Round Rock Research have demonstrated a similar strategy.

“There are differences between these organizations,” Juhasz noted. The Lemelson patents were home grown patents flowing from the research work of Jerome Lemelson. The Round Rock Research patents are not grounded in that way since they were acquired. Still, many of those patents flow from the research work of Micron and they also carry an aura of considerable development work given Micron's role as a supplier of product. The absence of that aura was the credibility challenge Lemelson faced in his licensing activities.

According to Juhasz, the space that Round Rock Research ultimately occupies in the parallel universe

will depend on whether or not its patents add value to products and services of companies, creating a win-win for everybody. The alternative? The patents are without that value but are nonetheless forced onto companies through litigation, causing disruption and nuisance payments by the industry.

Regardless of what companies operating in the parallel universe do these days, Juhasz noted that “one thing for sure is that the patent landscape has changed a lot since the days of Lemelson. During the past decade, alone, the Supreme Court has issued a number of significant decisions that have eroded the ability of licensees to hit the jackpot through licensing.”

eBay Inc. v. MercExchange marked the end of the days where the court almost automatically granted an injunction on finding infringement. Today, for an injunction to issue, the court must first weigh the four factors of irreparable injury, inadequate remedy at law, balance of hardships, and public policy interest. It is harder for a company operating in the parallel universe which does not sell patented product to succeed in this balance; meaning that there is less of risk of an injunction with these types of companies. Without the prospect of an injunction, a company faces less product exposure risk from a lawsuit which has emboldened more companies to fight back.

KSR v. Teleflex changed the treatment of a patent as to it being “obvious” from a combination of pieces of prior art. Now, obviousness is generally judged by the problem at the time of the invention and the obvious solutions using tools known in the art. Previously, obviousness was judged by whether there was a “teaching, suggestion, or motivation” (TSM test) in the prior art to form the combination. In licensing and litigation, this means that patents that issued from obviousness rejections, that were overcome using a TSM analysis, may be more susceptible to invalidity challenge because obviousness may be easier to establish under the new test.

Microsoft v. AT&T restricted the extraterritorial reach of U.S. patent law. This affects the law on infringement resulting from export from U.S. of components for assembly off shore. In Microsoft, a master software disk that was exported and used to install software at a point of assembly, was not a component subject to infringement in the U.S. This has made it harder to prove infringement from overseas activities, creating less risk of infringement from offshore activities.

MedImmune, Inc. v. Genentech, Inc. made it easier for a company to bring a declaratory

judgment against a patent holder to declare a patent invalidity based on an offer to license. If the patent holder asserts rights under a patent based on certain identified ongoing or planned activity of a company, and the company contends that it has the right to engage in the accused activity without license, the company can bring the lawsuit to remove the cloud on its activities arising from the offer to license. This has made patent holders think twice before offering a patent for license since doing so could invite a lawsuit to the disadvantage of the patent holder.

Quanta Computer v. LG Electronics extended the law on patent exhaustion to methods and combination patents substantially embodied in licensed patents or products. Under Quanta, if: **(1)** the only “reasonable and intended use” of the component product sold or licensed was to practice the combination or method patent, and **(2)** the component product sold or licensed “embodies essential features” of the combination or method patent, the patent will be exhausted. This has made it harder for patent holders to keep combination and method patents from being exhausted, which buyers and licensees have used to their advantage in reducing the cost of a license.

Bilski v. Kappos changed the patent landscape on what business, software, and diagnostic method patents are subject matter eligible for patent. A process cannot be patented unless it is tailored narrowly enough to encompass only a particular application of a fundamental principle, law of nature, or physical phenomenon, rather than to preempt the principle, law of nature, or physical phenomenon itself. This has led to many business, software, and diagnostic method patents being challenged and invalidated on the grounds that they cover non-patentable subject matter.

“The overall effect of these and other changes in the patent landscape brought about by the Supreme Court decisions,” Juhasz explained, “is that it has made it harder for a patent holder to license patents because a license offer may invite a lawsuit (MedImmune), patents are easier to invalidate (KSR, Bilski), patents may have been exhausted (Quanta), more offshore activities are immune from infringement (Microsoft), and it’s harder to get an injunction (eBay). Hence, a company has more options when faced with an offer to license coming from a patent licensing company operating in the parallel universe than in the days of Lemelson.”

For more information: Paul R. Juhasz, **The Juhasz Law Firm, P.C.**, Houston, TX, PH (713) 260-9643, Email: pjuhasz@patenthorizon.com, Web site: www.patenthorizon.com. **SCAN**

SCAN/DCR MARKETWATCH

For September 15, 2011

AIDC Public Company Names	Phone	Exchange	Symbol	Close Price	52-Week Low	52-Week High	Dividend Yield	P/E Ratio	Last 12 Months
Astro Med	(401) 828-4000	NASDAQ	ALOT	7.13	6.54	9.12	3.80	18.76	0.38
Avnet Convergent Technologies	(480) 643-7291	NYSE	AVT	27.93	23.69	38.73	N/A	6.44	4.34
AXCESS Inc.	(972) 407-6080	NASDAQ	AXSI.PK	0.06	0.01	0.25	N/A	N/A	-0.09
Brady Corporation	(414) 438-6880	NYSE	BRC	29.26	24.44	38.73	2.70	15.41	1.90
Checkpoint	(800) 257-5540	NYSE	CKP	15.30	12.65	23.00	N/A	40.48	0.38
Cisco Systems, Inc.	(408) 526-8890	NASDAQ	CSCO	16.67	13.30	24.60	1.50	14.25	1.17
Cognex Corp.	(580) 650-3353	NASDAQNM	CGNX	29.58	22.02	37.49	1.30	17.48	1.69
CSP Inc.	(508) 663-7598	NASDAQ	CSPI	3.63	3.26	5.25	N/A	26.12	0.14
Danaher Corporation	(202) 828-0850	NYSE	DHR	46.44	39.53	56.09	0.20	14.45	3.21
Datalogic (Euros)	39 051 3147011	MILAN	DAL.MI	5.79	4.01	6.70	N/A	21.60	0.27
Dover Corporation	(212) 922-1640	NYSE	DOV	52.91	49.05	70.15	2.50	11.57	4.57
Honeywell	(973) 455-2000	NYSE	HON	46.64	41.62	62.28	3.00	14.89	3.13
Intermec Inc.	(425) 348-2600	NYSE	IN	7.17	6.37	13.08	N/A	N/A	-0.15
Itron	(509) 924-9900	NASDAQ	ITRI	38.19	34.50	67.58	N/A	13.49	2.83
ITW	(586) 752-5553	NYSE	ITW	45.60	40.82	59.27	3.30	12.04	3.79
Lockheed Martin Corporation	(607) 751-2690	NYSE	LMT	75.44	66.36	82.43	4.10	9.45	7.99
Motorola Solutions Inc.	(800) 262-8509	NYSE	MSI	43.86	31.33	47.91	2.10	12.06	3.64
NCR Corporation	(937) 445-5905	NYSE	NCR	18.44	13.28	20.97	N/A	17.71	1.04
Psion Teklogix (UK P)	(905) 813-9900	LONDON	PON.L	54.00	49.63	102.75	N/A	7.69	2p
ScanSource	(864) 288-2432	NASDAQ	SCSC	30.65	26.77	40.00	NA	11.35	2.70
Unitech Electronics Co., Ltd.	886-2-89121122	GTSMCT	3652.TWO	23.25	22.70	40.60	N/A	N/A	N/A
Zebra Technologies	(847) 793-6735	NASDAQ	ZBRA	32.04	30.03	44.53	N/A	12.13	2.64
Zetes Industries (Currency-Euro)	32(0)2 728 37 11	EURONEXT	ZTS.BR	16.65	14.55	18.85	N/A	N/A	N/A

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