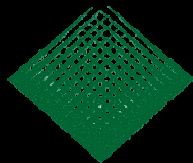


People Make



The Difference!



**Mincron Software Systems
Distribution & Warehousing Solutions**

The Company.



Mincron is a leading provider of innovative, high-value software and business service solutions for wholesale distributors, logistics companies, and other businesses requiring tightly integrated enterprise software solutions. Mincron solutions are targeted at improving our customers' operating efficiency by giving them total control over their key business processes. Mincron stands behind those solutions with outstanding service, implementation and support.

The Solutions.

There are two versions of the Mincron distribution software solution.

HDX is written in JAVA and supports any major platform, including OS/400, Unix, Windows, and Linux.

Hardgoods Distribution[®] or is written in RPG and runs exclusively under OS/400 on the reliable IBM i5 (iSeries; AS/400) platform. Mincron offers both a green screen and web enabled versions.

Mincron's comprehensive enterprise software products and will help you find answers to your supply chain questions, and give you the power to streamline your operation from end to end.

Mincron supports most of today's preferred hardware environments

HDX, HDW and Hardgoods Distribution[®] focus on increasing the efficiency of your personnel and inventory assets. The system also enhances your ability to provide unparalleled customer service. New system implementations typically bring significant reductions in inventory levels, increased inventory turns, and enhanced margins while also increasing your customer service level. **HDX, HDW and Hardgoods Distribution**[®] also offer analysis of sales patterns by product group or item by branch, salespersons, customer groups and even between individual customers. The ability to control pricing down to the item level will help increase your gross margins. Powerful accounting tools help you maximize cash flow and improve credit management. From the counter person to the CEO our distribution solution provides the tools necessary to improve your bottom line!

Warehouse Manager is a full-functioned WMS system. The system offers comprehensive capabilities and practically infinite flexibility in the application making it adaptable for virtually any warehousing and logistics operation. Features include receiving & putaway; intelligent picking, packing and shipping; strategic resources allocation algorithms; bar code scanning and printing; random and/or dedicated slotting; directed putaway, virtual locations; moveable and nested movable units; cubing & dimensioning and cross docking.

Complementary Products In addition to our core products, Mincron offers a variety of solutions which are designed to maximize your operating processes. Additional products include EDI, Web Commerce, Proof of Delivery, Warehouse Assistant, Work Orders, Executive Information System, Document Imaging, Vendor Managed Inventory, Remote Commerce, and Shipping Manager.



The Services.

For many years Mincron has delivered on the promise of providing mission critical software that is both extremely rich in functionality and exceptionally reliable. We firmly believe in the practical application of technology to solve tough business issues and enable our customers to be more competitive, more reliable and efficient and, of course, more profitable. We are very sensitive to the needs and direction of the marketplace and continue our plans of an aggressive approach to the implementation of emerging technologies to meet those needs. The pace of change is increasing and we are committed to partnership with our customers, allowing them to capitalize emerging opportunities.

Mincron Fosters Exchange of Ideas

In today's fast paced and ever changing world of technology, your software provider should keep you abreast of advancing technology changes in order to help you manage and prepare for the future.

Mincron recognizes these challenges and provides several avenues for collaboration. An Executive Conference is held every year for an intense "meeting of the minds". This two-day event is filled with industry expert speakers, round table discussions, overview of latest in technology, cost justification scenarios and much more. Attendees include only executive-level partners from many of the largest distributors in North America.



Mincron works in partnership with its customers!

Mincron sponsors an on-line forum where customers can communicate with Mincron as well as with each other. We receive numerous suggestions and requests through this forum and use the input to help determine product direction.

Along with the on-line forum, Mincron hosts several council meetings throughout the year. Council meetings include team members of the Mincron staff along with members of our highly-respected customer base. A Development Advisory Council comes together to discuss the design of selected large product enhancements while a Service Advisory Council evaluates current services and helps structure the type and level of service that has helped keep Mincron second to none. We listen to your needs and provide solutions!

Not just training; Business Process Improvement

When Mincron implements a new system, we see our role as far more than merely installing software and providing training. Our role is to improve your business through the application of **industry best practices**. The best time to make business changes is when you are implementing a new system. Users can be told that the changes are necessary due to the new system and the software itself may often be used as a mechanism to "enforce" the new policies. By the way, you don't pay extra for this. It is the way Mincron does business.

Support

Each customer is assigned their own Customer Service Representative. Instead of starting with “level 1” support, speaking with someone who knows less about the software than you do, you will speak directly with an experienced technician who knows you and your system. Your CSR is available during normal business hours, but if your needs don’t end at 5:00 p.m., Mincron support services are available 24 x 7 x 365!

Education

Education is typically a combination of on-site, classroom training and one-line web based training. Classroom education is conducted in a comfortable classroom environment with a qualified instructor. Educational procedures feature a hands-on workshop approach to assist you in learning the full range of capabilities and how to put it all together for your business application. Web based training is offered for upgrades and refresher courses. The documentation is on-line with hypertext capability, which allows you to search rapidly for specific information right from your computer.

You’re not alone!

Some of the largest, most innovative distributors in North America use Mincron products in more than 2,000 locations every day. Mincron excels in serving high-volume, multi-branch operations. Customers such as these have worked in partnership with Mincron to hone its software and services to meet the needs of complex and demanding environments.

Industry Specialization.

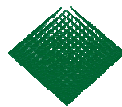
Every business segment has different requirements. The idea that a single software product can work for “everyone” is a fairy tale. Mincron specializes in specific market segments and continually works with those segments to continually refine its capabilities as the market changes.

By staying focused in key niche markets, our customers win. (And so do we!) You can’t be all things to all people. No big surprise here. So, instead of spreading our efforts too thin, we have focused on the following markets:

- Plumbing
- HVAC
- Pipe, Valve, Fittings
- Electrical
- Industrial
- Refrigeration Equipment
- Water Works
- Building Materials
- Warehousing Industries

Customization.

Decades of experience have taught us that even the most versatile software doesn't suit every need. In these cases, Mincron can apply its experience, creativity and skill to customizing our software specifically to meet your company's needs. Best of all, we maintain and provide support for these modifications. You will be able to bring your modifications forward and apply them to new releases so that you stay on the cutting edge. Mincron will be happy to discuss your requirements to design a cost-effective solution based on your needs.



Mincron Software Systems
333 North Sam Houston Parkway East
Suite #1100
Houston, TX 77060

281-999-7010 • 281-999-6329 (Fax) • 800-299-7010
www.mincron.com