MerrillSoft

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Trendy News

What we've been doing

Well it has been awhile since we've put out a newsletter, but don't think we've been slacking off. We spent the first two months of 2001 giving several 2 day *FTA2000* Operational Demo's here in Phoenix. We were able to give a full day demonstration of *FTA2000* along with showing it off in action thanks to Stan Leitz, Oil Lab Manager at Empire Machinery for hosting several segments at the Empire Machinery Oil Analysis Lab. Our many thanks to Mary Powell for doing the live demonstrations and answering questions and also to the rest of the lab technicians for allowing all of us to hang around watching them work. This allowed *FTA2000* to be shown in a working environment. We would also like to extend our thanks to Carolina Tractor, Cashman Equipment, Finning, Gregory Poole, Hewitt Equipment, Johnson Machinery, and Toromont for spending the time with us here in sunny Phoenix, Arizona.

During the last 3 months we have been working diligently to deliver a functional website and application to enable your customers to access their data from the Internet. We would like to thank all of you for your input and suggestions and now you and your customers can reap the benefits of the online application.

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Internet Access has Arrived !!!

You asked for it, you got it!

The Internet site *SampleResults.com* was brought online on June 1, 2001. Several dealerships have already taken advantage of this capability and can now offer their customers the ability to retrieve their Trend Analysis reports from the Internet. *SampleResults.com* offers much more than instant Trend Analysis reports. Other features include:

◆ historical information on their entire fleet

◆ complete security to allow your customers to see their fleet information only

◆ ability to extract data into one of 13 different file formats including Excel

◆ setup reports to be automatically emailed to as many as 20 addresses

◆ order sample kits online from your dealer

◆ reprint historical Trend Analysis

and … much more!

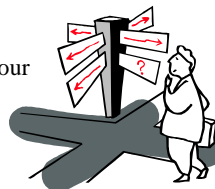If you're looking for the advantage over your competitors, you don't need to look very far. *SampleResults.com* provides the tool your customers have been asking for! Imagine your customers having their data at their fingertips without having to call or email any lab staff! They have the ability to formulate their own documents and gather statistics relating to their entire fleet. For more information, or for demo account information allowing you to explore the new website, contact us at (877) 449-5492 or email us at *SampleResults@merrillsoft.com*.

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Lab Supplies… Lab Supplies…and more Lab Supplies

Our Lab Safety catalog was mailed out in May to many of our customers. This catalog features items that we are able to offer all of our customers at incredible prices.   Pooling our customers together makes our buying power stronger and allows us the luxury of passing on larger discounts to our customers. Helping our customers become more profitable allows them to be more competitive in the marketplace. That spells *SUCCESS* in our eyes. Don't let your customers wonder where to go for their oil samples, give them directions!

Quality Sample Kits at a Savings ???

Is this possible? Many of our customers asked if MerrillSoft could supply sample kits along with our other lab supplies currently being offered. The big question was could we provide them with the same reliability as we do our supplies while offering an aggressive price. We needed to find a reliable source that produced a quality product at an affordable price. We decided to take the challenge!

After months of searching and negotiating we found that we could not only provide a quality and professional looking kit, but that we would be able to do that at a very reasonable price. Sample kits are now available in both 10 packs and 50 packs, with or without tubing, and with your own personalized dealer labels at **very** competitive prices. They even come in a box that can be resealed so you can use them one sample at a time and seal the box back up.

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Coming Soon !!!

FTA2000 v3.2 will be the next version to arrive and due to the requests from our customers it will also include this feature:
• wear tables - which will be incorporated in *FTA2000* v3.2 and will alert the interpreter by placing indicators on the interpretation screen to provide notification of reportable or critical readings outside the wear table range.

Keep those requests and suggestions coming because we do listen!

MerrillSoft.com website will soon have the functionality to allow you to order your lab supplies on-line and supply an email confirmation along with order information. It will also provide features such as keeping a history of your orders, allowing you to add to a frequent order list, and automatic order placement. Coming to your browser 4th quarter of 2001.