



# DY-Computes

*Dynamite Newsletter*

*Back to School, 2003*

## Version 11.01 Released!

Version 11.01 of Dynamite Generation 3 is now available for immediate download. This version includes many evolutionary features building upon the initial Generation 3 released two years ago.

The new version integrates with 23 versions of 8 different accounting systems including the new ACCPAC Pro SQL 7.1. As in the past, all Generation 3 customers running Version 10 with a current software subscription are entitled to a **FREE** upgrade to Version 11. All Dynamite data will be converted to the new version's standards.

New features include:

- New general ledger interface to QuickBooks Pro
- Addition of one time rental contract charges
- Addition of the ability to combine Component Preventive Maintenance orders
- Addition of a stand alone program to facilitate Fox Pro command line functions
- Addition of a new technician data entry function
- Addition of the capability to automatically dock or hide the floating Tool Bar
- Addition of a function to create a follow up order.
- Minor program corrections

Version 8.10.00 of Dynamite 2000 is also available for downloading. Recent modifications include the tracking of which operator modified a service order.

## AFSMI Expo

If you're headed to Reno in October for this service business conference, look for our 10 foot stick of Dynamite and say hello. AFSMI (Association for Services Management International) is the largest service organization in the nation and we are pleased to be participating in the event as an exhibitor.

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## Pass It Along

Pass this copy of DY-Computes along to your co-workers. The newsletter is intended to keep you informed of advances to our products and business in general. If you'd like additional subscriptions, just send us an e-mail at: [admin@southbysouthwest.com](mailto:admin@southbysouthwest.com)



## State of the Economy

The service sector raced ahead in July at its fastest clip on record, expanding for a fourth straight month. The activity index surged to 65.1 from June's 60.6 measurement and 15% higher than May. Any reading above 50 denotes growth.

The manufacturing index rose to 54.7, the highest since December of last year. The index in July was 51.8. It is expected to grow as much as 5 or 6 percent this quarter.

The Nasdaq is up nearly 35 percent this year. The Philadelphia Semiconductor Index has surged 57 percent. And the Dow Jones Internet Index has soared more than 66 percent.

These trends are a very good sign that our economy is getting back on track. Both June and July were good months here at South By Southwest and September is projected to be even better.

## Airport Security

At Heathrow Airport last month, a suspicious looking man, later identified as public school teacher, was arrested trying to board a flight to New York while in possession of a compass, a protractor, and a graphical calculator.

Authorities believed he was a member of the notorious Al-Gebra movement and was charged with carrying weapons of math instruction.

## Wish Us Luck

California always seems to be in the forefront of many national trends. There were the surfer dudes, the Proposition 13 tax revolt, the movie star president, vehicle emissions standards, the energy crisis, and massive budget deficits. This past summer, over a million citizens decided to put the recall of Governor Grey Davis to a vote. For the first time in over 100 years, a U.S. governor could be recalled from office. Some of the reasons why voters are disillusioned include: excessive spending (40% increase in 3 years), misrepresentation (lying about the projected budget deficit), selling favors (make a donation and get a bigger contract), and hateful political campaigns (more garbage tossing than normal).

Of the 135 candidates seeking to replace him we have the current Lt. Governor, Cruz (vote NO on the recall but vote for me as a replacement just in case) Bustamante, Arnold (The Terminator) Schwarzenegger, Larry (Californians need more smut) Flynt, Gary (I am standing up) Coleman, and Peter (1984 Olympics) Ueberroth. Most voters prefer just about anybody to our current governor and will make their choice on October 7<sup>th</sup>. Our company president, Tom (Mr. Dynamite) Francl, decided not to run.

Is this a new trend for our nation? Could be. There are many elected officials from every state that need to shape up and the California experience just might give their constituents the courage to remove them.

## Observation

I used to have an open mind but my brains kept falling out.



<http://www.kurumi.com/roads/signmaker/sm220.html>

## Quotable

“Freedom of the Press belongs to those who own one.”  
A. J. Liebling of the *New Yorker*.

## HiFi, WiFi, WiMax

From early stereos to wireless computer networking, technology is advancing faster than ever. Two years ago, we had the 802.11b wireless standard which was replaced by the faster 802.11a last year and an even faster 802.11g this year. The speed and reliability is improving so it's no wonder that laptops are now outselling desktops.

Coming next year, is WiMax 802.16a which will connect subscriber businesses and homes within a 30 mile range. It is also meant to connect existing 802.11 networks so your office can maintain its own wireless network while connecting to a high speed neighborhood connection. The main site would be hard wired to the Internet with a T-1 or similar connection.

What this means for those of us who are DSL-challenged is that we can finally get a cost effective broadband connection and we don't have to wait for the phone company to do it for us.

## E-Mail Spam

Well, the federal government still has not taken any action against the proliferation of massive number of e-mails touting everything from cheap loans to bigger body parts to discount prescription drugs. Some states are trying to pass laws against spam but we are not encouraged by the ability to legislate a solution. No one has been successful getting rid of junk snail mail because the Postal Service encourages mass mailing with cheaper rates.

E-mail messages cost next to nothing for spammers to send and have a fairly high response rate. It seems that there are Internet users in dire need of drugs, money, or bigger body parts.

Last month we received an “pre-approved mortgage” solicitation on some property that we no longer have. They were going to loan us up to \$500,000 on a *rented mail box*! We broke our own spam rule and responded to the come on and are anxiously waiting for the loan documents.

## Observation

If you think nobody cares, try missing a couple of payments.

## How do I...?

*I'd like to increase the accuracy of service order charges while reducing the clerical effort to enter that information. How do I do that?*



You can accomplish this in two steps. First, Dynamite provides the ability for the technician to enter charges without the need for extensive training. This function can be found on the Transaction Menu and is labeled “Technician Charges.”

Data entry is fast and straightforward. The processing makes some assumptions so the number of decisions is reduced. The data winds up in the same place as charges entered from the service order screen so your billing clerk can review and adjust what the technician entered.

Using the Technician Charges facility, you can further reduce key entry time and error rate with the use of bar codes.

Dynamite has the capability of printing bar codes on the service order form so it can be scanned in without the need to key it. Likewise, bar codes attached to your inventory parts can be scanned in. The scanning takes the place of keyboarding the part number.

The simplest bar code readers are either a keyboard wedge (a pass through unit on the keyboard cable) or are connected via a USB connection. Bar code readers consist of either a pen or a laser reader and a decoder. Expect to pay around \$500 for the entire unit.

The other methods of entering charges to Dynamite include: the DynaTech Laptop, the Hourz Pro software for the Palm, e-Dynamite, Excel, and, very soon, AirDynamite.

All of the options discussed here can still be reviewed by the billing clerk and/or management personnel before an invoice is created and sent to your customer.

## Just Wondering

Ever notice that anyone going slower than you is an idiot but anyone going faster than you is a maniac?

## Top of the World

What would it be like to stand atop the tallest mountain on Earth? The closest we'll ever get was a live television broadcast from the summit of Mt. Everest this past spring. It's been 50 years since Sir Edmund Hillary made the first successful climb and about 1,000 people have repeated that feat since then. This photo was taken by Roddy Mackenzie in 1989 and provides a 360 degree view. Personally, we'd rather run for governor.

## Least Competent

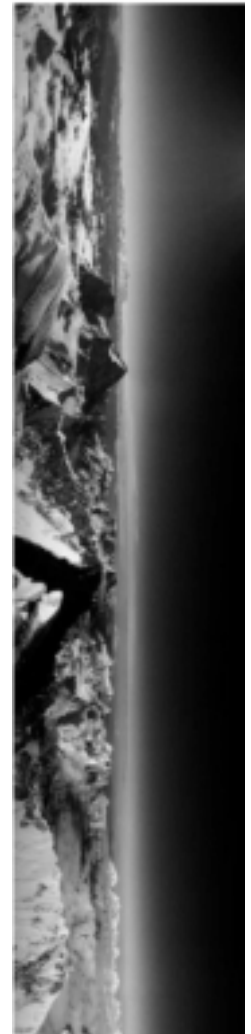
A deputy district attorney in Long Beach, California noticed something odd about the answers on a questionnaire that a prospective juror submitted for a death-penalty case. It turns out that the juror had an outstanding arrest warrant for kidnapping. He was arrested when he showed up for duty.

## Training News

The cost of DynaTrain, our Internet training program, has been substantially reduced! The cost for each training class is now only \$120, a reduction of \$30. For additional enrollments from the same organization, the price has been further reduced to \$95. The reseller price has also been reduced to \$95.

How did we do it? We found a free conference calling service that significantly reduces our costs and we're passing those savings on to our customers. A toll free number will no longer be provided but your cost for the two hour class should be approximately \$6.00.

The schedule is on our web site: [www.DynamiteService.com](http://www.DynamiteService.com).



**Coming Soon!**

## **AirDynamite...**

You've asked for it! We'll have it!  
Increase productivity, reduce errors.  
Devices supported: Pocket PC, Palm, and Blackberry  
All the info but without the wires! Wireless carrier

