



Happy Holidays 

It hardly seems possible that another year is quickly coming to a close. And what a year it's been. In 2016 we welcomed new customers, added to our staff, launched a number of new marketing initiatives, made our Great Plains User Group Conference debut, and of course, continued the development of FASCOR WMS/TMS solutions. We hope that it's been a memorable year for you as well - both on a personal and professional basis.

While we're certainly proud of what we've accomplished, we are even more excited by the prospects of the year ahead. In this newsletter you'll read about some of our software updates, you'll meet the most recent addition to our staff, and get to know a little about one of our most senior employees.

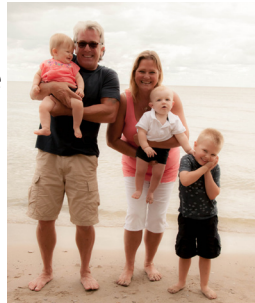
As the linchpin in the retail supply chain, these are especially busy times for you; meeting Holiday shipping schedules, filling peak orders, handling returns, year-end inventory, planning for the new year, and who knows what else. While we all have our jobs to do, we would just like to remind you to really appreciate this magical time of the year.

Each of us at FASCOR wants to take this opportunity to wish you a happy and blessed Holiday Season. We sincerely appreciate your business and look forward to serving you in the year ahead.

John & Andy Klare

WELCOME

We're pleased to announce the addition of Kim Messer to the FASCOR team. A 25 year industry veteran, Kim brings a wealth of experience to our company. She has a Bachelor's degree in supply chain management before joining FASCOR Kim was responsible for overseeing supply chain operations for a large on-line retailer.



Kim will be working with current and future customers to identify and address inefficiencies and to leverage FASCOR WMS/TMS in the most effective way possible. Welcome aboard Kim!

GPUG SUMMIT '16

This past October FASCOR participated as an exhibitor sponsor at the 2016 GPUG meeting called SUMMIT '16 Conference in Tampa, Florida. There we had a opportunity to meet many Dynamics GP users and partners and to discuss how our Warehouse Management and Transportation Management solutions can impact companies and create strategic advantages for these companies. It was a great chance to meet these companies, here what's new and coming for Dynamics GP and to catch a glimpse of what's ahead in the Dynamics Community.



Does your company use Dynamics GP? If so visit us at <http://www.fascor.com> to read how we are uniquely qualified to integrate Dynamics GP (and other ERP systems) into your warehousing and distribution environment.

THE HIDDEN COST OF TRANSPORTATION

Our Transportation Management System can deliver efficiency and savings in a number of ways. One of our distribution customers is saving nearly half a million dollars each year with FASCOR TMS. Here's how:

- FASCOR TMS automatically identifies the optimal and most cost-efficient carriers for each order.
- Built on a set of sophisticated algorithms, the Box Building feature of FASCOR TMS provides a blueprint for packing out orders in the most efficient manner. This allows the same amount of orders to be shipped using fewer boxes.



[Go here to read](#) how one of our clients is saving \$500,000 each year by controlling shipping and labor costs.

PRODUCT SPOTLIGHT: WEBTools

The most recent developments for WEBTools primarily encompass updates to the navigation bar. Here's a look at what users can expect to see in the near future.

Hovering - In the updated WebTools navigation bar users can now click to toggle menus and sub-menus. This allows menus/sub-menus to stay open even if the cursor exits the menu box.

Collapsed Menu - The new menu system also collapses when window size reaches a certain width. When this happens, the menu can be opened via a toggle button in the upper right hand corner, that expands an accordion-style menu. This improves readability for narrow windows.

Facility Name - The name of the current facility is now listed in the navigation bar, between the WEBTools logo and the facility number.



More WebTools enhancements are in the works for 2017 including: A Report System Update, Report Library, Report Building and Changes to the User Interface.

Want to learn more? [Contact us here.](#)

WELCOME TO OUR NEWEST CLIENTS

In the past few months LBP Manufacturing and KDM selected FASCOR WMS as their warehouse management solution of choice. We are thrilled to count them among our growing customer base! Here's a little about each:



LBP Manufacturing's products range from consumer facing packaging to back-of-house solutions. We are category creators, launching performance-driven products that offer operators new value creating opportunities while balancing sustainability.



KDM P.O.P. Solutions Group provides innovative retail solutions for every facet of the marketing supply chain needs, helping its customers build brand awareness, drive traffic and increase sales at the store level.

4 Questions for Dale Hogeback

Dale is FASCOR's Chief Technical Officer and has been with the company for nearly 30 years. Dale is responsible for overseeing development and maintenance of our products. He also helps us to stay on top of new technology trends. We caught up with Dale just long enough to get his answers to four quick questions.

Q: Can you tell us a little about yourself?

I grew up in Owensville, a small town east of Cincinnati. I attended the University of Dayton earning a degree in Electronics Engineering. My wife Angie and I have been married for thirty years and are proud parents of two children; Lynn and Adam. Lynn is a teacher in the Cleveland area and Adam is working for a local power tools distributor and finishing his college degree in Business Administration.

Q: What do you like best about working at FASCOR?

We're a family-owned company and all of us who work here have a real sense of belonging to the FASCOR family. We sincerely care about one another and our company and take extra pride in our work. Each of us realize that we each have an important role in satisfying the customer and growing our business so we all pitch in to do whatever is needed to get the job done.

Q: What's the most rewarding and challenging parts of your job?

I get a lot of satisfaction from leading the development of new solutions that have a positive impact on our customers' operations. Seeing the results of the implementation and knowing how it's going to significantly affect their business is very rewarding. FASCOR is a growing company, which can present some "good" challenges. I, along with the entire development staff, must work to keep pace with this growth and continue to provide our customers with the level of quality and responsiveness they've come to expect.

Q: OK, enough about work. What do you like to do in your free time?

I enjoy camping, fishing and exploring new restaurants with my wife and friends. Like many parents I worry excessively about my kids; so I guess you could call that a hobby.

