

Alliant Systems News

Customer Conference a Success!

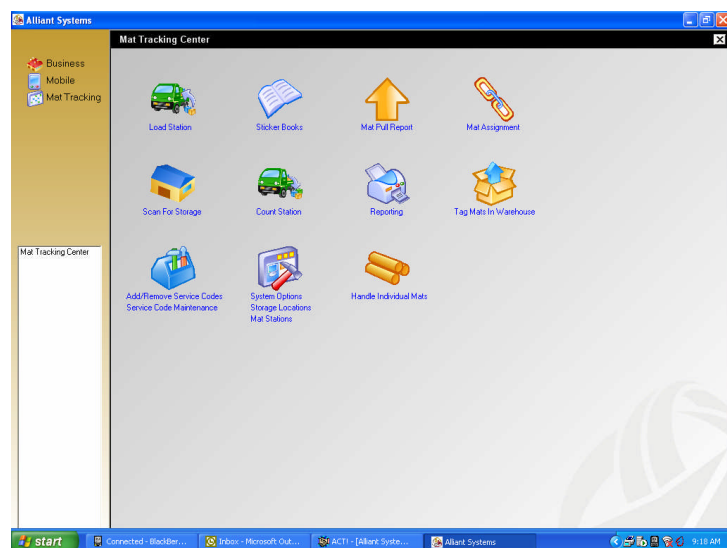
- Over 40 attendees representing 32 industry operators attended Alliant Systems' 2005 Customer Conference October 26-28 in Ft. Worth, TX.
- Guest speaker Ron Evans from RJ Evans & Associates kicked the event off with a program entitled 'Customer Retention and Customer Management.'
- Other conference topics included a review of Alliant Mobile 2.0 – our newest handheld offering which has been installed at 10 locations on over 100 routes.
- Attendees also got to see a preview of Alliant Route Accounting 2.0, which will be available in late spring 2006.
- Roundtable discussions focused on industrial, dust and linen were held to share ideas and get feedback from users.
- Discussion of Alliant's free on-line module for customers to view signed invoice copies and make basic service requests.
- Introduction of new price type– On-demand inventory. This new shelf-stocking price type allows users to setup separate delivery quantities for different days of the week for the same item. A perpetual inventory is tracked where all deliveries increase the customer's inventory and all soil and clean returns decrease the inventory.



Alliant Releases Mat Tracking Module

Alliant Systems has developed a mat tracking system designed to provide enhanced inventory controls on circulating mat inventories. Inventory controls are provided at the route level and optionally at the customer level. The application simplifies the management of mat storage and compliments "honeycomb" storage systems. This product will be released later this month and uses RF chips embedded in mats to provide the tracking features.

- Controls for the route level track the location of a mat from storage through route loading. Reports are targeted to accurately reconcile load, delivery, and returned quantities. Upon return, the mat is assigned to a specific storage location (user defined), for use on future deliveries.
- Optionally, customer level inventory tracking enables the one time assignment of a mat to a particular Account – Department location. Reports tracking in-service inventory and last return date are keys to the process of tracking in-service mat inventories. As the mat is returned to the facility for processing, the mat is designed from the customer and made available for future delivery. The design of the system accommodates the requirements for standard mats or logo mats with equal accuracy.



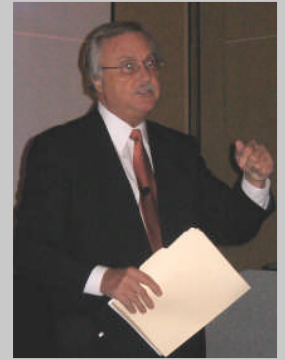
Alliant Systems 2005 Customer Conference



Luis Tapia, Brad Shanks, Mark Norris, Leslie Jurisich and Jamie Climacosa- Alliant Systems.



Ryan and Kathy Gonzalez- Nu West Textile Group, Russ Plourde- Churchill Linen Service, Jim Semione- Robison & Smith, Inc., and Frank Gianci- Metropolitan Linen Services.



Guest Speaker-Ron Evans-RJ Evans & Associates

“One of the best meetings I have attended. Extremely beneficial for Karen and I. Will attend any in the future.”

Roger Harris of Metro Linen, McKinney, TX



Roger Harris and Karen Cox - Metro Linen and Jeff Belcher - Alliant Systems.



Pam Cornman- Harrington Industrial Laundry, Kristina Escamilla- Alliant Systems, Alison and Mike Daniel- Sparkle Textile Rental Service, and Leslie Jurisich - Alliant Systems.



Ruth Ann Newby- Young Laundry & Dry Cleaning and Katherine Majors-Walker Towel & Uniform.



Kristina Escamilla and Angie Binovi- Alliant Systems



Diana Baker, Doris Cook and Paula Wright - Logan's Uniform Rental, Bonnie Phillips- New System Laundry.



Ryan Gonzalez- Nu West Textile Group and Luis Tapia- Alliant Systems.



Walkie Trawick- Wade Linen Service and Jeff Belcher and Eric Smith- Alliant Systems.



Rita DiGiovanni- Jolicoeur and Janette Finnie- Quintex Services.

“Each member of the Alliant team was wonderful. Their hospitality, professionalism, knowledge and work ethic are continually proven to me. Thank you so much for an excellent conference.”

Janette Finnie of Quintex Services, Winnipeg, Manitoba

Gaining a Competitive Edge through Technology



Routh Ann Newby- Young Laundry & Dry Cleaning, Luis Tapia- Alliant Systems and Luis Bellina- Cadillac Uniform.



Lora Wilhelm- Texas Linen Company, Peggy Polumsky- Blue Ribbon Linen Supply, Linda Fix-Phelps the Uniforms Specialist, Christina Blakey- Kramer Enterprises/City Laundry, and Gwyn Bartlett-Economy Linen & Towel. Service.



Mark Norris and Angie Binovi- Alliant Systems.



"It was great all around-the weather, the speaker, the Alliant representatives and the associations made with other users. Everyone was helpful, informative and courteous at the hotel and I appreciate meeting everyone."

Peggy Polumsky of Blue Ribbon Linen, Lewiston, ID



From left to right: Jarrod Essey- Model Uniform, Brad Shanks- Alliant Systems, John LaCarte- Model Uniform, Terry Trimble- The Roscoe Company, David S. Shapiro and Katherine Majors- Walker Towel & Uniform.



Mark Norris- Alliant Systems, Roger Harris and Karen Cox- Metro Linen, Rita DiGiovanni- Jolicoeur, and Janette Finnie- Quintex Services Ltd.



John Thompson and Hack Hughes- Prudential Overall Supply, Mark Norris and Jeff Belcher- Alliant Systems.

"I really enjoyed being there and you all made me feel very welcome, I was glad to be included. I'm sure everyone enjoyed it as much as I did. I also enjoyed the variety of people I met and the new friends I made."

Walkie Trawick of Wade Linen Service, Columbus, GA



Ruth Ann Newby- Young Laundry & Dry Cleaning, Luis Bellina- Cadillac Uniform, and Angie Binovi- Alliant Systems.



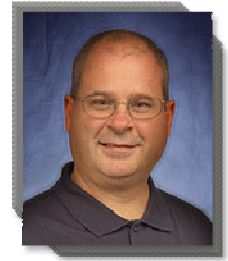
John Tessman and wife- Band Box Cleaners, Bob Hager- Miller's Textile Service and Nick Dillon- Alliant Systems.



Sondra Minier- Alliant Systems and Bonnie Phillips- New System Laundry.

Message from the President

The holiday season is fast approaching and that will mark the end of what has been an exciting and productive year for Alliant Systems and our customers. As we look back on 2005 we take great pride in the growth in our products and services and the continued strengthening of relationships with our customers, existing and new.



- This year marked the wide scale release of Alliant Mobile 2.0 which features an all new operator interface, and a completely new multi-tiered architecture designed with the toolsets provided in the Microsoft .NET platform. The architecture and interface represent the core design elements of Alliant Route Accounting 2.0 which will be released in 2006.
- Alliant's Web module was released in the spring of 2005 and is currently deployed by a number of operators for both internal use by their employees and externally for their customers use. Look for continued updates to this product as the functionality is enhanced significantly in coming months.
- Alliant Systems continued our active participation in numerous association events as well as the Clean Show this past June. We remain committed to our active participation in these events as it is an excellent opportunity to meet with many of our customers and build on our existing relationships.
- Much of this newsletter is devoted to reporting on our Customer Conference that concluded at the end of October. The conference was held in Fort Worth, Texas and focused on the competitive edge an operator can gain through improved use of technology. Feedback from those in attendance has been incredibly positive and we are already looking ahead to planning our next event.

We would like to close out our year by offering our most sincere thanks to each of you for your continued support and confidence. We are looking forward to an exciting 2006 and extend our best wishes for a happy and safe holiday season.

In our Thoughts and Prayers

The past year has been filled with opportunity and we are looking forward to an even more productive 2006. Our happiness is somewhat tempered as we recognize that a number of our customers were significantly impacted by the devastation in the New Orleans area. We have enjoyed long relationships with these customers and we are proud to count them as our friends. Our thoughts and our best wishes remain with each of them.



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Mandeville, LA
Ken and Totsy Brownson
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Westwego, LA
Scott and Jo Burke
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