



9717 E. 42nd Street, Suite 100
Tulsa, OK 74146

NEWS RELEASE

For further information:

Debbie Shropshire
TransitionWorks Software
(336) 337-3219
dshropshire@TransitionWorksSoftware.com

For Release on July 21, 2009

Life Vest Tracking with TransitionWorks' RFID Technology

Eastern Aero Marine turns to TransitionWorks to assist the aviation industry with tracking their life saving equipment.

MIAMI, FL – TransitionWorks' RFID tracking solution recently enabled [Eastern Aero Marine](#) (EAM) to rise above their competition and be the first to provide the aviation industry with the ability to immediately track and obtain accurate, real-time information about their life vests and other safety products.

EAM identified an unmet need within the aviation industry to utilize Radio Frequency Identification (RFID) technology to automate their customers' inventory management and safety compliance. Typically, an aircraft's physical check of each life vest is conducted by bending over and verifying the existence of the vest under each seat on the aircraft. Through the use of RFID tags embedded in EAM's life vests, the airline can now track their on-board inventory automatically, making the on-board safety check for the presence of a life vest under each seat immediate, accurate and verifiable. The RFID tag can provide an item's Serial Number, Manufacturer Part Number, Manufacturing Date, Fabric Date of Manufacture, and Date of Expiration, all of which is recorded and can be forwarded to an organization's inventory management systems via a handheld scanner or fixed reader.

"Each life vest, raft and other EAM safety product is equipped with an RFID chip that stores the birth record and other critical information about the product," stated Eloy Leal, Director of Operations and Engineering for EAM. "Through the use of TransitionWorks' software and a handheld scanner or fixed reader, this critical information becomes immediately available to our customers. The savings in time and money, as well as improvement in accuracy and safety compliance is significant.

TransitionWorks helped us design a solution that fit our needs perfectly."

The solution commissions and prints the RFID tags that incorporate customer required data and product data received from EAM's ERP system (Serial Number, Manufacturing Date, Re-Inspection Date, etc). The RFID tags are encoded and printed, on-demand, during the manufacturing process and are then placed inside the life vest to provide a tamper-proof label application. Within the RFID tag, TransitionWorks also encodes barcode information allowing the tag to be read via Barcode or RFID reader. The benefits of the solutions occur throughout the entire supply and management cycle of the safety products.

About Eastern Aero Marine

Eastern Aero Marine, Inc. ("EAM") (www.theraft.com) is a leading manufacturer of the highest quality life vests and rafts in the aviation and marine industries. As an industry leader for over 55 years, EAM offers lightweight, custom-packed products which are adaptable to meet current technology needs. All EAM life vests, life rafts, survival and first aid kits may be equipped with RFID integrated technology available to meet current industry needs.

In addition to designing and manufacturing innovative and relevant products, EAM provides outstanding customer service to clients including many top airlines and aircraft manufacturers worldwide. With its world-class manufacturing facility located in Miami, Florida and its international sales office in Dubai, EAM also has a worldwide network of authorized distributors and repair stations to continuously support the safety needs throughout the life of the product.

About TransitionWorks Software

TransitionWorks Software (www.TransitionWorksSoftware.com) is dedicated to helping manufacturing and distribution companies simplify and automate key supply chain processes using Automated Identification and Data Capture (AIDC) technologies including RFID, barcode, sensor technology, and PLC's. Since the initial product was first released in 1997, the organization has continually developed and enhanced a set of enterprise solutions that have been successfully implemented in leading companies world-wide.

###