



## *WE'RE ON THE MOVE*

If you are looking for our office in Temecula after March 31, 2008, guess what? You will not be able to find us at our old location, because we are moving to a new office!

Our new office address is **26323 Jefferson Avenue, Suite C, Murrieta, CA 92562**. Our local telephone

number, fax number and toll-free number will remain the same.

Even though the move will take some of our time, we are still working hard on our current projects as well as looking forward to new ones in our new office!

## **Storm Tracker Used for Monitoring in Oklahoma Storm Clean ups**

Storm Tracker was recently used by one of our clients, Danos Disaster Recovery, to assist them on their debris monitoring contracts for three different towns in Oklahoma: Chandler, Stroud and Davenport. Our debris removal tracking software system was used to monitor vegetative, leaner and hanger tickets. Although Storm Tracker was not expressly bid as a line item in their contract during the bidding process, Danos indicated that it was a selling point to their customer and that it gave them extra creditability as a monitoring company.

From January 1 to February 29, the Danos team worked in a remote office at the Tatanka Guest Ranch in Stroud, Oklahoma monitoring the debris collection operations. The Chandler/Stroud area is about an hour south of Oklahoma City, which is comprised of fairly rural communities in the flat lands of the state.

The Oklahoma job was Danos' first experience with debris monitoring. Previously, they had worked on a hazardous materials and white goods contract in New Orleans after Hurricane Katrina; however, this contract was indeed a new undertaking for them. They thought that the size of this job allowed for a better learning experience.

Jay York, the Project Accountant, Cost Tracking and Storm Management for Danos said, "The thing

that stands out to me the most [about Storm Tracker] is the reporting and exporting capabilities of the program. As an accountant, the Excel export feature allows me to do all types of sorts, etc. that I am accustomed to performing while the standard reports provide a polished professional look for our clients."

He continued, "The idea of having background information and ticket data in one program is a big asset. All truck/sub data, customer information, pricing information, etc., is in one place. Not having to navigate between multiple programs is a definite advantage."

Jay noticed that other firms working on the debris projects in Oklahoma were using Excel. During auditing, Danos repeatedly found that these contractors had double entries within a ticket type and many other mistakes that Storm Tracker is designed to eliminate.

When asked about the progress of other firms using an automated software system, it was his belief that all of the industry players were going to use some form of automated software as data consolidation, speed, built-in checks (double ticket entry) made automation highly desirable.

All in all, Danos thought that Storm Tracker definitely helped the data collection run smoothly on this job.



26323 Jefferson Avenue  
Suite C  
Murrieta, CA 92562  
Phone: 951-693-1350  
Toll-Free: 800-281-6600  
Fax: 951-693-5154  
sales@visualrecords.com

*“Developing Innovative Software  
Products for Your Industry”*

### QUOTE OF THE DAY

*“Imagination is the beginning of creation.  
You imagine what you desire, you will  
what you imagine and at last you create  
what you will.”*

*– George Bernard Shaw*

## THE VISUAL RECORDS STORY

Visual Records specializes in developing innovative and high-quality software products and systems for all industries. By partnering with entrepreneurs and visionaries, we launch new and successful software products.

Headquartered in Murrieta, California, Visual Records combines research, experience and value with integrity and respect. For over 20 years, we have kept the following commitments:

1. **Vision:** Designing beyond what is considered "standard."
2. **Flexibility:** Working closely to deliver solutions in a timely and cost-effective manner.
3. **Integrity:** Making long-term partners through honesty, tenacity and consideration.
4. **Support:** Ensuring that our customers remain completely satisfied.

If you have any comments or suggestions about the VR newsletter, please e-mail Rebecca Phan at rebecca@visualrecords.com.

If you would like to pass this newsletter along to a friend, it is easy. Just send an e-mail to rebecca@visualrecords.com. Please also visit our website.

## UPCOMING EVENTS

**March 5 to 7, 2008:** 22<sup>nd</sup> Annual Legislative / Regulatory Conference, Washington Marriott, Washington, D.C. For more information, visit [www.siia.org](http://www.siia.org).

**March 31 to April 4, 2008:** National Hurricane Conference, Rosen Centre Hotel, Orlando, FL. For more information, visit [www.hurricanemeeting.com](http://www.hurricanemeeting.com).

**April 9 to 11, 2008:** TPA & MGU / Excess Insurer Executive Forum, Westin Hilton Head, Hilton Head, SC. For more information, visit [www.siia.org](http://www.siia.org).

**May 12 to 16, 2008:** Governor's Hurricane Conference, Broward County Convention Center, Ft. Lauderdale, FL. For more information, visit [www.flghc.org](http://www.flghc.org).

## INDUSTRY “BUZZ”

**January 28, 2008:** First Cell Phone That Reads To The Blind And Dyslexic Released By Joint Venture Of Kurzweil Technologies & The National Federation Of The Blind

**February 5, 2008:** Patients Helped To Help Themselves Using 'Smart' Holograms

**February 18, 2008:** Health Information Technology Experts Say National Standardized Electronic Health Record System Could Save U.S. Millions Of Dollars, Prevent Errors

**March 21, 2008:** Nurses' Health And Careers Threatened By Bullying



## PRODUCT- RELATED LINKS

### MedCorr

New Year, New Laws...Some Items to Watch in 2008

<http://hipaahealthlaw.foxrothschild.com/2008/01/articles/recent-legislation/new-year-new-laws-some-items-to-watch-in-2008/>

### Storm Tracker

Increased Hurricane Activity Linked To Sea Surface Warming

<http://www.sciencedaily.com/releases/2008/01/080130130647.htm>

### Traveler

Why should travelers see a physician before they leave?

[http://www.medicinenet.com/travel\\_medicine/article.htm](http://www.medicinenet.com/travel_medicine/article.htm)