



# News from Continental Instruments

**September, 2004**

*Sales for our 2004 fiscal year, ended June 30, were a new record for Continental Instruments Access Control. We thank our customers for their continued support and look forward to providing new products and enhancements to foster continued growth this year for our business as well as yours. Continental has been making significant investments in new product development and new personnel, expanding technical support and sales teams. This year, we will continue these initiatives while increasing advertising and promotion of the Continental brand and its products, as well as increasing editorial exposure of the many successful Continental system applications, using testimonials reports.*

*We're pleased to hear from field sales reports, that the improvements made in our product are yielding increased opportunities for our Continental dealer-integrators, enabling them to pursue larger projects and to specify Continental for larger projects with integrated digital video recording and alarms.*

## **Special Pricing on Smart Cards and Readers**

Over the last six months, our sales volume of the HID iCLASS readers and smartcards has increased significantly. The iCLASS product is growing in increasing popularity as it has been proven reliable and easy to install. We will pass along the savings made possible by our increased purchasing power to encourage customers to try the iCLASS readers and smartcards, Continental is offering preferred discounts on products shipped through the end of September. (See attached flyer for promotional pricing).

## **Americas Security Expo**

The ASE show in Miami this summer was a great success. The products introduced were well received and the visitors to our booth were high in both quantity and quality. The ability of the CA3000 software to show in any combination: images from the cardholder database, live video, snapshots of events and recorded video from a DVR associated with an event was deemed quite impressive by attendees visiting our booth for demonstrations.

## **New Continental Products:**

### **CA3000 Software, Version 2.0 and 2.0A**

This new software release supports up to two additional com. servers and up to 100 workstations. The archiving and partitioning of database functions are now robust, yet easy to use. Additionally, interfaces to Napco Gemini alarm panels and Integral Technologies DVR's are available with the 2.0 and 2.0A versions. Access control, alarm interface/control and associated live and recorded video interface/control are now available as a truly integrated package through the CA3000 software. Another valuable option now available from Continental is support for redundant, hot backup servers.

### **Turbo Superterm and Turbo Superterm 4**

These improved versions of the Superterm and Superterm 4 controllers provide faster processing of events, faster downloads and additional memory expansion. Plus, equipment costs on these new and improved systems reflect no upcharge in price vs. the previous model Continental Controllers. And, while Turbo Superterm controllers can be mixed on the same port with earlier version Continental controllers, a mixture of controllers on a port, however, does tend to abate the Turbo Superterm's new capacity for faster downloading. The Turbo Superterm controllers require build 127, Version 2.0 or Version 2.0A of the CA3000

software. For customers who do not want to move to the Turbo Superterm controllers, we will continue to provide standard Superterm Controllers. If you do want to upgrade older controllers to the Turbo Superterm controllers, please contact us for details on our trade-in program.

**Super Two Controller** (scheduled for release in October)

This two-reader controller is similar to the Turbo Superterm in capacity, and will be priced between the current Microterm and the Miniterm. Standard features include 512 KB of memory (expandable to 2.5 MB), flash memory, 12 volt 1.9 amp UPS with battery, up to 57.6 Kbps communication rate between the host and the Super Two, and support for Wiegand keypad. Options include plug-in network interface, support for matrix keypad and the 2 Mb memory expansion. The Super Two Controller requires Version 2.0A of CA3000 software.

**CardAccess® CA3000 Version 2.1** (December, 2004).

Scheduled for release at the end of this year, this new version CardAccess Software has even more of the power and features our customers have been requesting. These include:

- Six access groups per cardholder (supported in the Superterm, Turbo Superterm and Super Two Controllers with latest firmware).
- 255 time schedules and 100 holidays (supported in the Superterm, Turbo Superterm and Super Two Controllers with latest firmware)
- Episuite Badging Package: With this optional badging software integrated with CA3000 we can provide more advanced design and printing of badges and additional features—all at a lower price. A special price will be provided for customers wanting upgrade from the current badging software. (Note: The current badging software will not be supported in CA3000 Vsn. 2.1.)
- Seamless integration with Salient Systems Digital Video Recorders.
- New “One-Step” CA3000 Software Installation . By simply answering 3 questions, the automated installation to upgrade to CA3000 Version 2.1 is very easy.
- Download in half the time to Superterm, Turbo Superterm and Super Two panels. Enhanced binary communications enables download time reductions of approximately 50%, when using the latest firmware with network or serial communications.

**Training**

We have recently upgraded our New York Training Center with new computers and now provide the opportunity for hands-on experience installing and configuring controllers, readers, inputs, and network interface modules. In 2005, in addition to this training center in our Amityville, NY Headquarters, we will also offer remote / onsite location training in 2005.

*Thank you for your continued support,*



**William Lorber**

*Vice President & General Manager*