



**Barcode Automation inc.**

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FOR IMMEDIATE RELEASE

**Built In A Garage, Barcode Automation's Very First System, Still Working After All These years**

With added security on everyone's mind, Barcode Automation Inc. (BAI), has become the leading manufacturer of Barcode Systems for Vehicle Access Control and Identification. And after more than five years in the sun, heat, and rain of central Florida their very first barcode reader is still operating 24 hours a day, 7 days a week. The unit was installed at the entrance to Colonial Grand, in Orlando Florida, now called Town & Country at Kirkman.

The unit, a model BA-200, was built in the garage of CEO Doug Jarrett, and installed 1998. The installation and continuing maintenance was carried out by Access Control Technologies of Florida (ACT), and the reader is still doing the job just fine according to the property manager.

"When we arrived on site to assist the ACT technicians in replacing a failing laser scanner (made by a competitor), the barrier gate was broken off and laying at the side of the entrance", said Doug Jarrett, BAI President. "A fairly common situation at the time," he continued, "apparently a resident, frustrated that the old laser scanner would not let him in, had crashed the gate."

ACT President Mike Knarreborg recently stated, "Lasers (barcode scanners) were extremely problematic to us in earlier times. For a while we switched to more expensive RF type devices", Mike continued, "because lasers were so unreliable we didn't feel safe putting them on properties. Since BAI came on the scene, their BA-200 has proven to be a product we would install without hesitation on any property we work with. We found their readers to be as reliable as any product available. In fact there are far more expensive products, that don't work as well as their readers."

The BA-200 is a barcode reader specifically designed for automatic vehicle identification. Along with the special barcode decals provided by BAI, the BA-200 can be used anywhere a vehicle needs to be identified - airports, parking garages, gated communities, toll bridges, employee parking lots, etc. The decal or "sticker" goes on the side window of the vehicle and is available in 56 different colors. Nearly invisible on tinted windows, the Black on Black color combination is the most popular decal for gated communities.

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Spring of 1998

BA-200 barcode reader being installed at Colonial Grand at Kirkman by Eamonn Gilmartin, and Mel Vernon, technicians with Access Control Technologies of Orlando.

Spring of 2003

The site five years later, now known as Town & Country at Kirkman, and the same BA-200 barcode reader is still doing it's job.



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## Background Information:

Barcode Automation, inc. was founded in 1997 by a few former employees of LazerData Corporation. We had worked with the Model LD7000 Barcode Scanner for several years, knew the problems with it and the Corporate lack of interest in fixing them. We knew there had to be a better way to build a product, and a better way to run a company.

So with life savings, a big garage, and 80-90 hour weeks, we set out on a mission. Within 5 months we had a working prototype, and within 9 months the BA-200 was in production with a total development cost of only tens of thousands, not the hundreds of thousands or millions that LazerData had projected. We kept the cost down by concentrating on the task at hand, which was making a product that would do (very well) the job it needed to do, and nothing else. We kept the product reliability very high by designing it to meet the worst case environmental conditions that could be encountered. The BA-200 will work anywhere from the +120 degree desert in southern California to the -20 degree weather in Northern Maine.

In mid 1998, we discovered that the known sources for the special decals needed for Vehicle Access Control were very slow, overly expensive, and delivered marginal quality. So, we were off on another mission, researching, testing, rejecting, more researching, testing, etc... until we found the perfect source for decals. A source that delivers in 2 to 3 days, not 4 to 6 weeks, at a much lower price, and near perfect quality.

Onward we marched into early 2002, and introduced many more barcode decal colors. Not only do we now offer more colors than any other barcode reader manufacturer but we also have the only reader that can read multiple decal colors without making special adjustments. This works well for Universities and other sites that would like to color code certain parking areas, or Toll Bridges that use one color for private vehicles and another color for commercial vehicles.

Our Products Work Better, Last Longer, and Cost Less than the alternatives, and we have Many Happy Customers to prove it.

Our products have been specifically designed and optimized for Vehicle Access Control and Automatic Vehicle Identification and are compatible with most other equipment in the industry.

We provide outstanding customer support, with a Toll Free Tech Support line and real people to help you through any question you may have while installing, configuring or troubleshooting our products.

Our products come with a two year warranty including advance replacement parts if you have a failure.

Additional warranty coverage including Lightning and Surge protection is available at a reasonable cost.

BAI barcode readers can be configured to read other manufacturers older barcode decals, where systems are being replaced with BAI readers. In addition, we can provide decals to be read by their scanners where these are still in existence.

All of our products are generally available from stock, except decals. Decals are printed to order and usually ship within 2 days.

Barcode Automation is the leading manufacturer of Barcode Readers and Decals for Vehicle Access Control and Automatic Vehicle Identification.

We have manufacturing facilities in Florida , and sell through Dealers, Distributors and Systems Integrators Nationwide.

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