

DISCOVERY

Issue 1



NEWSLETTER

Discover Wireless Data

We would like to welcome our friends and partners to the CES Wireless Technologies family. As a 30 year old manufacturer of mobile information and wireless signaling products, we have a long history of working with the best of the best. This newsletter is published monthly and features useful information to contribute to your success as a CES Wireless Partner. If you have a story to contribute, please call or email us with the details: editor@ceswireless.com

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CES Wireless Hauls the Readymix Load

RMC Ewell Readymix - Tampa

With today's traffic problems, producing a 10-15% increase in deliveries per truck requires some planing. Put readymix in the truck, and you know you have delivery time constraints.

That's why RMC Ewell Readymix, based in Tampa, selected the CES Wireless 'truck tracking' technology to outfit their entire fleet and automate the information gathering process. Previously, this was accomplished by voice. The new system automates the operation, relieves radio congestion, and reduces driver and dispatcher work loads.

The CES Wireless model TRK-240 is a rugged "status" message terminal with an integral high speed data modem that interfaces directly to Ewell's existing radio system, operating over a 5 site LTR® radio system. It is designed to allow a driver to activate a series of pre-defined keys, (e.g. "service"; "load"; "to job"; "on job"; "pour"), which reflects the current delivery status. In addition, the internal GPS automatic vehicle location provides accurate geographical location data. This is displayed on a map at the central dispatch center. Coordinates are transmitted each time the driver activates a status key, or at preprogrammed intervals.

The terminal status key's also support numeric entry. This information is then transmitted immediately to the dispatch center where it is recorded automatically and seamlessly sent onward to the customers existing software system, (in this case ALKON),

to assist with the planning process. The TRK-240 supports time stamping, so that each message contains the time that the driver activated the key. It also supports message memory, in case the driver is outside of the radio coverage area. Each message has an acknowledgement and retry protocol, ensuring that the message always gets through.

The TRK-240 supports external sensors and geo-coded status activation to further automate the status gathering process. A suite of base end Windows 98/NT software, supporting multiple user/dispatcher functionality, provides the ultimate flexibility in dispatcher operations.

According to Fred Wheeler, Chief Dispatcher with RMC, the system has greatly enhanced their operation while increasing their loads per truck per day.



RMC Ewell. Tampa, Florida

Did you know...

CES Wireless produces a wide variety of mobile data products that can be arranged in a multitude of configurations to meet your customers' application.

Our existing system installations include single site conventional, remote base station, remote repeater, multi site trunking, satellite, CDPD and GSM. Importantly, we can mix most wireless platforms within the one system.

Our base software and our hardware is all designed and developed by CES Wireless. We do not contract externally for development. You can offer your customers the best, knowing that their systems are supported by a dedicated team of specialists. We even offer a 24/7 support option.

To obtain a quotation from one of our "system specialists" simply call our toll free line 800-327-9956, 407-679-9440, fax 407-679-8110 or email sales@ceswireless.com.

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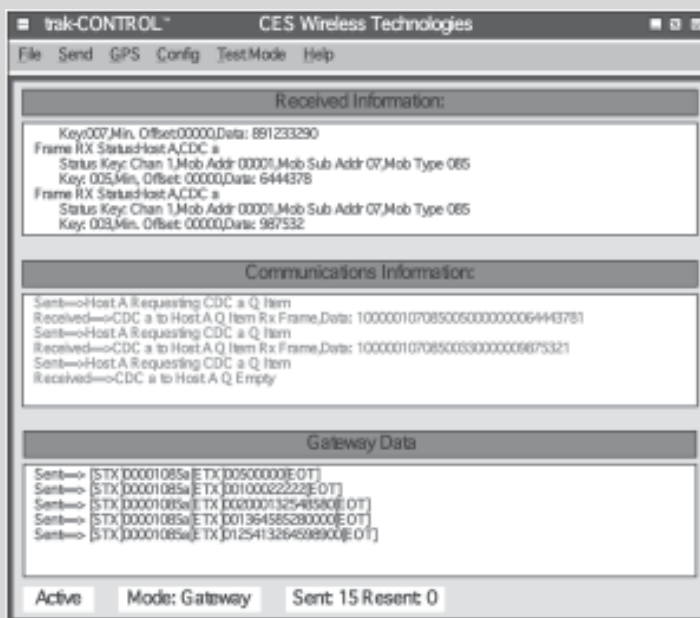
Software Development Kit

Many of the CES Wireless data systems are interfaced to third party, "host" software systems. These are dedicated market specific dispatch systems, often already in place for many years.

trak-CONTROL™ is a CES Wireless developed open protocol supporting serial ASCII or TCP/IP that provides the software developer with a series of tools to easily integrate the CES Wireless system to an existing software dispatch system.

According to Troy Bieger, National Sales Director, over 50% of the CES Wireless installed systems use trak-CONTROL™ to provide seamless data communication between the existing software systems and the CES Wireless systems.

"The process is now very simple, I guess we have it down to a fine art", Troy added. trak-CONTROL™ contains an entire diagnostic module to quickly determine if a problem exists and a capability to examine the traffic flow between the two software systems.



Across Town or Across Country

CES Wireless have launched an affordable satellite based tracking and communications for vehicles in remote locations. The company has teamed with Glentel, EMS Technologies and TMI Communications to offer mobile information systems and communications for long-haul and LTL trucking systems, as well as remote service and mining operations. The new technology will offer customers significant savings over other products on the market today.

"At CES Wireless, we are excited to launch this affordable new product, in collaboration with first-class partners like Glentel, EMS and TMI Communications", said Pat Lohan, president of CES Wireless. "There is a huge market for such systems and because the operations they support are in remote areas, the reliability and dependability of the hardware component is critical. CES Wireless has long been recognized as the leader in such systems with a focus on the heavy duty service demands of the trucking industry, and this is another building block in that service."

Art Droulis, Glentel's Vice President - Business Services Group, added: "Glentel continues to make in-roads into the transportation industry, and now with the addition of CES Wireless technologies to our product and services portfolio, we are excited about the new opportunities this presents us."

CES Wireless has been a major supplier of reliable and rugged commercial GPS based Fleet Management Systems and has been expanding and re-engineering its product lines. The new system, using TMI Communications mobile satellite communications network, is available throughout North America and Mexico, with price points as much as 50% less than most popular satellite based systems in use today.



No Cash...No Ride - Not!!!

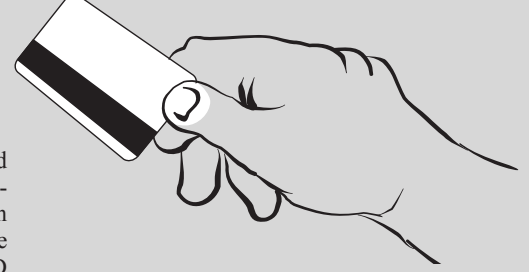
American Taxi - Chicago

Taxi environments are very demanding. Operating 24 hours, 365 days a year in a real time, very competitive business requires consistently reliable automated dispatch systems.

Using their existing mobile radio system, CES Wireless has installed the CES model TRK-200 mobile terminal with credit card reader in over 700 vehicles for American Taxi, all operating through a 3 channel remote base radio system. Adding the CES Wireless TRK-200 and CRD-500 has improved operations and service while allowing credit as well as cash transactions.

The TRK-200 status terminal has a built in high speed data modem and interfaces directly to most popular radios and radio systems. It is designed to allow a driver to activate a series of pre defined keys which reflects a message or status. Each key can also have numerics entered. For example, driver activates "zone" key, enters 234 as an indication that he is now in zone 234 and presses send. This information is then transmitted immediately to the dispatch center where it is recorded immediately in the Automatic Dispatch Software to assist with the orderly dispatch of calls.

The CRD-500 is an external credit card reader that interfaces to the TRK-200 status terminal. The driver simply slides the card through the reader, enters the dollar amount using the TRK-200 numeric keypad and presses the SEND key. (If the card is faulty, the TRK-200 so advises using an error tone and the driver can enter the information manually). After pressing send, the information is automatically transmitted back to the dispatch center, to the CES TRK-2000 Controller. The TRK-2000 supports the CES software CASH-trak™, which automatically processes the transaction to the credit card center by telephone line. Once CASH-trak™ receives the authorization code, it sends a message to the TRK-200 to advise the driver that the transaction has been authorized.



According to American Taxi, credit card fraud has decreased dramatically since they installed the new technology, and easily paid for the system.



CES Wireless Increases School Bus Safety - On Board and at the Stop

CES Wireless announced that it has completed testing and is now conducting field trials of its "BUS-page™" system to notify parents when the school bus is in the neighborhood. The system will also allow school management to track their fleets and notify parents when the buses are running late. The new system will increase safety by decreasing waiting times and providing parents with an automatic notice of when their children are expected home. It also tracks the buses and allows district officials the ability to 'see' where the bus is at any time.

the bus schedule and limit the amount of time children are exposed to the elements in bad weather, and to potential troublesome events while waiting for a bus that may be late. Parents have the added comfort of knowing when to expect the children home after school with a higher degree of certainty because they are again notified that the bus is in the area or if it is late. The CES Wireless system uses proven hardware and a new software package that works with both cel-

lular and paging networks to provide in-home alerts when the bus is in the area.

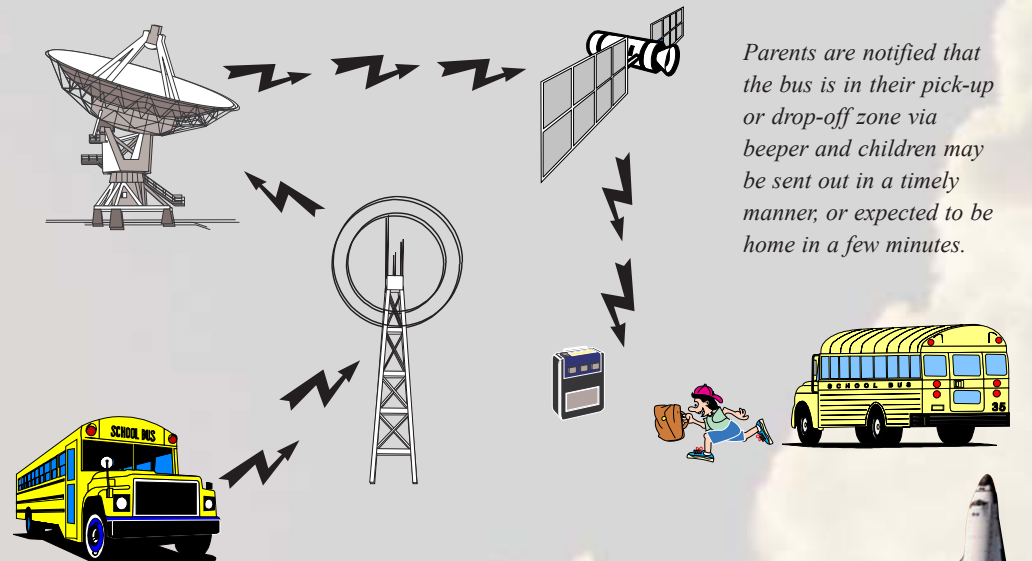
"Cost factors are expected to be in the \$15 per month range depending on the partner used for providing the notification." Said Bill Straw, CFO of CES Wireless. He added that there is also a plan to create a fund for certain applications where parents may not be able to afford the payments or for para-transit situations.

CES Wireless Application for Parent Notification School Safety

"At CES Wireless, we are excited to launch this affordable new product with such critical benefits to parents and children and minimal fiscal impact on the schools." said Pat Lohan, president of CES Wireless.

Speaking from Miami, Ed Fuentes, Assistant Chief of Police, who has been a major promoter of such technology for many years, added, "There is a very large market for such systems because over 20 million children ride busses to school daily. There are increasing numbers of challenges parents must cope with, so worrying about when the bus will arrive or if their child is late, need not be one of them. This proven system dramatically increases child security."

The School Bus Notification System alerts the child's household via a specialized 'beeper' that the bus is approaching the pick-up/drop-off zone. The purpose is to allow parents time to meet



Parents are notified that the bus is in their pick-up or drop-off zone via beeper and children may be sent out in a timely manner, or expected to be home in a few minutes.



SHOCKING STORY

The CES Wireless "Channel" sales division, working in conjunction with Tri-Co Communications of Inverness, FL, has just signed a contract with Gaudette Electric of Homosassa Springs, FL for a "fleet management" system. Bevin Brayton, Sales Manager for Tri-Co has been working with Gerry Gaudette, President of Gaudette Electric for many months to provide Gaudette Electric with a QUICK-trak(tm) fleet software system, including GPS automatic vehicle tracking, message dispatch and status messaging for the entire fleet.

"We reviewed many systems, including web based services, but the CES Wireless 'real time' system is designed for the demanding working environment we have here. Real-Time vehicle position information will be the key portion of the system", said Gerry Gaudette, President of Gaudette Electric.

A mix of CES Wireless vehicle devices will be installed, taking into account the different types of services offered by Gaudette. The radio service covers a 50 mile radius using Tri-Co's UHF trunked system.

"Tri-Co Communications, the CES Wireless authorized dealer, and Gerry Gaudette at Gaudette Electric are very excited with the new technology", said Bruce Tewell, Regional Channels Manager with CES Wireless. He added, "Gerry Gaudette sees this system as critical to his service and customer response capabilities".

The Best Just Keeps Getting Better

The CES Wireless model TRK-240 is recognized as the rugged "workhorse" when it comes to vehicular mounted message terminals. It can support and interface to more devices than space will allow us to mention... but just to name a few:

- Magnetic Stripe Readers
- Bar Code Readers
- Printers
- Keyboards
- GPS automatic vehicle location
- Engine Monitoring Systems
- CDPD Transceivers
- GSM Transceivers
- Satellite Transceivers
- Two Way Radios
- Emergency Buttons
- Remote and Control Sensors



CES TRK-240 Workhorse of the CES Mobile product line

The list goes on and on. The multiple serial ports and configurable input/output circuits give you the tools to get the job done. With fixed or soft key options, including menu's and driver prompts, this terminal is built to do the job!

Don't "pass" on those complex mobile data projects...the TRK-240 is designed for ease of use as well as for complex projects.

CES Wireless Web Site

Visit The CES Wireless web site, register to become a dealer, place orders, or download our brochures and publications.
www.ceswireless.com



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