

THE **READER**

News for the Access Control Professional

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SELLING IN THE GLOBAL MARKET – OBSERVATIONS ON SUCCESS FROM AN RFID SALES PROFESSIONAL



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Since my return to the world of radio frequency identification (RFID) sales approximately two years ago, there have been many changes in the electronic access control (EAC) systems industry and marketplace. Acquisitions and mergers are consolidating the industry worldwide, from Anixter's purchase of Tri-Ed in the United States to the overseas merger of industry heavyweights DORMA and Kaba.

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Register today and stop by our **NEW Booth Location** — **#5071** and see why Farpointe's world-class RFID products are trusted by access control system partners around the globe.

April 5 - 7, 2017, Sands Expo, Las Vegas, Nevada

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You Are Invited to Friends of Farpointe

Join us for our 6th annual Friends of Farpointe event at ISC West on Thursday, April 6, from 3:00 – 5:00 PM. Network with experts, discuss industry trends and learn the latest at this must-attend event for electronic access control professionals!

Stop by the Farpointe booth #5071 prior to the event for your FREE entrance pass.

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Updated Specifications on SecuritySpecifiers Website

Conforming to CSI MasterFormat, the following updated specifications are now available on the SecuritySpecifiers website, or can be downloaded directly using the links below:

- [125-kHz Pyramid Series Proximity® Readers and Credentials](#)
The electronic-security benchmark for proximity
- [13.56-MHz Delta® Contactless Smartcard Readers and Credentials](#)
For high-security areas: government facilities, universities, hospitals, maritime facilities and more
- [433-MHz Ranger® Long-Range Receivers and Transmitters](#)
For parking facilities, gated communities, marinas and other long-range applications
- [Rugged Readers and Credentials](#)
Vandal- and bullet-resistant readers for use in demanding situations that may damage conventional readers

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Product Spotlight: Gibraltar™ Bullet-Resistant Rugged Readers

Milled from a solid block of stainless steel, Gibraltar 125-kHz proximity readers offer maximum durability in situations that could damage conventional readers. Each reader is reinforced with antiballistic ShotBLOCKER®, a composite that provides UL752-compliant protection against projectiles (such as bullets!), blast and fire.

Ideal Applications Include:

- Inner-city environments
- Public housing
- Schools and universities
- Correctional facilities
- Hospitals and healthcare facilities
- Factories and receiving docks

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