

THE READER

News for the Access Control Professional



STATE OF THE ACCESS CONTROL MARKET IN 2019

Security integrators and manufacturers see renewed interest from end users in the features, benefits and use cases access control can provide, and are starting to see an uptick in retrofits and upgrades.



By [Karyn Hodgson](#)
Associate Editor, SDM Magazine

As seen in [SDM Magazine](#)

For decades the dominant story in access control has been that it was a victim of its own success: that is, customers were reluctant to change out what was still working—even 15 or 20 years on—and didn't see the benefit in spending the money to upgrade, even for significantly new or different features. While still early days, according to many integrators and manufacturers, this attitude is definitely starting to shift. In fact, for the first time in a long while, more integrators are talking about the growth of upgrades and retrofits for access control. What is driving this trend?

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P-620 Denali Mullion-Mount Reader & Keypad

Product Spotlight: P-620 Denali Mullion-Mount Reader & Keypad

This combination reader/keypad provides enhanced access control security using 2-factor authentication, while its sleek, slim-factor design allows easy installation to metal door and window frames.

- Supports card and/or PIN
- Backlit solid state keypad
- Read range up to 5 inches
- Installs on metal door frames
- Limited lifetime warranty

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[KEYPAD MODES GUIDE](#)



Spotted on the Street

On a recent business trip to Australia, Farpointe's Key Accounts Sales Manager, Stephen "Shep" Sheppard, came across this Farpointe P-500. As demonstrated here in this parking application in Brisbane, Queensland, the P-500—part of the *Pyramid Series Proximity*® line—is a very versatile reader, with excellent read range and speed.

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