

Investor's Business Daily

"The Newspaper For Important Decision Makers"

Tuesday, February 27, 1996

The New America

PERCON INC. / Eugene, OR

Reading The Market For Bar-Code Products

By Janet Purdy Levaux
Investor's Business Daily

Percon Inc. once paid for ads on the back pages of computer magazines. Now it gets publicity for free. Magazines feature its products in stories about the latest in bar-code technology.

Percon makes bar-code reading products for the automatic identification and data collection, or Auto ID, market. Its software and devices are used for managing inventory, tracking documents and recording sales.

The global bar-code equipment market grew from \$1.6 billion in 1990 to \$2.4 billion in 1994. About half that demand comes from the U.S. World-wide sales could reach \$5.6 billion by 2000, research firm Frost & Sullivan says.

A bar code is a series of bars and spaces containing data that are turned into digital signals by scanners and read by decoders. The information then can be sent to computers through radio or other types of networks. Once in the computer, the data are processed with software programs.

To beef up its product line, Percon bought the software firm Intelliscan Inc. of Menlo Park, Calif., for \$1 million in October. This month, it plans to buy STI S.A. of France, a maker of decoders, for \$4.5 million.

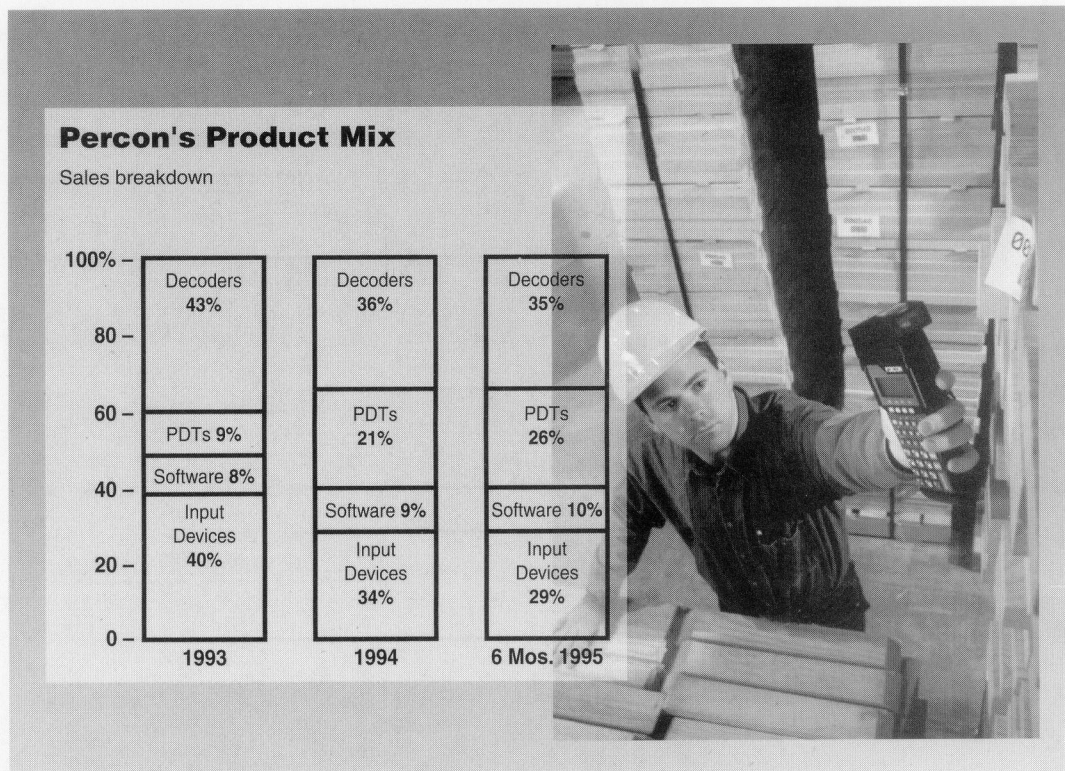
Percon also is growing through new product launches and a greater reliance on its existing sales channels. And even though it boasts clients like Federal Express Corp., it will stay focused on small to medium-sized customers, CEO Michael Coughlin says.

Software for bar-code data lets users organize and track information, says Derek Streat of Cruttenden Roth in Seattle. It has high margins and high growth potential, he says. With Intelliscan, Streat said, Percon has "entered the software market in a big way."

Coughlin could not agree more.

There is not much Auto ID software on the market that's both versatile and easy to use, Streat says. Percon's software is both, he says, so it can help shape the market.

Also, software sales should drive sales of Percon's hardware, as has been



the case in the computer industry. Firms that buy software to track inventory, for instance, might need portable data terminals, PDTs, Coughlin says. "We want to take a leadership role in software to drive hardware sales," he said.

This push may be helped by the marketing channels and technology recently acquired from STI. STI sells a wide range of decoders through dealers in 70 countries. It had \$6.4 million in sales last year. Most sales, 85%, were in Europe.

Percon plans to push sales of its PDTs and software through STI's dealers and give its distributors more access to STI's decoders. "They have an expansive network in Europe as well as in the Pacific Rim and Latin America," Coughlin said. About 10% of Percon's sales in 1995 were outside the U.S.

In April, the company will host a planning session with STI. As the two firms' product and distribution lines merge, Coughlin wants to be sure there are no disruptions.

Most of Percon's clients have fewer than 500 employees. "That's where

there's growth in the marketplace," he said. As computer prices drop, these smaller firms find it easy and cheap to install Auto ID systems with Percon equipment.

Some Percon products can be used with database programs made by Microsoft Corp., for instance, and sell for \$1,750. At this price, products sold by rivals have fewer functions and are harder to use, Streat says.

That makes Percon's products better for small firms, Coughlin says. These businesses need inventory control but don't want complex management information systems.

To sell to smaller firms, it makes sense to rely on indirect sales channels rather than to sell directly, Streat says. Percon does most of its sales this way. But rivals do not, so they need large direct sales forces. This gives Percon higher operating margins: 15% or better vs. 11% or less for the competition, he says.

Percon also tries to stay ahead of rivals by spending more on research and development, Coughlin says. Percon now spends more revenue on R&D than

others in its industry, analysts say. With 66 employees in the U.S. and 38 in France, the firm has a total 20 engineers.

Last year, Percon launched products like the TopGun PDT (priced from \$1,590 to \$2,020) last year. This year, it plans to roll out European-language versions of its software. It also will sell software that lets firms send data on the Internet, which costs less than sending data through direct phone connections, Coughlin says.

In the fourth quarter of 1995, Percon had sales of \$4.3 million, vs. \$2.6 million for the same period in 1994. Net income rose to \$654,000, or 16 cents a share, from \$235,000 in the year-earlier period. Per share net rose 78%, from nine cents to 16 cents.

For the year, revenue was \$12.7 million, up 35% from \$9.4 million in 1994. Net income for the year was \$1.5 million or 46 cents a share vs. \$956,000, or 35 cents a share.

Percon, priced near 19, trades by PRCN.

Manage data from popular bar code readers:

- Percon
- Symbol
- Intermec

Seven modules streamline your data collection in different settings:

- Inventory
- Shipping
- Receiving
- Fixed Assets
- StockRoom
- ToolRoom
- Check In/Out

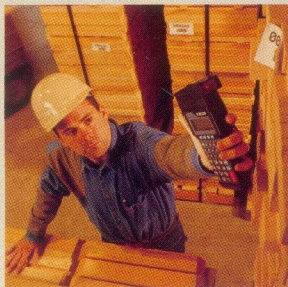
• IntelliTrack runs in Microsoft Access—an open database system recommended by more than 30% of the nation's VARs.

Include images of your inventory, assets, or tools!

Lengthy comment field.

Six user-definable fields.

IntelliTrack from Percon. Count on it!



Percon, the leader in portable bar code hardware, now brings you a complete set of turnkey solutions for bar code-based data management. Percon brings you IntelliTrack software, an easy-to-use, flexible set of applications that work under Windows, today's most popular PC operating system. With IntelliTrack, you can eliminate the hassles of

entering data manually into your database, taking inventory with clipboards and handling messy packing slips.

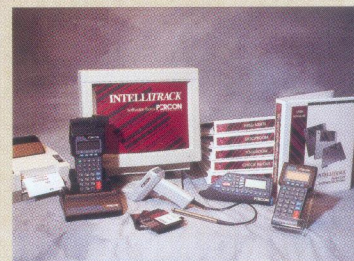


Choose the IntelliTrack modules that work best for you: Inventory • Shipping • Receiving • Fixed Assets • StockRoom • ToolRoom • Check In/Out. Software can be purchased as separate modules or as a complete set with everything you need to track your data—Percon's preprogrammed portable bar code reader or keyboard wedge decoder, bar code label-printing capability, and IntelliTrack software.

Make it your software. IntelliTrack is an open system that uses Microsoft Access, so you can take advantage of a variety of pre-existing reports or customize them to your own specifications. Implementation is simple and fast in stand-alone PC systems or as an easy-to-use front end for your existing mainframe system. And IntelliTrack is priced right, making it perfect for any size business.

Call today for your free demo disk. We'll send you a disk and more information, plus the name of a reseller near you. You can also find us on the World Wide Web at www.percon.com. See for yourself all the ways IntelliTrack can offer complete, dependable data-collection and data-management solutions for your business.

1-800-929-7899

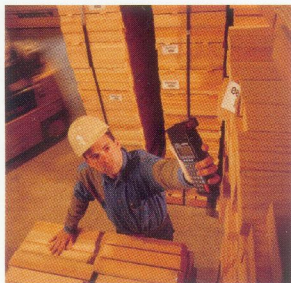


INTELLITRACK®

software from **PERCON**
INCORPORATED

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PHONE 541-344-1189 • FAX 541-344-1399
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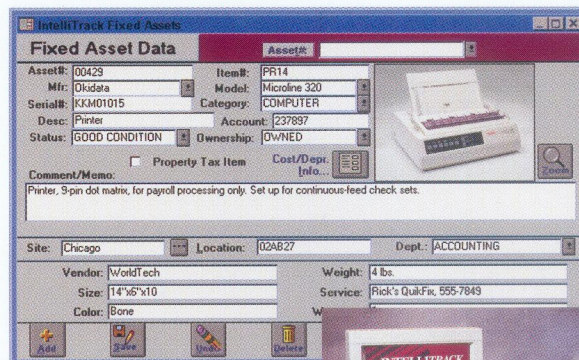
New— A Complete Data Management System From Percon



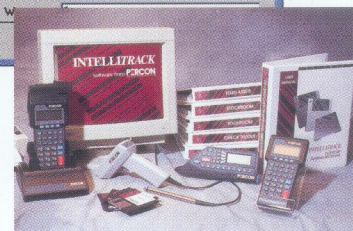
TopGun™ from Percon is a cost-effective, integrated laser bar code scanner that offers you the convenience of one-handed scanning. Its balanced, ergonomic design quickly adapts for either right- or left-handed use. In addition, TopGun features a depth of field up to 24 inches, programmable function keys, long battery life, and more.

Seven Applications To Choose From

Combine TopGun with Percon's new IntelliTrack® software, and you have a complete bar code-based data management system. Choose the IntelliTrack module that works best for you—Inventory, Shipping, Receiving, Fixed Assets, StockRoom,



ToolRoom, or Check In/Out. IntelliTrack's open system uses Microsoft Access®, so you can take advantage of a variety of pre-existing reports or customize the reports to your own specifications.



Call Today For More Information.

We'll tell you about TopGun, IntelliTrack, and Percon's complete line of bar code products. Percon is also looking for distributors who share our desire to provide quality data collection and data management products to their customers. Contact our international sales department today. Or find us on the World Wide Web at www.percon.com.

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PERCON
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Automated Data Collection Helps Streamline Accounting Process

The cherry harvest lasts just one month at Polehn Farms near The Dalles, Oregon, but in that short time the business pays roughly \$300,000 in piecework payroll. Until June of 1995, however, they had no system in place to track employee hours. Instead, they relied solely on posted crew work hours.

A 456-acre orchard which raises five varieties of cherries, four varieties of pears and three varieties of apples, Polehn Farms harvests 367 acres of cherries annually, relying on the manual labor supplied by 330 migrant workers to harvest their abundant fruit crops.

"Employee compensation was based on a per unit or hourly basis as recorded on individual punch cards and crew timecards," says Delinda Anderson, grower accounting manager about the farm's traditional method of accounting for harvest labor. "If they didn't actually work those hours, we paid them anyway."

It was a straightforward matter, however, for the firm to recognize they were paying more in payroll than they actually received in work. In fact, studies have shown agricultural businesses in general tend to overpay employees by five to 15 percent. At Polehn Farms, that seemingly small percentage translates to as much as a \$45,000 loss in just one month.

Erasing Losses

Since switching to an automated remote data collection and entry system, however, the grower/packer/shipper has begun erasing those losses by taking the work out of accounting for labor and piecework while putting accuracy into the system.

In essence, Hand-Trak, provided by Doane Systems is a small yet powerful computer and bar code scanner that can serve as a time clock, piecework production tabulator and device for storing personnel and labor information.

With the new system, orchard personnel can scan worker's personalized identification cards using a Percon PocketReader

which features an alphanumeric keypad and is embedded with software developed Doane. The hand-held unit, preprogrammed with field crop and pay rate information, can record the number of pounds, buckets or bins picked.

With Hand-Trak, Polehn Farms now pays employees for the actual time they work. When an employee arrives, he presents his farm-issued personal identification card, which

has been barcoded with individual employee number, pay rate and personnel data, to a foreman. The foreman scans the card into the computer and the exact time of arrival is automatically recorded and stored. Whenever an employee takes a break or leaves for the day, the process is repeated. Then, at the end of the day, all collected information is downloaded into the office PC, where it is seamlessly integrated with the payroll system for processing.

No Manual Keying

In the office, computerization has eliminated manual keying and calculation of piecework production previously required by the old punch card system. In fact, getting through the mountain of cards used to take about two hours every day. Now office personnel can integrate all labor data with the payroll system in about ten minutes. The new automated system also generates paychecks, and, since there is no

manual data entry, it eliminates human error.

In addition to streamlining the payroll process, Polehn Farms uses the hand-held



Hand-held PocketReader scans employee ID card.

computer to retain comprehensive employee information.

"Initially, our principal reason for purchasing Hand-Trak was to put a system in place that would help us comply with various labor laws," said Anderson. "For example, the system can print us out a report that shows which employees made minimum wage and which ones didn't. Using this information, we can ensure that all employees receive minimum wage."

Polehn Farms also prints out a daily labor report for employees to read. If an employee disputes the hours or counts listed, he has the opportunity to discuss the matter with the office.

Employee pay rate data and other pertinent information is easily accessible. Should local, state or federal agencies request employee or safety records, the farm can supply data archived on the PC in enough detail to satisfy any labor audit.



Foreman collects data in the field and downloads it to the PC.

Reports on Demand

"Once employee hours have been recorded, we can go back at any time and print out reports that show who worked on a particular day, hour or season and for how long," notes Anderson.

While automating employee information has helped Polehn Farms increase profitability in a number of areas, the highest return on investment has occurred in maintaining its bucket average. By comparing what was picked to what was delivered, management can verify numbers and eliminate the opportunity for cheating.

"When we relied on the punch card system, what was punched didn't always correlate with what was delivered," Anderson reports. "Now, when a worker turns in his bucket for count, the controller scans the worker's ID card and records the exact count."

In its first season of use, the new system has paid for itself by saving money on payroll and quality control, according to Anderson. In years to come, she predicts the orchard will use the system more extensively and save accordingly.

"I see lots of applications," she reasons. "Shipping. Receiving. Cold storage. Really, its use is unlimited."

Developed and distributed by Doane Software, Hand-Trak can be customized to fit any growing operation. Introduced in 1994, it interfaces with many popular payroll packages and is used by growers of fruit and vegetables across the country. For product information, contact Doane Software, Data Collection Department at (800) 367-7082. ■

Packer Shipper

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07/02/97

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Dear Mr. Benoit:

Thank you for visiting Percon's web site on the Internet and for your interest in Percon products!

As a manufacturer of data collection and data management products, Percon is committed to providing its customers with high quality products and excellent service and support.

Enclosed is the product information you requested. If you have any questions regarding this information or if you would like to purchase a Percon product, please contact Percon's Customer Service department at 1-800-929-7899.

Once again, thank you for your time and consideration.

Best regards,

Customer Service Department

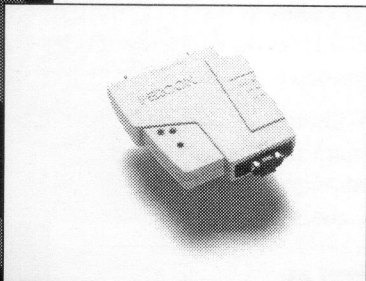
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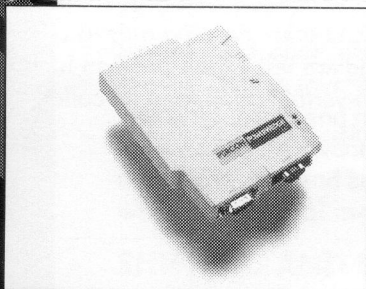
DECODER PRODUCTS



MINI POWERWEDGE™ DECODER

The Mini PowerWedge is a compact yet powerful keyboard-wedge decoder designed to meet the tightest space requirements. This decoder works with most input devices, including serial devices such as scales and check readers. It autodiscriminates among 16 symbologies. This PowerWedge is programmable using these four methods: bar code batch label, a bar code menu, on-screen programming, and cloning.

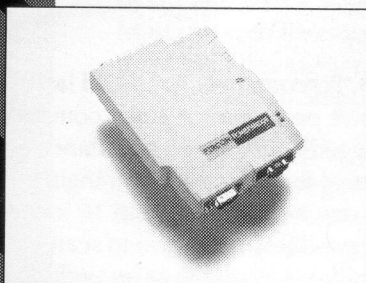
List Price: \$190*



POWERWEDGE 10 DECODER

Designed for basic bar code data collection needs, the PowerWedge 10 is available in either serial or keyboard wedge models. It supports most lasers, CCDs, wands, magnetic stripe readers and optical readers. It also provides an auxiliary serial port for serial input devices. Like the Mini PowerWedge, above, this model autodiscriminates among 16 symbologies and is programmable using any of five methods. The PowerWedge 10 can be used with a variety of computers and terminals as well as most input devices.

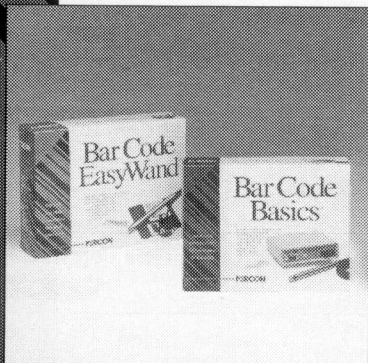
List Price: \$210*



POWERWEDGE 20 DECODER

For the most demanding applications, the PowerWedge 20 is versatile and reliable for fast, bar code data collection. The universal model is used as a serial decoder or as a keyboard wedge for a variety of computers and terminals. It supports most lasers, CCDs, wands, magnetic stripe readers and optical readers. It also provides an auxiliary serial port for serial input devices. The universal Dual model offers the additional capability for using two bar code input devices with or without a magnetic stripe reader. This decoder autodiscriminates among 16 symbologies, and it's programmable using five methods: bar code menu, bar code batch, serial batch, on-screen, and cloning.*

List Price: \$380 (Universal)*
\$430 (Dual)*



BAR CODE EASYWAND™

Bar code data entry has never been so easy or so efficient. Simply load the easy-to-install software, plug the steel wand into your computer's serial port, and in less than five minutes you can begin scanning! Works under Macintosh, DOS or Windows™, and has all the advantages of a keyboard wedge decoder.

List Price: \$249

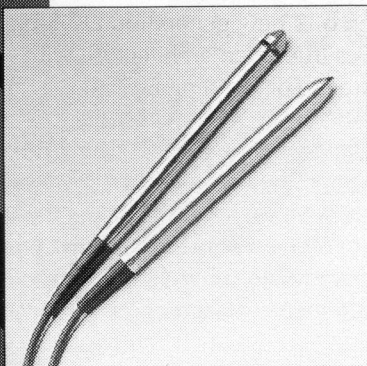
BAR CODE BASICS™

Bar Code Basics contains everything you need to create and scan bar codes. It's simple to set up and easy to learn. A keyboard interface decoder installs between your keyboard and PC allowing you to scan bar code as keyboard input--no special software is needed!

List Price: \$379

*For further information on serial and keyboard wedge cables, please contact your Percon representative.

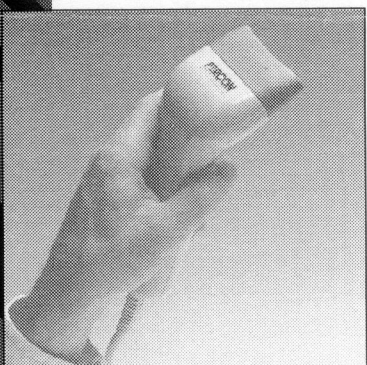
INPUT DEVICES



WAND

Visible light or infrared wands are suitable for applications where accurate, reliable contact scanning is essential. The steel wand reads low to high density bar codes as well as poorly printed labels. An infrared model is available for scanning bar codes covered by a security mask.

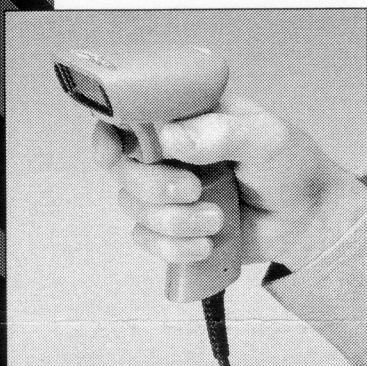
List Price: \$145



CCD

Percon's hand-held CCD scanners offer rugged construction, ergonomic design, and are less expensive than hand-held lasers. CCD scanners provide a powerful option for data collection in retail and industrial environments.

List Price: \$395



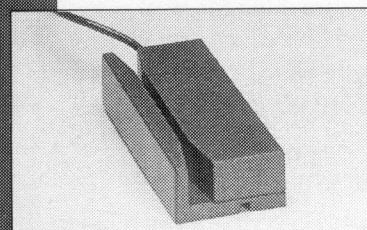
SNAPSHOT™

Introducing SnapShot, Percon's new handheld laser bar code scanner featuring fast, aggressive performance and a compact, ergonomic design. SnapShot's rugged construction withstands multiple drops to concrete, making it ideal for environments ranging from retail to warehousing. With a depth of field of up to 36 inches, SnapShot's powerful scanning capabilities allow you to scan high density labels as low as 2.5 mils. SnapShot is available as an undecoded or decoded laser with standard, enhanced, and high density options.

List Price: \$695 (standard-undecoded)

List Price: \$745 (standard-decoded)

Ask your Percon representative for pricing on other SnapShot decoded and undecoded models.

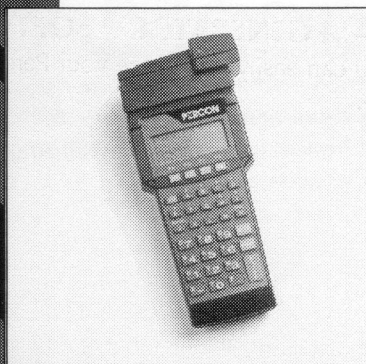


ID BADGE READER

Available for scanning applications that demand security access or individual identification. Each ID Badge reader features hermetically sealed scanning heads resistant to cold, wet or dusty environments. Low, medium and high-density bar codes as well as those covered with black or red security masks can be read by Percon's ID Badge scanners.

List Price: \$249

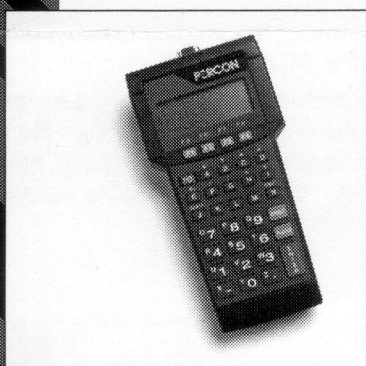
PORTABLE BAR CODE READERS



TOPGUN™

Weighing just 16 ounces (including the batteries), TopGun is an integrated portable data terminal consisting of a Percon PT 2000 and a TopGun laser module. TopGun's balanced, ergonomic design allows the user to orient the scan head for right- or left-handed scanning. Its modular construction also offers the user to easily upgrade an existing PT 2000. Memory size starts at 128K and goes up to one megabyte.

List price: \$1,590 - \$2,020



PT 2000™

Small, durable and lightweight, the PT 2000 is the ideal product for fast and flexible portable data entry. The PT 2000 accepts a wide variety of input devices including wands, CCDs and hand-held lasers. Using a Windows™-based application generator (PPG Software—see below), the PT 2000 is easily programmable, allowing you to quickly customize it to your data-collection environment.

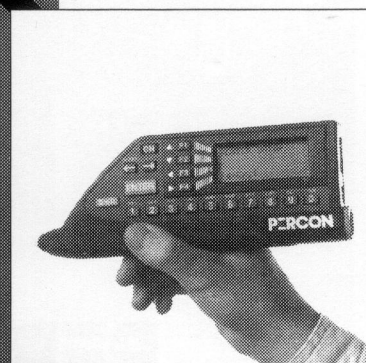
List Price: \$795 - \$1225



PT DOCK

Designed for use with the PT 2000, the PT Dock provides an individual station for fast and accurate data transmission. The PT Dock recharges the PT 2000's NiCad battery pack and backup lithium battery and leaves the PT 2000 fully charged within eight hours of placing it in the PT Dock.

List Price: \$199

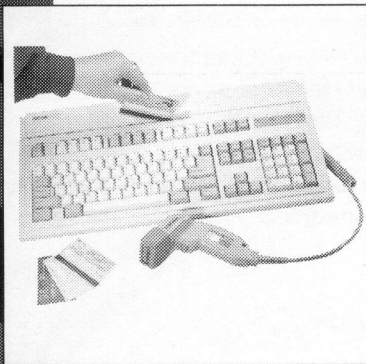


POCKETREADER™

The PocketReader's rugged construction provides accurate, dependable service even in the harshest working environments. Featuring a built-in wand tip for contact scanning, the PocketReader is compact enough to fit in a shirt pocket — it weighs a mere 12 ounces yet it's tough enough to withstand repeated drops onto concrete.

List Price: \$895 - \$1365

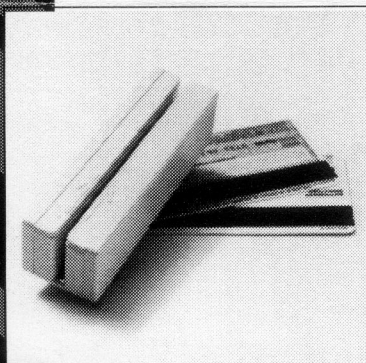
ADDITIONAL PRODUCTS



EASYKEY™ PLUS

EasyKey Plus is an IBM® compatible 101-key keyboard with an integrated magnetic stripe reader and bar code decoder. The EasyKey Plus installs quickly without hardware or software modification, allowing you to begin benefitting from magnetic stripe and bar code decoding in one easy, convenient step.

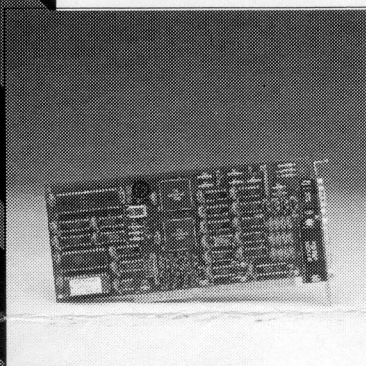
List price: \$435



MAGNETIC STRIPE SCANNERS

Our magnetic stripe scanners are compact and rugged, yet extremely easy to use. Just slide the magnetic card through the scanner's slot and you can be assured of instant, accurate scanning. No matter the task, Percon has the magnetic stripe scanner for the most demanding applications.

List Price: \$140



DECODER COMMUNICATIONS CARD™ ISA BUS CARD

The Percon Decoder Communications Card is an add-in board for IBM® AT compatible personal computers. It combines the bar code decoding capabilities of the Percon Series 20 Plus with additional serial communication ports on a single ISA-bus board. Power is supplied by the host computer and may be delivered through the serial ports; no decoder boxes or power supplies are needed. Perfect for point of sale applications.

List Price: \$495

PERCON
INCORPORATED

Works with
these popular bar
code readers:
Percon
Symbol
Intermec



INTELLITRACK: SOFTWARE SOLUTIONS FROM PERCON

IntelliTrack software modules were developed to meet a growing need for reasonably priced, off-the-shelf applications for bar code-based inventory control. All IntelliTrack modules use Microsoft Access™ database software and offer a complete turnkey solution. The software is available separately or bundled with a Percon bar code reader. Each module is packaged for individual or network use. IntelliTrack software is now compatible with both Symbol and Intermec bar code readers.

IntelliTrack solutions target small to midsize companies needing a low-cost solution to manage their common data collection tasks using bar code technology. They can operate as a front end to existing systems or as a stand-alone solution for department needs.

INTELLITRACK SOFTWARE MODULES

INVENTORY

Best for "snapshot" physical inventories or cycle counting. Inventory is designed to help you store, track, and manage your inventory. You can import inventory data from an external system and automatically reconcile it with your physical inventory.

SHIPPING AND RECEIVING

Best for maintaining a complete, perpetual inventory in a warehouse or distribution center or any site with a shipping and receiving dock. Must use with Inventory module; purchase the three modules together, or purchase Inventory then upgrade to Shipping and Receiving.

FIXED ASSETS

Best for conducting physical inventories of fixed assets—tracks by unique asset tag number rather than part number. Includes complete exception reports.

STOCKROOM

Best for small facilities that issue consumable materials on demand and want a simple solution to manage their inventory. Includes issue and receipt functions to maintain inventory.

CHECK IN/OUT

Handles any type of item that you may want to uniquely identify and checkout—great for tracking documents, property, equipment, and maintenance parts. Also tracks rental costs for department charge back.

TOOLROOM

Like Check In/Out, but designed specifically for tool crib applications. Tracks maintenance and calibration dates for tools and equipment.

INTELLITRACK LIST PRICES

Software Modules (single user):

Inventory:	\$995
Inventory/Shipping/Receiving:	\$2895
Fixed Assets:	\$1495
StockRoom:	\$1495
ToolRoom:	\$1995
Check In/Out:	\$1995
Shipping/Receiving Upgrade	\$1995

PT 2000 Software Bundle (single user):

Inventory:	\$1695
Inventory/Shipping/Receiving:	\$3595
Fixed Assets:	\$2195
StockRoom:	\$2195
ToolRoom:	\$2695
Check In/Out:	\$2695

TopGun Software Bundle (single user):

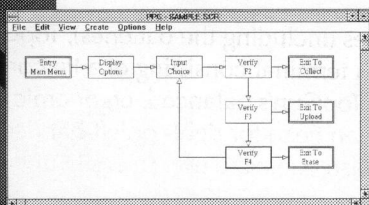
Inventory:	\$2495
Inventory/Shipping/Receiving:	\$4395
Fixed Assets:	\$2995
StockRoom:	\$2995
ToolRoom:	\$3495
Check In/Out:	\$3495

Symbol/Intermec Janus Portable Programs

Inventory:	\$195
Inventory/Shipping/Receiving:	\$495
Fixed Assets:	\$195
StockRoom:	\$195
ToolRoom:	\$195
Check In/Out:	\$195
Shipping/Receiving Upgrade	\$395

IntelliTrack software is also available in network versions for five or more users. Call a Percon representative for more information at (800) 929-7899.

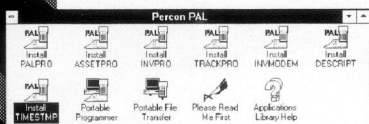
SOFTWARE



PERCON PROGRAM GENERATOR™ SOFTWARE

With PPG software you can easily customize your Percon Portable's data collection routine.

List Price: \$295



PAL™ (PORTABLE APPLICATIONS LIBRARY)

The Percon Portable Applications Library (PAL) is a collection of seven handy applications including inventory control, asset management, and item tracking that you can use with the Percon PT 2000, TopGun or PocketReader portable data collection terminals. Complete with user manual and diskette, PAL is shipped free of charge with every Percon Portable, providing the ability to instantly begin scanning right out of the box.

List Price: FREE with every portable

INTRODUCING FALCON™



Batch



Batch with Integrated Laser



RF



RF with Integrated Laser

Introducing Falcon, Percon's new generation DOS-based portable data terminal. Falcon features true open architecture with a highly integrated 386 microprocessor, running DOS 6.2 in a very ergonomic, lightweight and compact design. Falcon also includes an 8x21 line backlit graphics display and a PC Card slot for memory expansion, network connectivity or a fax/modem card. An optional integrated laser scans up to 36 inches and a 2.4 GHz spread spectrum wireless model is available for real time scanning applications.

Falcon comes with powerful and flexible software tools that make it easy to create the perfect application for inventory control, shipping and receiving, factory floor data collection and warehousing in a variety of industries such as healthcare, retail, manufacturing and transportation.

There are several Falcon models to choose from, including batch, batch with integrated laser, RF, and RF with integrated laser. The Ranger family provides the best price-performance value in the market today.

List Price: \$1295 batch

List Price: \$1995 batch with integrated laser

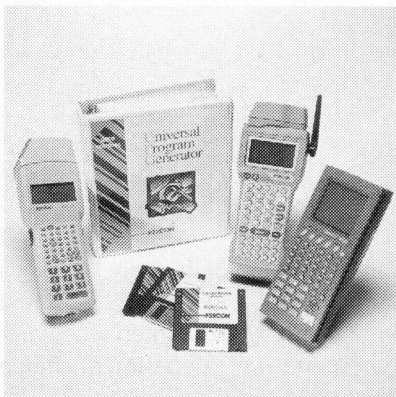


RF with Integrated Laser in Falcon Dock

INTRODUCING UNIVERSAL PROGRAM GENERATOR (UPG)

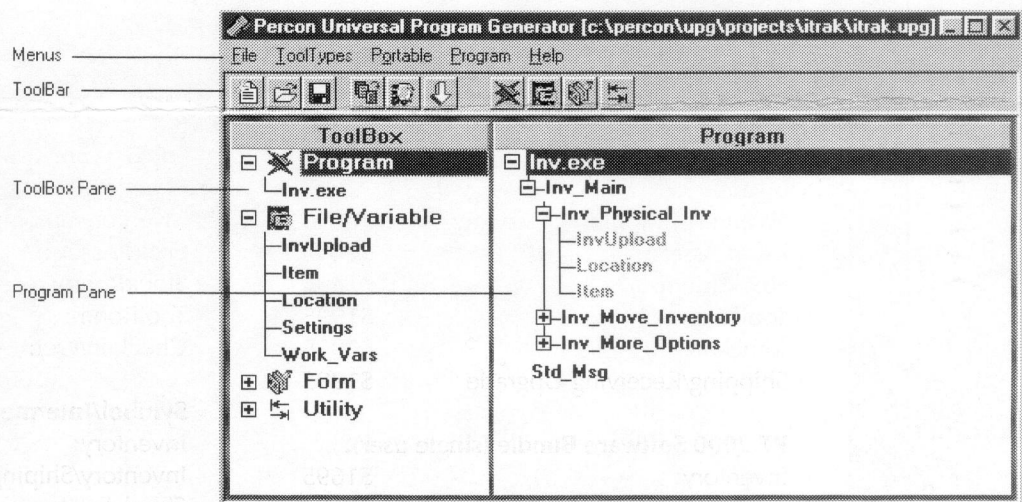
Introducing Universal Program Generator, Percon's new Windows™-based application generator for popular DOS portables including the Percon Falcon, Intermec JANUSTM, and Symbol 3100 and 3805. UPG is a 32-bit Windows application designed to help developers and users of portable data terminals build custom solutions for their data collection needs. UPG is simple enough for the non-programmer to create portable programs within a few hours. And, it provides the flexibility to allow advanced programmers to create complex applications by embedding their own C code using UPG code hooks.

UPG offers 30-day support from the date of the first call to Percon's Technical Support Group for up to six months from the date of purchase. Annual maintenance agreements are available through Percon resellers at the time of purchase or directly from Percon. Standard maintenance agreements cover toll-free support for program use only and free upgrades; Premium agreements also include 10 hours of application development.



Use UPG with popular DOS-based portables from Percon, Symbol, and Intermec.

Universal Program Generator <i>Full Development System</i>	List Price: \$995
Universal Program Generator <i>Runtime version</i>	List Price: \$295
Universal Program Generator <i>Demo Program</i>	List Price: \$5.00
Universal Program Generator <i>Standard Maintenance Agreement</i>	List Price: \$295/year
Universal Program Generator <i>Premium Maintenance Agreement</i>	List Price: \$995/year



UPG work environment

DOWNLOAD THE UPG DEMO FREE FROM THE PERCON WEB SITE:

<http://percon.com>



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UPG Product Overview

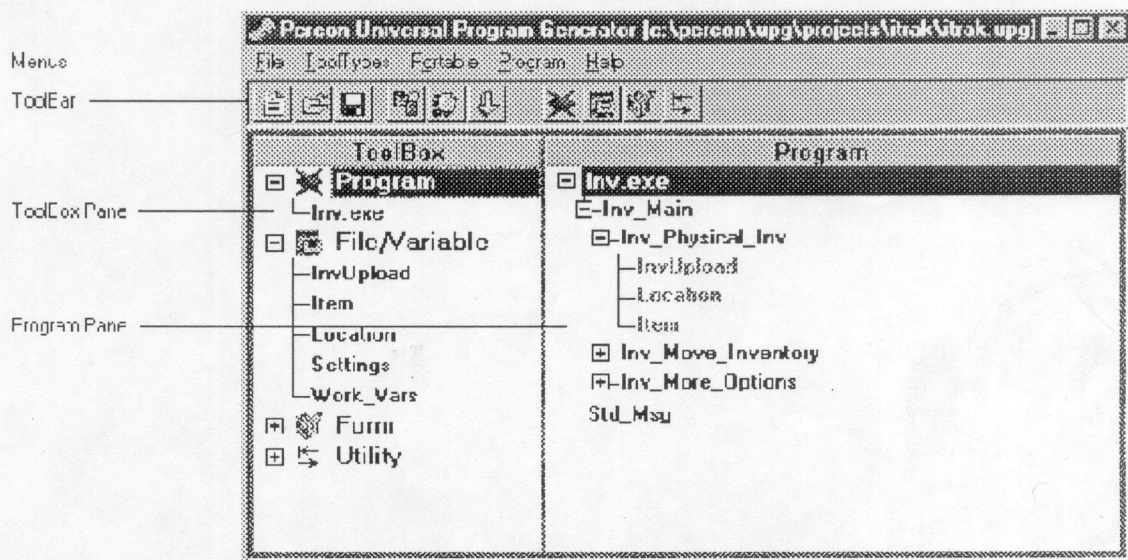
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Percon's Universal Program Generator (UPG) is a revolutionary product that allows a non-programmer to create a single data collection application that runs on many different brands of portable data terminals. UPG is a 32-bit Windows application designed to help developers and users of portable data terminals build custom solutions for their data collection needs. UPG is the portable programming tool of choice for the new Percon Falcon[®], Intermec JANUS[®], and Symbol batch portables.

Traditionally, running the same application on multiple brands of portables required a C programmer to develop and maintain separate programs. With UPG, you can now develop one program to handle multiple screen sizes, multiple languages, and multiple brands of portables, without writing a single line of C code. With UPG, you can build a complex data collection application in a matter of hours, whereas it would take an experienced C programmer days or possibly weeks to develop an equivalent program.

Non-programmers to advanced programmers will find that UPG provides an extensive array of tools to build the portable applications they want and need. UPG is simple enough for the non-programmer to create C programs within a few hours. And, it provides the flexibility for advanced programmers to create complex applications by embedding their own code within UPG code hooks.



Key Features:

- Supports a variety of DOS portable data terminals, including Percon Falcon, Symbol 3100 and 3805, and Intermec JANUS
- Reusable tools for enhanced productivity
- Keyed file access for fast look ups
- Integrated compiler
- Compatible with Borland and Microsoft compilers
- Conditional branching
- Extensive data validation features
- Advanced data manipulation capabilities, including parsing
- Support for multiple languages
- Support for multiple screen sizes
- Code hooks for embedded developer source code
- Integrated spell checker for screen text

Product Description

UPG is a complete package that includes everything you need to build a portable data collection application, including a "C" compiler. For those who wish to, UPG can also be configured to use either the Borland 4.5 (or greater) or Microsoft Visual C++ 1.0 (or greater) "C" compiler.

UPG Development System

- Hardware security key on development PC
- Includes transfer utilities for Percon, Symbol, and Intermec (one site)
- Complete printed user manual and on-line help/tutorial

UPG Runtime License

- Per site license (host PC) to program and communicate with unlimited portables (hardware security key on host PC)

UPG Demo Version

- Full working development system
- Cannot compile programs into an executable format
- Purchase from Percon resellers (List price: \$5.00) or download it free from the Percon website, <http://www.percon.com>

UPG Support

The Universal Program Generator offers 30-day support, limited to use of the program only (no "C" code support and no free application development support), from the date of the first call to Percon's Technical Support Group for up to six months from the date of purchase.

Annual maintenance contracts are available through Percon resellers at the time of purchase or directly from Percon.

- Standard Maintenance Contract: Toll free support for program use only and free upgrades.

- Premium Maintenance Contract: Toll free support for program use and free upgrades. 10 hours of application development included.

UPG Pricing, Part Numbers, Support, and Ordering Information

Call for the list price of the various UPG packages listed below. Refer to the Falcon introduction packet when ordering your Falcon portable data terminal, cables, and power supplies.

Item Percon Part Number

Universal Program Generator 00-736-00
Full development system

Universal Program Generator 00-736-10
Runtime version

Universal Program Generator 00-736-30
Demo Program

Universal Program Generator 00-736-SM
Standard Maintenance Agreement

Universal Program Generator 00-736-PM
Premium Maintenance Agreement

UPG will be available for shipment beginning March 1, 1997. Discounts apply when purchasing the Universal Program Generator. For more information including pricing, fill out Percon's Web [registry form](#) or contact Percon directly at (800) 929-7899 or outside the US at +1 541-344-1189 or via fax at + 1 541-344-1399.

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data-management tools.

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high-technology firms

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New Products

IntelliTrack V3.0 now available!

All seven IntelliTrack modules - Inventory,
Shipping, Receiving, StockRoom, Fixed
Assets, Check In/Out, and ToolRoom -
have been upgraded to include a host of
new features to enable you to manage your
inventory more efficiently.

Introducing the new FALCON

An exciting new line of DOS-based portable
data terminals.

Introducing Universal Program Generator

The Universal Program Generator (UPG) is
a Windows-based application generator for
Percon, Symbol, and Intermec DOS
portables.

Download the UPG Demo.



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Revised: June 30, 1997.

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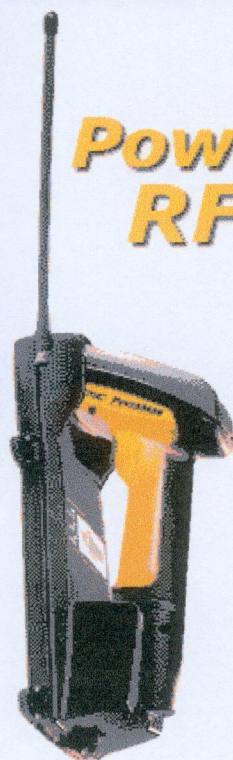
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Developer's Forum

Portable data scanning is now smaller, more powerful, and more affordable than ever. PSC's Momentum plug-in scan module transforms your Handspring Visor pocket-sized computer into a flexible bar code scanner. Become a registered PSC developer and download your Momentum SDK.



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