

AATK IN THE NEWS

May, 2001 American Access Technologies, Inc., 37 Skyline Dr., Suite 1101, Lake Mary, FL 32746
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A Very Good Read, Indeed

For American Access, increasing its sales parallels increasing acceptance of zone cabling, said American Access President John Presley. Spreading the good word about open-office cabling is just what top trade magazine *Cabling Installation & Maintenance* does in its May issue.

The magazine devotes its cover story and others to cabling strategies, including a comprehensive article based on American Access Vice President Wil Boyd's presentation given at the "Members Only Technical Seminar" during the BICSI Winter Conference this past January.

Additionally, a major telecommunications service company espouses open office in an article

about under-floor cabling. Providing wide-area network services in about 180 countries, this company chose a raised-floor system for its new global corporate headquarters in California.

Chief Editor Patrick McLaughlin explores in his special report how the rapid advancements in networking technology have outpaced the standards governing installation and use. The Telecommunications Industry Association (TIA) is currently updating its first Systems Bulletin TSB-75, due later this year.

You can access this month's issue of *Cabling Installation & Maintenance* at www.cable-install.com.

President's Message

With the economy still in flux, we are continuing to keep a tight rein on costs and expenses. However, we refuse to be distracted from what we really need. And that is more sales. Our mission, our commitment, our attention is on increasing sales for both our proprietary products and other formed metal jobs.

We can point to a sluggish economy and the decision we made to pull out of the Genco line as part of the cause for our decrease in sales during the first quarter of 2001 compared to the first quarter of 2000. But we must ultimately take responsibility for the lower sales volume we have experienced and bring revenues up.

We know this can happen with increased awareness in the telecommunications industry that zone cabling is a viable and important avenue for bringing active equipment to the desktop via open office architecture, another phrase for zone cabling. We refer you to the story on this page about the coverage of this very topic as well as American Access's role in zone

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Hitting the Jackpot in Las Vegas: BICSI Show a Winner

The weather wasn't the only thing that was hot in Las Vegas during the recent BICSI conference. Zone cabling was hot, too.

"This has been the busiest BICSI show to date for us," said American Access Vice President of Sales, Wil Boyd.

BICSI, Building Industry Consulting Services International, is the definitive See BICSI, Page 2

Where There's a Wil, There's a Way

Vice President of Sales Wil Boyd will show the way to the zone when he visits the sales team at DataWorld Solutions in Farmingdale, New York this month. American Access and DataWorld recently announced their plans to merge, pending shareholder approval and

other customary conditions.

Boyd will conduct a day of training and two days in the field making sales calls with about 15 DataWorld representatives in the New York market.

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Ryan Statton, of American Access Technologies, Inc., sets up the Company's BICSI show booth.



Working on a Wireless Solution

We are working on a wireless solution.

American Access is developing an Access Point cabinet that will serve as the center for wireless communication or allow a wired network to hook up to a wireless one. What does this mean to you? If you work in an office, you can carry your laptop through an extended area and still access your network to, for example, check e-mail or input data.

“You really want a combination of both wired and wireless, for ease in reconfiguring a network and for network speed,” said Ray Kirk, American Access Vice President of Marketing.

Kirk is spearheading a collaborative effort that would utilize American Access cabinets to house the Switches and Access Points in a zoned system contemplated by an esteemed Florida university.

For an overview of a related theory, featuring Cisco Aironet 350 Series, click on www.cisco.com/univercd/cc/td/doc/pcat/ao350ap.htm.

Something Fishy?



American Access President John Presley shared the good fortune of his recent weekend fishing trip when he hosted a fish fry for employees. 50 pounds of fresh snapper and grouper were filleted and baked in the powder coat oven at the Omega Metals plant in Keystone Heights, Florida.

Wil

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“This is part of a total solution for DataWorld sales reps. By adding our cabinets to their repertoire, we become a component to the cable assemblies and other products they sell. It also benefits us greatly, as we have not yet penetrated this large and lucrative market,” Boyd said.

Dataworld Solutions is a multi-regional, value-added specialty distributor and manufacturer of electronic cable assembly used in providing connectivity solutions which includes systems integration for customers operating a wide range of data systems. This includes linking or connecting standard or proprietary electronic devices and peripheral components from different vendors to provide solutions for various customer requirements. Dataworld adds value by providing connectivity solutions, including distributed sales for passive components such as electronic connectors, electronic wire and cable, cabinets and racks and patch panels, and active components including hubs, bridges, routers, gateways and modems. Dataworld currently operates an assembly plant on Long Island, New York and has more than 85 employees.

BICSI

Continued from Page 1 — authority that sets standards and specifications for structured cabling throughout the world. Several times a year, BICSI hosts conferences and trade shows to bring industry leaders together. About 1,500 people attended the Las Vegas event, Boyd said.

American Access staffed a booth of its products, visited throughout the 5-day run by numerous architectural engineering firms, national contractors, and large western end-users. ACS Dataline, multi-state contractor, dispatched a marketing person

from its Phoenix office to assist in the booth.

“The industry is accepting us,” Boyd said.

In attendance for American Access were Boyd, Ryan Statton and Paul Richmond. Boyd said many impressed visitors to the booth had read the article featuring zone cabling and American Access in this month’s *Cabling Installation and Maintenance* magazine. He also said that large end-users stopped by to confirm the savings they had realized by installing zone cabling.

President

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cabling, featured in the May edition of *Cabling Installation & Maintenance*, a respected trade magazine. We also are heartened that the Telecommunications Industry Association is updating its publication TSB-75, to reflect the exciting changes in zone cabling over the past couple of years. The standards committee is assessing those changes and the use of zone cabling right now. Our product is a leader in bringing fiber backbone closer to the workstation, and is unparalleled

for users with connection schemes that need to be moved, added to or changed in the work environment.

We aren’t waiting passively for recognition. Rest assured, we are out there. I believe you will see continued acceptance of American Access Technologies zone cabling cabinets. Like all pioneers in a new world, staking the claim is a long and arduous task, but one that holds many rewards along the journey, for us and for our shareholders