



CSI Wireless Signs \$6M Sales Contract with AirIQ for Asset-Link 200

CSI Wireless Inc., a provider of advanced wireless and GPS technologies for the automotive, commercial and consumer markets, today announced a \$6.5-million sales contract with AirIQ Inc., a service provider specializing in mobile asset management for commercial transport, rental vehicle fleets and service companies.

([PRWEB](#)) May 9, 2002 -- CALGARY, May 7, 2002- (TSX:CSY): CSI Wireless Inc., a provider of advanced wireless and GPS technologies for the automotive, commercial and consumer markets, today announced a sales contract valued at approximately \$6.5 million with AirIQ Inc. (TSE:IQ), a service provider specializing in mobile asset management for commercial transport, rental vehicle fleets and service companies.

AirIQ has agreed to buy at least \$6.5 million of CSI Wireless' Asset-Tracking technology, including the new Asset-Link(TM) 200 - the second member of CSI's growing family of innovative and cost-effective fleet-tracking, safety and security telematics products. Deliveries will be spread over a two-year period.

The sales contract is in addition to an existing sales contract under which AirIQ has been buying thousands of CSI's AssetVision(TM) telematics products (enabling two-way wireless communications between vehicles and AirIQ's web-based application service). AirIQ also has an option to purchase CSI Wireless antennas, battery packs and other accessories.

"We are delighted that AirIQ, by signing this new agreement, is continuing to place its trust in CSI Wireless for its asset-tracking hardware," said Stephen Verhoeff, President and CEO of CSI Wireless.

The Asset-Link 200 is similar to the Asset-Link 100, which CSI Wireless unveiled in January of this year. Both feature rugged housings, compact design, a wide temperature range inside of which they will function effectively, eight inputs and outputs, and proprietary configurable technology that CSI Wireless developed for use with the cellular AMPS control channel networks throughout North America and parts of Central and South America. These products maximize the variations of a product while minimizing the development cost and time to deploy any system.

The first network to certify Asset-Link, Microburst network, owned and managed by Aeris.net, offers one of the world's largest digital cellular phone coverage areas available from a single network - covering Canada, the U.S., Mexico and parts of Central and South America - by combining the resources of many other cellular networks.



Control Channel technologies such as Microburst transmit small packets of data -- such as location coordinates and sensor-collected information -- or to operate vehicle features (door locks, or emergency alerts if air bags are deployed) at a fraction of the cost and time of regular wireless phone calls.

Asset-Link 200 Offers Both Control Channel and Circuit Switched AMPS Capability

The Asset-Link 200, in addition to offering Microburst capability, offers a Circuit Switched Advanced Mobile Phone Services (AMPS) capability. Whereas the Asset-Link 100 and its low-cost Control Channel capability are ideal for customers needing to communicate only "exceptions," or small pieces of infrequent data, the Asset-Link 200, by combining Control Channel and Circuit Switched capabilities, represents an ideal solution for customers requiring more flexibility. They can use Control Channel for basic control and position-reporting services, and use Circuit Switched to transfer files of vehicle history data, or to perform over-the-air maintenance to in-vehicle hardware.

"CSI Wireless and AirIQ have enjoyed an excellent supplier/vendor relationship", said Daniel H. Seto, Vice President of Technology Planning for AirIQ. "CSI Wireless has taken the technology to the next level and our purchase of their products is another important piece of our technology development strategy. This contract demonstrates our confidence in CSI Wireless as a primary Telematics equipment manufacturer."

Customers equipped with the Asset-Link 200 can perform many important fleet-monitoring functions including:

- tracking vehicles' locations
- employing potentially life-saving automatic safety features including crash-notification, airbag deployment notification and emergency dispatch
- performing important security functions including door-lock and ignition controls, plus "geo-fencing" (containing vehicles inside specified geographic boundaries)
- monitoring vehicles' performance, plus engine running hours
- logging and analyzing vehicles' performance data, including temperature trends

About CSI Wireless

With offices in Calgary, Silicon Valley, and Phoenix, CSI Wireless provides innovative, cost-effective, wireless and GPS vehicle and asset management products for mobile and fixed applications in the automotive, commercial and consumer markets. Through the integration of GPS and wireless, CSI is actively pursuing several emerging high-growth markets including Fleet Management, Asset Tracking, Telematics and Mobile Computing applications. The Company owns several patents and intellectual property relating to wireless



networks and GPS technologies. CSI Wireless has licensed its cellular technology to GPS, cellular handset, and chipset manufacturers. The company's common shares trade on the Toronto Stock Exchange under the trading symbol "CSY", with approximately 18.4 million outstanding. Its Web site is available at www.csi-wireless.com

About AirIQ

AirIQ is the operating name of eDispatch.com Wireless Data Inc., which trades on the Toronto Stock Exchange under the symbol IQ. A leader in mobile resource management, AirIQ is headquartered in Pickering, near Toronto, Canada. The Company operates as a wireless Internet applications service provider specializing in Telematics. Telematics is the name given to information and control messages sent via wireless to and from vehicles and their drivers in real-time. AirIQ's services are offered to three large vertical markets, including rental vehicle fleets, commercial transport fleets and service companies. AirIQ (www.airiq.com) gives managers a wealth of information about their vehicles, including vehicle location, boundary notification, automated inventory, maintenance reminders, security alerts and remote vehicle disabling. AirIQ also offers dispatch services that enable clients to send and receive job information to and from any PC, via the Internet, to the display of their mobile workers' portable wireless device.

Asset-Link(TM) is a pending trademark of CSI Wireless Inc., AirIQ(R) is a registered trademark of AirIQ Inc., and MicroBurst(R) is a registered trademark of Aeris.net.

The above disclosure contains certain forward-looking statements that involve substantial known and unknown risks and uncertainties. These forward-looking statements are subject to numerous risks and uncertainties, certain of which are beyond CSI Wireless's control, including: the impact of general economic conditions, industry conditions, increased competition, the lack of availability of qualified personnel or management, fluctuations in foreign exchange or interest rates, stock market volatility and market valuations of companies with respect to the announced transactions and the final valuations thereof, and obtaining required approvals of regulatory authorities. CSI Wireless's actual results, performance or achievement could differ materially from those expressed in, or implied by these forward-looking statements and, accordingly, no assurances can be given that any of the events anticipated by the forward-looking statements will transpire or occur, or if any of them do so, what benefits, including the amount of proceed, that CSI Wireless will derive there from.

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