

FOR IMMEDIATE RELEASE

SUBJECT:

Honeywell Loveland completes agreement with FairCom Corporation for distribution of the FairCom ODBC Driver

CONTACT

Tamra Brown,
FairCom Corporation (573) 445-6833

Franco Cortinovis,
FairCom Europe (39) 035 773-464

Yoshiki Sakai,
FairCom Japan (0592) 29-7504

Paul Walker,
Honeywell Loveland (970) 204-6121

Columbia, MO October 29, 1997 —

FairCom Corporation announced today the completion of an agreement with Honeywell Loveland of Fort Collins, Colorado which gives Honeywell OEM and special distribution rights for the FairCom ODBC Driver. Honeywell can now customize the FairCom ODBC Driver to provide Honeywell's DocuMint users with an interface to Windows applications such as Access, Excel and Crystal Reports.

The FairCom ODBC Driver adheres to the Microsoft Open DataBase Connectivity standard and makes it possible for ODBC compliant applications to directly access data files created with FairCom's robust cross-platform file handler, c-tree Plus. The FairCom ODBC Driver is available in both 16 and 32 bit implementations, supports full read and write functionality and works with all c-tree Plus supported operational models (i.e., stand-alone, client/server, etc.).

Honeywell's DocuMint provides a comprehensive automated maintenance documentation solution for the global manufacturing industry. The product provides complete maintenance data management features for the automated collection, storage, analysis and management of plant asset

information. The result is reduced maintenance costs, higher efficiencies of operations and greater reliability of process equipment. DocuMint is installed in over 200 manufacturers world-wide and operates on a PC platform in Windows, Windows 95 and Windows NT environments.

"The completion of this agreement signifies another step forward in the relationship between FairCom and Honeywell. FairCom has provided Honeywell with database technology for a number of years" according to Randal Hoff, FairCom's Vice President of Business Development & Legal Affairs. "With the completion of this Agreement, Honeywell has the ability to better meet the needs of DocuMint customers by providing an installation and set-up of the ODBC Driver that is specific to DocuMint. This will help Honeywell customers quickly feel at home with the ODBC Driver."

According to Richard Bienick, Sr. Software Engineer at Honeywell, "We chose FairCom's c-tree Plus product both for the availability of its ODBC Driver and for its ability to handle variable length records. We were using c-tree Plus to add index capabilities to our proprietary database structure, so we already had some experience with the library. While our product currently uses shared files for multi-user access, the ability to painlessly change to the client/server model further encouraged us to switch to FairCom. We are pleased with the performance, flexibility, and customer support offered by c-tree Plus and FairCom."

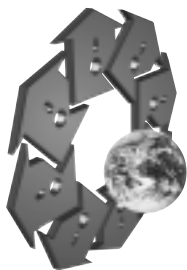
"FairCom has completed an increasing number of OEM licensing distribution agreements in the past few years." Adds Hoff. "We have offered very flexible licensing arrangements tailored to meet specific corporate requirements for a number of years.

Honeywell's use of c-tree Plus and the FairCom ODBC Driver is another example of the flexibility afforded with FairCom's database technology." Hoff explains. "We have recently completed OEM agreements with Computer Associates, Federal Express, Winnebago Software Company among others. These companies and others worldwide have found FairCom's licensing arrangements allow them the latitude and flexibility required to meet today's market demands."

FairCom was founded in 1979 and later sold its first database development tool, Access Manager to Digital Research. In 1984 FairCom released its first true application development tool, the c-tree(file handler. Today c-tree Plus(is running in over 100 CPU/OS environments in more than 98 countries worldwide. FairCom technology is incorporated into the products of companies like Hewlett-Packard, NCR, Cray, GTE, Apple, IBM and Great Plains Software.

Honeywell is a global controls company focused on creating value through technology that enhances comfort, improves productivity, saves energy, protects the environment and increases safety. The company services customers worldwide in the homes and buildings, industrial, and aviation and space markets. Honeywell employs 56,000 people in 95 countries, and had 1996 sales of \$6.7 billion.

For additional information, contact FairCom Corporation in the US at (573) 445-6833, in Europe at (39) 35- 773 464, or in Japan at (81) 05 92-29-7504. FairCom's Web page: <http://www.faircom.com/>; email: faircom@faircom.com. Further information about DocuMint may be obtained from Honeywell at (970) 204-6121.



FairCom[®]

CORPORATION

2100 Forum Blvd. Ste. C
Columbia, MO 65203-5456
USA

Sales: 800.234.8180
Phone: 573.445.6833
FAX: 573.445.9698
<http://www.faircom.com>
email: faircom@faircom.com
support: support@faircom.com

FairCom[®]

EUROPE

Via Serio, 2/A
24021 Albino (BG)
ITALY

Sales: +39.035.773.464
FAX: +39.035.773.806
<http://www.faircom.com>
email: sales@europe.faircom.com
support: support@europe.faircom.com

FairCom[®]

JAPAN

IKEDA Building #3, 4F
112-5, Komei-Chou
Tsu-city, Mie 514-0006
JAPAN

Sales: +81.59.229.7504
FAX: +81.59.224.9723
<http://www.faircom.co.jp>
email: query@faircom.co.jp

FairCom[®]

do BRASIL Ltda

Rua Cayowaá, 510, sala 16
São Paulo, SP
05018-000
BRASIL

Sales: +55.11.3872.9802
<http://www.faircom.com/brasil>
email: brasil@faircom.com