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PRESS RELEASE

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Quatech Expands Industry's Most Powerful Ethernet Device Server Line
New models build on superior performance by adding unique and valuable features

Hudson, OH, October 13, 2004 -- Quatech Inc., a world-class manufacturer of device connectivity solutions, announced today that they are adding two Ethernet Device Server models to an industry-leading product line that already boasts the highest data transfer rates and lowest latency available.

The new flagship products in the Quatech line, the SSE-400D and DSE-400D, are ideal for industrial use. Equipped with one (SSE) or two (DSE) serial ports that can be software configured for RS-232, 422 or 485 operation on all available ports, they surpass current marketplace offerings in versatility. The new 400D models also introduce Quatech's IP multicasting mode, which simplifies administration and reduces bandwidth when compared to competing models' implementation. IP multicasting is a popular choice for simultaneously sending sensor data to multiple monitoring PCs.

"Our customers have been extremely satisfied with the ease of use and performance superiority of our Ethernet Device Servers," says Steve Runkel, Quatech's President and CEO. "Building on that success, we've identified and implemented – and will continue to identify and implement – important features that offer our customers tangible benefits."

The power and flexibility of the 400D series is derived from the industry's best processor, a PowerPC from Freescale (formerly Motorola). This processor is part of a world-class architecture that offers the lowest latency available anywhere. As a result, it is now possible to easily network-enable even the most timing-sensitive applications and equipment. Industrial sensors, CNC machines, PLCs and environmental controllers can operate flawlessly over a network as the 400D series provides the absolute minimum data transfer time possible. Designed for industrial use, clean DC power to the units is supplied through the high-quality power supply provided, even when the AC on the factory floor is less than perfect. Quatech also provides strong steel enclosures that are durable yet leave a small footprint.

The new 400D series will be available on November 1, 2004. List price for the SSE-400D is \$295; the DSE-400D is \$395. All will be available directly from Quatech or from an authorized Quatech distributor or reseller.

Quatech provides the most powerful and reliable Ethernet Device Servers, which are an integral component in the expanding machine-to-machine marketplace. Quatech also provides data connectivity products for desktop, mobile, embedded and standalone systems. Detailed information and specifications on all of these products is available online at www.quatech.com.

About Quatech:

Quatech delivers the industry's most reliable data connectivity solutions. Through quality design, superior performance and world-class support, Quatech maintains the highest levels of reliability that enable our customers to achieve lower total cost of ownership. Satisfied customers include OEMs, VARs and System Integrators, as well as companies of all sizes in virtually all industries, including banking, retail/POS, industrial process control, building automation and security, and testing/ measurement. Quatech is the number one data connectivity supplier to financial institutions, serving five of the top 10 U.S. banks. Founded in 1983 and headquartered in Hudson, Ohio, Quatech sells and supports its solutions both direct and through a global network of resellers and distributors. www.quatech.com.

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