



June 15, 2006

Re: Norscan 4200 UIC – Manufacture Discontinuation Notice

Dear Valued Norscan Customer,

This letter is to advise you that Norscan instruments Ltd. has discontinued the manufacture and sale of the 4200 User Interface Control card (UIC), effectively immediately. In the last two ½ years the majority of 4200 Cable Management System shelves have been sold with 4200 Advanced User Interface Controller card (AUIC) in favor of the 4200 UIC. Our challenge as a market-driven organization is to meet your needs in a manner that will be beneficial to you and the cable management industry as a whole. Keeping this in mind, we have taken this action due to the increasing difficulty to secure raw materials for the 4200 UIC, as well as providing you with a state of the art replacement product based on enhancements our customers have asked for.

The 4200 Advanced User Interface Controller is a direct, enhanced replacement for the 4200 UIC. The 4200 AUIC is 100% compatible with the 4200 Cable Management System shelf 4200 Alarm Circuit Unit and 4200 Multi-tone Module. In addition to features provided by the 4200 UIC the 4200 AUIC has the following. The 4200 AUIC has enhanced communication and alarm notification via Ethernet, SNMP, SMS and pager. An onboard sensor database is available. 4200 Multi-Tone Module voice prompts are easily user changed via dial up. The 4200 AUIC is also upgradeable to the AUIC+ version which features full database, enhanced alarm reporting and scheduled reports.

As of June 15, 2006, any service request on an existing 4200 UIC card will result in a purchase order for a new 4200 AUIC. Norscan welcomes the opportunity to offer you a mass upgrade incentive to replace all existing 4200 UIC with 4200 AUIC units should you desire. If you have any questions, concerns, or are interested in discussing a mass upgrade, please contact your Norscan Account Representative, or our Inside Sales Desk at 204.233.9138 ext 28 or via email at sales@norsan.com.

Thank you for being a Norscan Instruments Ltd. customer. We look forward to working with you in the future and on continuing to improve your cable management system.

Sincerely,

Jeff Sadler
Inside Sales Manager

Norscan Instruments Ltd.

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