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Norscan Instruments Acquires Elecsys Solutions

Technology and staff support growth strategy

WINNIPEG, MB (Jan 11, 2007) – Winnipeg-based Norscan Instruments Ltd. announced today the acquisition of Elecsys Solutions Inc., a privately held engineering design and manufacturing company. Located in Winnipeg, Manitoba, Elecsys Solutions specializes in turnkey technology based solutions for medical, agriculture, and other retail markets. The addition of Elecsys Solutions is the latest step in a growth strategy that will strengthen the Norscan position as both a leading developer of telecommunications security and protection equipment and a key resource for original equipment manufacturers in other markets.

“Our strength in the telecommunications market is well known by leaders in the industry,” says Norscan President and CEO Ken Sontag. “Elecsys’ capability and relationships will add key opportunities for Norscan’s growth. Our goal is to deliver the same high value service we are known for in telecommunications to customers in new markets while continuing to expand our product offering in the telecommunications sector.”

Acquisition accelerates Elecsys growth

Elecsys has a successful history of supplying turnkey solutions to its customers. The acquisition enables Elecsys to build on its growing, loyal customer base and strengthen its industry reputation for reliable and value-added products. Operating as part of Norscan, the Elecsys team and organizational structure will be integrated into Norscan.

"Joining with Norscan allows Elecsys to expand our market presence more quickly by leveraging Norscan’s existing infrastructure and reputation for quality and service,” explains Jason Fuith, CEO at Elecsys Solutions. “Looking ahead, the integration of our respective companies presents an exciting opportunity and we are enthusiastic about working as part of Norscan to expand their impressive success in telecommunications to the other markets.”

The Norscan strategy is to provide secure technology solutions in military, commercial and retail markets using proven techniques for delivering on customer requirements.

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About Norscan

Norscan Instruments Ltd. has been a leader of sheath protection and monitoring equipment for over twenty-four years. The company was founded in 1980 as a pioneer in the development of advanced cable monitoring systems. Norscan has developed and patented several monitoring, fault locating, and Intrusion Detection Systems which have been endorsed by the US military for securing communications.

Find out more about Norscan at www.norscan.com.

About Elecsys Solutions

Elecsys Solutions has been developing and supplying turnkey solutions to agriculture, medical, electric utility and retail markets for over 3 years. The founders have led the deployment of many market leading products and have established Elecsys as a recognized provider of technology based solutions.

To learn more, view the Elecsys Solutions website at www.elecsys.ca.

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