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ACOA FUNDING, NEW FACILITIES, EXPANDING WORKFORCE: `ALL SYSTEMS GO' FOR MATHIS INSTRUMENTS

FREDERICTON, N.B. (March 21, 2003) Mathis Instruments Ltd. today announced three milestones in its commitment to growing a global business based in the Maritimes -- funding of \$2 million from the Atlantic Innovation Fund (AIF) is in place, the company has moved from incubator facilities to its own offices in Fredericton, and it is now completing a round of new hires.

"This is a great day for us because these developments help anchor our company in New Brunswick, a company that is competing on the world stage and at the forefront of technology," said Dr. Nancy Mathis, President and CEO.

The AIF funding, a program of the Atlantic Canada Opportunities Agency (ACOA), will be used by Mathis in a \$13.5-million project to expand applications for its revolutionary heat sensor technology. The balance of the funding will come from venture capital as well as corporate revenue.

Since its inception in 1995, the company has been located at the University of New Brunswick's incubator complex. With the move to its own 6,000-square-foot facility, Mathis becomes a winning example of `tech transfer' -- taking technology from campus research to practical application, and creating a strong business and new job opportunities along the way.

"Mathis is the poster company for tech transfer," says Greg Kealey, Vice President of Research at UNB. It was Dr. Mathis's work on her doctoral thesis at the university that led to her invention of the thermal sensor, and ultimately the creation of Mathis Instruments. "UNB has been delighted to be part of the Mathis success story. It is a fine example of what UNB can bring to provincial economic development," Kealey adds.

Mathis now has 20 employees. As one of a growing number of local companies with a need for highly skilled people, it is helping to turn `brain drain' into `brain gain' for the region.

"We are fortunate to have a world class company of the calibre of Mathis Instruments emerge from our community," said Andy Scott, MP for Fredericton. "Dr. Mathis' pursuit of excellence is the perfect example of what we are trying to achieve with the Atlantic Innovation Fund - to stimulate partnerships among universities, research centres and industry leaders. I congratulate Mathis Instruments and its employees for their successes."

Mathis has developed the world's first instrument which uses heat transfer principles to analyze the composition of materials during processing. Its thermal sensors are used to ensure product quality during the manufacturing process by a range of industries, including pharmaceutical, petroleum, and electronics companies.

Mathis' patented invention has been recognized internationally, winning the R&D 100 Award which places it in the ranks of such breakthrough products as the ATM and Polaroid film.

For example, pharmaceutical manufacturers use the Mathis sensors in the powder blending equipment used in the production of tablets. Since different powders transfer heat differently, the company's sensors measure blend uniformity and thereby ensure that the required amount of active ingredient is consistent in each dose.

This has enormous benefits. For consumers, it means enhanced product safety and improved reliability. For companies, thermal sensor technology provides real-time quality measurements during processing, quicker time to market, fewer lost production batches, and reduced liability.

Mathis' customers include GlaxoSmithKline, 3M, Intel, IBM, Exxon Mobil, Lucent, and Dow Corning. It exports more than 90 per cent of its products, and its largest markets are the U.S., Britain, Taiwan, China, Korea, Australia, France, Turkey and Brazil.

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