



PRESS RELEASE
For Immediate Release

**GROUPE VITROPLUS LAUNCHES
SPAVTRACK
THE FIRST INTERACTIVE THEFT PREVENTION AND SATELLITE TRACKING SYSTEM**

MONTREAL– **Groupe VitroPlus**, leader in glass and automotive accessories in Quebec, is expanding its product offering of road security. As a result of a strategic alliance with **VIGIL GPS Technology**, a prime mover in the concept of telematics systems, Groupe VitroPlus is launching SPAVTRACK, the first interactive satellite locating and tracking system able to render any vehicle “intelligent”. Designed and manufactured in Quebec, SPAVTRACK is a preventive system. It makes possible the remote detection and monitoring of theft and intrusion.

This is a technically sophisticated **second-generation anti-theft device** which, when combined with Vigil's technology, becomes a very powerful system. Vigil's technology lowers the risk of theft while increasing the likelihood of finding the car with **remote tracking** and ensures the security of individuals with the **obligatory use of seatbelts**, as well as by controlling the driver's speed. Transport Canada reported that 36.8% of drivers killed in road accidents in 2000 were not wearing seatbelts. SPAVTRACK also provides measuring tools to transport and delivery companies and allows parents worried about their children's safety to control their speed limits.

MONITORING AND TRACKING

SPAVTRACK is operated by means of a **bi-directional 24/24, 7/7 link**. Communication is established from an electronic module hidden in the car. It includes a microprocessor, a GPS decoder, a cellular communications unit and an anti-theft system. The messages are transmitted via the MicroBurst network to an Internet data centre.

Depending upon the nature of the contract and the parameters of the coverage areas when SPAVTRACK is installed, the data are transmitted to the client via Internet, telephone or pager, and may even be directed to one of many other players, ie, police, insurance companies, roadside assistance, etc. Call centres go through the same circuit, in reverse order, to communicate with the vehicle.

PARENTAL PROGRAMMING

The purpose of certain SPAVTRACK applications is to provide road security for those of driving age (16 years and over). For parents concerned with their children's safety, it is possible to establish speed limits, set **the parameters for coverage areas** and to **link the car's ignition to the obligatory use of the safety belt**. When these measures are not taken, a notice is immediately dispatched.

A PARTNERSHIP THAT MEETS INDUSTRY NEEDS AND SUPPORTS THE PROMOTION OF ROAD SECURITY

Groupe VitroPlus, owner of the SPAV-06 trademark, has already proven its competencies in road security. In fact, from 1992 to 2002, **287,200 SPAV-06** units were sold and installed in Quebec, making Groupe VitroPlus **the** place to go for auto-theft prevention. The strategic alliance with Vigil, which resulted in the creation of SPAVTRACK, is one more step in towards meeting ever-increasing consumer needs.

"Our expansion rests with our strategic partnerships and alliances," explained Marc Desmarais, President and CEO of Malor Auto Glass Ltd./Groupe VitroPlus Inc. "SPAVTRACK requires three very popular and proven technologies which we operate very well: the **GPS locating system, communication via a cellular-based system** and **remote monitoring via Internet**. SPAVTRACK was the result of advanced research and we also had access to surveillance specialists who pointed us towards the real needs of our target clientele. Support from **Protectron** security systems for **remote monitoring**, and from **Autostart** for technical support for our franchisees, has been invaluable."

Yves Tremblay, computer engineer and President of Systèmes de Repérage Vigil Technology Inc, adds, “Our association with Groupe VitroPlus helped us obtain some **risk capital**, something very precious for a public enterprise such as ours. Still in expansion mode, we now benefit from the firm’s Quebec distribution network—**64 franchises**—and its capacity to reach agreements with credible partners.”

For Groupe VitroPlus, the marketing of SPAVTRACK means the use of diversification strategies, managed on an intense basis since the arrival of Marc Desmarais as President of the company. “We are pursuing two key development plans, he confided. On one hand, we are diversifying our product line within our area of expertise, which is automobile security. On the other, we are pursuing a geographical expansion, notably by negotiating partnerships such as the one formed in 2001 with Ziebart Canada and the American branch ProStars, owned by PPG Industries Inc. The co-franchising alliances have opened doors to more than **800 establishments in Canada and the United States**. Product diversification contributed to a 10% increase in our Quebec sales, compared with 2001. This year, sales figures are **expected** to reach \$46.2 million.”

The arrival of SPAVTRACK in the auto-theft prevention industry will mean substantial insurance savings for its clientele. Many **insurance companies** such as **CGU, Allstate** and **Groupe Commerce** are now proposing premium reductions in the vicinity of 25 to 40% for all insured users of SPAVTRACK.

- 30 -

For information and interview requests, please contact:

Caroline Sabbagh
CRÉA COMMUNICATIONS
Telephone: (514) 284-0402
caroline.sabbagh@creacommunications.ca
www.creacommunications.ca



TECHNICAL SHEET
For Immediate Release

SPAVTRACK
Design and Technology

SPAVTRACK is a *second-generation anti-theft device*. It succeeds the SPAV-06 system, **exclusive to Groupe VitroPlus**. Introduced in 1992, the product revolutionized the auto-theft prevention industry and swiftly became **the** model in its field.

Like its predecessor, **SPAVTRACK** was born of an alliance between **Groupe VitroPlus**, owner of the trademark's **intellectual rights** and the partner that ensures its **distribution through its 64 franchisees** across Quebec, and Vigil **GPS Technology**, responsible for the **product's development**. This system, however, is much more advanced than its predecessor, and is equipped with an ensemble of high-tech resources.

"We embarked on a vast commercial and technical training program to sustain the SPAVTRACK launch which includes ongoing training. The marketing of a sophisticated, high-level product requires a superior level of implementation and we are convinced that training is an element crucial to this process," explained Marc Desmarais, President and CEO of Malor Auto Glass Ltd./Groupe VitroPlus Inc.

DESCRIPTION OF THE SPAVTRACK SYSTEM

- = A compact, lightweight electronic module is hidden in the vehicle. It contains a **microprocessor** (which renders the system intelligent), a **GPS decoder** that detects the location of the vehicle at all times, a **cellular communications unit** and an **anti-theft system**.
- = The model emits **Hertzian sound waves** which are picked up by the MicroBurst network and retransmitted to an **automated call centre** open 24 hours a day, seven days a week.
- = The call centre sends the **data to the client's personal computer** and, depending on the type of subscription they have, on to specialized service centres (police, insurance companies, roadside assistance, etc).
- = **Communication** is also possible **in reverse order**, from the client's computer or from those of the service centres.

This system makes possible:

- ! **Automatic detection** of all thefts or robbery attempts. Also, **satellite locating** of the stolen vehicle and **Internet tracking of its route**.

- ! **Advance travel-routing**, on a personal computer, the **printing of detailed maps** and **transmission of required navigational data** to the car.

- ! The set-up and management of the **parental control program** to be used for children of driving age (**16 years old**). This includes the **set-up of coverage area parameters** and **speed limits**, the installation of tools calling for the **obligatory use of seat belts** and **vehicle location**.

- ! **Control of operating costs** for commercial vehicles thanks to **odometer-reading tools** and **remote monitoring** for long periods of immobilization, excess speed, etc.

- ! **Low battery** and **excess speed** detection signals.

- ! **Remote car starting** and **door unlock**.

- ! Professional **remote monitoring services** across North America, **24 hours a day, 7 days a week**.

- ! **Immediate reception** at all times of various **messages** via **email, telephone** or **pager** at home or at the office.

- ! **Communication to a third party** of **vehicle's exact location** via Internet
- ! **Secure** on-line account **management**.

- ! **Optional add-on services** over basic package, according to requirements.

POSITION OF INSURANCE COMPANIES

The installation of vehicle locating systems, commonly known as *tracking systems*, is now required by most insurers. According to Statistics Canada, 40,000 locating systems were thus installed in Quebec in 2001.

The arrival of SPAVTRACK in the auto-theft prevention industry will bring about substantial savings for the consumer. Many **insurance companies** such as **CGU**, **Allstate** and **Groupe Commerce** are now offering premium reductions in the vicinity of 25 to 40% for all insured SPAVTRACK users.

BENEFITS FOR BUSINESS CLIENTELE

Improved management results for a marked rise in productivity and a substantial reduction of operating costs.

- 30 -

For information and interview requests, please contact:

Caroline Sabbagh
CRÉA COMMUNICATIONS
Telephone: (514) 284-0402
caroline.sabbagh@creacommunications.ca
www.creacommunications.ca



PRESS RELEASE
For Immediate Release

SPAVTRACK A RESULT OF STRATEGIC ALLIANCE BETWEEN GROUPE VITROPLUS AND VIGIL GPS TECHNOLOGY

MONTREAL-- SPAVTRACK, the first interactive satellite anti-theft and locating system is the result of a very promising strategic alliance between two leaders of Quebec industry. Groupe VitroPlus, at the forefront of the windshield replacement and repair market, offers consumers solutions in automobile protection, prevention and preservation using innovative concepts and quality products and services linking comfort and security. The company is currently adding to its partnerships in order to increase its penetration of local and international markets.

“Keeping our clients’ needs in mind, we have developed a line of innovative services which give us a solid lead over our competitors,” maintains Marc Desmarais, President and CEO of Malor Auto Glass Ltd./Groupe VitroPlus Inc.

Listed on the TSX Growth Market, Quebec entrepreneur Systèmes de Repérage Vigil Technologie Inc. is making its mark in the high technology niche on both the national and international scenes.

“Vigil GPS Technology developed the very first interactive satellite (telematics) locating system for vehicles on the market from the famous SPAV-06 system, intellectual property of Groupe VitroPlus Inc. However, SPAVTRACK represents a giant step forward and transforms the SPAV-06 anti-theft device into a state-of-the-art locating and theft prevention system with multiple functions. Our company got very involved with the development of the product by communicating our clients’ requirements to Vigil. In making the commitment to buy 10,000 SPAVTRACK units over the next 12 to 18 months, we have contributed to the financing of the project.” explained Marc Desmarais.

“In the beginning, our financial involvement helped cover a part of the considerable costs of commercialization. The pledge that we made to Vigil – to effect a large-scale distribution of the product through our network of 64 Quebec franchises and guarantee approximately \$8 million in revenues during the launch – assisted in obtaining the risk capital. In exchange, Vigil developed a system that allows us to enhance our product line and strengthen our leadership position. We opted for a win-win situation from start to finish.” he concluded.

Malor Auto Glass Ltd., the Quebec glass and windshield distributor, owns the VitroPlus network which now includes **64 independent Quebec franchisees**. Through a co-franchising agreement, the network’s activities also extend across Canada because of Auto Glass Plus. Partnership with Ziebart Canada and the American subsidiary ProStars, owned by PPG Industries, Inc, allowed the expansion, begun in 2001, into Ontario and the United States. Because of the co-branding agreement with Ziebart Canada, clients of Groupe VitroPlus will have access to a sizeable line of anti-rust and car restoration products.

Malor Auto Glass/Groupe VitroPlus sales forecasts for 2002 are in the

\$46.2 million range. Approximately 45% of this total is attributed to the replacement and repair of car windows, 35% to sales of electronic products (anti-theft systems, remote car starters, radios, cellular phones, etc), 10% to the sale of car accessories (sliding roofs, tinted glass, upholstery products, etc) and 10% to the sale of products related to auto body care and protection. Insurance companies and brokers have long formed an essential clientele, representing about 40% of the turnover; an additional 40% stems from retail sales and 20% is derived from dealers, body shops and garage owners.

Vigil Technology Inc. Locating Systems

Computer engineer Yves Tremblay is President of **Systèmes de Repérage Vigil Technologie Inc.** The firm specializes in the design and marketing of interactive satellite tracking and locating systems. Vigil uses **three established technologies**: the **GPS locating system, communication via a cellular-based data controls system** and access to **remote Internet monitoring**.

Vigil GPS Technology developed the very first interactive satellite (telematics) locating system for vehicles on the market. The product allows car owners to swiftly locate and transmit instructions to their vehicles. The system, totally designed and built in Quebec, makes possible the remote monitoring of events such as theft and break-ins.

Founded in 2001, the company is listed on the TSX growth market.

- 30 -

For information and interview requests, please contact:

Caroline Sabbagh
CRÉA COMMUNICATIONS
Telephone: (514) 284-0402
caroline.sabbagh@creacommunications.ca
www.creacommunications.ca