

CANSEC SYSTEMS LTD.

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Keywords: Access control, card access systems.

History: CANSEC was founded in 1979 to provide a broad range of access control consulting services to the security industry. These services included market analysis, strategic product planning and product design. From 1979 to 1986 CANSEC was responsible for the design of several major card access products which are currently installed worldwide. The success of these products led CANSEC to enter the market with it's own line of "SmartLock" Card Access products in 1986.

Unlike other card access manufacturers who supply only "controllers", CANSEC manufactures a complete line of premium quality mag-stripe card readers for "read only" applications as well as key/token readers for "read and write" applications. CANSEC's High Energy Mag-Stripe cards are encoded using an innovative proprietary encoding technique which employs data encryption (for security) and redundant data recording (for read reliability). This technology is setting new industry standards for mag-stripe card performance.

Products: Manufacture electronic access control systems, programmable card/token access controls; SmartLock Mag-Stripe, proximity, weigand, and touchkey readers; point monitoring and control systems; elevator access controls; automatic teller machine vestibule access controls; PC based software.

Export Markets: CANSEC's products are currently marketed through a growing network of dealers, distributors and OEMs. Although the Canadian market has been established for a few years, Cansec is currently exporting to countries such as New Zealand, Australia, and the United States. Mexico, Latin America, Poland, Czechoslovakia, are new markets to be explored in 1992. All projects sold to date have been on commercial type applications, i.e. gas, hydro, luxury condominiums, office complexes, banks, universities, etc.

Gross Annual Sales: \$2 M

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