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FOR IMMEDIATE RELEASE

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Microscan Systems, Inc. regionalizes its domestic sales management team

Seattle, WA, August 1, 1997. Microscan Systems, Inc. announces its strategic decision to regionalize their domestic sales management operations. Regional Sales Managers will be based out of targeted areas within the Western, Central, and Eastern regions as determined by client need. This customer-focused strategy enables Microscan to provide superior customer service. Microscan has implemented an inside customer support team based out of corporate headquarters to assist the regionally based managers.

David Deardorff has been promoted to Eastern Region Sales Manager. David Deardorff, formerly Microscan's Central Regional Sales Manager, transferred to the Atlanta, Georgia area to open up Microscan's regional office. David joined the Microscan sales team in October 1995 as Central Regional Sales Manager. David has been associated with the electronics industry for the past ten years.

Steve Wallace joined Microscan as the Western Region Sales Manager. Steve's career has focused on sales, sales management, and marketing with various organizations including several international, high tech start ups and Fortune 500 companies. For the past nine years, Steve worked for Telxon Corporation providing bar code scanning, portable data collection, and wireless connectivity solutions.

Tom Hull is Microscan's new Central Region Sales Manager. He is a ten-year veteran of the Auto ID industry. Tom is joining Microscan from Symbol Technologies, where he was a Territory Manager in the Chicago office. Prior to Symbol, Tom was the OEM Sales Manager for Spectra-Physics Scanning Systems. During his twenty-year career in sales, Tom has focused on the development and management of the reseller channel. His experience in this key area will be of great benefit to Microscan as it moves forward with a more channel-oriented strategy.

Microscan Systems, Inc. specializes in designing and manufacturing reliable, compact, high-performance scanning and decoding solutions for automated data acquisition. Microscan provides a wide range of standard and customizable solutions for specific bar code scanning needs.

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