

News Release

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BSM Announces \$1M Order for Armoured Car Security Solution to Major US Armoured Car Company

200 unit order for armoured car fleet features advanced tracking, monitoring and control system to provide increased vehicle security and driver safety while improving fleet management and control

MISSISSAUGA, Ontario – Tuesday, January 18, 2005 – BSM Technologies Inc., a publicly traded company on the TSX Venture Exchange (GPS:TSX-V), announced today that it has begun shipping the first part of a C\$1 million order for an advanced armoured car fleet management and security solution to a leading U.S. armoured car company (“ACC”). For confidential and security reasons, the company does not wish to be named.

The order will equip the ACC’s fleet of over 200 armoured cars with BSM’s “Guardian” monitoring and security solution. The contract consists of a hardware component, monitoring services for an initial three-year period, and an ongoing service agreement. A quarter of the BSM “Guardian” units in the order have already been delivered and successfully integrated into the ACC’s operations, with balance of delivery expected over the second quarter. At the conclusion of the three-year period, BSM expects the ACC to renew the monitoring and service agreements for additional three-year periods on an ongoing basis.

Details of the “Guardian” armoured car system cannot be revealed, but it can be noted that the system includes a number of leading edge features that have been combined to create a sophisticated tracking, monitoring and control system that provides increased vehicle security and driver safety while improving fleet management and control.

BSM and the ACC collaborated on the project to develop a

custom solution to meet the stringent requirements of the armoured car industry. The resulting BSM Guardian system is being made available to other companies in the armoured car and security industries.

Nick Cirella, CEO of BSM Technologies, pointed out the reasons behind the ACC's desire to develop the Guardian system: "With the large number of ATM deliveries armoured car drivers have to make over the course of the day, each one involving a stop in an often busy urban area and the delivery of cash by a driver and his assistant to an ATM machine, a need for a tracking and security system that allowed the ACC to continuously monitor the location and security status of every vehicle in their fleet became mission critical. The monitoring and security solution developed by BSM for the ACC is incomparable in ensuring the security of customer assets being delivered and the safety of drivers delivering them."

Commenting on the impact of this announcement, Mr. Cirella noted that: "The contract represents another significant point in the growth and development of BSM Technologies. First, we established BSM as the number one provider of Bait and Covert surveillance solutions to the North American law enforcement industry with the BSM Stinger. Then we leveraged Stinger technology to develop a Fleet Management solution in the BSM Sentinel FM. Now, with Guardian, we have combined Bait and Covert capabilities with Fleet Management features to create a versatile solution for the armored car industry that gives us a significant entry into High Security Fleet Management."

Mr. Cirella added that: "The armoured car industry is a large and growing global market with very specific and critical tracking and security needs. BSM is uniquely qualified to serve this market. The experience and market leadership we gained in developing Stinger for law enforcement was applied to the similarly stringent requirements of the armoured car industry. Even before we'd finished development of the Guardian system, we began receiving enquiries from other armoured car companies interested in learning more about integrating Guardian into their operations, so we know there is a big demand out there for this type of product. This is only the beginning. We feel this is going to be a very big market for BSM and we look forward to introducing the product to all armoured car companies who would benefit from the Guardian product."

The Guardian system delivers a number of benefits that provide a quick return on investment for the customer. Among these are: an improvement in driver efficiency by reducing the overall number of personnel involved in deliveries; fleet scheduling and efficiency are improved by knowing exactly where a delivery vehicle is at all times, as well as the length of all stops on the route; insurance premiums are reduced through being able to show the insurance company that monitoring and control over shipments has been increased, resulting in substantial reduction of risk.

About BSM Technologies

BSM Technologies designs, manufactures and markets a comprehensive line of AVSL (Automatic Vehicle Security and Tracking) solutions for Fleet Management, Law Enforcement, and Consumer Vehicle Protection, through its subsidiaries BSM Wireless

and HGI Wireless. The BSM line of products range from Fleet Management and Consumer Vehicle Protection offerings to the full featured "Stinger" product featured in news media worldwide as the key technology behind the Bait and Covert application used by major Law Enforcement agencies to deter vehicular, trailer and heavy equipment theft. BSM's role as the leading provider of Bait Car technology to hundreds of police forces is based on an impressive track record of almost a 100% conviction rate in the prosecution of criminals caught through application of BSM technology. Wherever it is put into use, BSM's Bait Car technology is usually successful in reducing vehicular theft by up to 40%.

Superior functionality, seamless switching between 2 separate footprints, enhanced reliability, advanced security features, and excellent value characterize BSM products. By incorporating advanced wireless locating and mapping technology, and IP-based communications protocols, the BSM line of products provides sophisticated real-time monitoring and control of commercial and personal vehicle assets to meet the demanding needs and stringent requirements of today's mobile environment. BSM's unique end-to-end solution features sophisticated wireless hardware, firmware and software all developed by and proprietary to BSM, so the BSM product line can be easily adapted to match any customer requirement, and their in-house support infrastructure assures all clients receive the premium AVSL solution in the industry.

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This press release is available on the company's official on-line investor relations site for investor commentary, feedback and questions. Investors are asked to visit www.agoracom.com and view the "BSM Technologies" Investor Discussion and Contact Forum.

The TSX Venture Exchange has not reviewed and does not accept responsibility for the adequacy or accuracy of this release. No stock exchange, securities commission or other regulatory authority has approved or disapproved the information contained herein. This News Release may include certain "forward-looking statements" that involve risks and uncertainties. Actual results may differ materially from results indicated in any forward-looking statements. The company cautions that, among other things, in view of the rapid changes in communications markets and technologies, and other risks including the cost and market acceptance of the company's new products, the level of individual customer procurements and competitive product offerings and pricing, and general economic circumstances, the company's business prospects may be materially different from forward-looking statements made by the company.