

For Immediate Release

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## **Caterpillar Agricultural Products to Purchase Tractor Guidance Technology from BEELINE Technologies**

(Calgary, Alberta, Canada, November 20, 2001) – BEELINE Technologies, Inc., of Fresno, California, confirmed today that they have signed an agreement with Caterpillar Agricultural Products Inc., of DeKalb, Illinois, to supply components for the new Cat<sup>®</sup> Auto-Guide<sup>™</sup> Satellite Navigation System. The Auto-Guide system will be factory installed on Caterpillar's new Challenger<sup>®</sup> MT700 series tractors and features NovAtel Inc. (NASDAQ:NGPS) Global Positioning System technology.

“The Challenger MT700 series tractors have set new, higher standards for delivering leading edge technology in an easy-to-use package,” said Mike Campbell, Product Development Manager at Caterpillar Ag Products. “To accomplish this, we selected leading suppliers from throughout the industry to work with us. The outstanding component knowledge and application experience of these two companies complement Caterpillar's strength of integrating highly reliable electronics into ag equipment.”

The Cat Auto-Guide system is powered by NovAtel's high accuracy GPS receiver – the OEM4. David Vaughn, NovAtel's President and CEO adds, “One of the real advantages of this receiver is that it can be easily upgraded to multiple levels of accuracy after installation. As the operation's practices change, the system can be upgraded from a one-meter system to one that is capable of down to centimetre level accuracy, without removing or replacing the original hardware.”

The fully integrated system is a reflection of NovAtel's proven GPS technology, along with BEELINE's strong application and market experience in developing multiple generations of agricultural guidance solutions.

“BEELINE offers an established technology with a significant number of systems already being used around the world,” said Rob Mailler, Founder BEELINE Technologies. “Our relationship with Caterpillar is yet another significant milestone, as they have worked with us to integrate this technology right at the factory level.”

Along with its growing presence in the agricultural industry, Caterpillar is the world's largest manufacturer of construction and mining equipment, diesel and natural gas engines, and industrial turbines. Headquartered in Peoria, Ill., the company posted sales revenues in 2000 of US \$20.18 billion. The Caterpillar<sup>®</sup> agricultural equipment line includes the new Challenger MT700 Series tractors, Challenger E-Series tractors, Lexion<sup>®</sup> combines, primary and secondary tillage tools, VFS track trailers and specialized material-handling products. For more information, visit your local Caterpillar dealer or [www.CAT-Ag.com](http://www.CAT-Ag.com).

With offices in Fresno, California and Brisbane, Australia, BEELINE Technologies is a highly innovative company breaking new ground on the leading edge of the world's most advanced technology in the field of precision guidance. For information on BEELINE, visit [www.beelinenavigator.com](http://www.beelinenavigator.com).

NovAtel Inc. designs, markets and supports a broad range of products that determine precise geographic locations using the Global Positioning System (GPS). NovAtel's GPS products are used principally for applications in high-end markets such as the surveying, geographic information systems, aviation, marine, mining and machine control, agriculture and precise timing markets. For further information, visit [www.novatel.com](http://www.novatel.com).

*Certain statements in this news release constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of the Company, or developments in the Company's industry, to differ materially from the anticipated results, performance or achievements expressed or implied by such forward-looking statements. Such factors include, but are not limited to, operating results of subsidiaries and joint ventures, establishing and maintaining effective distribution channels, certification and market acceptance of the Company's new products, impact and timing of large orders, pricing pressures in the market and other competitive factors, maintaining technological leadership, timing of revenue recognition in connection with certain contracts, the ability to maintain supply of products from subcontract manufacturers, the procurement of components to build products, and the impact of industry consolidations, together with the other risks and uncertainties described in public filings.*