

# industry

## Innovation Happens in Manitoba

### VANSKO ELECTRONICS LIMITED

**Vansco Electronics (1978) has a global workforce of over 800, and offices across Europe, North America, and Australia.**



**SEPTEMBER, 2002 – WINNIPEG, MB –** Vansco Electronics Ltd., is a privately held Manitoba corporation controlled by Ed and Terry Van Humbeck. The company started operations in 1978 with a goal to provide innovative custom electronic solutions to OEM customers.

By focusing on that objective, Vansco has grown consistently, and is now a global player with over 800 employees. The company has more than 100 engineers on its payroll. "We haven't had a lot of trouble getting people," Van Humbeck says with a shake of his head. "There are actually very good universities in Manitoba, and Red River College has excellent programs".

Vansco's specialty is the design and manufacture of custom electronic, electro-mechanical and electro-hydraulic products. Most of our OEM customers are manufacturers of agricultural, truck, bus and construction equipment.

The company's products include: transmission controllers, sensors, instrument clusters, electro-hydraulics, monitoring systems, electro-mechanical assemblies,

wire harnesses, and test tools for service and manufacturing.

Vansco's core competency in electronics is complemented by strong abilities in mechanical design, electro-hydraulics and wire harness technology. An efficient integration of product development capabilities, verification and validation test capabilities, and advanced manufacturing methods ensures its customers products will be built to last even in the most demanding environments. Vansco has a combined 500 person years of design experience and has amassed notable expertise in providing products that are technically advanced yet simple to use.

The company has annual sales of \$100 million, and they have moved offices four times to accommodate ever-expanding production in the past 20 years. Currently, in Winnipeg alone, they are situated in three buildings with a footprint of 150,000 square feet. The company also has a 20,000-square foot design and manufacturing operation in Valley City, North Dakota. The company works directly with heavy equipment manufacturers to develop products specifically suited to their needs, as well as providing "off the shelf" products.

Vansco's product development staff can respond to their client's most difficult design challenges. Formal, cross-functional design reviews assure that the company's product will be reliable, cost effective and the best fit the needs to their clients. This has translated well for the company, and turned it into a Manitoba-based market leader in the Canadian electronics industry.

Vansco may not be a household name for most consumers, but their customers include such global heavyweights as Case New Holland, Bobcat, Caterpillar and Motor Coach Industries. With their products found worldwide, Vansco has leapt into the global market. The company has sales and service offices in both Canada and the U.S., Belgium, England and Australia.

Vansco Electronics Ltd.  
[www.vansco.ca](http://www.vansco.ca)

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[www.gov.mb.ca/itm](http://www.gov.mb.ca/itm)

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**VANSKO**



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