



Company Profile

Transcat, Inc. is a leading global distributor of professional grade handheld test and measurement instruments and accredited provider of calibration and repair services primarily for the pharmaceutical and FDA-regulated, industrial manufacturing, energy and utilities, chemical manufacturing, and other industries. Through its distribution products segment, Transcat markets and distributes national and proprietary brand instruments to nearly 14,000 global customers. The Company offers access to more than 25,000 test and measurement instruments. Transcat delivers precise, reliable, fast calibration and repair services across the United States, Canada and Puerto Rico through its 14 strategically located Calibration Centers of Excellence. Transcat's calibration laboratories are ISO-9001:2000 registered and the scope of accreditation to ISO/IEC 17025 is believed to be one of the broadest in the industry. The company's recent acquisition of Wind Turbine Tools has strengthened its position and broadened its customer base within the wind-energy industry. Transcat's growth strategy is to expand both its distribution products and calibration services in markets that value product breadth and availability and rely on accredited calibration services to maintain the integrity of their processes.

Business Strategy

Distribution Products: Core Strength

- Markets and distributes more than 25,000 test and measurement instruments to nearly 14,000 global customers
- Retain and grow existing customer base through consultative customer service, frequent customer contact and rapid and reliable fulfillment
- Direct marketing efforts using focused product catalogs and online ordering capabilities through Company website

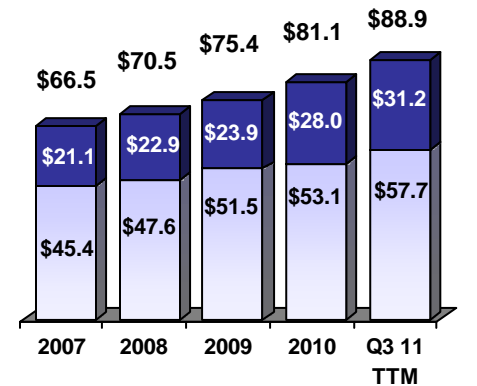
Calibration Services: Growth Opportunity

- Performs more than 145,000 calibrations annually at one of 14 Calibration Centers of Excellence
- Market opportunity for companies that require third party calibrations is estimated at \$500 million

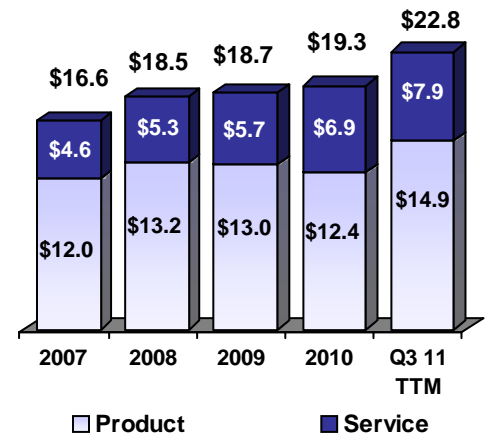
Investment Considerations

- Offers a wide breadth of products and services which can be leveraged for both sales opportunities and operating efficiency
- National brand name recognition and strong, credible management team with reputation for trust, honesty and reliability
- Strong balance sheet and cash flow
- Growing opportunity in wind energy industry
- The Wind Turbine Tools, Inc acquisition is a complement to its 2008 acquisition of Westcon and helps to strengthen and broaden its customer base within the wind-energy industry.
- Recently acquired a lab in Toronto giving a presence in Canada's largest market

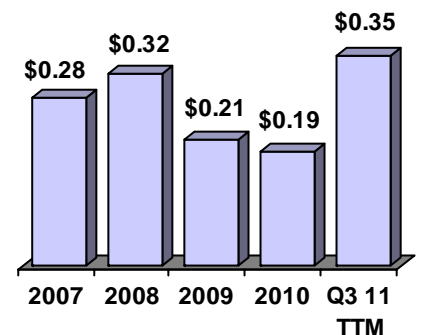
Revenue (in millions)



Gross Profit (in millions)



Earnings per Share



Market Data (as of February 23, 2011) & Financial Highlights

Shares Outstanding (millions).....	7.5	Price to Book.....	2.4 x
Market Cap (millions).....	\$59.4	Price to Earnings.....	20.5 x
Avg. Daily Volume (3 mos).....	3,082	Operating Margin (Q3 11).....	6.0%
Recent Price.....	\$7.92	Net Margin (Q3 11).....	3.8%
52-Week Range.....	\$9.00 – \$5.51	EPS (Q3 11).....	\$0.12

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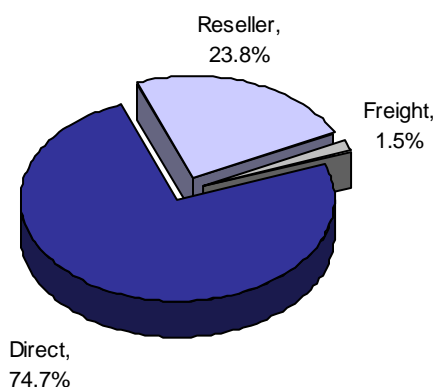
Financial Highlights

(in thousands, except per share data)

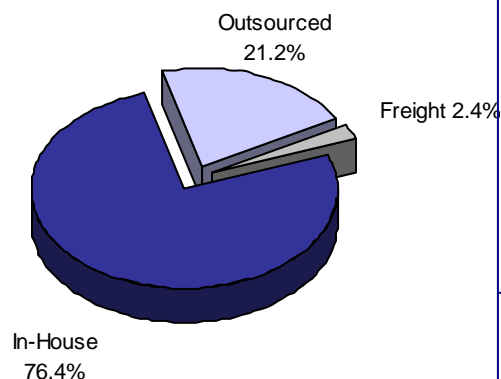
	Third Quarter Ended		Fiscal Year Ended		
	Dec 26, 2010	Dec 26, 2009	Mar. 27, 2010	Mar. 28, 2009	Mar. 29, 2008
Product	\$ 16,562	\$ 15,186	\$ 53,143	\$ 51,480	\$ 47,539
Service	7,319	6,637	27,918	23,939	22,914
Total revenue	23,881	21,823	81,061	75,419	70,453
Total cost of products and services sold	17,829	17,017	61,767	56,671	51,912
Gross margin	25.3%	22.0%	23.8%	24.9%	26.3%
Total operating expenses	4,612	4,015	16,913	16,062	15,258
Operating margin	6.0%	3.6%	2.9%	3.6%	4.7%
Net Income	897	483	1,451	1,556	2,363
Earnings per share – diluted	\$ 0.12	\$ 0.06	\$ 0.19	\$ 0.21	\$ 0.32
Weighted average shares – diluted	7,553	7,560	7,549	7,469	7,272

(\$, in thousands)	Dec 26, 2010	March 27, 2010	March 28, 2009
Current assets	\$ 20,857	\$ 19,367	\$ 15,200
Non-current assets	16,593	16,346	14,191
Total assets	37,450	35,713	29,391
Current liabilities	12,902	12,220	6,720
Long-term debt	1,674	2,532	3,559
Other liabilities	807	704	493
Shareholders' equity	22,067	20,257	18,619
Total liabilities and shareholders' equity	\$ 37,450	\$ 35,713	\$ 29,391
Return on average assets (TTM)	7.3%	4.5%	5.8%
Return on average equity (TTM)	12.4%	7.5%	9.2%

Product Segment Sales by Market Channel Q3 11 TTM Product Sales = \$57.7 million



Service Segment Revenue by Type Q3 11 TTM Service Revenue = \$31.2 million



Third Quarter Fiscal Year 2011 Highlights

- Net revenue in the third quarter of fiscal 2011 was \$23.9 million, an increase of 9.4%, or \$2.1 million compared with net revenue of \$21.8 million in the third quarter of fiscal 2010.
- Product segment net sales increased \$1.4 million, or 9.1%, to \$16.6 million in the third quarter of fiscal 2011 compared with \$15.2 million in the same period of the prior fiscal year, which reflects the modest improvement in the economy, a better pricing environment and the success of the Company's sales and marketing efforts.
- Service segment net revenue was \$7.3 million in the third quarter of fiscal 2011, a \$0.7 million, or 10.3% increase from the \$6.6 million reported in the same period of the prior fiscal year.
- Net revenue increased \$7.9 million, or 13.7%, to \$65.4 million for the first nine months of fiscal 2011, from net revenue of \$57.5 million in the first nine months of fiscal 2010.
- Net income was \$1.7 million, or \$0.23 per diluted share, for the first nine months of fiscal 2011 compared with \$0.6 million, or \$0.08 per diluted share, for the same period of the prior fiscal year.
- Net cash generated from operations was \$2.7 million in the first nine months of fiscal 2011 compared with \$4.0 million in the same period of the prior fiscal year. The change was primarily due to timing associated with payables and receivables and a \$1.5 million increase in inventory during the first nine months of fiscal 2011 compared with a \$0.7 million increase in inventory levels during the first nine months of fiscal 2010.

This fact sheet may contain forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended. One can identify these forward-looking statements by the use of the words such as "expects," "estimates," "projects," "anticipates," "believes," "could," and other similar words. Because such statements apply to future events, they are subject to risks and uncertainties that could cause the actual results to differ materially. Important factors, which could cause actual results to differ materially, are described in Transcat's reports on Form 10-K and 10-Q on file with the Securities and Exchange Commission.