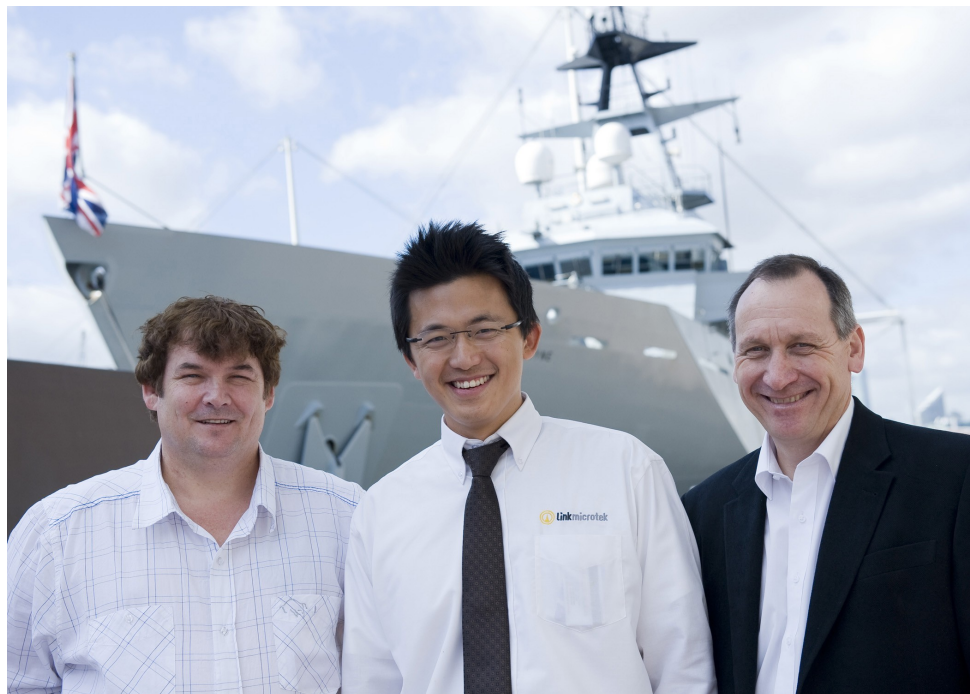


## Link Microtek appoints Australian firm DVL as representative for infra-red communications system



Link Microtek, the Basingstoke-based manufacturer of infra-red, RF and microwave systems, has taken a major step in its efforts to boost export sales by appointing DVL of Perth, Australia, as a regional representative for Link's Azdec line of infra-red mobile secure communications systems.

Azdec is a wire-free system that provides totally secure short-range voice communications for a variety of military and civil applications, enabling comms personnel to roam unhindered from their base positions.

DVL specialises in communications and security equipment for operation in

harsh or hazardous environments, and director John Pirie is enthusiastic about the agreement with Link Microtek: "The Azdec infra-red system is particularly well suited to a number of naval applications and has already generated huge interest from some key customers in the region. We are confident that this is the start of a mutually beneficial long-term partnership between our two companies."

The tie-up with DVL follows Link Microtek's decision last year to set up a dedicated export sales team as part of its strategy to develop overseas business for the products the company designs and manufactures at its premises

in the centre of Basingstoke.

Link's managing director, Steve Cranstone, said: "The agreement with DVL is a direct result of our increased presence in the region, and we are delighted to have established a relationship with a company that so clearly understands the requirements of our target markets.

"As a Recognised Supplier for the Australian Department of Defence, DVL is the ideal partner for us, and we believe that the agreement will bear significant fruit in the months and years ahead."

The picture shows (left to right): Kevin McLean, DVL's integration engineer; Ed Yeap, Link Microtek's sales engineer for the Far East; and John Pirie, DVL director.

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