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Jens Fabricius, the SVP Sales and Marketing at Thrane & Thrane, explained why they chose NSSL: "Implementing our new distribution strategy includes setting up partnerships with some of the leading distributors in this business. We chose NSSL because they are very much a forward thinking company who compliment our own strategy, which is ultimately to deliver the best products and services available in the market place to those customers, both existing and new, who require them".

Scott McBride who will be heading up the new NSSL Wholesale Company which will be solely dedicated to supporting T&T Registered Resellers said: "We are delighted to be working in partnership with such a highly respected company such as Thrane & Thrane. Their products are well known for their quality and innovation and NSSL has a reputation for providing excellent customer service and product support. Collectively this partnership is good news both for our existing distributors in the European market requiring satellite based communication equipment but is also a opportunity for both NSSL and Thrane and Thrane to collectively reach and support new channels to market."

Bob Chewter, Managing Director of NSSL said: "This really is a credit to the entire NSSL team and the reputation we have established within the satcoms industry as a customer service led provider. We take great pride in this decision and look forward to providing an outstanding level of customer support for the Thrane & Thrane range."