



MEDIA RELEASE

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Wavelink/DeTeWe Sign Distribution Agreement

Following extensive negotiations, a distribution agreement has been signed providing Wavelink Communications with Australian and New Zealand distribution rights for DeTeWe's range of business and personal communication systems.

DeTeWe AG (www.detewe.de), as part of the Gebrueder Roechling group of companies, is one of Germany's leading telecommunications suppliers. With annual turnover exceeding A\$700m, DeTeWe is the largest subsidiary of Gebrueder Roechling (annual turnover A\$9 Billion).

Established over 100 years ago, DeTeWe have been supplying exchange infrastructure as well as end user equipment to Deutsche Telecom, currently representing over 70% of all customer premises equipment sold by Deutsche Telecom.

In a recent trip to Germany, Wavelink's Business Development Director, Ilan Rubin, finalised details of the distribution agreement and attended the launch of the new range of DeTeWe products in Stuttgart.

According to Rubin, "With telephone systems that bring together voice, DECT cordless, cordless data, the internet, and unified messaging under a single umbrella, Wavelink sees the DeTeWe family of products as being one of the biggest leaps forward in technology to be brought to the Australian market in several years."

Wavelink Communications (www.wavelink.com.au) specialises in the supply, marketing and support of a range of leading edge digital wireless telephone systems and associated products that provide cost effective business solutions to Australian organisations. With offices established in Sydney, Melbourne and Perth, Wavelink are able to have a local presence covering the bulk of the Australian market. Wavelink is also the exclusive Australian distributor for a range of products from Kirk telecom A/S (Denmark www.kirktelecom.dk) and Hagenuk GmbH (Germany www.hagenuk.de)



DeTeWe's International Sales Manager, John Welnick reaches agreement with Wavelink Director, Ilan Rubin

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