



Welcome!

This is the second issue of the new quarterly newsletter aimed at keeping you informed and up to date with Codan business and product developments.

CORPORATE NEWS

This month, Codan has introduced its new President and General Manager for its Radio Communications Division — Mr. Kevin Kane. Previously, Kane served as a Harris Corporation executive at its RF Communications Division in Rochester, NY, overseeing the federal sales and business development for the company's radio products.



"I am pleased to have Kevin succeed me as President," said Donald McGurk, who was recently promoted to Chief Executive Officer over Codan's entire business portfolio. "Kevin brings with him 25 years of business development and sales experience in the radio communications market, which will be invaluable as Codan expands its markets worldwide." Kane received his BS Computer Engineering degree from Rochester Institute of Technology and his MBA (Finance) from the Bittner School of Business at St. John Fisher College in Rochester, NY.

MARKETING

New Distributor/Dealer program

Our commitment to keeping our Distributors and Dealers educated and informed of product updates, new products, corporate news, regional information and other relevant data has resulted in this Quarterly Newsletter. Now we will offer you even more.

To recognize our support in marketing and selling Codan products, Codan will be updating its Distributor/Dealer Program. The program will include Codan-approved sales materials to ensure Codan brand consistency. These materials will be provided as a sample package, which will include a CD with all relevant marketing materials. Look for these items to arrive by the end of the year. Further support will be outlined in the next issue of the Quarterly Newsletter.

New Website

Quick Links

- [Codan Website \(new look\)](#)
- [Military and Security Products](#)
- [News and Press Releases](#)

Organizations

- [AFCEA](#)
- [Special Operations Warrior Foundation](#)
- [Battlefield Run](#)

Publications

- [Armada International](#)
- [Asian Military Review](#)
- [Signal Magazine](#)
- [Jane's International Defence Review and Defence Weekly](#)
- [Jane's Security and Terrorism Monitor](#)
- [Jane's Industry Links](#)

Events & Tradeshows

- [AUSA Annual Meeting and Exposition](#) — Washington, DC October 25–27, 2010
- [Indo Defence 2010](#) — Jakarta November 10–13, 2010

Our new Website has been designed to address our key markets and provides a valuable resource for both our dealers and customers. Check it out at www.codanhf.com

Military Catalogue

The military catalogue is in progress and will be concurrent with the anticipated release of new products and accessories in 2011. We will advise of the release of the catalogue before the end of this year.

Advertising

We are expanding our Codan advertising campaign to include several web-based promotions along with our traditional print ads. Look for new advertisements in the following venues beginning this Quarter:

1. Jane's Security and Terrorism Monitor (online)
2. Jane's Homeland Security Review (print)
3. Jane's Industry Links
4. Armada International (print)
5. Asian Military Review (print)
6. Defence and Security of India (print)
7. Signal Magazine (print)



Tradeshows

Codan will again participate in a number of trade shows this quarter and they are referenced in the right hand column of the newsletter. We invite you to visit these shows and would be happy to meet with you. Please contact the appropriate business development representative for your region.

Please note that at the AUSA tradeshow in Washington, DC, Codan will be exhibiting as part of the Team Australia booth.

- **LandWarfare Conference** — Brisbane, Australia November 15–19, 2010
- **IDEX 2011** — Abu Dhabi, UAE, February 20–24, 2011

Feedback

Codan welcomes your input. If you have any comments on this issue, or if there's a topic you'd like us to cover in one of our next issues, please email:

susan.sheppard@codanusinc.com

2110 MIL-STD-188-141B ALE JITC Certification

The 2110 HF Manpack Radio recently undertook testing and certification for the MIL-STD-188-141B (Appendix A) Automatic Link Establishment (ALE) waveform at US Joint Interoperability Test Command (JITC) center, Fort Huachuca, Arizona. This is an important milestone for the 2110 radio platform and joins the NGT radio in supporting this critical US military standard.

The JITC-certified MIL-STD-188-141B standard enables interoperability among different types of vendor's radios and establishes a common waveform for ALE operation. This is especially important in coalition and partnership for peace (PFP) operations and the extension of HF networks for emergency preparedness and disaster relief.



Codan Asset Tracking System (CATS)

In response to a number of customer requirements, Codan has completed initial development of a deployable mobile asset tracking system for High Frequency radio applications. The MRX-Codan Asset Tracking System (CATS) is an open-standard, RF-based self-contained unit for mobile and manpack radio communications systems. Using the MRX-CATS, military and security personnel will be able to view and manage deployed assets from a centralized command center display. MRX-CATS will extend the radius of operations by providing a scalable, integrated system that supports voice, text messaging, and an emergency capability using existing radio equipment.

Shock Mounts Released

The new shock mounts that were previewed in the July newsletter have now been released. The mounts are available for manpack cradle (25 W systems), and separate mounting of 3160 power amplifier and 3041 Antenna Tuner for armored vehicle installations.

Quick facts:

- 2110 transceiver shock mount can be used for transceiver only or transceiver and 3160 PA stacked
- The same shock mount will be used for the new 3520 PSU
- The 3041 ATU shock mount includes captured thumb screws for rapid and

tool-less fitment and removal of an ATU unit

- All shock mounts come with fitting instructions and a selection of fasteners

3590 AES-256 DV Encryptor

Here's a sneak preview of the new 3590 AES-256 Digital Voice Encryptor, which as we mentioned last time is being designed to allow third party radios to be interoperable with Codan's internal unit deployed in the 2110/2110M and NGT platforms. The units design will enable it to be used in manpack, vehicle, aircraft and base station deployments.



NEWS IN GENERAL

Codan Supports Motorcycle Tour for US Special Operations Warrior Foundation

Codan US sponsored the Special Operations Warrior Foundation (SOWF) 7th Annual Battlefield Run, 18th September 2010. Over two-hundred motorcyclists joined the tour event which runs from Leesburg, Virginia to Gettysburg, Pennsylvania, raising awareness and funds for the Special Operations Warrior Foundation.

The Special Operations Warrior Foundation is a US-based charity that provides scholarship and educational grants to surviving children of special operations personnel who have died in operations.

"Codan is extremely proud to be a corporate sponsor of the Battlefield Run," said Andy Sheppard, Codan US, Vice President and General Manager. "There is no better



cause than one that benefits the children and families of fallen and wounded special operations personnel."

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