



TRILITHIC

Press Release

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XFTP by Trilithic and VisionCorp Distribution Announce Partnership

Indianapolis, Indiana (Monday, September 08, 2003)). Trilithic's XFTP Division and VisionCorp Distribution have signed an agreement whereby VisionCorp Distribution will have exclusive rights to distribute Trilithic's new value oriented line of Field Technical Products throughout North America. VisionCorp has been a long-time representative partner for Trilithic's Broadband Instruments Division, and this agreement will expand the distributor's offering to include XFTP by Trilithic.

With the formation of the new **XFTP Division** earlier this year, Trilithic has added an expanded product line of Field Technical Products specifically selected for cable operators & technicians including: Signal Level Meters, TDR's and Fiber Optic Power Meters, Head-End Modulators, and Processors, Optical Transmitters, Amplifiers, Digital Transmitters & Receivers, E.A.S. Equipment as well as many other system and head-end components.

This agreement gives VisionCorp Distribution the ability to market and sell the new product line to various MSO's across the nation. Plans for this agreement include the ability for VisionsCorp customers to purchase products online given VisionCorp's new E-commerce capabilities; keeping the costs of sale down and the costs to the customer low at the same time.

"We believe that the agreement with VisionsCorp Distribution will greatly expand Trilithic's XFTP business." Said Terry Bush, president of Trilithic, Inc. "VisionCorp has been extremely successful with their customer focus approach to distribution and we look forward to working with them and adding our XFTP products to their offering. Bringing our expertise together gives cable operators the benefit of our quality products and the distribution channel and training from experienced sales professionals."

Ed Carroll, President of VisionCorp Distribution says "We believe strongly in forming partnerships with manufacturers that lead to long lasting relationships. The opportunity to work with Trilithic again in this agreement allows us to expand our product offering and continue to provide the Training and expertise our Customers require. It's an opportunity for both of us to excel in what we do best and continue to plan for our futures."

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