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Early in 2006 Frequentis made its Caribbean and Latin American (CALA) debut with a VCS 3020X for Chile

A new Chilean Voice Communication System (VCS) order marks the re-entry of Frequentis to the Southern-most country in Latin America

At the beginning of 2006 Frequentis secured the order of a VCS 3020X for the city of La Serena in Chile. The system marks the reappearance of Frequentis in Chile after 20 years of absence in this market.

After many years of strong competition in Chile from other ATC Suppliers, the Austrian high tech company Frequentis can add Chile as a repeat customer of its successful VCS product line. For this particular project, Frequentis offered a VCS 3020X for an airport in the city of La Serena located in the northern area of Chile. It is made up of two operator positions, which will be used for Air Traffic Control by the Chilean Civil Aviation Authority, DGAC. The VCS should be fully operational by the end of 2006.

Chile has always been a country of great interest in the Caribbean and Latin American region for Frequentis who, along with the CALA office in Miami, came up with a strategy to guarantee success. This was done by offering a strong and reliable system along with the distinctive Frequentis know-how that has been known to set us apart from the competition.

Area sales manager Guillermo Galarza is very pleased with this success which has the potential to establish a great relationship between the DGAC and Frequentis. "In CALA we are looking to create long lasting business partnerships in which both sides benefit; Frequentis by gaining market access in areas that were previously difficult to enter and the customer by acquiring a long lasting, top quality VCS equipment."

Frequentis is a world leader in the development and manufacture of high-tech communications and information systems for air traffic control and similar safety critical applications. The technologies that will be installed in Chile are currently used in Europe, Middle East and North America.

About Frequentis

For Background Information about Frequentis please see www.frequentis.com.