



Niko Reisch, Managing Director, Northwest-Funk GmbH (left) with James Hewitt, Sales and Marketing Manager, Ocean Signal, at METSTRADE yesterday on the Ocean Signal Stand 03.125

Nov 15, 2017 12:00 GMT

## Ocean Signal - METSTRADE: Ocean Signal Announces Appointment of Northwest-Funk as Distributor for Germany

*METSTRADE, 14<sup>th</sup> to 16<sup>th</sup> November, Stand 03.125*

*Communication and safety at sea specialist is confirming two key new distributors during this year's METSTRADE as it strengthens its European network*

Ocean Signal has further strengthened its presence in Germany with the appointment of marine product specialist Northwest-Funk GmbH as its new distributor in the country.

Announced today during METSTRADE, the new partnership will ensure that Ocean Signal's established portfolio of award-winning safety products, including EPIRBs, PLBs, MOBs and its newly-launched AIS transponders, will be widely available to Germany's leisure and professional maritime sector.

Nordwest-Funk, based in Emden, offers a wide range of equipment from leading marine manufacturers and celebrates its 25<sup>th</sup> anniversary this year.

Niko Reisch, Managing Director, Northwest-Funk, said: "Nordwest-Funk is proud to distribute the product portfolio from Ocean Signal in Germany. We are particularly excited about the new partnership as Ocean Signal has such well-designed, innovative products, a good reputation and excellent service."

### **IEC Telecom AS is New Distributor in Norway**

In addition, communication and safety at sea specialist Ocean Signal is also confirming that IEC Telecom AS is its new distributor in Norway. IEC will offer the full Ocean Signal product range in both the commercial and leisure markets.

A leading global provider of managed network communication solutions led by Managing Director Alf Stian Mauritz, IEC Telecom specialises in supplying mobile and fixed satellite communications solutions.

The two new distributors will now supply Ocean Signal products including its compact rescueME range of products, which includes the award-winning rescueME MOB1, the rescueME EDF1 electronic distress flare, the popular rescueME PLB1 and the rescueME EPIRB1, and its SafeSea range of GMDSS products, including the V100 hand-held radio, S100 SART and E100 EPIRB. Ocean Signal's latest products, the M100 and M100X Maritime Survivor Locating Device (MSLD) and AIS Alarm Box, will also be available through Northwest-Funk and IEC Telecom. The new Ocean Signal ATA100 and ATB1 Class A and Class B AIS transponders will be offered by the distributors from 2018.

James Hewitt, Sales and Marketing Manager, Ocean Signal, said: “We are delighted to announce these key new partnerships for our European distributor network. By working with Northwest-Funk and IEC Telecom, we are confident that we can now build on the solid platform we have already established in both Germany and Norway. Northwest-Funk has renowned expertise over many years in the marine sector so we are really pleased that Ocean Signal products will be offered alongside some of the industry’s leading equipment. IEC, meanwhile, are experts in their field, well established for providing relevant solutions for many applications, including fleets of vessels and offshore infrastructure. They will be a very significant partner for Ocean Signal in the commercial sector.”

For further information about Ocean Signal’s products, visit Stand 03.125 during METS or go to [www.oceansignal.com](http://www.oceansignal.com).

Ends

**For further information, please contact:**

James Hewitt

**Ocean Signal**

Tel: +44 (0)1843 282930

E-mail: [james.hewitt@oceansignal.com](mailto:james.hewitt@oceansignal.com)

[www.oceansignal.com](http://www.oceansignal.com)

or

Jules Riegal

**Saltwater Stone**

Tel: +44(0)1202 669244

E-mail: [j.riegal@saltwater-stone.com](mailto:j.riegal@saltwater-stone.com)

[www.saltwaterpr.com](http://www.saltwaterpr.com)

---

## **About Ocean Signal**

Communication and safety at sea specialist Ocean Signal™ is dedicated to providing the technology and quality of product that will set industry standards.

Ocean Signal's product portfolio consists of the rescueME range of products, including the rescueME PLB1, the rescueME MOB1, the rescueME EPIRB1 and the rescueME EDF1 electronic distress flare, plus the AIS Alarm Box, and the SafeSea range of GMDSS products, including the E100 and E100G EPIRB, S100 SART and V100 handheld VHF radio, as well as the M100 and M100X professional MSLD and E101V float-free EPIRB with integrated voyage data record memory capsule. They provide both recreational and commercial mariners with simple to use, compact and affordable life-saving solutions. All products are engineered by a highly experienced team of marine electronics professionals.

Ocean Signal products are trusted by high-profile sailors, rowers, surfers and powerboat racing teams. Providing some of the world's best competitors and adventurers with vital safety and communication devices, the rescueME MOB1 and rescuePLB1 will be integrated with the Spinlock lifejacket and personal equipment packs for the crews in the Volvo Ocean Race 2017-18 and the rescueME MOB1 has been selected to enhance safety standards for crew taking part in the Clipper 2017-18 Round the World Yacht Race. Ocean Signal has also sponsored the crew of Simply Fun with rescueME MOB1s, rescueME PLBs and a rescueME EPIRB1 in the 2016 Rolex Sydney Hobart Yacht Race, the 16-man crew of Triton with rescueME MOB1s in the 2015 Rolex Sydney Hobart Yacht Race, record-breaking sailor Andrea Mura in the single-handed OSTAR race, Mini Transat 2015 solo sailor Lizzy Foreman, ocean rowing teams including Ocean Valour, Ocean Brothers and Carbon Zerow and solo rower Lia Ditton, Venture Cup offshore powerboat race team Cinzano, kite racer Gina Hewson and canoeist Adam Weymouth.

Safety and communication products from Ocean Signal offer exceptional

value, meeting or exceeding international technical and safety standards. Careful design and innovation provides commercial shipping, fishing and recreational users the confidence that their Ocean Signal equipment will work to, and beyond, their expectations when it is needed most.