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Patton Partners with JTS to Take Double Share of Japan's Network Equipment Market

Patton and JTS announce mutual commitment to 100% revenue growth in the world's second largest economy. As Master Distributor for Japan, JTS provides local inventory of Patton products with Japanese-language sales, marketing and technical support.

GAITHERSBURG, MD and Yokohama, JAPAN: Patton—the leader in business and carrier-class network access, connectivity, VoIP and triple-play equipment—and JTS Corporation announce today a strategic partnership that appoints JTS as Master Distributor for the Patton catalog in the Japanese market.

"Japan is the world's second largest economy," said Tom Kojima, President and CEO of JTS Corporation. "This market is too big to miss for Patton Electronics. Leveraging the JTS regional sales network and local support facilities, we can compete together against regional manufacturers and win. I believe Patton will make double business development in Japan for 2009."

Later this week JTS will launch a Japanese online storefront for Patton products at www.patton.jp.

As Master Distributor, JTS enhances the entire business experience for Patton channel partners and customers by providing local sales, marketing, and technical support in the Japanese language.

By maintaining local inventory with local pricing, JTS provides instant order fulfillment and immediate delivery for the region while protecting local customers against the business risks of fluctuating currencies.

"We are deeply committed," said Sean Gerrity, Patton's Sales Director for North America and Japan, "to mutual growth and success. 2008 was actually very strong for Patton and JTS. Yet we have barely scratched the surface of the Japanese market potential. We expect 100% revenue growth this year."

Current best-selling Patton products in Japan include short-range modems, customer-premise DSL modems, and Ethernet Extenders.

Plans for growth include marketing Patton's award-winning SmartNode™ VoIP gateways and ForeFront™ multi-service access equipment.

"Patton is committed to strong channel-partner relationships," Mr. Gerrity continued. "It's the key element in our worldwide sales initiatives. To grow those relationships in Japan,

we are extremely fortunate to partner with such an experienced and established company as JTS."

Later this quarter, JTS will host a major sales training event for existing and prospective Patton partners in Japan.

Recently, Patton acquired the OnSite Systems S10 microMSPP SONET/SDH product line, especially designed for the Asian market.

Patton named a new CEO on 1 January 2009, the company's silver anniversary.

About JTS Corporation

JTS Corporation imports, sells and services various network products and solutions, such as xDSL, IP DSLAM, modems and fiber network products. JTS offers various networking solutions with unique technologies to carriers, broadband service providers and local and federal governments in Japan. For information, contact the sales department at JTS by phone at +81-45-781-4711 or by e-mail info@j-ts.com. JTS is headquartered in Yokohama, Japan. URL: www.j-ts.com.

About Patton

Patton is a multi-national organization that manufactures voice and data-communications equipment for carrier, enterprise, and industrial networks worldwide. Incorporated in 1984, Patton markets a catalog of over 1000 products including SmartNode™ VoIP solutions that support SIP, H.323, and MGCP for analog and ISDN telephony; ForeFront™ multi-service access infrastructure solutions for TDM and IP service delivery (T1/E1, G.SHDSL, xDSL, dial-up); IPLink™ CPE solutions for last-mile/local-loop access (WAN routers, modems, remote access servers, NTUs, CSU/DSUs); CopperLink™ Ethernet Extenders; EtherBITS™ device servers; EnviroNET™ NEMA4-compliant hardened networking equipment, and a full range of network-connectivity Micro-Products (interface converters, short-range modems, multiplexers, surge protectors). Patton Electronics marked its 25th anniversary of business operation on 1 January 2009.

For more information or a free catalog, contact sales@patton.com

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