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FOR IMMEDIATE RELEASE

Nexutech, LLC is Named New Sales Agent for UAV Factory

Company to provide Baltic Firm Sales Support throughout the U.S.

WILLIAMSBURG, Virginia (July 29, 2016) – Nexutech, LLC will serve as Authorized Sales Agent for UAV Factory, the Latvia-based producer of small unmanned aircraft systems (SUAS) whose ~11' span, <50 lb. fixed-wing *Penguin B* set a world record for endurance of 54.5 hours in 2012.

Nexutech President Jay Willmott said “Our Associates are distributed across the country, able to support clients within a few hours, eliminating the inconvenience of many time zones.” “The affiliations and networks we have amassed through our extensive tenure in this industry provide us an ideal sales conduit supported with experience. Coupled with a thorough training program and superb system documentation offered by UAV Factory, we are ready to deliver.”

“Prospective customers will work with a Nexutech Associate to define the Penguin system that meets their needs the using UAV Factory’s interactive system configuration tool” Willmott said.

Willmott said he visited the Baltic UAS builder in 2012 for equipment training and came away impressed. “The success of Penguin is a tribute to the innovation, technical excellence and cost-effective production techniques I witnessed when I visited their factory in Latvia. Their appeal is now greater since they have added additional capabilities likenew ITAR-free payloads.

The two companies reengaged during AUVSI’s Xponential event in New Orleans during May and the discussions culminated in them reaching an agreement and doing sales training in mid-July.

“Some leading developers, including several top colleges and universities, buy Penguins to fast-track systems into the field, where applications can be tested, and that’s where the real return on investment for this industry comes from” Willmott said. “They reduce time to market by selecting a turnkey product like Penguin. It is world class technology, at an affordable price.”

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Nexutech is a group of seasoned senior subject matter experts who possess in-depth experience with the development, production and deployment of unmanned systems technologies, in multiple domains. Our Associates include individuals who have held leadership positions in AUVSI Chapters and National Board.