

The London Free Press

Monday, May 21, 2007

London firms score big

OES and Quantum 5X landed deals in the NHL and America's Cup, respectively

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Two London businesses are winning in the big leagues.

OES Inc. has landed a deal to supply the NHL's Nashville Predators with a new scoreboard, while Quantum 5X is selling microphones to sailors at the America's Cup and its qualifying races.

"It is not a huge deal as far as money, but it is huge for us for status," OES president Paul Hogendoorn said yesterday. "This helps elevate the brand, helps put us above our competitors."

OES landed the \$100,000 scoreboard deal as a company it works with, **ANC Sports** in New York, won the deal to supply screens throughout the arena and needed a scoreboard supplier.

Quantum was contacted by a U.S. dealer, 3G Wireless, about supplying microphones at the America's Cup. It developed 28 systems and the sailing organization snapped them up, said Quantum president Allen Kool.

"This is awesome, everyone here is very, very proud. We have worked hard for this," Kool said. "A London company is supplying the sports leaders of the world."

Providing microphones for the sailing team offered a unique challenge. They had to be more waterproof than other systems and be turned on by a remote transmitter.

Quantum also supplies wireless microphones to the NHL and NBA, "miking" players and referees. OES also supplies scoreboards to NHL, NBA and NFL teams.

"It is always great for us to supply a scoreboard to another team," added OES salesperson Bob Adair, who landed the Nashville deal. "We are still considered the small kids on the block."

OES is also on the shortlist to supply a scoreboard at the home of the Washington Capitals, which is also where the NBA's Washington Wizards play.