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net-Box appoints distributors

Brisbane-based security manufacturer Oxcoda has appointed VXL and Whitegold Solutions to distribute its net-Box network protection appliance in NSW. The manufacturer has held technical training seminars with both companies and is also involved in negotiations with several other potential distributors around the country. "We are very pleased to have signed these companies up and are confident of the business they will generate," said Jonn Ryan, sales and marketing manager for Oxcoda. He said net-Box was attracting interest from overseas but would not be shipped until the domestic market was adequately covered. "The product has been six years in development and I do not want to jeopardise our chances by getting offshore greedy. That is a trap you can fall into," Ryan said.

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