



COMMUNICATIONS

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Silke General Manager Andy Kittel Promoted to Vice President of National Business Development

Three years from his first day as Silke Communication's General Manager, Andy Kittel is headed east to pursue and secure national opportunities that emerge for the Oregon and Washington-based company.

His movement marks a significant step for the Eugene-born radio communications company, says President Jim Silke, Jr. "When Andy came on in 2009, we knew he could make the operational shifts and strategic changes that it would take for us to look at a national market. We brought him on for a three-year contract and he hit all the objectives a full year ahead of our aggressive estimates. His reward is to go national and to take us with him."

Under Kittel's management, the company increased its revenue by 300 percent in just two years, largely by expanding Silke's vertical and geographic market presence. "Andy was instrumental in two large acquisitions, and has positioned us for continued growth," says Silke. "He'll be a significant asset for us nationally and we'll continue to benefit here on the west coast."

The General Manager position at Silke included the functions of COO, CFO, sales director and service director. Operationally, Kittel established and integrated a comprehensive total operations system, managed vendor relationships and opened new office locations. In addition to increasing revenue, he implemented a total cost reduction plan that included all categories of expenditures. Kittel also managed the aggressive marketing program that has helped land Silke the status of being one of the fastest growing family-owned Oregon companies -- despite the economic slow-down.

Kittel came to Silke with decades of experience in the communications industry. His roles have included Market Manager for service upgrade projects, Senior Project Manager for national infrastructure projects, Business Development Lead for the Northeast market and Sales Manager. In addition, he boasts 24 years of technical sales in the wireless communications industry.

For more information, contact jsilke@silkecom.com or call Kittel directly at 541-961-6461.