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RSL Fiber Systems Moves to Diversify, Penetrate New Markets

West Virginia Business Leader Dennis Jarvis Named Business Development Manager

East Hartford, CT (November 15, 2010) – RSL Fiber Systems, LLC, an East Hartford, Conn.-based developer of advanced lighting solutions and integrated illumination systems, is moving aggressively to expand beyond its military roots into a wide variety of high-demand commercial lighting applications. And one of its first official steps into this arena is establishment of a new business development initiative designed to introduce the company’s revolutionary technology to commercial markets.

Accordingly, the company has announced the hiring of veteran business, marketing and economic development executive Dennis Jarvis, II as its new Business Development Manager. Jarvis will be based in West Virginia coal country – a prime target market for RSL – but will be involved in all company business development efforts aimed at markets including first responders/homeland security, energy exploration and chemical industries, renewable energy and more.

“Dennis Jarvis was among the first target-market business executives to grasp and appreciate the potential of RSL remote source lighting technology and total illumination systems, and the role RSL can play in mine safety,” said RSL Chief Executive Officer/Chief Technology Officer Gio Tomasi. “We are thrilled to bring our expertise to coal country and to become part of the West Virginia business community, and Dennis’ extensive business development experience and knowledge of the market will be a critical part of RSL’s foray into this important marketplace.”

“Since being introduced to RSL earlier this year, it was clear to me that this is not only a company on the move, but a company with truly innovative technology that can be a game changer for so many different industries,” said Jarvis. “I am excited to get started.”

Jarvis was most recently Director of the Mine Safety Technology Consortium (MSTC) in Montgomery, West Virginia, a collaborative initiative with Marshall University and Bridgemont Community and Technical College to advocate on behalf of increased mine safety and to work with private companies to develop new mine safety products.

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During his three-year tenure with MSTC, Jarvis was instrumental in promoting awareness of mining and mine safety issues region-wide; creating an apprentice miner and entrepreneur training program; instituting new mine safety and training programs; identifying new and potentially revolutionary mine safety products and technologies and introducing them to the industry; and providing companies in three states with product development, testing and training assistance.

Prior to working with MSTC, Jarvis spent more than a decade in a variety of economic development management positions developing marketing programs, attracting new business, leading community development initiatives and securing new investments. He has held economic development management positions in Virginia with the Greene County Economic Development Authority and the County of Amherst Office of Economic Development; the City of Danville Department of Economic Development, Danville, Virginia; and the Mason, Grant and Logan Counties, West Virginia, Economic Development Authorities.

A division of Skyler Technologies Group, RSL Fiber Systems was recently named the fastest growing technology company in Connecticut in the Advanced Manufacturing category by the Connecticut Technology Council and Marcum LLP. The company provides advanced lighting solutions and integrated illumination systems for U.S. Navy ships including the LPD 17 class, the experimental craft "Sea Fighter," and the Navy's newest stealth destroyer, the DDG 1000, which is currently under construction. The company is also developing illumination systems and solutions for such diverse applications as mining, energy exploration and chemical industries, first responders/homeland security, and renewable energy.

The company's core technology, remote source lighting, provides safe, low-maintenance, high-performance illumination uniquely by utilizing high-efficiency optical fiber to deliver light safely and effectively to critical or hazardous locations.