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Black Diamond Video Signs Manufacturers Representative Firm TOTAL Marketing

Point Richmond, California, June 27, 2013 – Black Diamond Video, an industry-leading manufacturer of high-resolution digital video processing solutions, partnered with representative firm TOTAL Marketing to fortify the launch of its growing DVI product line. TOTAL Marketing represents Black Diamond Video's DVI products in key territories in the Interior West region of the United States, including Texas, Oklahoma, Arkansas, Louisiana, New Mexico, Arizona, Colorado, Utah, Wyoming, Montana and Idaho.

Black Diamond Video manufactures single-link and dual-link DVI matrix switches, processors, scalars, signal conditioners, converters and more that are used in many of the world's leading medical institutions. Black Diamond Video recently turned its focus toward developing new digital video products and services for the commercial and federal markets and is augmenting its sales force in preparation for a strong new product launch.

Mike Malamphy, Black Diamond Video's Vice President of Commercial & Federal Sales, said, "TOTAL Marketing brings extensive knowledge and experience in selling digital video products. They have a very strong line card of partner manufacturers that complement Black Diamond Video's matrix switch and video wall processing products. We are looking forward to a long and successful partnership with the TOTAL Marketing team."

Darcy DeVoe Harrell, CEO of TOTAL Marketing, commented, "We are both honored and elated to be part of the Black Diamond Video team. We are excited to partner with a leading manufacturer of cutting-edge video products designed specifically for mission critical environments. It is important for us to partner with companies able to provide the reliable and robust technology needed for command and control centers, network and emergency operation centers, digital signage applications, and more. TOTAL Marketing will lead the way along with Black Diamond Video."

About Black Diamond Video

Black Diamond Video is a leading manufacturer of high-resolution digital video processing solutions for mission-critical medical, military, homeland defense, commercial and educational applications. The company manufactures a complete product line of single-link and dual-link DVI matrix switches, processors, scalars, signal conditioners, fiber optic transmitters and receivers, converters, system controllers, digital recorders, and H.264 streaming and conferencing technology.

For more information about Black Diamond Video and/or its products, visit www.blackdiamondvideo.com. You may also call (510) 439-4500; fax (510) 439-4599; or write to 503 Canal Boulevard, Point Richmond, CA 94804. Contact Laura Jumper, media relations at (877) 549-6600 or e-mail lauraj@blackdiamondvideo.com.