

## BUSINESS

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### Business Digest

#### Telecom company grows in 2008

Crofton - Delta Telephone & Cabling, a Crofton-based telecommunications firm, announced last week that it ended 2008 with a \$9 million increase in revenue. Officials from the company, which provides advanced telecommunications and data services, said the growth was due in large part to several governmental and commercial clients it added throughout the year, including:

A contract with Washington County to maintain and upgrade the county's telephone system in 14 locations.

An upgrade of the phone system for the Greenbelt Police Department, Public Works Department and community center. The upgrade includes voice over Internet protocol, or VoIP, and connects all of its sites with fiber optics.

An extensive update of the telephone systems at Richmond (Va.) International Airport, including a cordless phone system that works more like a cell phone.

"As the economy starts to recover, which it's expected to do by the middle of 2010, we anticipate that many municipalities are going to want to replace their outmoded phone systems," Delta President David Lanzi said in a release.