

# OTTO biography

January 2010

## New year, new products!



OTTO would like to thank you for your business in 2009 and we look forward to making 2010 successful and profitable for us all. Last year was a challenging year for everyone in the telecommunications industry, however we are optimistic about the future and we are eager to show you several new products at IWCE. Be sure to stop by and visit OTTO Booth #9009.

### KEEPING CURRENT

#### OTTO Extends Warranty from 15 Months to 24 Months

OTTO products have long stood for excellence in manufacturing. We continue to support that claim today and are pleased to announce:

Effective January 1, 2010, OTTO's standard warranty on all OTTO branded two-way radio accessories has been extended from fifteen months to twenty-four months.

#### **OTTO's No-Hassle Warranty Return Program (North American Customers only)**

If product is within warranty period (twenty-four months from date code stamped on product), simply call OTTO to request a warranty replacement. It will ship out immediately if stock is available. Return instructions will then be provided for the defective product.

Please contact Customer Service at 888-234-OTTO(6886) or 847-428-7171 to request a Return Authorization number.

### Product Updates

**Two Wire Monitoring Is Selling Well  
in the Hospitality & Hotel Markets!**

The Two Wire Monitoring Kit provides discretion, comfort, easy operation and affordability. "This Two Wire Monitoring Kit has been selling extremely well into the hospitality and hotel markets because of its low cost and the OTTO name" said David Weber, Territory Sales Manager. "It's an affordable solution for those businesses which need to provide discreet security or want to communicate



### NEW LITERATURE

[OTTO Dealer Price Books  
2010-05](#)  
Feb. 2010

[OTTO List Price Books  
2010-06](#)  
Feb. 2010

[OTTO Communications  
Catalog 2009-20](#)  
Available now

### UPCOMING EVENTS

[AUSA Winter  
Symposium](#)  
Booth# 701  
February 24-26  
Ft. Lauderdale, FL

[IWCE](#)  
Booth# 9009  
March 10-12  
Las Vegas, NV

[FDIC](#)  
Booth# 8900  
April 19-24  
Indianapolis, IN

quickly to provide exceptional service.”

The acoustic tube has a rubber ear tip that twists off making it ideal for sharing devices between shifts. It easily adjusts to fit either the left or right ear. Built to demanding specifications, the Two Wire Monitoring Kit delivers unparalleled performance.

[Visit our website for more information.](#)

#### End of Year Close Out Sale

OTTO is cleaning out the warehouse and retiring some of our older products to make way for new products in 2010! Several products are now available to our dealers at an extra 25% to 50% off original dealer prices.

Products include Two Wire Ear Buds, Ear Hangers with Boom Microphones and the Mini-Com lapel speaker—all perfect for retail and hospitality environments. [Click here for product listing and discounted pricing!](#)



“ You can have brilliant ideas, but if you can't get them across, your ideas won't get you anywhere. ”

-Lee Iacocca

#### Did You Know?

[OTTO Partners with Epic Marketing as Manufacturer Representative](#)

Effective January 1, 2010, OTTO has partnered with Epic Marketing to represent OTTO Communication products in the Northern California & Northern Nevada areas. “Epic brings over 100 years of cumulative industry experience and we are excited to add them to the North American Sales team,” said Deana Castellini, Territory Sales Manager.

Epic currently represents companies like Kenwood Communications, Pyramid Communications, Radiowave Antennas and others within the telecommunications industry.

Epic Marketing Co., Inc.  
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Call Toll-Free 888-234-OTTO or  
847-428-7171 for pricing and product availability,  
or visit our website at [www.ottoexcellence.com](http://www.ottoexcellence.com).

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Expect Excellence.

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