

OTTO biography

January 2009

Looking Ahead to 2009

As part of our extended OTTO Communications distribution family, we'd like to wish you all a happy and prosperous 2009. This upcoming year will see the largest introduction of new products in our division's history. Be sure to stop by our booth at IWCE in Las Vegas.

This past October, John Towns retired and is currently enjoying the Florida sun. We thank him for all his efforts over the past 20 years.

As our target markets expand and the competitive equation evolves, we found it necessary to add a second Territory Sales Manager for North America. In addition to Dave Weber, I am pleased to announce that Deanna Castellini has joined our Communications sales team. Deanna has fifteen years of experience in telecommunications. Most recently, she was National Account Manager at SpotWave Wireless. Previously, she held the position of Customer Service Manager at XO Communications.

Effective January 1, 2009, here is our North America territory list:

Dave Weber:

- Bassett Sales
- The NetMark Group
- Advanced/PLM Sales, Inc.
- Secom Systems
- Sigma Marketing
- W.A. Hendrickson
- Communication Vision

Deanna Castellini:

- Alster Communications
- Dacom
- Nevco Marketing
- The Cambridge Group
- Great Lakes Communications Sales Inc.
- Western Canada

We look forward to a great year working with you. These are exciting and challenging times and your dedication and efforts make all the difference. Feel free to call on us – we're all here to help you.

Thanks,
John Rehayem
Director of Sales
Communications Division

KEEPING CURRENT

Hurricane II

Did you know that OTTO has a headset that performs just like a big, heavy duty headset, yet is just as comfortable and lightweight as our Breeze headset?

It's called the Hurricane II and has a noise reduction rating of 29dB plus a high efficiency, 19dB noise canceling microphone. Between the ergonomic design and ultra light weight, you might forget you're wearing this headset – except for the clear, crisp sound, even in environments with high ambient noise. It's the perfect headset for those in manufacturing, construction, airports, SWAT, and any other high noise environments.

One Wire Monitoring Kits

OTTO's One Wire Monitoring Kit was such an overwhelming success, we have expanded the number of radios supported from 2 to 8. The kits feature a high quality dynamic earphone with a quick disconnect acoustic tube. They're perfect for use in restaurants, hotels, casinos and other commercial applications.

Here is the complete list of supported radios:

- E1-EA2MS131 Motorola 2 pin (CP200)
- E1-EA2KA131 Kenwood 2 pin (TK-2200/ TK-3200)
- ICOM 2 pin (F33GT/F43GT) E1-EA2CS131 – COMING SOON
- ICOM multi-pin (F50/F80/F70/F80) E1-EA2CM131 – COMING SOON
- Kenwood multi-pin (TK-2180/TK-3180) E1-EA2KB131 – AVAILABLE NOW!
- Motorola multi-pin (HT-1000 / XTS) E1-EA2MA131 – COMING SOON
- Motorola multi-pin (EX-500 / EX-800) E1-EA2MM131 – COMING SOON
- Motorola multi-pin (HT-750 / HT-1250) E1-EA2MJ131 – COMING SOON

Recommended Applications for Two-Way Radios & Accessories

Two-way radios are a great way to supplement or replace intercom systems for in-school communications. Faculty or maintenance staff can easily be reached no matter where they are in the building. Conversations can be kept private with the use of two-way accessories.



NEW DEALER PRICE BOOKS

Our new Dealer Price Books for 2009 are available. Some new products have been added for 2009 including: Pro Series Speaker Microphone, Commercial Skull & Throat Microphones, Helmet Communication Kits, One Wire Monitoring Kits and the Hurricane II Headset.

OTTO also has expanded our existing product line to include new radio platforms for ICOM, Kenwood, TYCO Electronics (M/A Com), Motorola, Motorola Tetra and Vertex/Yaesu.

[Click here to see the 2009 Dealer Price Book.](#)

UPCOMING EVENTS

OTTO is excited to be participating in IWCE on March 18-20 in Las Vegas. Please be sure to stop by our booth #235 to see our new products, including a new speaker microphone, surveillance accessories and many others!! Visit www.iwceexpo.com for additional information.

Call Toll-Free 888-234-OTTO or
847-428-7171 for pricing and product availability,
or visit our website at www.ottoexcellence.com.

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