

OTTO biography

June 2009

OTTO Wants to Help You Add More \$\$ To Your Bottom Line



In recent years audio accessories have become an increasingly important tool for users with heightened safety concerns in more facilities (hotel, restaurants, etc). They have decided to eliminate open two-way radio transmissions to provide a better customer environment.

These key factors translate into new selling opportunities for you. Increasing your audio accessory sales is a sure and quick way to add profit to your bottom line. With every two-way radio sale, make sure you are also recommending the appropriate accessory.

OTTO offers an accessory for just about every application:

- 1 Wire or Receive-Only Kits are great for managerial or security markets. These kits provide a listen-only feature for monitoring radio transmissions.
- 2 & 3 Wire Professional Surveillance Accessories & Ear Hangers can be used in hospitality, gaming, and entertainment as well as security and crowd control. Several styles provide discrete communication.
- Headsets are ideal for entertainment, retail, hospitality, sports and concert venues. Lightweight headsets are seen in many restaurants today, and heavy-duty headsets provide noise protection for use in high noise-areas such as airport tarmacs and other service areas.
- Speaker Microphones can be seen being used in manufacturing, construction, maintenance and security situations as well as in public safety applications like police and fire.
- Tactical Headsets can provide entry for you into specific vertical markets like federal and military applications.

Effective employee communication is important to any job and for any application. Remember to always recommend an appropriate accessory, and add more money to your bottom line.

Regards,
John Rehayem
Director of Sales
Communications Division

KEEPING CURRENT

New Products

Kenwood Storm Antenna Speaker Microphone Available!

OTTO announces a new Storm Antenna Speaker Microphone for Kenwood TK 2180/3180 radios. This speaker mic provides antenna capabilities to only these radio models. *Part # V2-10349 List Price \$254.50 Dealer Price \$165.43.*



Storm Speaker Microphone Models Available

Storm Speaker Microphone Models can now be built to order! [Click here](#) to see all of the current models available.

Special Offers

OTTO is pleased to offer a Summer Spectacular Sale on several styles of our two-way accessories. Items include Earbuds, Ear Hangers and Lightweight Headsets. [See attached listing](#) and take advantage of special savings today!



Did You Know?

What is the difference between the mini push-to-talk (PTT) button and the larger PTT used on OTTO headsets?

OTTO offers two different styles of PTTs to accommodate different applications and radio models. The mini PTT is smaller (1.5") and is designed for hospitality, retail and light industrial applications, and it is rated at a 200,000 cycle life. The larger PTT (2.5") is intended for more demanding applications and is rated at a 500,000 cycle life.

What is the difference between a 1 Wire Earphone Professional Surveillance Kit and an earphone kit for the speaker microphones?

The 1 Wire Earphone Kit plugs directly into the radio and has a longer cable (approximately 48"). The earphone kits listed in the speaker microphone section of the price book plug directly into the speaker microphone and have a shorter cable (approximately 30"). Both are listen-only devices.

What material is used to make the OTTO Flexible Open Ear Inserts and Ear Tips on Surveillance Kits?

They are both made of a high-grade plastic and are hypo-allergenic. There is no latex in either product.

What is the best way to clean the acoustic tubes used on surveillance and earphone kits?

The best way to clean the tubes is to soak them in warm soapy water. Then clear the water out by blowing air through the tubes and allow to air dry.



NEW LITERATURE- AVAILABLE NOW!

[OTTO Antenna Speaker Microphones 2009-27](#)

[OTTO Dealer Price Books 2009-01](#)

[OTTO List Price Books 2009-02](#)

[OTTO Communications Catalog 2009-20](#)

UPCOMING EVENTS

SOFIC

Tampa, FL
June 2-4
Booth # 1917

GSA Expo

San Antonio, Texas
June 9-11
Booth # 2564

Advanced/PLM Road Show

Elgin, IL
June 23-24

HOLIDAY CLOSINGS

OTTO closed July 3rd for the Fourth of July

“ A sale is not something you pursue; it's what happens to you while you are immersed in serving your customer. ”
~ Unknown

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

OTTO
Expect Excellence.