



ALTEC LANSING CEILING SPEAKERS & HARDWARE CROSS-REFERENCE

5/7/99								
ALTEC LANSING SPEAKERS			BOX	DEPTH	CU. FT.	SHAPE	GRILLES	T-BRIDGE
All 109's All 409's	All 209's All Pro-8A's	All 309's	5181-XM	8"	1.0	square	5282-W L - edges square 5284-WM beveled edges sq.	5487-X 5487-X
All 109's All 409's	All 209's All Pro-8A's	All 309's	5182-XM	8"	2.0	rect.	5282-W L - edges square 5284-WM beveled edges sq.	5487-X 5487-X
All 109's 409-8E	All 209's All Pro-8A's	All 309's	5184-E existing construct.	4-1/8"	0.6	round	5281-W round	5487-X
All 109's 409-8E	All 209's All Pro-8A's	All 309's	5184-N new construct.	4-1/8"	1.5	round	5281-W round	5487-X
All 109's All 409's	All 209's All Pro-8A's	All 309's	5189-X	10-1/4"	1.0	round	5281-W round	5487-X
920-8B			5185-XM	8"	2.0	rect.	5283-WM square	*****
920-8B 925-32T	925-8B	925-16T	5186-X	12"	3.0	rect.	5283-WM square	*****
All 205's	All 405's		5194-XM	7-1/4"	0.25	round	5294-WM round torsion spring	*****
All 205's	All 405's		5195-X	6-13/16"	0.25	round	5295-W round screw mounting	*****

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May 27, 1999

Hello!

Most of you know that the University Sound brand has been retired. Many have asked why this happened. The answer is quite simple. Our goal was to combine two forces into one, thus achieving an expanded offering of commercial sound products by Altec Lansing. The plan was implemented by selecting the best University Sound items to be incorporated into the Altec Lansing line. This transition has not been an easy thing to accomplish. It has not received priority over other more important things that have occurred within our organization. Now that the dust has settled from the merger of Telex Communications, Inc. and EVI Audio we can focus on this task.

On March 15th we kicked off the "ORGANIZE USA PROJECT". The project (USA) involves University Sound and Altec Lansing products. The purpose of this project is to continue in a determined manner the change over of University products to Altec products. This will involve printing new data sheets, product labels and shipping boxes. Additionally, some of the University Sound products have been selected for improvement. Currently, there are numerous products that continue to be manufactured and labeled University Sound. They appear in your price lists as Altec Lansing products because it was decided to keep the model numbers the same. During the next few months these items will have the University name removed and replaced with Altec Lansing. Thank you for being so patient with us. I know you have been confused and irritated by all of this, but now is the time to move forward and make things better. Let's focus on the future.

Enclosed, you will find a University Sound Products Status Report and an Altec Lansing Speaker & Hardware Cross-Reference chart. The status report will give you the status of every University Sound product as of 5/7/99. This report lists each item by page order from the last published University Sound catalog printed in 1995. The cross-reference chart will make it easier for you to match our ceiling speakers to the appropriate back enclosure, grille, t-bridge, etc.

In the coming months you will receive more beneficial information and positive news from us regarding our new focus for Altec Lansing. If you have any questions please contact me at 800-234-6831, ext. 725, or via FAX at 616-695-1304.

Respectfully,

A handwritten signature in cursive script that reads "Michael Webb".

Michael Webb
National Sales Manager
Altec Lansing Commercial Sound Products