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3 page FAX

Interoffice Memo

To: BDC/REPS

Date: 11 August 1998

cc: Jim Long, Mike Torlone, Dave Hosbach, Monte Wise

From: Mike O'Neill

Subject: Attached News

Dist BDC: Dan Dantzler, Paul McGuire, Joe Winebarger, Dave Merrey, Martin Traut, Bob Doyle, Steven Chan, Roger Gaines, Kazuyasu Takane, Colin Formston, Garry Templin, Tony Sawyer, Mathias von Heydekampf, Tom Anderson, Hayleyanne Fitzgerald, Paul Baretta

Dist REPS: Jim Loppnow, Sam Keiser, Mike Klickstein, Steve Linn, Skip Godwin, Jim Starin, Ed Kickham, Neal Weber, Joe Stopka, Scott Lysne, Tom Petchell & Roger Burns, Debra Hahn, Tom Ostermann, Rick Hanson, Chris Jones, Gary Jones, Bob Martin, George Falkenbach, Paul Friedman, Ronnie Wilson, Mike Marr, Chuck DiModica, Greg Ouzunoff, Perry Lengyel, Wally Wilson, Jerry Whaley, Gerald Chaney

Hey guys: Have a look of what Tom Ostermann did on the following pages. This is exactly what the VI 28 was designed for. It gives you an opportunity to go in with a lower cost, but higher performance solution and capture lots of market share. Tom looks like he's well on track in capturing some market share. (Tom-could the red car be far away?)

Call if you have any questions. This is another great opportunity.

BC

electronic sales inc

Fax

To: Mike O'Neil	From: Tom Ostermann
Fax:	Pages: 2
Phone:	Date: 8/10/98
Re: EVI-28 Demo	CC: Monte Wise

Urgent For Review Please Comment Please Reply Please Recycle

- **Comments:** Recently I had the opportunity to demonstrate the EVI-28 against a Bose distributed ceiling speaker install. The room was a small hall (40'X60'). It had 9 Bose ceiling speakers evenly distributed in the hall. The ceiling was a 9.5' drop ceiling. I made a stand mount out of wood for the EVI-28 (see picture). The EVI-28 was pushed right up to the drop ceiling above a podium at the front of the room. We could run both systems, the levels were set from center of room at about 68 dB pink noise. Then we did individual readings from 9 different positions in the room. I have included a listing of the measurements. In all cases the EVI-28 out performed and was desired over the distributed Bose. In time the Bose became quite annoying while trying to concentrate on a speaker at the podium. Music did sound ok through both systems. We are having one installed on a test site to see if cosmetics will be an issue. I was quite impressed with the EVI-28. I feel we need to do much more hype on the VI story.

Picture to follow

EVI-28

B-66
E-67

B-66
E-76

B-65
E-68

B-70
E-68

B-71
E-71

B-68
E-68

B-67
E-67

B-68
E-69

B-68
E-69

Locations are approximate, measurements were done with a SPL meter.
B=Bose, E= EV. All #'s on SPL from meter using pink noise.