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Interoffice Memo

To: BDC/REPS

Date: 5 February 1999

From: Mike O'Neill

Subject: Sx80

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First, thanks a million for all of your support not only on the Sx80, but Eliminator family and in general all of your support for our company's products at the recent NAMM show. The wireless were received with a lot of enthusiasm as were the loudspeaker products. I think we can build a great future based on the momentum we began to build with these products.

Now for the real purpose of this memo. Many people talked about connector options for the Sx80. When we originally introduced it, we expected push terminals for the non transformer version and barrier strip for the transformer version. As we learned at the show, applications for this product were much broader than expected and as a consequence connector options are aggressively being pursued. As of this setting, it is our intent to offer contractor versions, the push terminal as well as the barrier strip. We will also offer a single 4 pin Speakon connector (there is not enough room for parallel Speakon connectors, but please remember that because we use only pins 1+ and 1- that pins 2+ 2- can also be used to parallel out of the same connector). We will also offer 1/4" phone connectors. We will put two of them in parallel. That will give us 4 connector options, but we very much request your help in getting information to us and Tony Sawyer about potential volumes of all these connector variations. This will allow us to minimize our inventory levels and maximize our ability to respond to your needs. Please let Tony Sawyer or I know as soon as possible. Again, thanks a million for your support. That red car is getting closer all the time.

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