

Dear Elite Screens Valued Customers,

Well the holiday season has come. I hope you have had a wonderful business in 2005 and continue growing in 2006.

In case you are not yet aware, we have moved to a larger facility and are now stocking about 50+K screens in our facility to meet your “Need to Ship Today” fast paced business. Thank you for your continued support as we continue our focus on our customers while maintaining continued support for your business needs. We look forward to your success and the continued opportunity for us to provide



reliable and quality service. Your success is important to us as it allows us to grow in accordance with fulfilling your business requirements while acquiring an intimate knowledge of your ever-changing business needs.

**A. Market Update: 2005 to 2006 EST. 1.8M to 2.3M projectors**

**B. 75 % attach rate of projector:** Just to give you an idea, if you are selling 100 projectors monthly, there is a high statistical likelihood that you can sell 75 screens. You may be missing out on a great opportunity if your screen sales figures are not close to this number. Contact us; we can help you develop a top 5 to 10 sku that will help increase your projector sales.

**C. New Products Just Arrived !!**

a. **ez-Frame Series: New Velvet Fixed Frame Screen, In Stock !!** , Full line from 84”-200”,

Elite Screens Inc.

16410 Manning Way Cerritos, CA 90703

Phone 562-483-8198 / Fax 562-483-8498 / [www.elitescreens.com](http://www.elitescreens.com)

4:3-16:9, High Contrast Screen Gray Material, Black Velvet-Coated Aluminum Frame.

- b. **Ez Mount Series:** New Universal Projector Mount: 3 models to select from
- c. **Ez-Cinema Series: Portable Telescoping Floor Pull Up Screen:** Full line from 60” 4:3 will fit most bedrooms while the 100” 16:9 screen is perfect for the den or living room. It comes with a standard carrying case and has an advantage over the Manual or Tripod screen as a more compact and portable product.
- d. **Ez-Cinema Plus Series, Portable Scissor Floor Pull Up Screen:** Full line from 60” to 100”, 1:1, 4:3 and 16:9. This is an easy way to set up your home cinema movie theater anywhere from the bedroom to the living room, Patio or conference room for business or social occasions. This is a portable and highly versatile screen that does not rely on the need to be hung anywhere.
- e. **CineTension Series:** A High end Tension Electric Screen. Come with Standard 18” Top black drop, IR and RF remote control at no extra cost. Coming around Thanksgiving Time, Contact your sales rep. for more details.

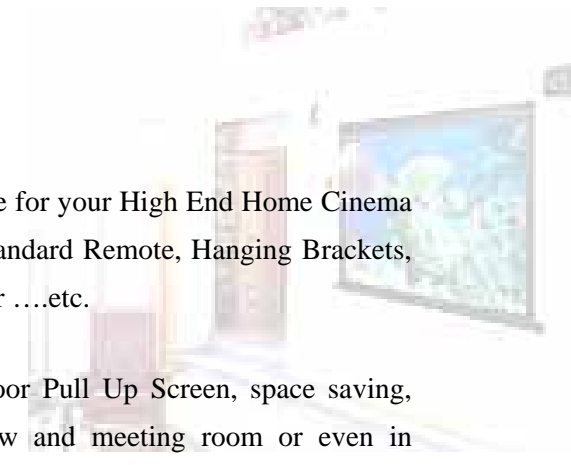
#### **D. Top Selling Elite Screen Models in 2005**

1. **ez-Electric Series, Model: VMAX100UWH** – Best for “Wow!” Home-Cinema Screen – 100” Diag. 16:9, Electric Wall/Ceiling Screen, Includes IR and RF remotes, 6” L Bracket, Extra 18” Top Black Drop for Ceiling hanging, MSRP \$499,
2. **M100UWH** – Best Budget Home Cinema Manual Wall/Ceiling Screen – 100” Diag. 16:9 Manual Pull Down Screen. Great for Cinema, HDTV format, Projector Bundle Deal. Includes 6” L bracket and Dry Wall Screws, MSRP\$189
3. **ez-Electric Series, Model :VMAX100UWV** – Best for All-Applications – 100” Diag., 4:3, Electric Wall/Ceiling Screen, Extra 18” Top Black Drop, IR and RF Remote, MSRP \$499, includes EVERYTHING! ( 6 ” L MOUNTING BRACKETS, SCREWS, RF /IR Remote...)
4. **M84NWV** – Best Manual All Application Screen – 84” Diag. 4:3, Manual Pull Down Screen. Perfect for a Bundling deal with a Projector. Only \$129 MSRP.

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5. **Home100H** – Our top of the line Electric Screen. Best suitable for your High End Home Cinema Projector – Best Selling model: 94” Diag. Electric Screen, Standard Remote, Hanging Brackets, Plug & Play. Fiber Glass Screen Material, Optional 12V trigger ....etc.
6. **F100NWH** – Out Most value portable 16:9 Telescoping Floor Pull Up Screen, space saving, suitable for living room, bed room, patio movie, tradeshow and meeting room or even in Classroom. No hassle on make a hole on the wall and hang screen. 100” Diag. large enough for your need. Large then life....

To help our customer, we created a new 6-fold screen catalog. It is a full line catalog which covers our entire projector screen line including the ez Cinema Plus, ez Frame, ez Electric, ez Mount to Manual and Tripod screen, 60”-200” all standard stock items. Contact your Elite Sales Rep. to request the new catalog.

We also help you create top 10 , 20 and 30 skus to help you determine what screen goes best with what projector. It is our intention to help you develop your business. Call us today, we can help your business grow.

Our mission is to provide an affordable quality screen to fit your customer’s needs in a timely manner. To accomplish this, we focus on fewer distributors and fewer screen skus while maintaining a standing on-hand stock at few thousand units per each standard size/ratio screen in our warehouse. Keeping this amount of stock will allow us to meet your immediate needs.

Please contact us should you have any questions or comments.

Thank You.

David Rodgers  
Marketing Manager

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[davidrodgers@elitescreens.com](mailto:davidrodgers@elitescreens.com)



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