



Rep Memo

Date: 2/22/99
To: All Gentner Reps
From: LeeAnn Doane
RE: ALS Update

With Easter just a few weeks away I want to make certain you have contacted all your dealers regarding Gentner's many new ALS offerings. Overall ALS sales have been flat and Easter will provide us an excellent opportunity to get back on track. Are you aware that:

- ❖ Gentner's entire line of 72-76 MHz FM system has been enhanced over the last 6 months?
 - The TX-37a underwent a major modification that improved harmonics, expanded the range, and improved overall audio quality.
 - We developed the Digital-1 and Digital-6 receivers that have a digital tuning processor that enables the receiver to stay locked onto the desired frequency.
 - We have improved the performance of the earbuds.
 - Our headphones are a new design. They are flexible, comfortable, and have replaceable foam ear cushions

- ❖ Gentner is the **FIRST** company to come out with a system in the 216 MHz range? This means we can now promote the system in language translation, IFB or tour applications!! It's all digitally tuned so there will be no chance of drifting. The Venture-Express has a built in squelch control so if you accidentally turn it off or change channels it won't hurt the user's ear!

Easter is a primary time of year for churches to make buying decisions for assistive listening products. We have a terrific system at great dealer margins. Everything is in stock and if your dealer/consultant hasn't seen the product in awhile, I would strongly suggest getting them a demo.

Happy sales and looking forward to a happy Easter!

A handwritten signature in cursive script, appearing to read "LeeAnn Doane".