

NILES memo



Date: Tuesday, February 24, 2004
To: Valued Niles Dealers
From: Mike Detmer, Vice president of sales and marketing
Subject: Niles speaker selectors: old-to-new transition strategy

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During CEDIA we introduced an enhanced line-up of speaker selectors that will begin shipping soon. The items listed below will replace current offerings. I hope that this memo will guide you through the transition. Of course should you have any questions, don't hesitate to contact your local Niles representatives, our customer satisfaction representatives, or me.

Product Application	Old Line-up	New Line-up	Enhancements
Four pair - speaker selector	SPS-4	SS-4	Removable screwless connectors Accommodates 14 gauge wire
Six pair - speaker selector	SPS-6	SS-6	Removable screwless connectors Accommodates 14 gauge wire
Four pair - High-Power speaker selector	HDL-4	HPS-4	Removable screw down connectors Accommodates 12 gauge wire
Six pair - High-power speaker selector	HDL-6	HPS-6	Removable screw down connectors Accommodates 12 gauge wire
Table-top Volume Control	SVL-1	TVC-1	Selectable Impedance Removable screwless connectors Accommodates 14 gauge wire
Two-Pair Speaker Selector with Volume Controls	SVL-2	SSVC-2	Selectable Impedance Removable screwless connectors Accommodates 14 gauge wire
Four-Pair Speaker Selector with Volume Controls	SVL-4	SSVC-4	Selectable Impedance Removable screwless connectors Accommodates 14 gauge wire
Four-Pair Speaker Selector with Volume Controls and A-B amplifier Inputs	SVL-4AB	Discontinued	N/A
Six-Pair Speaker Selector with Volume Controls	SVL-6	SSVC-6	Selectable Impedance Removable screwless connectors Accommodates 14 gauge wire

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Availability of old and new Niles speaker selectors

The table below reflects the projected availability of old and new speaker selector models:

Old Selector Models	Available until approximately	New Selector Models	Available from approximately
SPS-4	March 8, 2004	SS-4	March 10, 2004
SPS-6	March 12, 2004	SS-6	March 15, 2004
HDL-4	March 4, 2004	HPS-4	March 8, 2004
HDL-6	March 24, 2004	HPS-6	March 29, 2004
SVL-1	February 27, 2004	TVC-1	March 1, 2004
SVL-2	March 8, 2004	SSVC-2	March 10, 2004
SVL-4	March 12, 2004	SSVC-4	March 12, 2004
SVL-4AB	February 23, 2004	N/A	N/A
SVL-6	February 23, 2004	SSVC-6	February 25, 2004

Our hope is that this transition is smooth for you and we are confident that you will be impressed with new our speaker selector line-up. Again, should you have any questions, don't hesitate to contact your local Niles representative, our customer satisfaction representatives, or me.

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