

ANN ARBOR TERMINALS, INC

6107 JACKSON ROAD ■ ANN ARBOR, MICHIGAN 48103

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COMPANY. Ann Arbor is a broad-line manufacturer of CRT display equipment. We were incorporated in Michigan in 1970, are wholly-owned by our employees, and carry a 3A1 D&B Rating. We have delivered over 20,000 terminals to date and are currently delivering at a rate of over 500 terminals per month. Our active customer list numbers over 1,000 and includes a major portion of the Fortune 500, many of whom have been with us for over 5 years. We are especially strong in the industrial and medical markets where ruggedness and reliability are vital.

PRODUCTS. Ann Arbor utilizes a building block approach to its product line. We offer a variety of cases, keyboards, and display modules that can be mixed and matched for applications ranging from the most modern office to the most demanding factory environments.

Our display modules are microprocessor-based. Display format, character set, and functions are under firmware-control. This enables us to offer an extraordinarily broad line of standard products and options at an economical price.

In addition, it enables us to respond well to your "custom" needs. We offer customization services ranging from simple keytop engraving, special paint, etc. through the design or emulation of complete products to satisfy your special requirements.

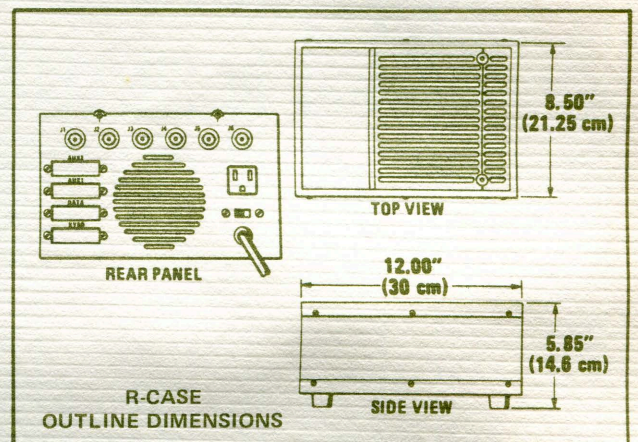
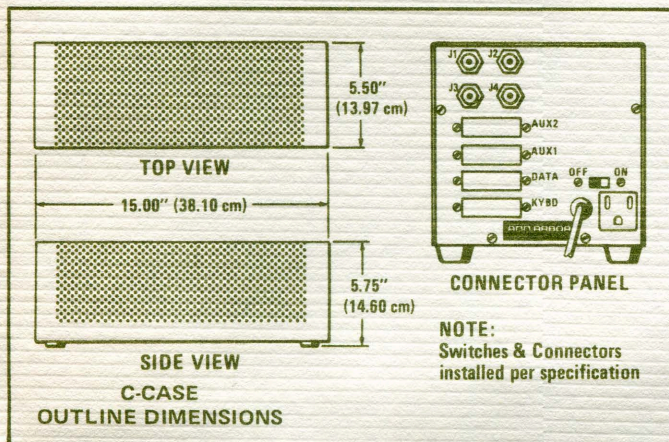
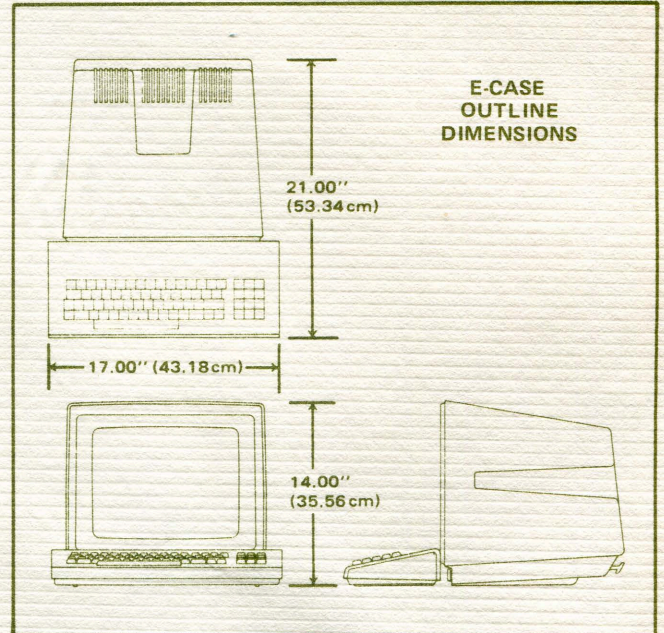
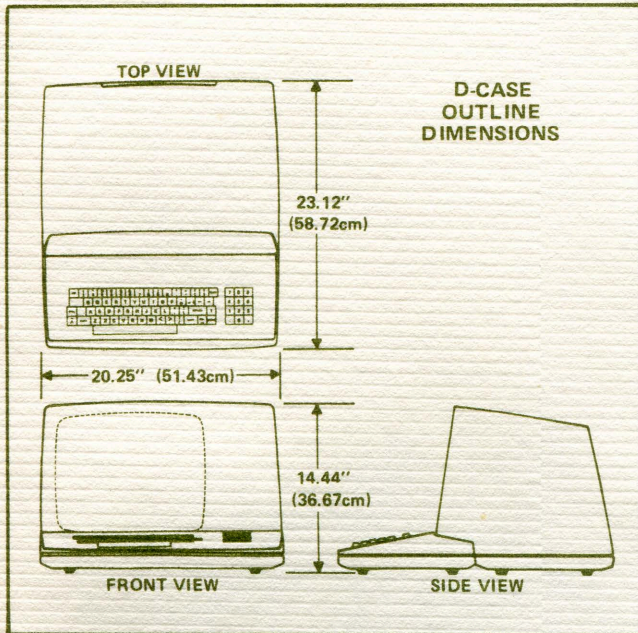
DEMOS. Because of the large number of products we offer, we cannot economically distribute complete demo equipment. We maintain a few representative products in the hands of our sales representatives and a few others on a rotating basis out of the factory. However, we probably cannot demo the exact product you are interested in. Instead, we offer a conditional purchase arrangement. Just add to your purchase order the words, "Unit may be returned for full credit within 30 days from the date of shipment." You get the unit; you use it in its intended application; if you don't like it, you return it. This offer is restricted to the first unit of a kind, and does not apply to units customized specifically for you.

DELIVERY. Because of the large number of products we offer, we stock standard subassemblies and build final production units to your order. In most instances, you should allow eight weeks for delivery. If you are a new customer, or are considering purchase of something other than what you normally purchase, we may be able to do better on a small quantity of units.

WARRANTY. Ann Arbor provides a 90-day warranty with all its products. A one-year warranty is available, if required, for 10% of the purchase price at time of order only.

SERVICE. Ann Arbor supports its equipment through a Factory Service program. Equipment returned to the factory will be repaired, or replaced, and returned to you within one week of either receipt (warranty repairs) or authorization (non-warranty repairs). (Please allow longer for out-of-production units.) If your application does not permit down-time, we recommend you purchase spares. Our marketing group will be happy to make specific recommendations at your request.

TRAINING. If you are purchasing equipment that you wish to maintain yourself, we recommend that you purchase a documentation package at time of order. This will provide you with all information needed to troubleshoot and repair your equipment. If required, we can provide Factory Training for your technician at a nominal charge.



PACKAGING OPTIONS. Besides offering a wide variety of display options, Ann Arbor offers the user up to four standard case options. The E-Case (upper right) is a compact terminal which can be desktop or rack-mounted and features a 15-inch nonglare screen and detachable keyboard. The D-Case (upper left) is a larger desktop terminal featuring a sleek, modern design to blend with any office decor. It also uses a 15-inch nonglare screen and detachable keyboard. Two controller packages are available for applications that require a nonstandard (other than 15-inch) monitor and/or applications that require a more rugged package for harsh environments. The C-Case controller (bottom left) is a sheet metal enclosure containing the CRT display electronics. The R-Case (bottom right) is functionally the same as the C-Case, but is available with a rack panel accessory for easy installation into a 19-inch rack. The controllers may be interfaced to standard RS170-compatible TV monitors and mechanical switch-matrix keyboards. Ann Arbor also offers unpackaged data display modules for OEM applications. Consult factory for details.



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April 10, 1979

Mr. Richard Wittmann
Partner
WITTMANN ENG. & MFG.
10002 W. Pacific Ave.
Franklin Pk. IL 60631

Dear Mr. Wittmann:

Thank you for stopping by Ann Arbor Terminals' exhibit at the SEA, Inc. booth in Chicago's COMPUTER EXPO '79.

I am enclosing some general information on Ann Arbor's product line for your review. Ann Arbor manufactures a broad line of CRT terminals and display electronics, ranging from a simple desktop terminal to more sophisticated batch/edit terminals to a unit that displays 40 lines of 80 characters. A wide variety of software, function and case configurations allow the user to tailor the terminal to his or her application.

Please look this over, and if you have any questions feel free to contact me or our sales representative at:

SEA, Inc.
1225 Carnegie St., Suite 107
Rolling Meadows IL 60008
(312) 255-4820

Sincerely,

Mary Wait
Mary M. Wait
Marketing Coordinator

Enclosures

cc: file