



cable pressure AirMAIL

System Studies Incorporated

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This first AirMail bulletin of 2016 lists some important reasons why you should consider installing a 289H LSS or 289H-M LSS monitor. If your old Sparton, Chatlos or Hercules monitor is no longer serviceable, or if you're fed up with it and have decided finally to upgrade, our 289H equipment is the way to go. As you will read, the 289H monitors, as well as our uM260 Micro Monitor, perfectly complement the PressureMAP / PressureWEB software.

Together, they provide powerful new features and evolving capability that brings your monitoring system up to date with the latest technology.

We also provide two AirMail Factoids below that offer insight into how model designations are derived, at least in our case, and what kind of expertise you can expect when you call our Technical Support hot line. We think you might be impressed.

System Studies Incorporated

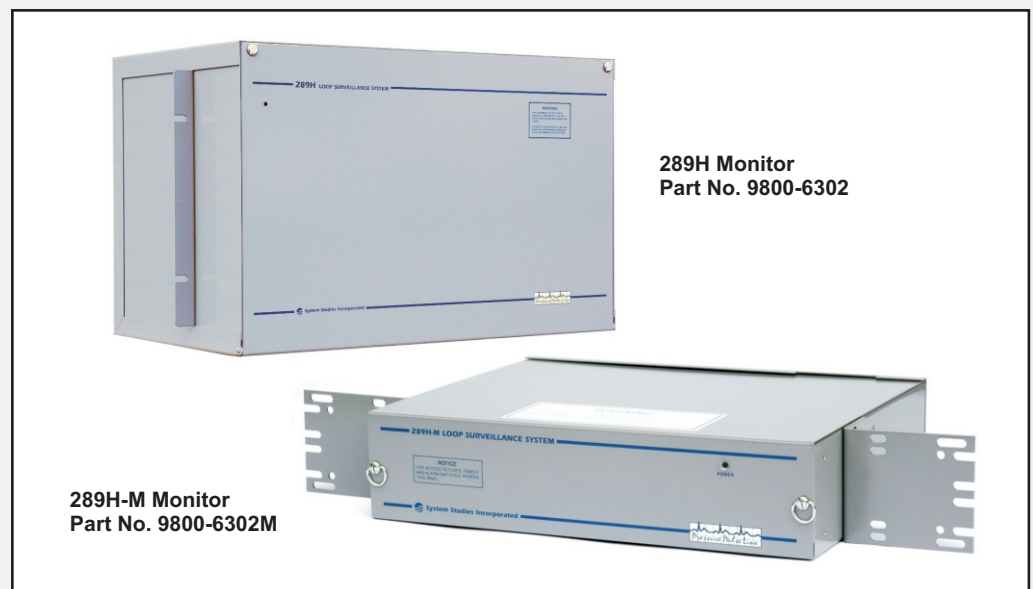


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289H LSS Feature Summary

There comes a time when just about any type of merchandise or equipment becomes obsolete. What's the life span of the typical smart phone, flat screen TV or digital camera? Not very long, that's for sure. Fortunately, the average replacement time of an air pressure monitoring unit is not nearly as short. But when does it stop making sense, from a performance standpoint, to hang on to that old Sparton, Chatlos or Hercules equipment?

When System Studies set out to modernize air pressure monitoring back in the 1980s with the introduction of the 289 monitor, we knew we needed to build a functional, dependable unit that would last for decades, but still provide modern, evolving functionality based on the power and capabilities of PressureMAP™. Today with PressureWEB™ and the 289H LSS, this perfect marriage of trouble-free hardware and powerful, feature-rich software has absolutely proven to be the way to go.



If your old air pressure monitor has "bitten the dust" or you're finally ready to upgrade your cable pressurization monitoring, here are some of the features you can gain by switching over to a 289H LSS or 289H-M LSS monitor:

- Designed for centralized monitoring application - does not require an on-board monitoring device database (uses PressureMAP database and eliminates the effort and expense of maintaining two databases, as is the case with other monitors)
- Available in two sizes to meet all office monitoring requirements - full sized 289H chassis monitors up to 1,000 monitoring points; 289H-M reads up to 50 monitoring points.
- Full monitoring capabilities for the embedded plant - reads both resistive and current loop output devices on dedicated and subscriber monitoring pairs.
- Provides more accurate pressure and flow information - utilizes the higher reading resolution of the stepless, 4-20 milliamp transducers for improved monitoring.
- Has the ability to test device pairs that do not indicate valid, programmed readings - can remotely access resistance readings across a pair, read the resistance of each side of a pair to ground, and detect the presence of battery (both AC and DC) on a pair.

289H LSS Feature Summary (continued)

- Can detect open circuits and identify whether an open circuit is the result of someone removing a jumper in the central office or actual conductor trouble in the field.
- Offers tone generation capability - can place both locator tone and pseudo-data tone on device pairs (helps eliminate pairs being stolen in the field and assists technicians in identifying assigned pairs during transducer installation and troubleshooting).
- Provides either LAN or modem communications.
- Full compatibility with System Studies digital panels.
- Exceptional, quick response, person-to-person technical

support from System Studies - takes advantage of knowledge-based solutions to reported concerns and/or problems.

- As new monitoring devices and PressureMAP Device Types become available, hardware upgrades are generally not required (modifications are done in the PressureMAP software).

Start off 2016 on the right foot. Put a new 289H or 289 H-M LSS monitor in your CO. For ordering or additional technical information about the monitors, please contact the System Studies Field Engineer in your area. You can also call 800-247-8255, and we'll be glad to be of assistance.

Factoid #1: Product Model Origins

Ever wonder how companies come up with model designations or part numbers? Well, here's the story on our 289H LSS Monitoring System.

As with every product under development, you need a model number for tracking, assigning a bill of materials, marketing, etc. Being Ford guys, we thought that the famous 289 V8 engine should be immortalized. Thus, the model number 289.

When we improved the monitor to perform diagnostics, we upped the horsepower to the 289 HiPo, which is the solid lifter version of the 289. The result . . . birth of the 289H. Incidentally, our other small-office Micro Monitoring System was tagged the uM260, just a smaller version of the 289. So, that's it.

Of course, we've been asked by several people over the years, "When will you come up with a model 350?" Somewhere in the response is the phrase, "When hell freezes over." Hey, maybe a 351C. We'll see.



Factoid #2: Technical Support Expertise

Do you ever wonder who's on the other end when you call the System Studies Technical Support hot line? Experts, that's who. There are no rookies in camp this year, and there haven't been for nearly two decades.

Chances are you've already spoken with either Marty, Beth or John C., our exceptional Tech Support team. Marty was Tech Support Rookie of the Year way back in 1987. Since that time he's developed a skill set that qualifies him as one of our most valuable players. Beth is our other co-MVP; she's been with the company almost 20 years and has successfully handled just about every hardware and software-related problem there is. John C.'s resume includes an impressive 41 consecutive years of air pressure experience beginning with AT&T and, for the past dozen years, with—System Studies. His vast experience sets a pretty high bar for anyone in the air pressure business.

Combined, this group provides a formidable, front line response to your technical inquiries.

That's not to say, of course, that the expertise stops there. Sometimes a call will require additional assistance, from upper management to software engineering. In fact, your

issue may be looked into by as many as six or seven individuals who, together, have an unprecedented, record-setting wealth of cable pressurization knowledge and experience. Let's look at some of the numbers.

Years with System Studies:

Bob, CEO - over 37 years

Bill, Vice President - over 37 years

Eric, Senior Software Engineer - 20 years

John M., Software Engineer - 16 years

Marty, Technical Support - 28 years

Beth, Technical Support - 18 years

John C., Customer Support - 12 years

Dan, Mechanical Designer - 33 years

If you can stump these individuals with questions about air pressure or System Studies' hardware and software products, you'll definitely be a first ballot inductee into the Caller Hall of Fame. Of course, our team approach to Tech Support probably won't let that happen.