

HURRY!
Each Seminar is
limited to the first
30 paid participants!

Linear  **OSCO**

Technical Seminars
March 7-8 and 9-10, 2006

Mark your calendar to attend one of OSCO's Technical Service Seminars being held March 7-8 and 9-10, 2006, in Casnovia, Michigan. Our seminars will cover UL325, basic electricity, accessory information, hands-on troubleshooting, and the latest in safety standards for both door and gate operators. There is a registration fee of \$65 per person for OSCO customers.

To register, please call Cheryl at 1-800-333-1717, ext. 3334, to request a registration form to be faxed or mailed to you.

HURRY! EACH SEMINAR IS LIMITED TO THE FIRST 30 PAID PARTICIPANTS!

Operator Specialty Company, Inc.
P.O. Box 128 • Casnovia, Michigan 49318

**Please Read
and Share With
your coworkers!**

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Operator Specialty Company, Inc.
P.O. Box 128
CASNOVIA, MI 49318

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Linear  **OSCO**

OPENER FORUM

Linear ACCESS **Linear OPERATORS** **Linear RADIO**

Published for the dealers and distributors of Operator Specialty Company, Inc.

Winter 2006

Happy New Year

Reflections on 2005 – Thank You!

With the start of a new year upon us, we would like to take a moment to reflect and sincerely thank you for making 2005 the biggest year in Linear/OSCO history.

From the Linear/OSCO family, we send our warmest appreciation for the dedicated and loyal support you have given us during 2005. We want to recognize and acknowledge that it is the dedication and hard work that each of you has put into your business

that has made this growth possible. It is your success that is the driving force of our business.

In 2006, Linear/OSCO will continue our commitment to respond to your needs and provide products and services that help you profitably build your business. It is the growth of our companies together that creates the strong foundation of a winning team.

We look forward to 2006 as we bring new products to market offering

expanded opportunities for growth together. Our pledge to you is to provide the quality products and support you need for success in 2006.

From our family to yours, we wish you a happy and successful new year.

**WISHING
YOU A
PROSPEROUS
YEAR**

And the Survey Says.....

In our last newsletter we conducted a survey regarding our technical support department's effectiveness. We were very gratified with the overwhelming positive response.

The vast majority of the respondents gave very positive marks to our technical support team.

The overall rating of staff knowledge was 4.6 out of a possible 5. The overall helpfulness also was a 4.6.

The time to receive a return call varied greatly, but the vast majority of them were under 30 minutes.

Our goal is to return all calls in under 20 minutes, and it will most often be sooner than that. With varying call volumes and lengths, the wait may be longer, but we recruit help from other departments when we can until we are caught up.

We are continually striving to improve our level of service to you, and we greatly appreciate your comments and constructive criticism.

Please let us know what we can do to serve you better.

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Visit: www.operatorspecialty.com • Email: info@operatorspecialty.com

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Cold Weather = Cold Weather Package

During these cold weather months in the north, our thoughts turn to ... cold weather packages. Hopefully you have peace of mind knowing that your current installations were well prepared with a cold weather package.

If you haven't been purchasing operators with one of these packages, and you have installations in an area that regularly reaches freezing temperatures or below, we recommend adding the cold weather package. Please add the part numbers shown in the box below to future orders:

We are glad to announce the cold weather package is now available in the following models: HSLG, VS-GSLG, and VS-GSWG.

2650-111	Cold weather package for 115V operators
2650-112	Cold weather package for 230V operators
2650-148	Cold weather package for 460V operators

What is a cold weather package?

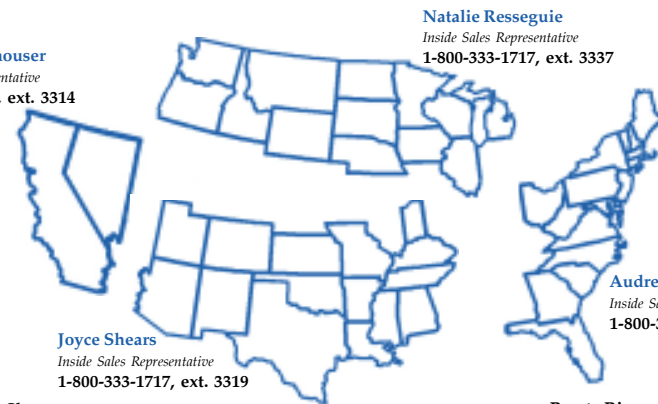
A cold weather package includes cogged v-belts, a heater and Arctic oil for the gear reducer (if equipped).

What are the benefits of the cold weather package?

Temperatures below freezing will definitely cause the working components of the operator to work harder. Once the gear reducer is exposed to cold temperatures, the oil within the gear reducer will become thicker. The Arctic oil used in a cold weather package has been formulated to allow the gear reducer to function properly under temperatures as low as -22°F. The cogged v-belts also add a considerable amount of dependability to an operator in cold conditions. Cogged belts will prevent the belts from slipping due to moisture or frost that may be built up on the pulleys. Cogged belts also add increased flexibility compared to the standard v-belt. Once a heater is installed in an operator, the working components of the operator will function under a more suitable temperature. Based on the benefits of a cold weather package, it is a wise investment.

OSCO Inside Sales Territory Map

Audrey Frankhouser
Inside Sales Representative
1-800-333-1717, ext. 3314



Joyce Shears
Inside Sales Representative
1-800-333-1717, ext. 3319

Canada = Joyce Shears

Natalie Resseguie
Inside Sales Representative
1-800-333-1717, ext. 3337

Audrey Frankhouser
Inside Sales Representative
1-800-333-1717, ext. 3314

Puerto Rico = Audrey Frankhouser

Mailing Payments to Linear/OSCO

All payments for Linear/OSCO invoices should be sent to:
P.O. Box 11126
Fort Wayne, IN 46856

Payments for Linear invoices should be sent to the California location.

Upcoming Events

FenceTech 2006
Las Vegas, Nevada
February 1-3, 2006
Visit us at Booth #1341

Northern Ohio AFA Chapter Tabletop Show
Independence, Ohio
February 25, 2006

Greater Chicago AFA Chapter Tabletop Show
Countryside, Illinois
March 4, 2006

OSCO Technical Seminars
Casnovia, Michigan
March 7-8 and 9-10, 2006
Call Cheryl at 1-800-333-1717, ext. 3334

Michigan AFA Chapter Tabletop Show
Livonia, Michigan
March 11, 2006

Special Door and Gate Operators

In recent months, there have been some changes in our commercial door operator product line.

The Model M and Model JMB remain a part of our standard product offering. OSCO has always been recognized in the industry for producing "special" door and gate operators for blast doors, explosion-proof doors, aircraft hangar doors and extra-heavy gates.

If you have a job that requires a "special" door or gate operator, just give your inside sales representative a call. Please allow one week to receive a quote and supply us with the following information:

- Type of door or gate
- Weight of door or gate
- Length, width and height of door or gate
- Duty cycles
- Voltage and phase of available power
- Location of operator (indoor or outdoor)
- Architectural drawings if available

SCREENING SLIDE GATES
All openings shall be designed, guarded or screened from the bottom of the gate to a minimum of 48" above grade to prevent a 2 1/4" diameter sphere from passing through the openings anywhere in the gate, and in that portion of the adjacent fence that the gate covers in the open position.

REMEMBER: 7 FEET! All access control devices are to be placed at least seven (7) feet from any position through which the gate may travel.

COVER ALL EXPOSED ROLLERS!
ASTM F2200 requires that all exposed rollers are covered! Safety-conscious dealers recognize the need for roller guards and always insist they be installed.

Accessory Price Changes

Due to price increases from our vendors, it has become necessary to increase list prices on a few accessory items in the gate pricebook #118. Please note the following changes on preformed loops and electric gate edges:

2500-1502	Loop preformed XLT in PVC, 6'x12'	\$240.00
2510-195	Loop preformed XLP in PVC, 6'x15'	\$270.00
2520-300	Edge kit, MGO20 with channel, 3'	\$215.00
2510-281	Edge kit, MGO20 with channel, 4'	\$225.00
2510-042	Edge kit, MGO20 with channel, 5'	\$255.00
2510-349	Edge kit, MGO20 with channel, 6'	\$315.00
2500-2112	Edge kit, MGR20 with channel, 4'	\$225.00
2500-2009	Edge kit, MGR30 with channel, 5'	\$255.00
2500-2010	Edge kit, MGS20 with channel, 5'	\$255.00

New Faces in the Linear/OSCO Team



John Sumner
Linear Entry Systems
District Sales Manager
AZ, NM, CO, UT



Scot Stevens
Linear Entry Systems
Western Region
Gate Specialist

Linear Entry Systems is proud to welcome John Sumner. John and his wife Maureen owned and operated a residential garage door company in Southern California for the last 22 years. He has one daughter who is in her first year of college at the University of Arizona.

Scot Stevens has joined the Linear/OSCO team as the Western Region Gate Specialist. Scot brings over a decade of experience in the gate and access industry. His experience includes five years as a residential gate and access dealer as well as sales positions within the access industry. Scot resides in Southern California.

CLIP AND SAVE

Linear/OSCO Employee Telephone Extensions

We have recently upgraded to an automated telephone system. Below is a directory of employee extension

numbers that you will want to clip and save for reference.
Phone: 1-800-333-1717

Dan Roossinck (tech. support)	3345	Audrey Frankhouser (sales)	3314
Jason Jensen (tech. support)	3345	Joyce Shears (sales)	3319
Kevin Ward (tech. support mgr./engineer)	3342	Natalie Resseguie (sales)	3337
Larry Hills (engineer)	3323	Randy Baker (prod. marketing mgr.)	3318
Phil Rolfe (purchasing manager/engineer)	3344	Cheryl Rodgers (literature)	3334
Dan Dase (controller/accounting)	3329		