

What's Inside!

Welcome to the October issue of T-Max[®] Times. You may take notice to a new design and layout in the T-Max[®] Times newsletter. The newsletter has changed editors. Check out the Employee Spotlight to learn more about him. If you have any suggestions or comments about the newsletter or any of our products please feel free to contact us. In this issue, we will introduce you to all of the products in the T-Max[®] family. You will learn more about parameter #2 on the T-Max[®] timer in the Quick Tip section. Have you wondered how well our newly released T-Max[®] Manager Pro has been doing? Check it out in the Featured Product: FOLLOW-UP section. Where has summer gone? It was a rather quick one, but fall is here and the tanning season is near. Just a quick reminder to place your orders now. This will help you provide better service to your customers.

Visit the T-Max[®] website:
www.appdig.com

The T-Max[®] Family!

The T-Max[®] Series provides your customers with an innovative tanning bed timing and intercom system. The T-Max[®] Series gives your customers a variety of solutions for their tanning salon that work. Let's take a look at each of the T-Max[®] products so you can become more familiar with them and learn what they do.



L-R Back Row: T-Max[®] Manager, T-Max[®] Manager Pro
L-R Front Row: T-Max[®] 3A/F/I, T-Max[®] 3A/I/Master
Center: T-Max[®] 3A Timer

- T-Max[®] Manager**- Front desk control unit. Connect up to 64 T-Max[®] 3As. View status of 8 at a time. One per salon. Multiple units in a master/slave configuration w/ a computer connected to each.
- T-Max[®] Manager PRO**- Front desk control unit. Connect up to 64 T-Max[®] 3As. View status of 64 at a time. One per salon. Multiple units in a master/slave configuration w/ a computer connected to each.
- T-Max[®] 3A/F/I**- In-room timer w/ built in intercom. Calls front desk and receives calls from the front desk. One per tanning bed. Can also be used as a stand alone timer.
- T-Max[®] 3A/I/Master**- Master intercom controller. Call any room and receive calls from any room. Has an audio input (from PC speaker) to allow for automated in-room messages.
- T-Max[®] 3A**- In-room timer that interfaces w/ tanning bed. Controlled by the T-Max[®] Manager, T-Max[®] Manager PRO or as a stand alone timer. Can also have two units in a master/slave configuration.
- T-Max[®] Monitor Plus**- (not shown) display board which shows the times and status of up to 16 beds in the salon. Select which 16 beds are displayed. Connects anywhere in the salon to the existing T-Max[®] Series network daisy-chain. Install as many units as needed.

Get Ready, Get Set!!

Fall is here and the season is near! If everyone can remember, product availability was a problem last year. This is just a quick reminder for you to place your orders now so that we can plan the production schedule. This will help us to help you in your business' success by getting your products to you quickly. This, in turn, allows you to get your customer's products to them in more timely manner. We have many different options available to you, please contact us so that we may discuss your ordering options.
The time for you to place your order is now!!!





Featured Product: T-Max® Manager Pro

Earlier this year we released the T-Max® Manager Pro. This unit, with it's compact and lightweight design, new easy-to-use buttons and easy-to-read display, has been a tremendous hit with salon owners and operators. "Since the (T-Max® Manager) Pro came on the market, sales have doubled over the previously offered (T-Max® Manager) Plus. That isn't even during the season." says Tony Lacy, the Parts & Service Manager for Four Seasons Sales & Service.



The T-Max® Manager PRO is the way to go.

Employee Spotlight: Steven Place

I am extremely excited to be part of the ADI customer support team and the new editor of the T-Max® Times newsletter. My past experience includes 2 years as the lead technical support engineer for a local security system manufacturer. Previously, I served 4 years in the U.S. Marine Corps as an aviation electrician. Applied Digital is known for outstanding technical and customer support. I will continue to uphold our reputation for excellence. I truly do appreciate working with a team that insists on the integrity of it's products and employees, but most of all, one who puts emphasis on customer value. For any suggestions or comments about this newsletter please contact Steven Place.

See below for contact information.



Quick Tip



In the August issue of the T-Max® Times, we brought you a quick tip on parameter #1 (address), this month we will talk about parameter #2 (beep mode). This parameter is used on high pressure (single-side) beds. When this parameter is enabled, the T-Max® timer will sound an alarm that will beep for 10 seconds half way through the session. This will help to inform the tanning customer that it is time to turn over. If you have a situation where the beeping can not be heard on the timer while the customer is tanning, you can add an optional external speaker. This external speaker is used to provide a louder beep for the beeper on the T-Max® timer.

NOTE: If you are using T-Max® intercom system, this external speaker has nothing to do with the intercom system. It is simply used to provide a louder beep.

Halloween Safety

As the tanning season approaches so do a few holidays. The first holiday that really signals the beginning of the upcoming tanning season is Halloween. Halloween can be a very fun holiday, but you have to be careful. *****Make sure that your children are accompanied by an adult when trick or treating, also inspect their candy/food before they eat it.***** Think Safety First

This is our SUGGESTION BOX.

This newsletter was designed to better help your business' success by familiarizing you with our products and employees. If there is anything we can do to better assist you let us know. See contact information below.

-Steven Place



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