



*“Dedicated to assisting people with varying abilities in regaining independence and providing a new way to look at life!”*

**TO:** Our Valued Partners

**FROM:** Cindy Dellegrazio, Adaptive Technology Resources, Inc.

**DATE:** November 7, 2007

**RE:** New Low Vision Solutions from ATR

Dear Valued Partner:

It is my pleasure to announce that ATR is entering the video magnification market in full force. Although we have been working with low vision products for the past 12 years, we have had an increase in requests for low vision technology solutions. We are proud to announce the following new member of our staff:

**Gabe DeLeon, Manager of Low Vision Solutions**

For the past year, Gabe has been working with the Visual Impairment Services Team Coordinator at the Milwaukee VA Center installing and training on low vision equipment. His patient, relaxed and caring training style have impressed many of his veterans. We have received numerous calls letting us know how they appreciated Gabe's thorough, professional and courteous service.

**Freedom Scientific Low Vision Products**

In addition to representing Freedom Scientific's blindness line of hardware and software solutions, ATR is now carrying their Low Vision equipment in the state of Wisconsin as well. Having worked with many video magnification systems over the last 12 years, we are impressed at the variety of solutions that Freedom Scientific has to offer, and how well they integrate their hardware and software solutions.

Of course, we are continuing our longstanding relationships with other vision solutions manufacturers including Kurzweil Educational Systems and K-NFB Reading Technology among others. It is important to us that we continue to offer clients with special needs a wide variety of solutions.

## Free Onsite Demonstrations

With the addition of Gabe, free onsite demonstrations of the following type of equipment are available in a client's home, school or workplace:

- Tabletop CCTVs with 17", 19", and 21" LCD monitors
- Tabletop CCTVs with PC Connectivity
- Portable handheld video magnification
- Portable OCR (Optical Character Recognition) solution
- Standalone scan and read appliance
- CCTVs with near, distance and self viewing including:
  - PC connectivity
  - Two models of camera arms
  - **MAGic** screen magnification software at no additional charge
  - A portable solution great for classroom and work solutions

If you would like to meet Gabe and examine ATR's new line of low vision solutions, please call us so we can assist you. For your convenience, I have included a catalog describing these products in detail. Please contact ATR if you would like additional catalogs for yourself or your clients.

We look forward to hearing from you!

Sincerely,

*Cindy Dellegrazio*