



DISH RETAILERS

Scott Bohemann joined our Mid-State family as the Commercial Product Manager in May 2016 to assume the position of Mark Smith who will retire in September. Scott has spent his career in the commercial and industrial fields. In 1995, he began building computers for local companies at a computer supply house. Scott then transitioned to inside sales for an industrial distributor where he trained and sold in high tech automation equipment. Following that he worked in the cinema industry installing, maintaining, and repairing cinema sound systems and projectors. In 2006 he became part of the transition from film to digital cinema. He spent several years crisscrossing the country updating theater sound systems and installing projectors.

Scott's experience in Commercial Sound and Video includes the specifying, installation, and troubleshooting of cinema equipment. Scott has continued to gain experience and knowledge within these fields. "We hired Scott because of his extensive experience in Commercial Sound and Video. Not a lot of people have the hands on experience to be able to do what Scott can do," states Jim Hedden.

In addition to the current commercial DISH design assistance, that includes L-Band system, SD Head End systems and MATV systems (OTA). Mid-State Distributing Co. is pleased to announce its new Smartbox program and welcome Scott as a certified Smartbox Trainer. Scott is now able to assist current and potential dealers for Smartbox! The Mid-State program is a full start to finish turnkey solution to help our dealers.

Smartbox Dealer Services include:

- Smartbox Training & Certification.
- Presale assistance: site survey, Smartbox component specifications.
- Ease of activation, Mid-state will handle the activation via Sales Force.
- When it leaves our door it will be operational/tested, minimum 48 hours burn in.
- Equipment purchasing – OTA, cable, and switching.
- Warranty assistance.
- All at no charge to our valued customers.

We are thrilled Scott joined our Mid-State family and he is a great addition to our team!

Sincerely,

A handwritten signature in black ink, appearing to read "Jeff Hedden", is written over a white background.

JEFF HEDDEN
Executive Vice President