

Product Bulletin

The 9900 Scanner/Scale System

MB-ISS45-1151 Issue 4

August 9, 2002

This Issue 4 updates the special pricing and the UCC-14 and RSS-14 functions.

StoreNext Retail Technologies is very pleased to offer the Fujitsu 9900 Scanner/Scale system for our Dealer partners. The 9900 is available for immediate delivery.

Fujitsu took every possible step, with more than three years of development to ensure that the 9900 would be a great scanner. The 9900's combination of performance, reliability, super-easy maintainability and the new aggressive pricing makes it a clear choice against all other competitors.

SUMMARY GREATNESS — ALL THE BASES COVERED

Here's why the 9900 will be the scanner product you'll want to install with every sale:

- This is a *great* scanner. Read-rate performance has been tested in real-time, live-environments to match or exceed products like the top-of-the-line Magellan SL and the NCR 7875. The 9900 provides *true* 360-degree reading (unlike the 7875, whose back-side reading is limited to picket fence orientation of barcode only). The 9900 reads four sides, plus the bottom, plus the top. And with the 9900, there's no off-platter read.
- *Great* pricing and terms. Priced better than the competition, but high Dealer discounts ensuring that ISS45 RETAIL partners will keep a lot more money for your efforts.
- The 9900 comes with a *great* "You-Call/We-Ship" quick-turnaround warranty. And for a low price, Fujitsu will extend the 9900's warranty to three years. (See Page 15 for details.)
- *Great* standard features: Label Stitching and Sapphire Glass are standard — not extra-cost options as with competitors. So is the EAS antenna and checkpoint readiness. You have to pay extra for these options with PSC and NCR. And if you want a remote display, ours is a whole lot less expensive. UCC-14 and RSS-14 are supported.¹
- *Great* user features, like a volume control for the checker, ramped platter with flush window (for really fast cleaning). The scale can be zeroed from ISS45 PoS, from the scanner or from the remote scale display (but with Auto-Zero-Maintenance, you don't have to do this much). The 9900 also has non-zero tracking. With both green and yellow LEDs, the scanner can tell the operator a good read versus a not-on-file.



¹ RSS-14 will be shipped with all 9900 units by September 2002. Older 9900s can be upgraded with a free firmware download from the StoreNext Dealer Web site.

- **Great flexibility** – the scanner/scale when mounted is only 3½ inches deep. This means you can mount a cash drawer directly under the scanner, often a big advantage in checkstand layout and a positive ergonomic factor (no twisting to get to the cash drawer).
- **Great installation features**, like programming via scan label, download and cloning (these features work the same as the 9500 and the SlimScan models). You can even handle calibration with programming labels. And the 9900 is configured with a standard, drop-in mount footprint. Plus, every 9900 comes fully configured and integrated from the factory, so you just need to take it out of the box and plug it in.
- **Great maintenance features**, like plug-in laser diode with no alignment/adjustment required, Field Replaceable Modules (FRM) for easy parts and repairs, and just about all components are externally accessible – you can replace them without disassembling the scanner. Firmware download, so no more unplugging chips. No PM is required.
- **Great connections** – ready for interface to Electronic Article Surveillance – built-in antenna and dedicated EAS port with good-read monitoring and port included. Interface to Checkpoint or Sensormatic.

9900 OVERVIEW

The 9900 was jointly developed by Fujitsu as a third generation high performance integrated multi-optic scanner that supports an optional weight scale module, using advanced design features and characteristics to enhance its marketability.



The Model 9900 features a multi-optic design scanner in an integrated housing. When configured with a scale, the scanner/scale combination appears to be an integrated unit with the scale module mounted inside the scanner housing. The optic arrangement allows for projection of laser beams through the horizontal and vertical windows at various angles creating scan patterns that allow reading of barcode labels at various orientations to each window. The scanner features a low profile scan tower (5.8 inches high) and a below

counter depth maximum of 3.5 inches (whether scanner-only or scanner/scale configuration). The styling is similar to that of the Orion9500 in terms of design lines and color and is capable of fitting into the checkout counter cutout for NCR and PSC products.

Scanner decode and interface logic resides on the scanner system controller board. This board is positioned at the rear edge of the housing below the optic assembly and is recessed from the read edge of the housing to allow horizontal cable connection. There are two versions of the controller board; one with RS-232 and one with IBM interface logic and connectors.

Each version of system controller board has an RS-232 port that supports connection of an intelligent handheld scanner (e.g., LS 400x, HC86) plus EAS (Electronic Article Surveillance) ports for good-read monitoring and antenna activation. Both models feature a factory-installed EAS antenna and provide full functionality and compatibility.

Functional characteristics such as speaker control for volume and tone, barcode label timeout settings (e.g., same label timeout), interface protocol characteristics, laser and motor time-out periods, and etc. are programmable via barcode programming labels (see Fujitsu Scanner Program Manual, 45809/005). Once programmed, a “program cloning” feature allows the user or servicing technician to download program changes from one scanner to another by means of a cable connected to the RS-232 auxiliary port on each scanner.

There are green yellow LEDs on the front surface of the scanner tower that indicate operation status, and an operator selection button that allows the user to adjust the speaker volume and activate the scanner reset function. The scanner can also be reset from the PoS terminal.

MARKET AND POSITIONING

The Model 9900 is targeted toward central checkout environments where high item throughput is a primary selection criterion. The 9900's installation flexibility makes it adaptable to a wide range of retail environments, including Supermarkets, Hypermarkets, Membership Warehouse stores, Mass Merchandise stores and Discount/Drug stores.



The Model 9900 is positioned as a high-performance multi-optic scanner with *unsurpassed throughput performance and functional characteristics*. Standard features include a sapphire window, label stitching and firmware download setting it apart from competing products and increasing value to the retailer.

COMPETITION NOTES

The following is a brief overview of the major competitive products currently marketed to various segments of the retail industry.

NCR 7870™ and NCR 7875™ – the 7870 was the first scanner to offer both vertical and horizontal scanning capability in an integrated housing and established the multi-optic design as the de-facto standard for high performance scanner products for the retail food industry. The 7875 is the latest offering from NCR and was first introduced at the FMI MarkeTechnics Show in February 1997. The product is a repackaged 7870 scanner with minor optic and mechanical changes. The visible/mechanical changes include increased height of the scan tower, reverse angle side window (i.e., angled forward), and a larger horizontal window. Functional changes include increased number of scan lines (from 24 to 40), improved depth of field on side scanner and limited ability for downward reading from side window.

Both NCR products are marketed through their direct and Dealer/VAR sales channels. The marketing strategy appears to be to surround competitive offerings with the 7870 priced at or below competitive products and the 7875 price above those same products.

PSC (SP) Magellan™ – the Magellan was introduced in 1993 by Spectra Physics (now PSC, Inc.) as a competitive entry against the 7870. The product is marketed by PSC through their direct and secondary sales channel worldwide as a high performance multi-optic product. Marketable features include 42-line scan pattern, barcode programmability, and 360-degree scanning. Optional features include label stitching decode technology, a sapphire window in the scale platter and weigh scale module with remote weight display. A new and updated model, the *Magellan SL* does not appear to provide performance as high as the original Magellan.

DOCUMENTATION

- An Operators Guide is packaged with the scanner – this document is also available in electronic form from the ISS45 Web Site.
- Additional documentation includes the 9900 Reference Manual (electronic form only, available on the ISS45 Web Site or the Service CD-ROM) and a Scanner Program manual (45809/005) which can be ordered separately and is also available in electronic form on the ISS45 Web Site and the 9900 Service CD-ROM.
- A Service Planning Guide is also available. The current version can be found on the ISS45 Web site.

- A Service Training CD-ROM is available. This interactive disk will also include all the service manuals for fast access by technicians. Please contact your Dealer representative for a copy.
- A four-page 9900 Brochure/Data Sheet is available. An electronic copy is available on the StoreNext Dealer Support Web Site.

9900 SCANNER FEATURES AND BENEFITS

The Model 9900 scanner product connects to PoS terminal platforms using RS-232 and IBM interface protocols via on-board interface firmware logic. An auxiliary port for connection of a remote peripheral device (such as a handheld scanner, PC or Portable Handheld Terminal) is also provided. This port can also be used for “cloning” program changes from one scanner to another and for downloading firmware from a PC or similar device (such as a portable handheld terminal).

Specific features of the 9900 are listed below with their benefits:

- **Label Stitching Technology** – This feature provides enhanced reading capability for torn damaged and/or poor quality (e.g., printing, margins, color, contrast, etc.) barcode labels.
 - Reduces Re-scans
 - Reduces Price checks
 - Improves Operator throughput
 - Improves customer satisfaction
- **Barcode Programmability** (same as Orion 9500, SlimScan 2002 & SlimScan 1200) – This feature provides the capability to change or modify standard (default) functional characteristics by means of barcode programming labels. Utilize same logic and program labels utilized by Orion9500, SlimScan 2002, and SlimScan 1200 scanners.
 - Allows maximum flexibility with minimum effort
- **Auto Laser & Motor Control** – This feature provides for auto laser and motor power-down based on time increments of inactivity. Allows multiple choice time settings, including a 1-hour Laser and 2-hour Motor timeout setting, that are user programmable via program change labels. The scanner also provides a 2-step laser power down logic similar to what is incorporated in the Orion 9500, SlimScan 2002 and SlimScan 1200 scanner products.
 - Extends Laser and Motor life
 - Reduces maintenance cost
- **Speaker Control** – The scanner provides a capability for the user to change speaker tone / frequency by means of barcode programming label(s).
 - Allows customization of tones to individual environments for best productivity
- **Scale Re-Zero Maintenance** – The scanner provides the capability for the user to re-zero the scale (when present) by means of an operator accessible switch or button. This button/switch is located on the front control panel for easy access by the operator.
 - Ease of operations and price integrity
- **Speaker Volume Adjustment** – The user can change speaker volume by means of a button/switch and via barcode programming label(s).
 - Can adjust to the environment
 - Vary by individual lane
 - Adjusts to Operator needs
 - Higher checker performance and checker/shopper satisfaction

- **Barcode Symbologies** – The 9900 reads all popular barcode symbologies, including UPC-A, E, & D, JAN, EAN-8 & 13, Code 39, Code 128, UCC/EAN 128 (extended coupon codes), Interleaved 2 of 5, and Codabar. UCC-14 and RSS-14 codes are supported.)²
 - Maximizes current and future uses for new applications
- **Auto-Discrimination** – The 9900 scanner can auto-discriminate between a maximum of five different barcode types. UPC-A & E, EAN-13 & 8 and JAN labels are considered as one type and will be enabled in the default setting. The user may select four (4) additional barcode types (e.g., Code 128 and Code 39) for auto-discrimination purposes.
 - Allows user to customize optimum operation to individual and unusual requirements
- **Program Downloading** – The 9900 provides downloadable program changes from a program label and from a host scanner to another unit via cable connection between scanners.
 - Reduces install or programming time
 - Simple – minimal training required
 - Eliminates errors
- **Firmware Download** – The 9900 can download system firmware by means of a PC or similar device (e.g., Portable Handheld Terminal) connected to the scanner via an RS-232 port. The ‘downloaded’ scanner can repeat cloning of its firmware to another scanner by program label instruction and cable connection.
 - Reduces install or programming time
 - Simple – minimal training required
 - Eliminates errors
- **Electronic Article Surveillance (EAS) Ready** – The scanner is Electronic Article Surveillance (EAS) ready and is provided with an integrated EAS antenna mounted around the bottom scan window. The EAS “system” can energize the antenna’s “de-activation field” upon receipt of a “good” read signal from the scanner de-code logic.
 - Ease of installation
 - Reduce add-on costs
 - Reduce losses from shrink
- **EAS Monitor of “Good” Read Condition** – The 9900 provides a means for an EAS System – such as Checkpoint or Sensormatic – to detect a “good” read condition. Connection to the EAS system is via the EAS/External Speaker port and provides a detectable signal that the EAS system can monitor.
 - Increase security with better information from the scanner
- **Power-Up and Run-Time Diagnostics** – The 9900 provides power-up and run-time diagnostic capability. It also provides a simple method of reporting faults detected in major assemblies or modules within the scanner and scale (such as the scanner motor, laser, RAM, ROM, PCBs, or the scale’s ROM, RAM, weight over & under capacity and out of capture range).
 - Immediate awareness of problem
 - Operator Viewable Alerts (Flashing LEDs)
 - Accurate Problem Description
- **PoS Commands** – The scanner supports commonly-used PoS terminal commands for control of scanner and scale functions including:
 - Clear, Reset, Disable, Enable, Wait, Active, etc. for scanner control
 - Clear, Zero weight for scale control

² UCC-14 has been shipped since 2001, RSS-14 codes will be supported in all shipments by September 2001. Older 9900 units can be upgraded via a free download from the Fujitsu FTP site or the StoreNext Dealer Support Web site.

- **Programmable Barcode Label Data Format** – The user can change or modify the “standard” barcode label data format transmitted to the PoS terminal. The selection includes those selections available for the Orion 9500 & SlimScan 1200 and 2002 products plus the following:
 - Interleaved 2 of 5 check digit - send or don’t send
 - Interleaved 2 of 5 minimum reads - select number of times barcode must be successfully read (e.g., 1, 2 or 3)
 - Interleaved 2 of 5 label lengths - select length of 1st and 2nd label(s)
 - Code 128 minimum reads - select number of times barcode must be successfully read (e.g., 1, 2, or 3)
 - Codabar check digit - send or don’t send
 - Code 39 check digit - send or don’t send
 - Code 39 minimum reads - select number of times barcode must be successfully read (e.g., 1, 2 or 3)
 - Code 39 label lengths - select length of label
 - Code ID character - send or don’t send code ID (e.g., UPC-A = “A”)
 - Code ID character - ability to change ID character (e.g., UPC-A = “+”)
 - Prefix/Suffix values - send or don’t send either, both or none
 - UPC-A preamble - send system character only, system character and country code (“0” for USA), or no preamble sent
 - UPC-E preamble - send system character only, system character and country code (“0” for USA), or no preamble sent
- **Coupon Add-On Codes** – The 9900 supports add-on codes, enabling configurations where the coupon expiration date is validated and electronic clearing is enabled
 - Eliminate losses from invalid coupons
 - Reduce costs through electronic clearing
 - Reduce Tender cycle Time
 - Improve Customer Satisfaction
- **Auxiliary RS-232, Hand-Scanner and EAS Ports** – The scanner provides an auxiliary RS232 port that serves as a connection point for a handheld scanner for transmission of decoded barcode data. The scanner also provides an auxiliary port to support connection of a remote peripheral device such as a remote speaker assembly or EAS system.
 - Added flexibility for connecting RS 232 handheld scanner for faster order processing
 - Standard offering at no additional cost
- **Integrated Scale and Logic** – The scanner housing design provides for mounting of an optional weigh scale module. Additionally, the scale weight processing and PoS terminal interface logic is integrated onto the scanner logic board.
 - Lower cost, higher reliability
 - Less components
 - Ease of installation
 - Better diagnostic reporting
- **Remote Scale Weight Display Option** – The scanner logic transmits scale weight data to an optional external weight display module. The scanner provides power and logic to support the weight display.
 - Position in checkstand for best viewing
 - Satisfy weights & measures requirements
 - Re-zero button option may be most convenient for checker
- **Non-Zero Indication** – The scale’s weight status is capable of being monitored for “zero” status and provides an operator alert (flashing yellow LED) when the scale detects a non-zero condition and remains in that condition for longer than 5 seconds.
 - Enforces price integrity

- ***Interface Cables, Connectors and Location*** – The 9900 uses the same cables as the Orion 9500. The connectors are mounted at the rear of the scanner housing.
 - No cable errors
 - Easier to order
- ***PoS Interface*** – The main circuit/system board supports either RS-232 or IBM plus an RS-232 auxiliary port for handheld scanner connection. A USB option will be available in mid/2000.
- ***Performance Features***
 - Dense Omni-directional scan patterns with large scan reading zones for full 360 degrees scanning
 - Faster Throughput
 - Eliminates product orientation
 - Reduce cashier fatigue
 - Improve customer satisfaction
 - Ambient light immunity (+5000 lux)
 - Higher performance, fewer rescans in bright storefronts
 - 30 Pound / 15Kg Scale Capacity
 - No split weighing
 - Rugged, heavy duty load cell rated at 45Kg /100lbs
 - High reliability and long product life
 - Vibration Immunity with multiple settings
 - Customizes scale for optimum performance
 - Dual channel signal processing
 - Electronic signal intensity balance to read dark or faded labels
 - Improve overall read rate
 - Reduces re-scans
 - Fastest Scale Setting Time (0.6 sec., 0 - 30 lb.)
 - Faster scale transactions
 - Improved operator efficiency
 - Increase customer satisfaction
- ***Other Usability Features***
 - Stainless steel platter with Sapphire window
 - Easy to clean
 - Lifetime window for lower cost
 - Standard – not extra-cost option
 - Zero Button on scanner control panel
 - Higher performance through simplified operation
 - Proximity sensor / detector (i.e., for laser / motor wake-up function)
 - User-Adjustable scale platter
 - Improved operator efficiency
 - Reduce operator fatigue
 - Ensure proper height
- ***Other Installation and Maintenance Features***
 - Standard footprint that fits 11.5 in. (292 mm) X 17.5 in. (445 mm) cut-out and drop-in installs
 - Fits standard cut-outs (PSC & NCR)
 - No Added counter modifications

- Reduce installation time
- Self-aligning laser module that is externally accessible.
 - Easy to keep unit at top performance
 - No disassembly for laser diode replacement
- Single, visible laser diode, motor / polygon and pre-amp assemblies
 - Faster and easier maintenance cuts costs
- Detachable scale module with separate Weight Scale Servicing
 - Compact and Easy to Install for future add-ons
 - Separate service required to repair
 - Rugged Design and High Reliability
- Factory match of scale PCB and Load Cell is no longer required
 - Enables field replacement of PCB or Load Cell separately
 - Saves cost
 - More flexibility in maintenance and sparing
- Single cable interface for scanner/scale
 - Reduce cable costs
 - Simplify installation
 - Reduce number of ports required
 - Increase number of peripherals accommodated by number of ports
- Shallow depth of only 3.5 in. (90 mm) under counter
 - Improved front-end ergonomics
 - Facilitates for seated operation
- External access to main system logic board
 - Faster, easier maintenance to cut costs
- Rugged non-scratch exterior surface
 - Easy clean surface
 - Standard feature (not a cost option)
 - Long-life window, no replacement
 - Smooth, Seamless surface

COMPETITIVE MATRIX

The following matrix provides a summary of competitive scanner products:

Feature / Function	Fujitsu 9900	Orion 9500	Magellan SL	NCR 7870	NCR 7875
Scanner Unit:					
Number of scan lines	56	64	48	24	40
Multi-channel signal processing	Yes	No	No	No	Yes
Scan Lines, lines per second	4667	5333	3600	2400	5333
Surfaces read	4-side+bot +top	4-side+bot	4-side+bot	3-side+bot	4-side+bot +top
Motor Speed, RPMs	5000	5000	4500	6000	8000
Scan Aperture (window square inches)	59.5	62.0	62.0	62	82
Laser type and number	VLD / 1	VLD / 1	VLD / 1	VLD / 1	VLD / 1
Laser wave length (nm)	650	675	675	675	675

Feature / Function	Fujitsu 9900	Orion 9500	Magellan SL	NCR 7870	NCR 7875
Depth of Field, bottom & side (B, S)	5"B, 10"S	4"B, 12"S	6"B, 8"S	6"B, 8"S	6"B, 10"S
Programming, barcode or Hex tags	Labels	Labels	Labels	Hex Tag	Label/Hex
Firmware Download	Yes	No	No	No	No
Firmware Clone	Yes	No	No	No	No
Program Change Cloning	Yes	Yes	No	No	No
Auto Sleep & Power-up	Yes	Yes	Yes	Yes	Yes
2-step Laser power down	Yes	Yes	No	No	No
Wake-up sensor type	Active	Passive	Passive	?	Active
Speaker Control by Operator	Yes	Yes	Yes	No	Yes
Volume or Tone adjustment	Yes	Yes	No	No	No
EAN-128 Coupon Codes	Yes	No	Yes	No	Yes
Peripheral Port (s)					
HHS port	Yes	Yes	No	No	Yes
EAS interlock port	Yes	Yes	Yes	No	Yes
Side window replacement	Yes	No	No	Yes	No
Scale Unit:					
Auto Zero Maintenance (AZM)	Yes	Yes	Yes	Yes	Yes
Non-zero Timeout	Yes	Yes	Yes	No	No
Re-Zero (scan tower, display & PoS)	Y / Y / Y	N / Y / Y	Y / Y / Y	N / Y / Y	Y / Y / Y
Settling time (0-10lb / 10-30lb), Sec.	0.5 / 0.6	0.5 / 0.6	0.6 / 1.2	0.8 / 1.2	0.8 / 1.2
Scale Capacity, lb & kg	30 / 15	30 / 15	30 / 15	30 / 9.995	30 /13.995
Platter, Stainless Steel or Plastic	S/Steel	Plastic	S/Steel	S/Steel	S/Steel
Sapphire window	Standard	Standard	Option	Option	Option
Remote weight display	Yes, Opt.	Yes, Opt.	Yes, Opt.	Yes, Opt.	Yes, Opt
Integrated weight display	No	No	No	Yes, Opt.	Yes, Opt.
Environmental:					
Ambient light immunity (LUX)	5000	5000	4500	4000	4000
Power Consumption:					
Operating	14 watts	15 watts	14 watts	22 Watts	24 Watts
Stand-by / Sleep mode	8 watts	9 watts	8 watts	11 Watts	11 Watts
Dimensions: (in / cm)					
Width – Scanner	11.5 / 29.2	11.5 / 29.2	11.5 / 29.2	11.5 / 29.2	11.5 / 29.2
Scanner / Scale	11.5 / 29.2	11.5 / 29.2	11.5 / 29.2	11.9 / 30.2	11.9 / 30.2
Length - Scanner	17.2 / 43.6	20.0 / 50.8	20.0 / 50.8	20.0 / 50.8	20.0 / 50.8

Feature / Function	Fujitsu 9900	Orion 9500	Magellan SL	NCR 7870	NCR 7875
Scanner / Scale	19.6 / 49.9	20.0 / 50.8	20.0 / 50.8	20.0 / 50.8	20.0 / 50.8
Depth – Scanner	3.50 / 9.0	4.5 / 11.4	4.0 / 10.0	5.0 / 12.7	5.0 / 12.7
Scanner / Scale	3.50 / 9.0	6.75 / 17.1	4.0 / 10.0	5.0 / 12.7	5.0 / 12.7
Weight – Scanner (lb / kg)	12.1 / 5.5	18.9 / 8.52	15.0 / 6.9	22.5 / 10.2	25.8 / 11.7
Scanner / Scale (LB / kg)	17.8 / 8.1	28.1 / 16.6	20.0 / 9.1	29.3 / 13.3	31.8 / 14.4
Tower Height (in / cm)	5.8 / 14.7	5.0 / 12.7	5.1 / 13.1	6.0 / 15.2	7.0 / 17.8
Side Window – Height (in)	4.29 in.	4.33 in.	4.72 in.	5.00 in.	6.50 in.
Width (in)	8.27 in.	7.87 in.	8.20 in.	9.0 in.	8.35 in.
Bottom Window – Width (in)	4.00 in.	4.00 in.	4.00 in.	3.40 in.	4.00 in.
Length	6.00 in.	7.00 in.	6.00 in.	5.00 in.	7.00 in.
Motor Noise	50 dB	50 dB	?	?	55 db
Pricing:					
Scanner	\$1596 ³	\$ 1895	\$ 2395	\$ 1995	\$ 2575
Scanner / Scale	\$2286 ⁴	\$ 2995	\$ 3495	\$ 2995	\$ 3575
EAS, Checkpoint ready	Standard	\$ 150	\$ 150	\$ 175	\$ 175
Integrated Antenna	Standard	Optional	Optional	Optional	Optional
Label Stitching	Included	Included	\$ 150	\$ 200	\$ 100(11)
Integrated Scale Display	N/A	N/A	N/A	\$ 250	\$ 250
Remote Weight Display	\$ 175	\$ 175	\$ 295	\$ 295 (?)	\$ 295 (?)
Sapphire Platter, stainless steel	Included	Included	Included	\$ 400	\$ 400
Diamond Coated, stainless steel	N/A	N/A	N/A	\$ 300	\$ 200
Cables, ea.	\$ 55/75	\$ 65/75	\$ 70	\$ 65	\$ 65
Warranty & Service:					
Warranty	1 yr.	90 day	90 day	90 day	90 day
Service	Onsite	Onsite	Depot	Onsite	Onsite
External Access to PCB	Yes	Yes	Yes	No	?
External Access to Laser	Yes	No	No	No	No
Power-up & Run-time Diagnostics	Yes	Yes	Limited	Limited	Yes

³ Platter and cables not included.

⁴ Includes sapphire platter. Cables not included.

CERTIFICATIONS

The product, when connected to a main line PoS platform (e.g., TeamPoS 2000) complies with all U.S., Canada and European regulatory and safety requirements.

Electrical:

- AS 3260 (Australia), TUV EN60 950 (Europe), MITI T-Mark (Japan)
- UL 1950 (USA), cUL C22.2 No. 950-M89 (Canada),

Emissions:

- AS/NZS 3548 (Australia/New Zealand), EN 55022-B (Europe), VCCI-2 (Japan),
- FCC Part 15 Subpart J Class A (USA)

Laser Safety:

- Class IIa Laser Product (USA), IEC 825 Class I and EN60 825 Class I (Europe),
- Class IIa Laser Product and Appareil a laser de classe IIa (Canada)

PRICING AND CONFIGURATION

Dealers enjoy much higher margins on the 9900 compared to previous Fujitsu scanner products.

A special limited time offer provides a flat Dealer price on the 9900 with Scanner and Scale to \$1,195.⁵ The scanner-only price is \$950 net. See the Update Bulletin dated August 9, 2002.

ISS45 9900 PACKAGES

PIN	Item	Price	Inst⁶	Maint⁷
459900SSS	ISS45 9900 Scanner/Scale Package, Single Cable configuration. Includes 9900 RS-232 Scanner (PB600575), RS-232 North America Scale (PB600577), Scanner/Scale platter with Sapphire glass (PB600592), RS-232 Scanner Cable (52413/001), mains power cable (F0242416 or 90000255), Operator Guide.	\$ 2,345 <i>Dealer Net</i> \$1,195	\$ 150 50 14	\$ 245
459900SS	ISS45 9900 Scanner/Scale Package. Includes 9900 RS-232 Scanner (PB600575), RS-232 North America Scale (PB600577), Scanner/Scale platter with Sapphire glass (PB600592), RS-232 Scanner Cable (52413/001), RS-232 Scale Cable for Dual Cable Configuration (90000070), mains power cable (F0242416 or 90000255), Operator Guide.	\$ 2,415 <i>Dealer Net</i> \$1,230	\$ 150 50 14	\$ 245
459900S	ISS45 9900 Scanner-Only Package. Includes 9900 RS-232 Scanner (PB600575), Scanner platter with Sapphire glass (PB600593), RS-232 Scanner Cable (52413/001), mains power cable (F0242416 or 90000255), Operator Guide.	1,973 <i>Dealer Net</i> \$995	150 40 14	195

Dealer net prices are indicated **in red** above. This represents special pricing and further discounts are not available. All 9900 packages are shipped in a single carton assembled and install-ready.

⁵ The 459900SSS configuration.

⁶ The top installation figure is for the first unit’s installation in a site. The middle figure is for the second and subsequent units in the site. The bottom figure represents the price if installed as part of a staged **ISS45** system. The price includes installation of the Remote Display if required. Prices quoted are Fujitsu’s list prices for installation: discounts on installation are not available.

⁷ Maintenance prices quoted are Fujitsu’s *list* prices for maintenance to its customers, and are provided for reference only.

9900 INDIVIDUAL MODULES

PIN	Item	Price	Inst⁸	Maint⁹
PB600575	Model 9900 Scanner, RS232 I/F. Includes scanner, PSU and Users Guide	\$ 1,596	\$ 150 40 14	\$ 195
PB600576	Model 9900 Scanner, IBM I/F. Includes scanner, PSU and Users Guide	1,596	150 40 14	195
PB600577	Model 9900 Scale, North America Scale. For North America use only (Lb. / Kg weight). Must be used with 9900 — not suitable for stand-alone use.	495	N/A	N/A
47614/008	S9000 Scale Only with RS-232 interface. Suitable for use as a stand-alone scale.	825	45	118
PB600592	Model 9900 Platter, Long. Stainless/Sapphire platter for use on Scanner/Scale configuration only	195	N/A	N/A
PB600593	Model 9900 Platter, Short. Stainless/Sapphire platter for use on Scanner-only configuration	320	N/A	N/A
52412/001	Remote Scale Display, LB (8021 2340)	125	N/A	N/A
52412/002	Remote Scale Display, kg (8021 2341)	125	N/A	N/A

The standard 46% discount applies to these items.

⁸ The top installation figure is for the first unit's installation in a site. The middle figure is for the second and subsequent units in the site. The bottom figure represents the price if installed as part of a staged **ISS45** system. The price includes installation of the Remote Display if required. Prices quoted are Fujitsu's list prices for installation: discounts on installation are not available.

⁹ Maintenance prices quoted are Fujitsu's *list* prices for maintenance to its customers, and are provided for reference only.

9900 CABLES

PIN	Item	Price	Inst	Maint
52413/001	Scanner Interface Cable, TeamPoS and 9520/150 Release 3, RS-232 (8020 3983)	\$ 60	N/A	N/A
90000070	Model 9900 Scale Cable. This cable is used only in dual cable configurations. This cable is used for a connection from scanner Auxiliary port to PoS for transmission of scale weight data.	75	N/A	N/A
90000071	Model 9900 Scanner Cable, EAS. This is the EAS "Trigger" Cable, for connection to an EAS controller. Allows the EAS controller to monitor "good read" signal from 9900.	55	N/A	N/A
90000072	Cable, EAS Antenna. This is a cable for connection to an EAS controller. Allows the EAS controller to activate EAS Antenna in the 9900.	55	N/A	N/A
F0242416	Mains Power Cable, USA/Canada (8031 6735) (PB503/005)	8	N/A	N/A
90000255	Mains Power Cable USA/Canada	2	N/A	N/A
58483/001	Interface Cable, IBM 46xx port 17 (8030 3038)	60	N/A	N/A
52240/001	Interface Cable, IBM 46xx port 9b (8030 3036) ¹⁰	60	N/A	N/A

The standard 46% Dealer discount applies to these items.

9900 DOCUMENTATION AND COLLATERAL

PIN	Item	Price¹¹	Inst	Maint
9900-2000	9900 Brochure/Data Sheet	\$ 20	N/A	N/A
45809/006	Scanner Programming Manual	50	N/A	N/A
N/A	Service Reference Manual — Available as electronic document only	N/A	N/A	N/A
N/A	Operator Guide — Included with scanner. Additional copies available as electronic documents only	N/A	N/A	N/A

Documentation and collateral prices are Net. Discounts are not available on documentation and collateral items.

¹⁰ The IBM scale comes with a port 9 cable. If using a "single cable configuration" this cable connects to the 9900. If using dual cable configuration, which is rare, this cable connects directly to the host port 9. In either case, you need to order only one cable in addition to the cable that is included in the IBM scale kit.

¹¹ Prices for documentation and collateral are Net. Discounts are not available on documentation and collateral items.

9900 SERVICE TOOLS

PIN	Item	Price¹²	Inst	Maint
46122/001	RS-232 Interface Loop-back Connector (8021 2630)	\$ 30	N/A	N/A
46122/005	Hand Held Interface Loop-back Connector (8021 2634)	30	N/A	N/A
PB000057	Programming (Cloning) Cable (8031 6790)	75	N/A	N/A

9900 Service Tool prices are Net. Discounts are not available on the 9900 Service Tools.

9900 WARRANTY AND EXTENDED WARRANTY

The 9900 scanner is warranted to Dealers for one year from date of shipment. The standard warranty terms and methods (see Dealer Policies and Procedures RC14¹³) apply.

In summary, you need only call Fujitsu's single-point service number. We will have a replacement scanner in the mail to you within 24-48 hours of your call, even if we have not yet received your scanner yet. Fujitsu pays the shipping to the Dealer, with 2-day air being the standard service.

Dealers can purchase an extended pre-paid warranty program for the 9900:

- Additional warranty purchase is available to cover a second year, or the second and third years.
- The warranty for the extended periods is administered exactly like the first year.
 - Fujitsu will ship a replacement scanner or scale unit in 24-48 hours of your call. The serial number of the inoperative unit is required for this call.
 - Fujitsu will pay shipping for 2-Day Air to the Dealer. Dealer pays all shipping to Fujitsu.
- Any extended warranties must be purchased at the same time as the 9900.
- Dealers must register their scanners to receive extended warranty service. Unregistered scanners are not warranted for the extended periods and will only be handled for the first 12 months. Use the attached warranty registration – you need only provide the Dealer name/bill-to number, the Fujitsu Sales Order Number and the serial numbers of the covered scanners. FAX it in and you're covered.

¹² Prices on these items are Net. No discounts are available.

¹³ If you cannot locate your office copy, the Dealer Policies and Procedures manual can be downloaded from the ISS45 Support Web Site.

PIN	Item	Price¹⁴	Inst	Maint
9900W2SS	9900 Scanner/Scale Additional Second Year Warranty (Dealer/Depot only)	\$ 115	N/A	N/A
9900W3SS	9900 Scanner/Scale Additional Second and Third Year Warranty (Dealer/Depot only)	215	N/A	N/A
9900W2S	9900 Scanner Only Additional Second Year Warranty (Dealer/Depot only)	85	N/A	N/A
9900W3S	9900 Scanner Only Additional Second and Third Year Warranty (Dealer/Depot only)	155	N/A	N/A

Prices for the 9900 Extended Warranty items are Net. Discounts are not available.

CERTIFICATION

Prior to release, the Fujitsu 9900 Scale was certified in all 50 States and Canada.

This was done under the auspices of the Office of Weights & Measures' NTEP – National Type Evaluation Program. The Certification Certificate number for the 9900 under NTEP is 00-0037, listed under Model Number 8219, Device Type PoS Scale.

Fujitsu used the specific California approval as the NTEP “portal.” The California Certificate is numbered 5021-00.

Furthermore, Canada’s weights and measures authority now accepts NTEP certification under a reciprocity agreement. As such, the 9900 is now also certified in Canada for weights and measures.

To access the NTEP index of certifications, use the following link. You will find the 9900 under 00-0037 on the first page:

<http://ts.nist.gov/ts/htdocs/230/235/IndexbyCCNumber.pdf>

There is a delay between certification and posting the certificate. As soon as NTEP posts the actual certificate on the web site you will be able to download an Acrobat copy. Use the following link to search for the certificate:

<http://ntep.nist.gov/ntep/KeywordSearch.asp>

AVAILABILITY

The 9900 is available in volume quantities.

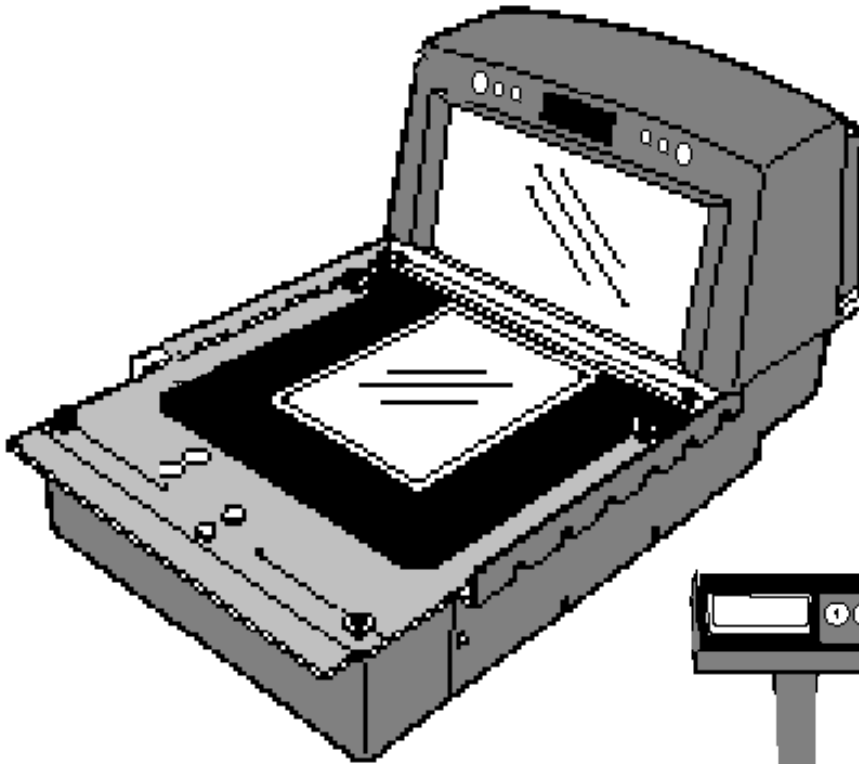
To Your Success,

Tony

 Tony van Seventer
 Director: Supermarket Systems

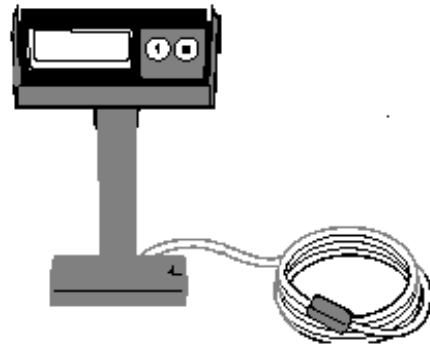
¹⁴ Prices on these items are Net. No discounts are available.

To Your Success,

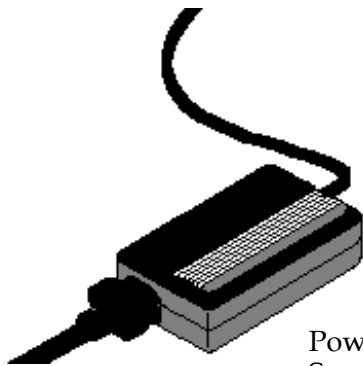


Price	Inst	Maint
1,000	\$ 100	\$ 100

SCANNER AND SCALE ARE SHOWN WITHOUT THE PLATTER INSTALLED



Remote Weight Display



Power Supply