



Partner

Refurbished Axiom Printers Available with ISS45 TeamPoS Packages

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Fujitsu-ICL is pleased to announce another batch of “*Previously Utilized*” ADT-40 printers — this time optionally for use with TeamPoS 5000 packages at a significant savings to Dealers and your end users. And unlike the similar Axioms floating around the broker base, these have been factory refurbished and carry the full Fujitsu-ICL one-year warranty (not to mention maximum terminal package discounts from Fujitsu-ICL and Centurion Club credit...).

Although these printers have been available for stand-alone purchase, and standard equipment on **ISS45 Express** systems, they are now available as an option with standard **ISS45 TeamPoS 5000** packages. Here’s how it works:

- Order the standard TeamPoS 5000 package as required by your configuration, using 45218/x1x configurations only — that is, configurations that call out the ADT-40 without MICR. Previously Utilized versions are not available with MICR at this time.
- Specify on your order or with John Bellamy that you wish to have the Previously Utilized printer option.
- Knock \$400 per terminal off the list price of your configuration. All applicable discounts apply.
- If you do not want this option, just order as usual.



That’s it!

Please refer to Marketing Bulletin 1149 for full details of the Previously Utilized printer program or if you like reading Bernard stories — it’s available from the **ISS45 Dealer Web Site**.

Some of the Questions & Answers include:

- **What do you mean by “Previously Utilized”?** Before you or your customers receive them, these printers will have provided service in another supermarket.
- **Have they been refurbished?** Yes. Each printer has been cleaned and refurbished, and a multi-step diagnostic has been performed. Any faulty parts, print heads, etc. have been replaced as required.
- **What’s included?** The standard RS-232 Axiom printer, PIN PB000041.
- **Are they the right color or are they someone else’s colors that don’t match?** They’re in the standard ICL TeamPoS 5000 color.
- **What kind of shape are they in?** They’re in excellent shape. They’ve been carefully cleaned inside and out and you won’t find any ugly produce labels, scotch tape or Post-It notes stuck on them. They’ll present a great image for the store to the shopper.

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- **Are they all identical?** Some may look close to brand new, while others will show that they've been used before. All, however, are very clean and very presentable.
- **How old are they?** These were originally shipped in 1997.
- **Why are they available?** A major Fujitsu-ICL customer decided that they were going to change to a newer model with additional features, and traded these in.
- **What about packaging?** The boxes are not Previously Utilized. They will be shipped in all-new packaging.
- **No Warranty, though, right?** Good News —Fujitsu-ICL will provide the standard 12-month warranty on these Previously Utilized devices.
- **How long will they be available?** Until we run out, but it's first-come, first-served. Call Fujitsu-ICL for availability if you have any questions.

We hope this new batch of printers can help you sell more systems and make things even tougher on your competition.

To Your Success,

Tony

Tony van Seventer
Director: Supermarket Systems