

**ISS45 Express STONE Program Changes**

December 20, 2001

Well, we told you it wouldn't be around forever, but the good news is that **Stone** still has a few more rocks to throw before we are forced to retire the program.

Here's the status and plans for the immediate future:

- This Bulletin is official notice that the original **Stone** program will be ending in two weeks. Dealers will have until January 3, 2002 to enter orders. Fujitsu will honor all orders received through that date at the original released pricing.
- Due to availability limits of stock items used in **Stone**, Fujitsu must begin to substitute other components (more RAM, larger disks, faster printers, etc.).
- As a result, the specifications for the **Stone** packages must be considered as "equivalent or better" as opposed to the specific configurations listed in Marketing Bulletin 1170.
- The Dealer price for the **ISS45 Express STONE** packages will increase by \$110 per lane (\$200 list price) starting with all orders received after January 3, 2002.
- Fujitsu will accept orders through January 31, 2002 for **Stone**. Fujitsu does not plan to accept orders for **Stone** after January.
- All **Stone** orders must be scheduled to ship by February 15, 2002.

Issue 3 of Marketing Bulletin 1170 is available, updated with the above information. You will find it at the ISS45 Dealer Web Site at <http://www.iclretail.com/support/iss45/index.html>.

To Your Success,

***Tony***

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*Tony van Seenter  
Director: Supermarket Systems*