

Mobile Computing ICRDA/SDA Special!

July 19, 2001



Recognize her? She's the Fujitsu Mobile Computing Lady, and she's very pleased to announce special ICRDA/SDA pricing for the ISS45 Dealer Mobile Computing Start-Up Kit.

She knows that there's nothing that Dealers like better than a trade show in Las Vegas – except maybe a great deal while they're there. This one will save you about \$550 (and that'll stake you at a pretty good table).

Here's what she wants to do:

- The ISS45 Mobile Computing Dealer Start-Up Kit (45MOB/001) normally carries a \$5,495 list price, and Dealers take a 40% discount. Well, that smiling face up there decided that during ICRDA/SDA only, Dealers should get an extra 10% off. So now you can order this item at 50% off, saving you \$549.50.¹
- Time is short, but "The Order Desk Is Open!" Call up or FAX our peerless Mr. Bellamy and order by Friday, July 27. After that date, the deal disappears.
- She may be sweet, but even the Mobile Computing Lady has limits – in this case, one per Dealer sales office can be ordered at the 50% off price.
- 45MOB/001 is the **only** PIN with which the deal works. All other Mobile Computing products and packages are at the normal discounts.
- Some of you have already ordered this package. If this is the case, the Mobile Computing Lady will smile upon your situation and credit back the difference so that you too will get the benefit of the deal. Early-birds won't get hurt.

On a related topic, Dealers need to be aware that Fujitsu has been in the Mobile Computing (hand-held computer) business for many years, and has existing account and distributor relationships. Since Mobile Computing is a significant part of Fujitsu's North American business, Mobile Computing products must be added to Dealers' Contract Schedule that describes the product sets with which Fujitsu and the Dealer are working together. This can be painlessly done at the show, or with Larry, Jim or Pat.

We look forward to a great show and to seeing you there.

To Your Success,

Tony

Tony van Seenter
Director: Supermarket Systems

¹ They still have quarter slots to take care of that 50 cents for you, don't they?