

**Fujitsu 9900 Scanner/Scale Complete: \$1,399
Kaboom !!!**

June 28, 2001

This has been an outstanding sales quarter for ISS45 and the Dealer Channel. Time to celebrate with more fireworks.

Now that:

- TeamPoS 2000 has been repriced to be the no-brainer value (best Price, best Performance, and therefore the way-best Price/Performance in the business), and
- **ISS45 Express** has been retooled with the great Fujitsu Flat-Panel Touch-Screens, MICR printers that print both sides of a check in a single pass, Windows, **V8**, SQL, Mid-Towers etc., and
- The 9900 is working just right, and
- The 9900's Tom Carpenter has finished his goodwill tour of several Dealers, and
- We want to celebrate our winner-take-all 9900 victory at H.E.B. against all comers,

what's left to do?

Well, we haven't detonated anything under your scanner competition yet. So here's the special deal:

- Dealer price on the ISS45 9900 Scanner/Scale Package (459900SS) is \$1,399, net. Don't need the scale? The 459900S package is \$1,069, net.
- The list price isn't changing. Just net Dealer price.
- That price is good all the way down to quantity-one.
- The price includes everything: cables, sapphire glass, security interface. No extras to buy.
- Wait — one extra. If your customer is the 1% of grocers who still wants a separate Scale Display, we knocked \$50 off the price and the 9900's Remote Weight Display has its own special List Price of \$125. (Standard Dealer discounts apply.)
- This price is good for shipments through New Year's Eve, 2001. (Don't laugh — we'll probably be here.)

The special price is good for the two ISS45 packages (459900SS and 459900S) only. But on other configs you just might get a deal from Pat, Jim or Larry — if you're really nice.

To Your Success,

Tony

Tony van Senter
Director: Supermarket Systems

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