fast facts

THE MULTIMEDIA PROJECTOR NEWSLETTER

Produced by Philips PC Peripherals Marketing Department for the Custom Install Channel

PRODUCT NEWS

Introducing the Hopper SV20: THE WORLD'S FIRST ULTRA-SILENT PROJECTORS GET BRIGHTER!

The Philips Hopper SV20 will launch this month with aggressive pricing and unique features. Contact your Philips regional sales representative for more details.

Unique Selling Points:

• Quietest projector on the market! Only 32db
• SVGA resolution, compatible up to SXGA
• 1,000 ANSI lumens — an increase of 400 lumens from Hopper SV10
• The UHP™ lamp ensures virtually constant brightness over the lamp's 4,000-hour lifetime
• Light weight at 11 lbs.
• Price/performance — the full-featured Hopper SV20 is priced extremely aggressive at $3899 MRP
• Available late January
• Model: LC4033G

For more information visit our website at www.pcstuff.philips.com.

End of Life of the ProScreen 4750 Impact.

January is the last month that orders can be placed for the ProScreen 4750 Impact. This model will be replaced by the Hopper XG20 in February.

Molded Case Sold Out

Due to unexpected supply problems with our supplier, the molded case for the ProScreen 4x00 series (LCA 11460) is sold out. We are currently looking for a solution for the backorders in our system. You will be contacted shortly if you have this product on order.

Hopper XG20 Slated to Launch in February

In February the Philips Hopper XG20 will be launched. The Hopper XG20 features 1000 Alm — the high brightness version of the Hopper XG10. MRP is $5999.

End of life of the Hopper SV10 in February

The Philips Hopper SV10 will be sold through the month of February, succeeded by the Philips Hopper SV20.

Philips Hopper and DVDO iSCAN Delivers Home Cinema Experience

The ultraportable and ultra quiet Philips Hopper, combined with the DVDO iScan, provides a great picture and a great value for home cinema applications. The DVDO iScan Plus is an external line doubler that has been getting great reviews. According to Joe Kane of Joe Kane Productions, the creator of Video Essentials, "The iScan Plus presents nearly the best performance we've seen in any line doubler product, doing it at a fraction of the cost of others now on the market." Dealers confirm that combining the Hopper SV10 and the DVDO iScan Plus delivers a superb film-like home cinema experience.

Happy New Year! click here

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(Philips Hopper and DVDO iSCAN continued)

The DVDO iScan Plus is retailing for only $699. For more information visit www.dvdo.com.

The Electronic User Guide — Best of Both Worlds!

The Hopper SV10s and XG10s are now shipping with an Electronic User Guide on CD-ROM, replacing the paper User Guide that was included before. The Electronic User Guide has the advantage of user friendliness through interactivity. It also includes mouse drivers and a helpful projector assistant. Those who prefer paper copies can make a printed version of the guide.

SHOWS AND EVENTS
Presentation 2000

Once again, Philips will be participating in Presentation 2000 showcasing our entire line of Multimedia Projectors. This year the event will be held in our own backyard in Atlanta at the Georgia World Congress Center. Stop with your customers by our booth (# 643) and enter to win a private party in the Philips Suite at the new Philips Arena and witness the Atlanta Thrashers close out their inaugural season in the NHL.

The show runs Monday, Feb. 21 through Wednesday Feb. 23. The show hours are:

Expo Hours: Monday, Feb. 21 — 11:30am - 6:00pm
Tuesday, Feb. 22 — 10:00am - 5:00pm
Wednesday, Feb. 23 — 9:00am - 2:00pm

Free passes are available for you and your customers by replying to this e-mail or through your local Philips sales manager. For more information on the Expo, please visit the TRAINING 2000 & PRESENTATIONS 2000 Expo web site at www.presentations2000.com.

Philips is once again a proud sponsor of the 15th Annual Conference of the International Association of Presentation Professionals (IAPP), which will be in conjunction with the Presentation 2000 show. More details on this sponsorship will be in the February issue of *Fast Facts*.

HOT LINKS/ACCESS NUMBERS!

Philips Electronics USA: www.philipsusa.com
Philips Projectors: www.pcstuff.philips.com
Philips Training: www.philipstraining.com
Philips Corporate Account Program: www.corporatepartner.philips.com
Philips Arena: www.philipsarena.com
Technical support: (888) 873-4672
Fax back system: (423) 521-4241

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PRODUCT AVAILABILITY - PROJECTORS (as of Jan. 2000)

Model	Name	Description	Status	Notes
LC4750B	4750 Impact	XGA, 1000 Alm, 4000hr	Available thru Jan.	*End of life in February*
LC4031G	Hopper SV10	Ultra-Portable, SVGA, 600 Alm, 4000hr, very quiet	Available	*FCC Class B certified*
LC4041G	HopperXG10	Ultra-Portable, XGA, 700 Alm, 4000hr, very quiet	Available	*FCC Class B certified*
LC4033G	Hopper SV20	Ultra-Portable, SVGA, 1000 Alm, 4000hr, very quiet	Available end of January	*New!! 1000 Alm*
LC4043G	HopperXG20	Ultra-Portable, XGA, 1000 Alm, 4000hr, very quiet	Introduction End of February	*New!! 1000 Alm*
LC4700F	Fellini 100	Home Entertainment, 2.4 million pixel, 600 Alm, 4000hr	Available	*Video only*

Ask your Philips Regional Sales Manager for the availability of our refurbished units.

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PRODUCT AVAILABILITY - ACCESSORIES
(as of Jan. 2000)

Model	Name	Description	Status	Notes
LCA11080	Soft Case	for LC4500G, LC4600(G&B), LC4650G, LC4750G/B	Sold Out	*Backorders will be fulfilled*
LCA11450	Leather Case	for LC4031G	Available	
LCA11460	Molded Case	for LC4500G, LC4600(G&B) LC4650G, LC4750G/B	Backorder	*No new orders taken, see product update*
HCASE431	Hard Case	for Hopper SV10/XG10	Available	
HCASE450	Hard Case	for LC4500G, LC4600(G&B), LC4650G, LC4750G/B	Available	
LCA31060	Bulb	for LC4650G & LC4750G/B	Backorder	*Available last week of January*
LCA31070	Bulb	for LC4031G/LC4041G	Backorder	
SCREEN60	Screen	Portable	Available	
LCA14800	Screen	WriteScreen (80")	Available	
LCA14810	Screen	OptiScreen (80")	Available	
LCA14830	Screen	Brilliance (80")	Available	
LCA74010	Screen Stand	for LCA14800, LCA14810, LCA14830	Available	
LCA22050	Ceiling Mount	for Hopper SV10/XG10	Available	
LCA22060	Ceiling Mount	for LC4700F &LC4750G/B	Backorder	*Available last week of January*

Please note the transition of the below mentioned accessories that from Dec. 1 onwards will be sold through our service parts department

SCASE500	Soft Case	LC5000W	*Sold through Service parts department*
HCASE400	Hard Case	LC4000G & LC4100G	*Sold through Service parts department*
HCASE500	Hard Case	LC5000W	*Sold through Service parts department*
RBULB120	Bulb	for LC1200x	*Sold through Service parts department*
RBULB260	Bulb	for LC2600x	*Old backorders fulfilled through sales channel, new orders to be placed through service parts (March 2000)*
LCA3102	Bulb	for LC2700G	*Sold through Service parts department*
LCDBULB	Bulb	for LC3000G/2100G	*Sold through Service parts department*
RBULB350	Bulb	LC3500G	*Sold through Service parts department*
LCA31030	Bulb	for LC4000G & LC4100G	*Old backorders fulfilled through sales channel, new orders to be placed through service parts*
LCA31040	Bulb	for LC4500G, LC4600G, LC5000W	*Current backorders fulfilled through sales channel, new orders to be placed through service parts*
LCA31050	Bulb	for LC4600B	*Current backorders fulfilled through sales channel, new orders to be placed through service parts*

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PRODUCT COMPARISON

Brand Model	Unit	Philips SV20	Epson EMP-5550	ASK C2 compact	InFocus LP425z	Sanyo PLC-SU10
Item	Unit					
Lowest	US$		3,420	3,211	3,570	3,100
Introduction		Jan '00	Aug-99	Jan-00	Mar-99	Jun-98
Brightness**	lm	1000	850	800	900	600
Technology		0.9″ tLCD	0.9″ tLCD	0.9″ tLCD	DMD, 17mu	0.9″ tLCD
# of panels		3	3	3	1	3
Resolution		SVGA	SVGA	SVGA	SVGA	SVGA
Dimension						
Width	″	10	9.3	9.3	9	8.5
Depth	″	12.4	13.6	11.1	12	12.4
Height	″	4.3	3.7	3.9	3.9	4.3
Volume	cc	8,738	7,669	6,597	6,902	7,427
Weight	lb	10.8	9.5	8.2	7.5	8.6
Lamp						
Type		UHP, 120W	UHE, 120W	UHP, 120W	MH, 270W	UHP, 120W
Lifetime	hrs	4000	2000	2000	1000	
Power consumption	W	200	220	200	400	190
Noise level	dB	32	42		43	
FCC class***		A	A	A	A	A
Standard warranty****	yrs	1	2	2 (3 yrs charged in USA)	1	2 or 3 yrs

* : indicative only, heavily depending on region and sources used (sources: EU: DTC, USA: Pacific Media RTS, shopper.com, cdw.com)

** : brightness as specified by the manufacturer

*** : FCC Class A: Industry/IT equipment; FCC Class B: consumer equipment (lower emission levels)

**** : information from competitor internet sites

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PRODUCT COMPARISON (CONTINUED)

Brand Model	Unit	Philips SV20	Sharp XG-NV4SU	Mitsubishi S120	NEC Multisync LT81
Item	Unit				
Lowest	US$		3,380	4,260	5,200
Introduction		Jan '00	Jun-98	May-98	Mar-99
Brightness**	lm	1000	600	800	800
Technology		0.9″ tLCD	0.9″ tLCD	0.9″ tLCD	DMD, 17mu
# of panels		3	3	3	1
Resolution		SVGA	SVGA	SVGA	SVGA
Dimension					
Width	″	10	9	10.3	9.7
Depth	″	12.4	12.2	13.3	12.8
Height	″	4.3	4.8	4.5	5.1
Volume	cc	8,738	8,637	10,102	10,377
Weight	lb	10.8	9.9	9.9	9.9
Lamp					
Type		UHP, 120W	AC, 150W	NSH, 150W	MH, 280W
Lifetime	hrs	4000		2000	1000
Power consumption	W	200	250	250	400
Noise level	dB	32		38	44
FCC class***		A	A	A	A
Standard warranty****	yrs	1	2 (charged)	3	2

* : indicative only, heavily depending on region and sources used (sources: EU: DTC, USA: Pacific Media RTS, shopper.com, cdw.com)

** : brightness as specified by the manufacturer

*** : FCC Class A: Industry/IT equipment; FCC Class B: consumer equipment (lower emission levels)

**** : information from competitor internet sites

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May Our Partnership in 2000 Grow and Bring Much Success