

fast facts

THE MULTIMEDIA PROJECTOR NEWSLETTER

Produced by Philips PC Peripherals Marketing Department

New and Expanded 3-Year Warranty for Philips Projectors

Philips CDS products are world-renowned for reliability and consistent performance. The Philips First Choice Service and 24/48 Hour Roadside Assistance Program is one of the industry's most comprehensive customer service programs available. Philips is proud to announce that we will support all multimedia projectors sold after October 1 with a new and expanded 3-year warranty program. The new warranty will include a 1-year First Choice Service and an additional 2-year Parts & Labor warranty. This equates to **3 years of coverage*** of Parts and Labor and 1 year of roadside assistance coverage for all Philips projectors. The warranty applies to all Philips projectors (Hopper Series, UGO Series and ProScreen PXG10) sold after Oct. 1. If you have any



Philips First Choice Service Free Toll-Free Customer Support

Philips technical engineers are just one toll-free call away, 7 days a week at 1-888-873-4672. They will assist you to discuss problems, assess whether it needs professional attention, provide information on product updates, upgrades and accessories.

Free 24/48 Hour Roadside Assistance

Should you happen to experience trouble with your projector dial the Philips Toll-Free number. Request a loan set unit to be sent by overnight delivery to wherever you are.

Free Delivery

24/48 hour deliveries free of charge.

questions about the new warranty program, contact your Philips sales representative today.

*The warranty on the LCD panel is limited to 2500 hours or 3 years, what ever comes first (tracked by an internal hour counter inside each projector), 2500 hours of use equates to approximately 5 years of use based on average 10 hours/week usage.

*The warranty on the UHP lamp is limited to three months.

PRODUCT NEWS

Philips UGO Series Arrives

The much-heralded Philips UGO Series – the world's smallest portable multimedia projectors – has arrived with the UGO X-lite (XGA resolution) available this month and the UGO S-lite (SVGA resolution) available in November. Both UGO products feature high brightness, ultra compact design, easy plug & play, digital picture enhancement, and ultra portability at just 2.9 lbs.

The UGO Series projectors are designed for smaller rooms and groups of 2 to 12 people. The picture quality has not been compromised by their portable design, with a new 130W UHP lamp that products 800 ANSI Lumens, and an extremely high contrast ratio (800:1). In addition, the UGO Series' features impressive compatibility with an auto voltage system for safe usage with every voltage level, and advanced scaling technology for compatibility with all data and video sources. A UGO Series projector is truly the perfect traveling companion.

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UGO
Series

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The UGO Series projectors will be supported with Philips First Choice and toll-free technical support programs, and will come supplied with power cords, IR remote control and batteries, all cables (VGA, PC audio, Audio conversion, mouse, RCA video, S-Video), soft carrying bag and User Guide CD-ROM.

Models: LC5141 (U-GO X-lite)
LC5131 (U-GO S-lite)

For more information visit
www.pcstuff.philips.com/projectors.

ProScreen PXG10 Gives Big Picture and Eye for Detail

At a very bright 2200 Alm, the ProScreen PXG10 is ideal for high-end boardroom/conference room type installations, as well as rental and home theater installations due to the outstanding video performance and HDTV compatibility. The ProScreen PXG10 will be available through the first quarter of 2001.

Hopper Series — Add Impact in a silent way!

Hopper SV20 Impact. With a bright 1250 Alm, SVGA compatibility, and the best price/performance ratio you will find in the industry, the Hopper SV20 Impact is a great projector for educational customers and companies with a smaller budget. We anticipate a good supply for the remainder of the year and the Hopper SV20 Impact will be available through the first quarter of 2001.

Hopper XG20 Impact. Our high performance Hopper XG20 Impact projector with 1250 Alm and

XGA resolution for pin sharp presentations will be available through the first quarter of 2001.

Please note that with the introduction of USB in our new **Hopper 20 Impact Series** projectors (LC4236 and LC4246), there is no longer a 3.5mm stereo audio in jack. Audio from the PC can be played through the speaker of the projector when utilizing USB eliminating the need for an extra sound card in the PC.

Hopper XG20, Last Chance to Stock Up!

The last production for the Hopper XG20 with 1000 Alm, XGA compatibility and lightweight 11 lbs., is scheduled for October and this model will be phasing out this month. Please make sure you stock up on this great unit with our renowned 4000 hr Philips UHP lamp before we are sold out.

Hopper XG10 Phasing Out

The Hopper XG10 is phasing out with only 40 units left. Hurry and contact your sales manager for a close out price today!

PROMOTIONS AND MARKETING New Direct Mail Campaign Now Available

Philips Creative Display Solutions has created a targeted direct mail campaign with two separate mailers available to our dealers. One mailer specifically targets the educational market and the second targets the professional market with Philips' proposition and product information. The mailers were designed so you may enter your company's name and contact information on the response card to generate leads among your customers for Philips

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multimedia projectors. In addition, you will also have the opportunity to add your individual pricing onto



Corporate Campaign



Education Campaign

the product sheets via printable labels, which we will supply. The cost of each mailer will be \$1.10 and the mailers will be available early November. Please respond by October 12 if you would like to participate in the campaign.

Click for
Direct Mail
Response
Form

SHOWS & EVENTS

Are you going to Comdex? If you are, don't miss the opportunity to see the debut showing of our new series that will succeed the

COMDEX

Hopper Series in early 2001! These new projectors will be available in three models featuring stunning design, compact size and light weight, and will boost even more brightness than the current Hopper Impact series. Please contact your regional sales manager to schedule a meeting in the Philips Suite at the Bellagio Hotel between Monday, Nov. 13 and Wednesday, Nov. 15. And stay tuned for more details on the new Series in a future issue of *Fast Facts*!

HOT LINKS/ACCESS NUMBERS

Philips Multimedia Projectors:

www.pcstuff.philips.com

www.philipsusa.com

Philips Training: www.philipstraining.com

Philips Arena: www.philipsarena.com

Philips Corporate Account Program:

www.corporatepartner.philips.com

Projection Assistant: www.philipstraining.com/lcd/CDS_Projection_Assistant/index.html

Literature Online: www.philipsalliance.com/literature

User ID: *philips*, Password: *literature*

Technical Support: (888) 873-4672

Fax Back System: (865) 521-4241

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PRODUCT AVAILABILITY - PROJECTORS (as of October 2000)

Model	Name	Description	Status	Notes
LC5141	UGO X-Lite	Micro-Portable, XGA, 800 Alm, 1000hr	Available October	<i>New!! Under 2.9 lbs!</i>
LC5131	UGO S-Lite	Micro-Portable, XGA, 800 Alm, 1000hr	Available Nov.	<i>New!! Under 2.9 lbs!</i>
LC4236 (LC4235)	Hopper SV20 Impact	Ultra-Portable, SVGA, 1250 Alm, 2000hr, very quiet	Available	<i>LC4235 transitioned to LC4236</i>
LC4246 (LC4245)	Hopper XG20 Impact	Ultra-Portable, XGA, 1250 Alm 2000hr, very quiet	Available	<i>LC4245 transitioned to LC4246</i>
LC4041G	Hopper XG10	Ultra-Portable, XGA, 700 Alm, 4000hr, very quiet	Last units available; contact your RSM for latest status on availability and close out price	<i>Phasing out 4000hr lamp</i>
LC4043G	HopperXG20	Ultra-Portable, XGA, 1000 Alm, 4000hr, very quiet	Available, last month	<i>Phasing out in October 4000hr lamp</i>
LC1041	ProScreen PXG10	Boardroom/Home Entertainment, 2.4 million pixels, 2200 Alm, 2000hr	Available	<i>2200 Alm, High Definition HDTV compatible</i>
LC4700F	Fellini 100	Home Entertainment, 2.4 million pixel, 600 Alm, 4000hr	Phasing Out Few units left	<i>Video only</i>

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

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PRODUCT AVAILABILITY - ACCESSORIES

(as of October 2000)

Model	Name	Description	Status	Notes
LCA11450	Leather Case	for Hopper Series	Available	2nd Wk October
HCASE431	Hard Case	for Hopper SV10/XG10	Backorder	2nd Wk October
HCASE450	Hard Case	for LC4500G, LC4600(G&B), LC4650G, LC4750G/B	Sold Out	
LCA31060	Bulb	for LC4650G & LC4750G/B	Available	
LCA31070	Bulb	for LC4031G/LC4041G	Backorder	available November
LCA31080	Bulb	for LC4033G/LC4043G	Backorder	available November
LCA3110	Bulb	for LC1041	Available	
LCA3109	Bulb	for LCA4235, LC4245, LC4236, LC4246	Backorder	available November
LCA3113	Bulb	for LC5131, LC5141	New	available November
LCA22050	Ceiling Mount	for Hopper	Available	
LCA22060	Ceiling Mount	for LC4700F & LC4750G/B	Sold Out	
LCA2207	Ceiling Mount	for high ceiling for LC1041	Available	
LCA2208	Ceiling Mount	for low ceiling for LC1041	Available	
LCA2209	Ceiling Mount Adapter	for LCA2207 and LCA2208	Available	
LCA3001	Tele zoom lens	for LC1041	Available	
LCA3302	Wide zoom lens	for LC1041	Available	
SCREEN60	Screen	Portable	Available	
LCA14800	Screen	WriteScreen (80")	7 units available	close out price \$350
LCA14810	Screen	OptiScreen (80")	Sold out	
LCA14830	Screen	Brilliance (80")	18 units available	close out price \$390
LCA74010	Screen Stand	for LCA14800, LCA14810, LCA14830	21 units available	close out price \$190
LCA5310	VGA Y-Cable	for Hopper series (LC4235, LC4245, LC4043, LC4033)	Availability delayed	till Nov. due to lost shipment

Please note the transition of the below mentioned accessories that from Dec. 1, 1999 onwards will be sold through our service parts department

SCASE500	Soft Case	LC5000W	<i>Sold through Service parts department</i>	
HCASE400	Hard Case	LC4000G & LC4100G	<i>Sold through Service parts department</i>	
HCASE500	Hard Case	LC5000W	<i>Sold through Service parts department</i>	
RBULB120	Bulb	for LC1200x	<i>Sold through Service parts department</i>	
RBULB260	Bulb	for LC2600x	<i>Sold through Service parts department</i>	
LCA3102	Bulb	for LC2700G	<i>Sold through Service parts department</i>	
LCDBULB	Bulb	for LC3000G/2100G	<i>Sold through Service parts department</i>	
RBULB350	Bulb	LC3500G	<i>Sold through Service parts department</i>	
LCA31030	Bulb	for LC4000G & LC4100G	<i>Sold through Service parts department</i>	
LCA31040	Bulb	for LC4500G, LC4600G, LC5000W	<i>Sold through Service parts department</i>	
LCA31050	Bulb	for LC4600B	<i>Sold through Service parts department</i>	

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PHILIPS DIRECT-MAIL RESPONSE FORM

Fill out form and fax back to (770) 821-3876, Attn: John Parisi

Due Date: October 12, 2000

Company Name: _____

Attention: _____

Shipping Address: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: (_____) _____

REQUESTED MAILERS

Check box if you would like to receive this mailer (you may choose both)

Educational Quantity: x Cost: \$1.10 = Total:

Professional Quantity: x Cost: \$1.10 = Total: