

DATE: JANUARY 1, 1999

98-0669

TO: SECURITY SYSTEMS ID BADGING DISTRIBUTOR

FROM: MELISSA SABO

**SUBJECT: INTRODUCTION OF UP-D6300, UP-D6400, AND UP-D6500 ID BADGING
COLOR PRINTERS, ACCESSORIES AND CONSUMABLES**

Product Name	Brief Description	Suggested List Price	Reseller Price	Qty	Avail
UP-D6300	Dual Side ID Badging Color Printer	\$ 4,595.00	\$ 2,570.00	1+	Jan. '99
UP-D6400	Dual Side ID Badging Color Printer with Magnetic Stripe Encoder	\$ 5,295.00	\$ 2,955.00	1+	Jan. '99
UP-D6500	Dual Side ID Badging Color Printer with Magnetic Stripe and IC Smart Card Encoder	\$ 6,495.00	\$ 3,625.00	1+	Jan. '99
UP-D6300PAK	UP-D6300 packaged with UPA-6003 125 Card* Feeder	\$ 4,995.00	\$ 2,800.00	1+	Jan. '99
UP-D6400PAK	UP-D6400 packaged with UPA-6003 125 Card* Feeder	\$ 5,695.00	\$ 3,085.00	1+	Jan. '99
UP-D6500PAK	UP-D6500 packaged with UPA-6003 125 Card* Feeder	\$ 6,895.00	\$ 3,755.00	1+	Jan. '99
UPA-6002	Auto 125 Card* Stacker	\$ 400.00	\$ 260.00	1+	Jan. '99
UPA-6003	Auto 125 Card* Feeder	\$ 400.00	\$ 260.00	1+	Jan. '99
UPU-D65H	Thermal Print Head	\$ 400.00	\$ 260.00	1+	Jan. '99
UPR-6025	Monochrome Print Ribbon 1000 prints per roll (K)	\$ 100.00	\$ 70.00	1+	Jan. '99
5UPR-6040	Color Ribbon (5 packs) 250 prints per roll (CMYL)	\$ 500.00	\$ 300.00	1+	Jan. '99
5UPR-6080	Color Ribbon with Laminate (5 packs) 200 prints per roll (CMYKL)	\$ 500.00	\$ 300.00	1+	Jan. '99

Introduction of UP-D6300, UP-D6400, and UP-D6500
Page Two

GQ-130	500 pack of blank PVC cards	\$ 60.00	\$ 45.00	1-4	Jan. '99
			\$ 43.00	5-9	
			\$ 41.00	10-19	
			\$ 40.00	20	
GQ-130LO	500 pack of low coercivity magnetic stripe cards	\$ 85.00	\$ 68.00	1-4	Jan. '99
			\$ 67.00	5-9	
			\$ 66.00	10-19	
			\$ 65.00	20	
GQ-130HI	500 pack of high coercivity magnetic stripe cards	\$ 105.00	\$ 78.00	1-4	Jan. '99
			\$ 76.00	5-9	
			\$ 74.00	10-19	
			\$ 73.00	20	

Features and Benefits: *Features and specifications subject to change without notice*

UP-D6300
UP-D6400
UP-D6500

Common Features Of All Three Printers

- 300 dpi resolution dual side PVC dye sublimation printing.
- Over 14 million colors per dot.
- Accepts CR-80 size cards, 8-59 mils thick.
- IEEE1284 high speed printer interface (ECP Mode).
- Approximately 40 second print time per side.
- Virtual edge to edge printing (.5 mm border)
- Accepts optional UP-A6003 card feeder for 125 card* capacity.

UP-D6400

Additional Features of the UP-D6400

- Built-in high or low coercivity magnetic stripe encoder.

UP-D6500

Additional Features of the UP-D6500

- Built-in high or low coercivity magnetic stripe encoder.
- Built-in IC smart card encoder.
- SCSI II interface.
- Accepts 2 optional UP-A6003 card feeders and 1 UP-A6002 card stacker for 250 card* capacity.

- *Card quantity based on 30 mil card thickness*

Suggested Applications: Identification cards for Access Control
 Schools, Colleges, Hospitals, Fitness Clubs
 Law Enforcement, Visitor Registration, Licenses

Introduction of UP-D6300, UP-D6400, and UP-D6500
Page Three

Literature Order #: S-UPD6500

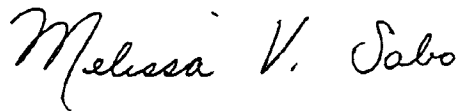
Supplied Accessories: Printer Driver on floppy disk (1)
AC Power Cable (1)
Card Tray (1)
Operational Manual (1)
Ink Ribbon Holder (1)
Cleaning Rollers/Holder Set (1)

Optional Accessories: UP-A6002 Auto Card Stacker
UP-A6003 Auto Card Feeder
UPU-D65H Thermal Print Head
UPR-6025 Monochrome Print Ribbon
5UPR-6040 Color Ribbon (5 Packs)
5UPR-6080 Color Ribbon with Laminate (5 Packs)
GQ-130 Blank PVC Cards (Pack of 500)
GQ-130LO Low Coercivity Magnetic Stripe Cards (Pack of 500)
GQ-130HI High Coercivity Magnetic Stripe Cards (Pack of 500)

Standard Warranty: Printer - 1 year parts and labor
Print Head - 1 year or 100,000 passes whichever comes first
provided Sony-approved media is utilized with exclusions of
accident, abuse, misuse, etc. (See actual warranty for details)

For further information, please contact your local Sony Sales Representative or Sony Account Manager.

Good Selling!



Melissa Sabo
Associate Marketing Manager, Security Systems
Broadcast and Professional Company

Broadcast and
Professional Group



DATE: JANUARY 1, 1999

98-0670

TO: SECURITY SYSTEMS ID BADGING SYSTEM ACCOUNT

FROM: MELISSA SABO

SUBJECT: INTRODUCTION OF UP-D6300, UP-D6400, AND UP-D6500 ID BADGING
COLOR PRINTERS, ACCESSORIES AND CONSUMABLES

Product Name	Brief Description	Suggested List Price	Reseller Price	Qty	Avail
UP-D6300	Dual Side ID Badging Color Printer	\$ 4,595.00	\$ 2,315.00	1+	Jan. '99
UP-D6400	Dual Side ID Badging Color Printer with Magnetic Stripe Encoder	\$ 5,295.00	\$ 2,705.00	1+	Jan. '99
UP-D6500	Dual Side ID Badging Color Printer with Magnetic Stripe and IC Smart Card Encoder	\$ 6,495.00	\$ 3,350.00	1+	Jan. '99
UP-D6300PAK	UP-D6300 packaged with UPA-6003 125 Card* Feeder	\$ 4,995.00	\$ 2,545.00	1+	Jan. '99
UP-D6400PAK	UP-D6400 packaged with UPA-6003 125 Card* Feeder	\$ 5,695.00	\$ 2,835.00	1+	Jan. '99
UP-D6500PAK	UP-D6500 packaged with UPA-6003 125 Card* Feeder	\$ 6,895.00	\$ 3,480.00	1+	Jan. '99
UPA-6002	Auto 125 Card* Stacker	\$ 400.00	\$ 260.00	1+	Jan. '99
UPA-6003	Auto 125 Card* Feeder	\$ 400.00	\$ 260.00	1+	Jan. '99
UPU-D65H	Thermal Print Head	\$ 400.00	\$ 260.00	1+	Jan. '99
UPR-6025	Monochrome Print Ribbon 1000 prints per roll (K)	\$ 100.00	\$ 65.00	1+	Jan. '99
5UPR-6040	Color Ribbon (5 packs) 250 prints per roll (CMYL)	\$ 500.00	\$ 275.00	1+	Jan. '99
5UPR-6080	Color Ribbon with Laminate (5 packs) 200 prints per roll (CMYKL)	\$ 500.00	\$ 275.00	1+	Jan. '99

Introduction of UP-D6300, UP-D6400, and UP-D6500
Page Two

GQ-130	500 pack of blank PVC cards	\$ 60.00	\$ 45.00 \$ 43.00 \$ 41.00 \$ 40.00	1-4 5-9 10-19 20	Jan. '99
GQ-130LO	500 pack of low coercivity magnetic stripe cards	\$ 85.00	\$ 68.00 \$ 67.00 \$ 66.00 \$ 65.00	1-4 5-9 10-19 20	Jan. '99
GQ-130HI	500 pack of high coercivity magnetic stripe cards	\$ 105.00	\$ 78.00 \$ 76.00 \$ 74.00 \$ 73.00	1-4 5-9 10-19 20	Jan. '99

Features and Benefits: *Features and specifications subject to change without notice*

UP-D6300
UP-D6400
UP-D6500

Common features of all three printers

- 300 dpi dual side PVC dye sublimation printing.
- Over 14 million colors per dot.
- Accepts CR-80 size cards, 8-59 mils thick.
- IEEE1284 high speed printer interface (ECP Mode).
- Approximately 40 second print time per side.
- Virtual edge to edge printing (.5 mm border)
- Accepts optional UP-A6003 card feeder for 125 card* capacity.

UP-D6400

Additional features of the UP-D6400

- Built-in high or low coercivity magnetic stripe encoder.

UP-D6500

Additional features of the UP-D6500

- Built-in high or low coercivity magnetic stripe encoder.
- Built-in IC smart card encoder.
- SCSI II interface.
- Accepts 2 optional UP-A6003 card feeders and 1 UP-A6002 card stacker for 250 card* capacity.

- *Card quantity based on 30 mil card thickness*

Suggested Applications:

Identification cards for access control
 Schools, Colleges, Hospitals, Fitness Clubs
 Law Enforcement, Visitor Registration, Licenses

Introduction of UP-D6300, UP-D6400, and UP-D6500
Page Three

Literature Order #: S-UPD6500

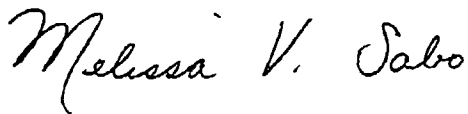
Supplied Accessories: Printer Driver on floppy disk (1)
AC Power Cable (1)
Card Tray (1)
Operational Manual (1)
Ink Ribbon Holder (1)
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Optional Accessories: UP-A6002 Auto Card Stacker
UP-A6003 Auto Card Feeder
UPU-D65H Thermal Print Head
UPR-6025 Monochrome Print Ribbon
5UPR-6040 Color Ribbon (5 Packs)
5UPR-6080 Color Ribbon with Laminate (5 Packs)
GQ-130 Blank PVC Cards (Pack of 500)
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GQ-130HI High Coercivity Magnetic Stripe Cards (Pack of 500)

Standard Warranty: Printer - 1 year parts and labor
Print Head - 1 year or 100,000 passes whichever comes first
provided Sony-approved media is utilized with exclusions of
accident, abuse, misuse, etc. (See actual warranty for details)

For further information, please contact your Steve Smith, National Account Manager, ID Badging Products at (201) 930-6260.

Good Selling!



Melissa Sabo
Associate Marketing Manager, Security Systems
Broadcast and Professional Company



DATE: JANUARY 1, 1999 98-0671
TO: SECURITY SYSTEMS ID BADGING RESELLERS
FROM: MELISSA SABO
SUBJECT: 24 HOUR SERVICE GUARANTEE FOR ID BADGING COLOR PRINTERS

Applicable Models: UP-D6300, UP-D6400, UP-D6500.

Shipping Instructions: Product must be shipped freight prepaid and insured to:
Sony Service Company
7540 N. Caldwell Avenue
Niles, IL 60714-3803
ATTN: Security 24 Hour Service Guarantee

Warranty Repairs: End users must include a copy of the dated sales receipt, a note describing the problem, a day time telephone number, and the return shipping address.

Out of Warranty Repairs: Require payment by check or credit card at the time you ship the product to Sony. For information on Sony's Flat Rate Payment Plan, please call 1-800-472-7669 for pricing.

Exclusions: Cosmetic damage, accessories, printer heads.

Terms:

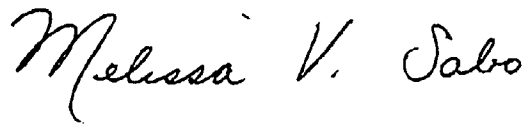
- Sony will repair product received by 12:00 noon by the next business day. Product received after 12:00 noon will be repaired on the second business day after receipt. All products shall be shipped back, prepaid by Sony, to the end user via UPS Blue (2nd day air freight).
- Sony reserves the right, at its sole discretion, to repair or replace the returned product with a new or refurbished unit or substitute a model of equal or greater value should it be necessary to do so.
- 24 hour service applies only to products purchased and shipped within the 48 contiguous States.

24 Hour Service Guarantee
Page Two

- Sony's liability is limited to repair or replacement of the product. Sony is not liable for consequential or incidental damages. Product removal and re-installation are not covered under this program.
- Sony reserves the right to exclude models without notice.
- Sony reserves the right to change or discontinue the program without notice.

For further information, please contact your local Sony Sales Representative or Sony Account Manager.

Good Selling,

A handwritten signature in black ink that reads "Melissa V. Sabo". The signature is written in a cursive style with a large, prominent 'M' and 'S'.

Melissa Sabo
Associate Marketing Manager, Security Systems
Broadcast and Professional Company



DATE: JANUARY 1, 1999 98-0672
TO: SECURITY SYSTEMS ID BADGING RESELLERS
FROM: MELISSA SABO
PROMOTION: INTRODUCTORY PROMOTION PROGRAM FOR
ID BADGING COLOR PRINTERS

Time Period: January 1, 1999 - March 31, 1999

Applicable Models: UP-D6300 UPA-6003
UP-D6400 UPA-6002
UP-D6500

Program: A one-time purchase for the purpose of sample and demo product. All purchase orders received, credit approved and shipped by March 31, 1999 will receive the following special promotional price.

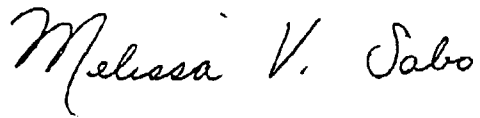
Model	Promotional Price	Quantity
UP-D6300	\$ 2,300.00	1
UP-D6400	\$ 2,650.00	1
UP-D6500	\$ 3,250.00	1
UPA-6003	\$ 200.00	Up to 3
UPA-6002	\$ 200.00	1

- Terms and Conditions:**
- Sample order must be received, credit approved and shipped by March 31, 1999.
 - Standard payment terms per the ID Badging Reseller Agreements apply.
 - Sample product may not be returned.
 - Sony reserves the right to investigate if the sample product is being utilized in accordance with the purpose of the program.
 - Sample product may not be resold before September 30, 1999.

**Introductory Promotion Program
Page Two**

For further information, please contact your local Sony Sales Representative or Sony Account Manager.

Good Selling,

A handwritten signature in black ink that reads "Melissa V. Sabo". The signature is written in a cursive style with a large, looping 'M' and a distinct 'V'.

Melissa Sabo
Associate Marketing Manager, Security Systems
Broadcast and Professional Company