



October 28, 2005

Re: Xerox North American Resellers Update

Dear Channel Partner:

Please be advised of the following:

- Effective immediately, the Phaser® 3450 Laser Printer configurations, the FaxCentre® F12 Second Paper Tray and the supply items listed below are no longer available for purchase directly from Xerox.

Part #	Description	Status
3450/B	Phaser 3450B Laser Printer	Discontinued
3450/D	Phaser 3450D Laser Printer	Discontinued
3450/DN	Phaser 3450DN Laser Printer	Discontinued
498N00280	F12 Second Paper Tray	Discontinued
016-1695-00	Color Laser Labels, Letter (8.5 X 11 IN.), 30/Sheet, 100 Sheets	Discontinued
016-1696-00	Color Laser Labels, Letter (8.5 X 11 IN.), 6/Sheet, 100 Sheets	Discontinued

As a reminder, our standard distributor policy on discontinued products:

Upon notice of product discontinuance, Distributor may return any unsold Products in Distributor's inventory and include any unsold Products that were sold to resellers by Distributor within 15 days prior to notification of product discontinuance for full credit if such return is accompanied by an offsetting order of the same or greater value for printer products. All Products returned must follow Xerox RMA procedures and must be new, unopened and of current version and received by Xerox within 30 days from date of notification of Product Discontinuance.

As such, please be advised of the following important dates:

- Notice date: October 28, 2005
- RMA must be submitted no later than **November 28, 2005**
- The single packs of Phaser® 8500/8550 solid ink sticks will be orderable effective November 1, 2005. Please see Attachment 1 for the complete sku information for these new items.

If you have any questions, please contact your Xerox North American Resellers Account Manager.

North American Resellers Marketing Administration

Attachment

Xerox Corporation
North American Resellers
PO Box 1000
26600 SW Parkway
Wilsonville, Oregon 97070
Telephone 800.835.6100

USA DISTRIBUTORS																
Item	Description	USD ERP/MAP	USD List Price	US Distributor Net	Case Qty Reqrd for Discount	Distributor Orders Accepted Beginning	UPC Code	Shipping Length (inches)	Shipping Width (inches)	Shipping Height (inches)	Weight (Lbs)	UOM	Shipping Length (inches)	Shipping Width (inches)	Shipping Height (inches)	Weight (Lbs)
Phaser 8500/8550 Color Solid Ink Printer																
Supplies																
108R00687	GENUINE XEROX SOLID INK 8500/8550 CYAN (1 PK)	\$38.99	\$52.00	\$31.72	36	01-Nov-05	0 95205 24229 4	3.3125	2.25	1.625	0.1	PK	10.75	7.2	7.3	3.85
108R00688	GENUINE XEROX SOLID INK 8500/8550 MAGENTA (1 PK)	\$38.99	\$52.00	\$31.72	36	01-Nov-05	0 95205 24230 0	3.3125	2.25	1.625	0.1	PK	10.75	7.2	7.3	3.85
108R00689	GENUINE XEROX SOLID INK 8500/8550 YELLOW (1 PK)	\$38.99	\$52.00	\$31.72	36	01-Nov-05	0 95205 24231 7	3.3125	2.25	1.625	0.1	PK	10.75	7.2	7.3	3.85
108R00690	GENUINE XEROX SOLID INK 8500/8550 BLACK (1 PK)	\$23.99	\$32.00	\$19.52	36	01-Nov-05	0 95205 24232 4	3.3125	2.25	1.625	0.1	PK	10.75	7.2	7.3	3.85