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Memorandum

Date: March 19, 2001

To: North America and AP/LA Sales and Partners

From: Tracy Hillstrom, Product Manager

Subject: MaxiScan 2300, 2400 and 2500 Family of Retail Flatbed Scanners

Intermec is pleased to announce the launch of the MaxiScan 2300VS, 2400HS, and 2500DP flatbed scanners for Retail point-of-sale applications. These fixed position, omni-directional scanners offer aggressive scan patterns and scan rates for extremely high first pass read rates. When counter space is at a premium, these compact scanners fit right in! And at 30,000 hours Mean Time Before Failure (MTBF), Intermec's MaxiScan flatbeds are the longest lasting – providing our customers with the best possible return on their investment.

The MaxiScan 2300VS is an on-counter vertical scanner for environments where space constraints will not allow in-counter mounted products. This product offers a dense 5-direction scan field of 20 lines that is directed towards the flow of goods for either pass-through or presentation scanning. The sealed optical assembly compartment can be rotated inside the fixed scanner housing for maximum flexibility when integrating it into a POS station.

The MaxiScan 2400HS is a high performance horizontal scanner, which is mounted in-counter for optimal space utilization. It's dense 5-direction scan field of 15 lines and high speed motor providing 1500 scans/sec combine for aggressive first-pass scanning. Additionally, the M2400HS provides real vertical lines and a large scan window to maximize user comfort as the need to tilt or lift items is no longer necessary.

The MaxiScan 2500DP is an optimized dual-plane scanner solution. It's generous 28-line scan pattern scans in all directions, reducing the need for product orientation. Combined with an aggressive 2300 scan/sec scan rate and a depth of field exceeding 20cm, the M2500DP also improves speed and operator comfort.

All of these scanners offer auxiliary ports for integrated handheld scanners and/or scales, and an Electronic Article Surveillance (EAS) option is available for fast and easy disabling of EAS tags during the purchase transaction. Intermec's flatbed products are available in a variety of interfaces for POS

stations, and quickly and easily install. Additionally, when a true bi-optic solution is desired, then the M2300 and M2400 product are able to integrate into the same POS station as Intermec's "Combo" solution. This unique option generates the most aggressive scan pattern available in the industry!

Enclosed are additional materials to further describe the retail POS scanner market and Intermec's MaxiScan flatbed products, including:

- Product Profiles with product descriptions and specified measurements of performance.
- Sales Guides outlining competitive strengths and weaknesses.
- PowerPoint Sales Presentation.
- Microsoft Excel spreadsheet page with part number and price information (the late February/early March release of the N. America price guide will also have this information).
- Supplemental Information Packet. As a new entrant into this segment of the market, additional information has been put together defining unique vocabulary, market needs and the price/value proposition with Intermec products.

Thank you for your continued support and good luck selling!