

August 23, 2002

To: 3M Dealers - Communications Products - Food Services Business

Subject: Enhanced 3M™ Intercom System, Signature Series, C5000

Now available, the enhanced 3M™ Intercom System, Signature Series, C5000. Designed to solve the communications needs of today's c-store, the flexible multi-channel system uses an improved Station Selector (same as the new Performance Series Station Selector, stock # 78-9236-6513-3) and new Controller. Some of the features and benefits of this enhanced system include:

New Station Selector:

- **Displays the name of each station that calls**
 - Makes it easy to use, no need to memorize station numbers
 - Station can be "looked up" by name
 - No more key pad overlays

- **Includes a dispenser or island mode programming capability which enables you to organize and identify call stations and selectors**
 - Helps reduce employee training
 - Provides faster response for increased productivity and customer service
 - Cost effective island programming mode allows sharing of single call station between two dispenser positions.
 - Extends system capability adaptability up to 16 call stations (32 fueling positions/16 dispensers)

- **Contemporary appearance and compact size**
 - Saves on valuable counter-space

- **Automatically reminds the operator that a call has been placed on "hold"**
 - Providing better customer service; helps prevent calls from being "forgotten"

To configure a communications system to best fit your customer's needs:

1. Determine the number of call stations based on the number of speaker locations required.
2. Select either the 8 or 16 station Controller based on the number of call stations required.
3. Select a packaged system or individual components to build your system using the new 3M™ Station Selector, 3M™ Wireless Intercom, or a combination for each communication point inside the store.

Following are part numbers for the new C5000 enhanced system:

<u>Signature Series Intercom, C5000:</u>		<u>Sugg</u>	<u>Dlr</u>	<u>Dlr</u>
<u>Stock Number</u>	<u>Description</u>	<u>List</u>	<u>1-7</u>	<u>8+</u>
78-6911-4819-7*	D-20V-8D High Traffic Wired Intercom, 8 Station, VOX, 2 Channel System**	2366.15	1653.35	1538.00
78-6911-4820-5*	D-120V-16D High Traffic Wired Intercom, 16 Station, VOX, 2 Channel System**	2775.38	1939.30	1804.00
78-9236-6751-9*	Controller, 8 Station, C5000	1643.92	986.35	986.35
78-9236-6752-7*	Controller, 16 Station, C5000	2120.50	1272.30	1272.30
78-9236-6513-3	Station Selector	533.33	320.00	320.00
78-8095-0869-6	Power Supply, Controller	35.71	20.00	20.00
78-8095-0868-8	Power Supply Bracket	12.50	7.00	7.00
78-8117-3921-4	Pedestal Mount, Black	89.46	50.10	50.10
78-8095-0873-8	Demo Kit, C5000	--	2730.00	2730.00
* Important - these new stock numbers replace the stock numbers on the current July 1, 2002 price pages.				
** System includes 2 Selectors, Controller, Power Supply and Power Supply Bracket				

Please pass this important sales information to your selling organization.

Sincerely,
Jim

Jim Medek
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