



Specialized Purchasing Consultants

PO Box 190
Gorham, NH 03581
(800) 750-1538
www.spccopypro.com

2011-12 Annual Report

Year - End Photocopier Analysis

With projected costs for 2012-13

Ruth Moore
Regional School Unit #1
4 Sheridan Road
Bath, ME 04530



Specialized Purchasing Consultants Corp.
Serving Maine & New Hampshire since 1988

November 2012

Skip Tilton
President

Corporate Office:
PO Box 190
Gorham, NH 03581
(800) 750-1538
(866) 281-7596 Fax

Ruth Moore
Regional School Unit #1
4 Sheridan Road
Bath, ME 04530

VISIT US ON THE WEB: Dear Ruth:
www.spccopypro.com

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *8 years*. Though each year seems to pose unique challenges, we are thrilled with all that we have been able to accomplish on behalf of our clients for the past *24 years*.

In these difficult economic times, our staff continues to be fully committed to assisting your organization in achieving goals and objectives relative to new technologies and related costs. In relation to new services, we are excited to bring to your attention *new cost-savings initiatives as well as a new service called SPC STAR Doc* that will continue to meet our mutual goal of improving the quality of service and equipment while reducing your overall cost.

I hope you find the enclosed annual report useful. We are providing you an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem now or could become a problem in the near future.

Thank you again for allowing SPC the opportunity to be of service. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton
President

Table of Contents

The SPC Team	1
Equipment Health Status.....	3
Aging Equipment Summary	4
Average Student to Copy Usage – Black Only.....	7
Average Student to Copy Usage – Color Only	11
Black & Color Usage Comparisons	10
Usage Profile for Service & Supplies	12
SPC Service & Supply Cost Savings	28
Projected Equipment Costs by Building - Black	29
Service & Supply Usage Profile by Vendor - Black.....	30
Projected Equipment Costs by Building - Color.....	31
Service & Supply Usage Profile by Vendor - Color.....	32
Reprographic Equipment Assessment	33
Leased Equipment.....	34
Owned Equipment	35
Active Reprographic Equipment & Manufacturers	36
Improved SPC Services	37
SPC's Service & Supply Contract – Purpose & Sample	40
SPC's Dual-Layered Warranty – Purpose & Explanation.....	41

The SPC Team

would like to personally thank you for your continued trust and confidence!



Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 117 clients (3200+ machines with 1.7 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and



equipment.



Paul Garozzo

General Manager

As General Manager my goal is ensure our clients are pleased with our services and also provide solutions that are efficient, productive and reduce cost. With my 23 years in the copier industry, I will use my experiences to achieve this

goal. In addition, I will be utilizing our new SPC STARDoc system to further enhance SPC services. Clients will now have the benefit of visually seeing where all their devices are located and project future expenses. I could not be more excited to join the SPC team.

Glen Fortier

Auditor, Electronic Specialist & Equipment Implementation

With 24 years of experience in the electrical field, I look forward to continually meeting and helping all of you with your reprographic needs. It is my sincere commitment to ensure all machine changes are as smooth as possible.



Derik Brasher

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographic platforms to our community of clients. My 20+ years of experience in corporate management will be key in

strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Alex Webster

Director of Customer Relations

It is a great pleasure for me to join the SPC team. One of my responsibilities will be creating detailed maps of your Copiers/Printers and will be assisting the team in monitoring all of your equipment. My background as a Network Technician and my experience in Customer Service will allow me to give our clients the level of service that they have come to expect from SPC. It is my personal goal to aid in fulfilling each and every promise made to our valued clients.



The SPC Team Continued....



Robert B. Dutil

Director of Information Technology

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is

constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Rachel Guay

Accounting Coordinator

I am responsible for the majority of the accounting communications between SPC and its vendors and clients. I will rely upon my years of experiences and my strong attention to detail to ensure our client's needs are well served. It is my goal to work accurately and efficiently and to uphold the high standards of customer satisfaction that SPC has provided to their customers. I look forward to establishing a strong working relationship with each and every one of you.



Pam Weed

Client-Vendor Relations

SPC's clients are my Number One priority. When you have a question, concern, need, or problem related to equipment, service or billing, I am available to assist you in getting it resolved promptly. I am pleased to be able to act as liaison between our

clients and vendors to ensure smooth transitions or quick resolutions.

Anne Arbore

Administration

Since many of our clients are educational systems, I find it satisfying to know that my co-workers and I have made a contribution toward their success by assisting them in saving on their budgets for reprographic equipment, providing better quality equipment to work with and freeing their resources for other needs.



Laura Lynch

Marketing Coordinator & Client Relations

As a member of the SPC team for the past 12 years as their website designer, I am excited to take on this new position. Some of my responsibilities will include

scheduling essential meetings with our clients and vendors, creating new marketing collateral and developing new clients. I look forward to establishing a closer relationship with each of our clients.

Equipment Health Status

Total Number of Machines:	38
Total Black Photocopiers	26
Total Low Cost of Operation Black Network Printers	3
Total High-Speed Duplicators	0
Total Color Photocopiers (including MFP)	9
Total Low Cost of Operation Color Network Printers	0
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	8
# of Units Overused:	0
# of Units Underused:	0
# of Units Connected to Network with Print and/or Scan	35
Commencement Date:	5/1/2010
# of Annual Payments Left on Lease	2
All Warranties and Service Contracts Expire:	6/30/2015
Print Management Software Loaded	Yes
LENP Contract Signed	No

NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Ruth,

Overall your district is doing well. Your B/W volume has increase very slightly and your color has done real well by decreasing 20%. You have 8 devices coming to the end of their life cycle which we can address at the next upgrade. Please ask Paul of a demonstration of our new SPC STAR Doc system. We build this from the ground up. I'm sure you will be excited as well as I am about it. It's been a pleasure supporting RSU for the past 8 years and I look forward to many more to come.

Regards,

Skip

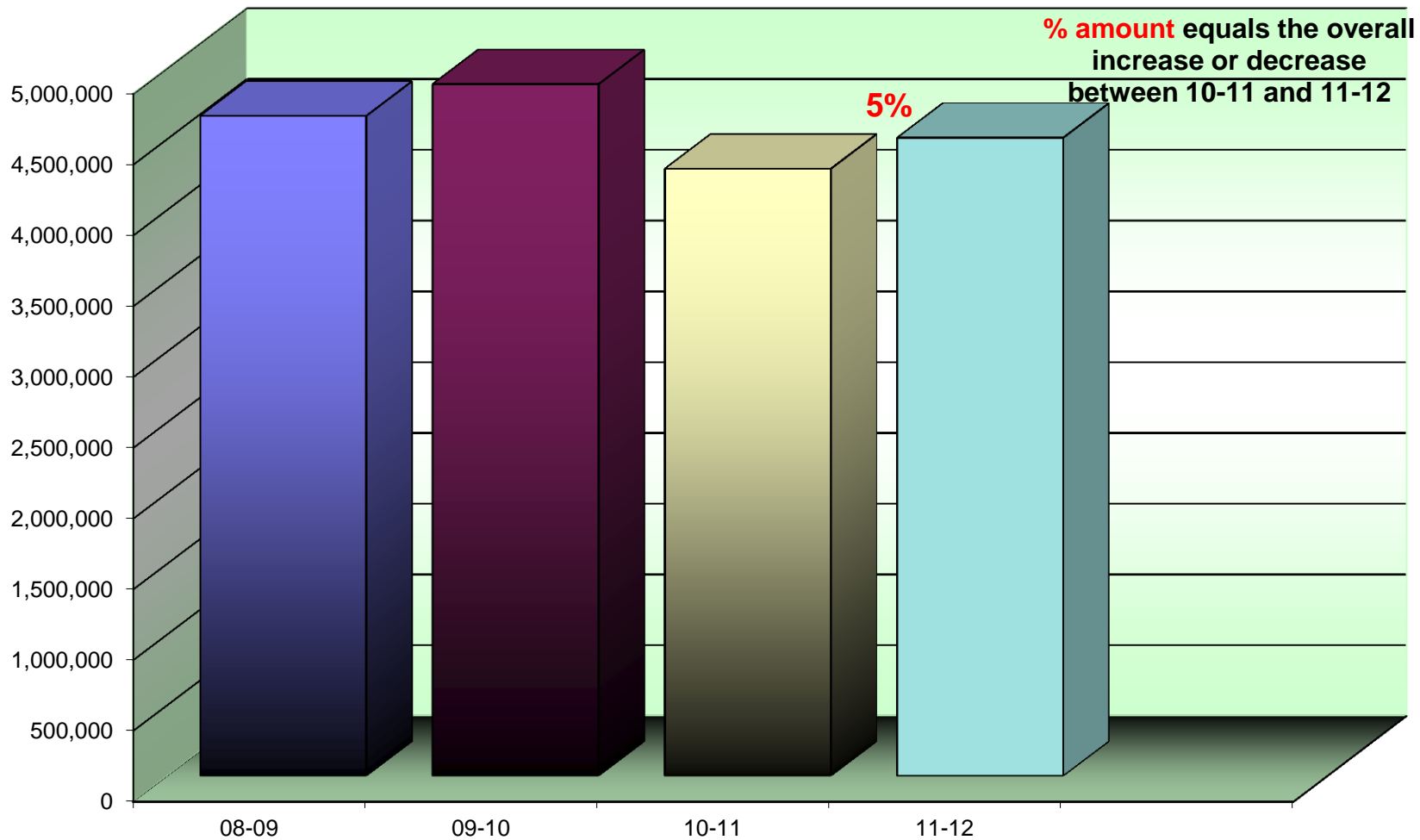
Aging Equipment Summary

The following equipment is **seven or more years** from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the date of Intro. Usage, age, and service history need to be considered to see if they are due for replacement soon.

Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
Bath Middle	Library	Konica Minolta BH250	31117250	8800 2137	06/2005
BRCTC	Building Construction	Konica Minolta BH161	50010356	8802 6110	09/2005
Dike-Newell	Main Office	Xerox c2424DP	VVK023673		03/2005
Fisher-Mitchell	Computer Lab	Xerox c2424DP	VVK023260		03/2005
Phippsburg Elementary	Computer Lab	Xerox c2424DP	VVK021716		03/2005
Phippsburg Elementary	Teachers' Room	Toshiba E-520	CZG724071	6202 3694	06/2005
West Bath School	Main Office	Xerox c2424DP	VVK021121		03/2005
Woolwich Central	Main Office	Xerox c2424DP	VVK015592		06/2005

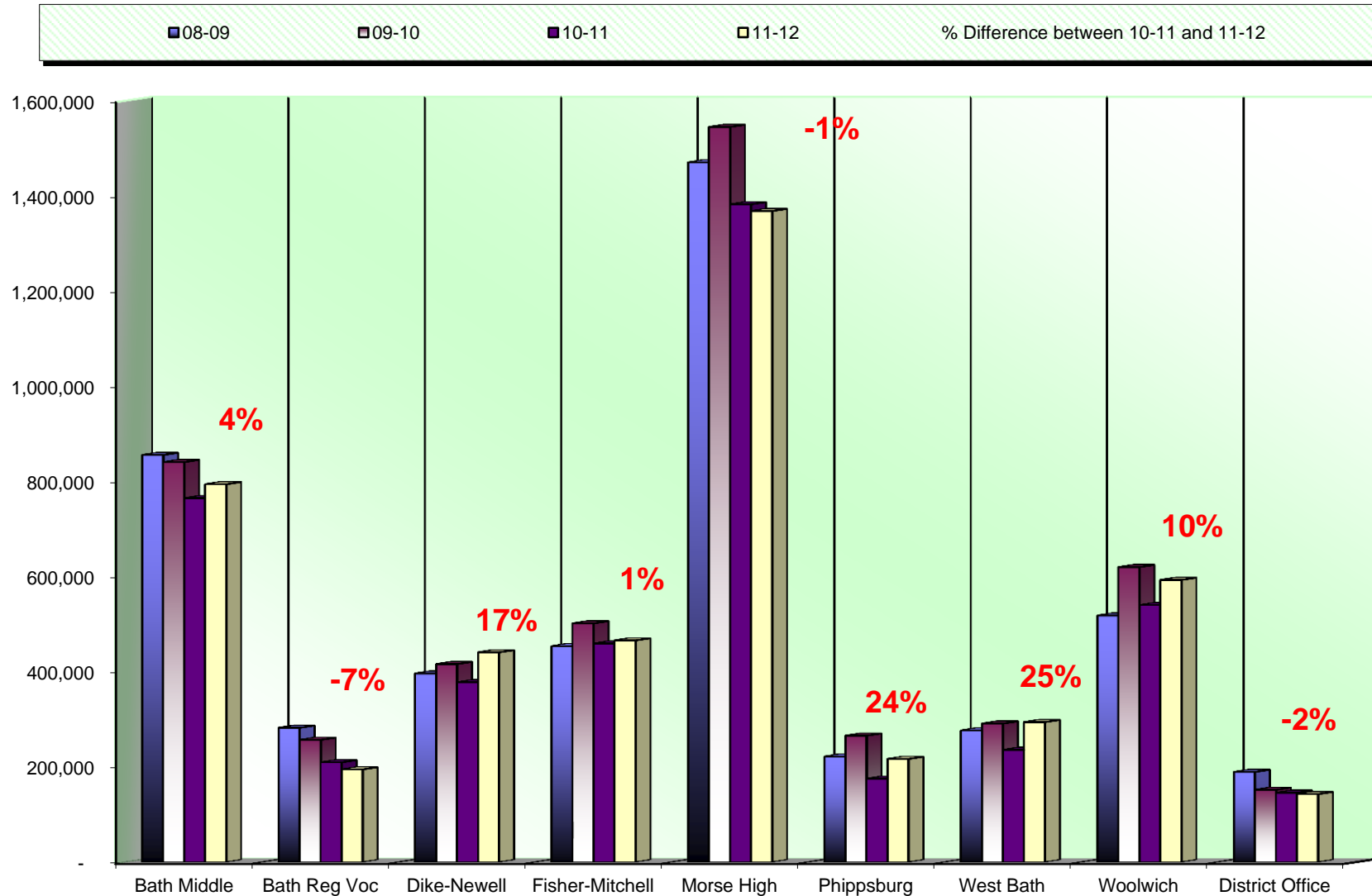
This report uses current trends for black volume to project future costs and potential equipment needs on an overall basis.

ANNUAL BLACK VOLUME BY DISTRICT



This report uses current trends for *black volume* to project future costs and potential equipment needs by building.

ANNUAL BLACK VOLUME BY BUILDING



Average Student to Copy Usage – Black Only

Using the projected costs by building as the basis, this table represents the projected average usage and cost per student for each building.

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Bath Middle	390	793,746	\$16,997.68	2,035	\$38.82
BRCTC	174	194,966	\$4,175.54	1,120	\$21.37
Dike-Newell School	290	440,786	\$9,463.34	1,520	\$29.07
Fisher Mitchell School	230	465,746	\$9,955.13	2,025	\$38.54
Morse High	614	1,367,699	\$29,206.29	2,228	\$42.35
Phippsburg Elementary	88	216,884	\$4,768.90	2,465	\$48.42
RSU #1	0	142,999	\$3,049.13	0	\$0.00
West Bath School	136	294,185	\$6,430.65	2,163	\$42.22
Woolwich Central	323	592,830	\$12,740.41	1,835	\$35.15
Totals	2,245	4,509,841	\$96,787.06	2,009	\$38.41

*Total School Cost refers to the cost of Service, Supplies, Paper, and Equipment.

Cost Comparison Black Only

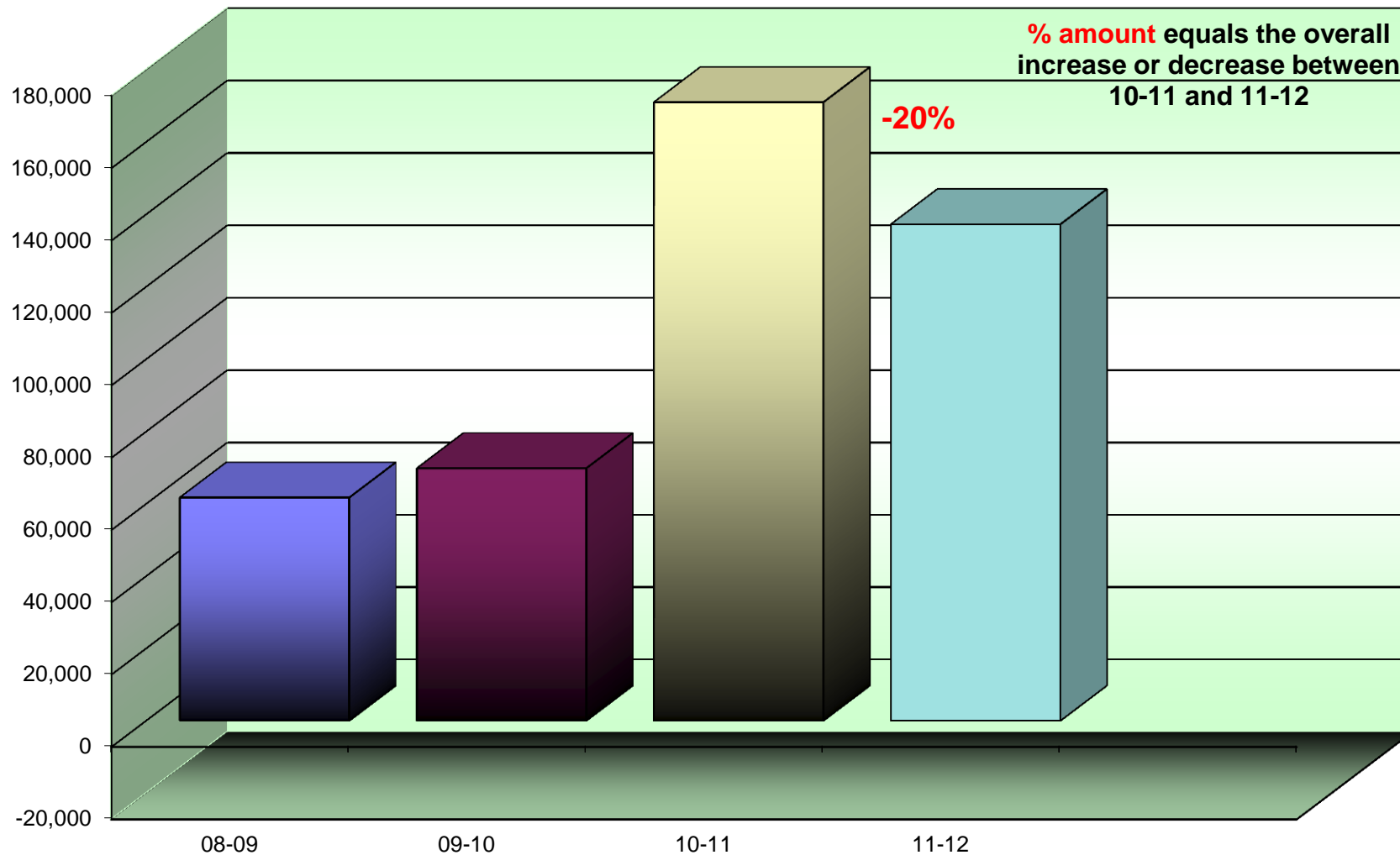
This is an SPC Comparison contrasting your district with 84 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	131,784	307,171,835	\$5,571,341.44	2,331	\$42.28

*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.

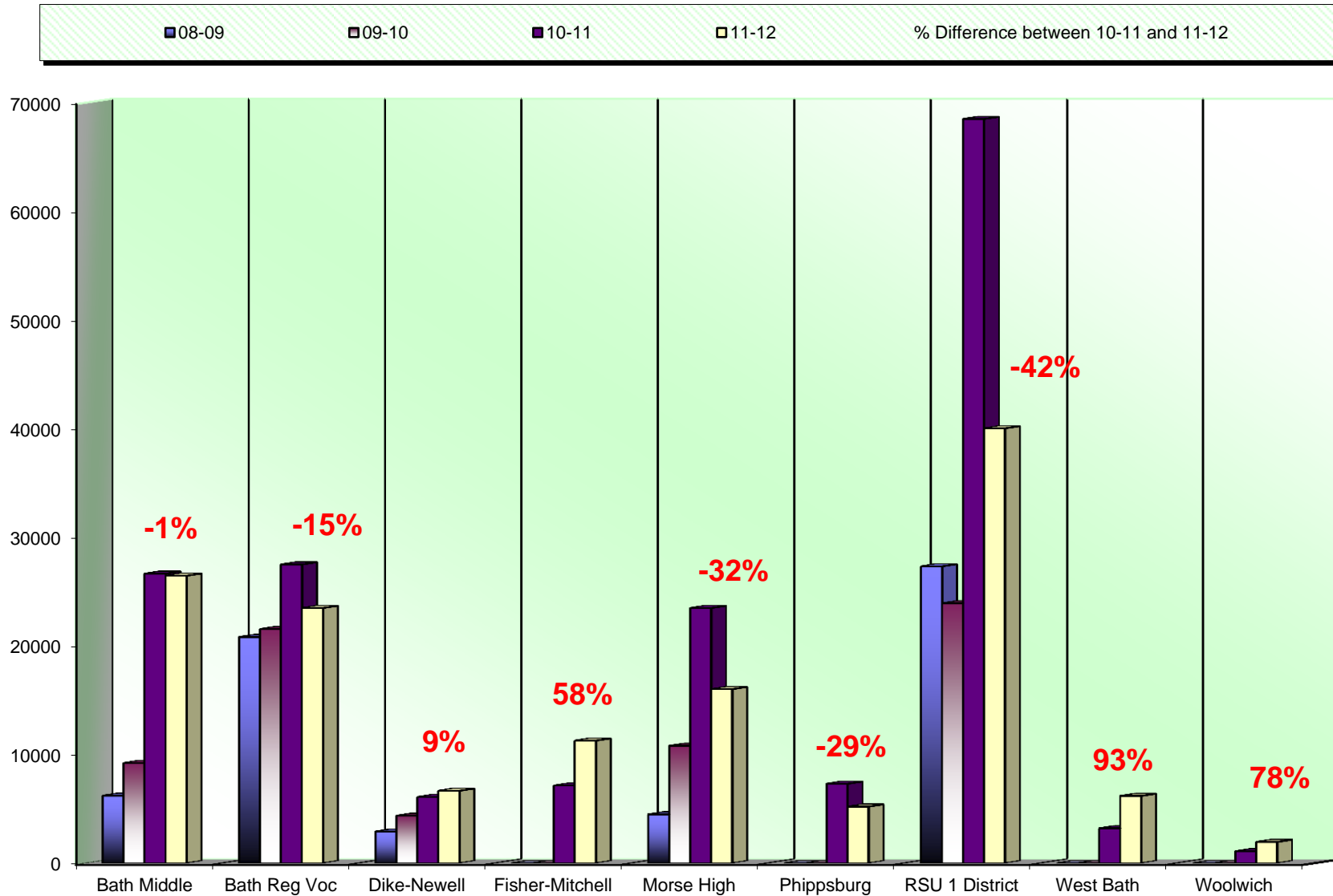
This report uses current trends for color volume to project future costs and potential equipment needs on an overall basis.

ANNUAL COLOR VOLUME BY DISTRICT



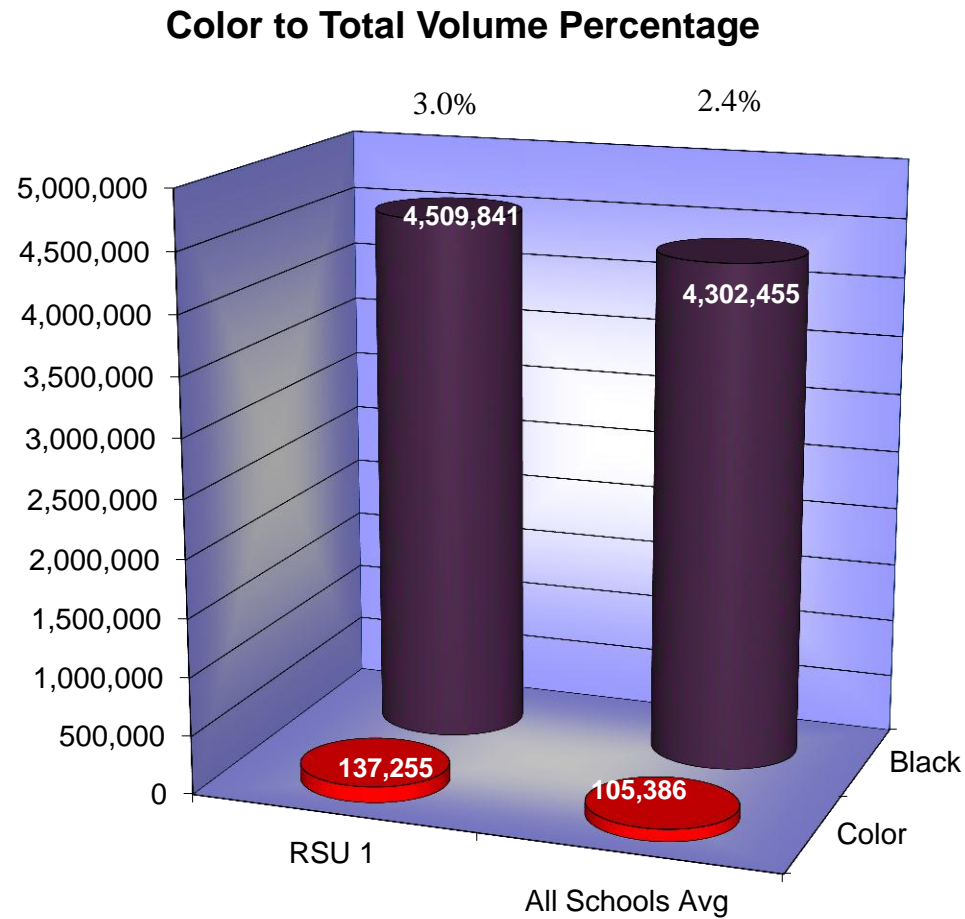
This report uses current trends for *color volume* to project future costs and potential equipment needs by building.

ANNUAL COLOR VOLUME BY BUILDING



Black & Color Usage Comparisons

This chart compares your current usage ratios to the average of all SPC client school districts.



Average Student to Copy Usage – Color Only

Using the projected costs by building as the basis, this table represents the projected average usage and cost per student for each building.

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Bath Middle	390	26,454	\$1,556.87	68	\$3.99
BRCTC	174	23,483	\$1,382.02	135	\$7.94
Dike-Newell School	290	6,664	\$650.02	23	\$2.24
Fisher Mitchell School	230	11,278	\$1,100.08	49	\$4.78
Morse High	614	16,016	\$942.57	26	\$1.54
Phippsburg Elementary	88	5,204	\$507.61	59	\$5.77
RSU #1	0	40,015	\$2,307.34	0	\$0.00
West Bath School	136	6,188	\$603.59	46	\$4.44
Woolwich Central	323	1,953	\$190.50	6	\$0.59
Totals	2,245	137,255	\$9,240.61	61	\$4.12

*Total School Cost refers to the cost of Service, Supplies, and Paper; Equipment Lease costs are not figured into color averages.

Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 84 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	131,784	7,377,029	\$486,775.63	56	\$3.69

*Total District Cost refers to the cost of Service, Supplies and Paper. Equipment is calculated only into the Black Volume.

Usage Profile for Service & Supplies

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC. Projected Volume comparison is based on projected volume figured on your most recent Five-Year Equipment Replacement Schedule.

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Bath Middle							
Library							
Konica Minolta BH250 25 CPM	82,055	98,030	15,975	23,043	-7,068	\$0.004540	7 years from Intro.
31117250 / 8800 2137						\$72.53	
500,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
KMBS							
Konica Minolta BH40P 45 CPM	11,038	26,623	15,585	18,168	-2,583	\$0.007740	None at this time.
A0DX013004581 / 8802 6109						\$120.63	
1,000,000 / 03/2008	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
KMBS							

Regional School Unit #1

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Bath Middle							
Main Office							
Konica Minolta BH601 60 CPM	150,790	310,327	159,537	185,399	-25,862	\$0.004020	None at this time.
A0PP011008022 / 8800 2966						\$641.34	
3,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Xerox 8860MFP 30 CPM Black & Color	6,860	11,531	4,671	22,001	-17,330	\$0.005060	None at this time.
HBB403008 /						\$23.64	
750,000 / 09/2007	26,642	53,096	26,454	6,212	20,242	\$0.05268	
Color Photocopier						\$1,393.60	
Connected 5/26/2015							
VARY							

Regional School Unit #1

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Bath Middle							
Teachers' Room							
Konica Minolta BH751 75 CPM	256,635	552,153	295,518	327,198	-31,680	\$0.004020	None at this time.
A0PN011003831 / 8800 2950						\$1,187.98	
4,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Konica Minolta BH751 75 CPM	323,702	626,162	302,460	297,398	5,062	\$0.004020	None at this time.
A0PN011001877 / 8800 2965						\$1,215.89	
4,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
	Subtotals B&W		793,746	873,207		\$3,262.00	
	Subtotals Color		26,454	6,212		\$1,393.60	

Regional School Unit #1

Date of Last Upgrade: 5/1/2010

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
BRCTC							
Building Construction							
Konica Minolta BH161f 16 CPM 50010356 / 8802 6110 300,000 / 09/2005 Black Photocopier Not Connected KMBS	50	2,256	2,206	2,659	-453	\$0.004020 \$8.87 \$0.00000 \$0.00	7 years from Intro.
	0	0	0	0	0		
Child Care							
Toshiba E-452 45 CPM CIE730339 / 6202 3687 1,000,000 / 01/2006 Black Photocopier Connected KMBS	700,846	714,693	13,847	12,063	1,784	\$0.004540 \$62.87 \$0.00000 \$0.00	None at this time.
	0	0	0	0	0		
Faculty Room 2nd Floor							
Konica Minolta BH501 50 CPM A0R5011012143 / 8800 2958 1,000,000 / 06/2008 Black Photocopier Connected KMBS	91,289	172,819	81,530	139,824	-58,294	\$0.004020 \$327.75 \$0.00000 \$0.00	None at this time.
	0	0	0	0	0		

Regional School Unit #1

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
BRCTC							
Main Office							
Konica Minolta BH501 50 CPM	91,599	178,710	87,111	154,061	-66,950	\$0.004020	None at this time.
A0R5011012140 / 8800 2869						\$350.19	
1,000,000 / 06/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Xerox 8860MFP 30 CPM Black & Color	14,191	24,463	10,272	9,817	455	\$0.005060	None at this time.
HBB402982 /						\$51.98	
750,000 / 09/2007	27,490	50,973	23,483	20,816	2,667	\$0.05268	
Color Photocopier						\$1,237.08	
Connected 5/26/2015							
VARY							
	Subtotals B&W		194,966	318,424		\$801.65	
	Subtotals Color		23,483	20,816		\$1,237.08	

Regional School Unit #1

Date of Last Upgrade: 5/1/2010

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Dike-Newell School							
Computer Lab							
Konica Minolta BH40P 45 CPM A0DX013004580 / 8802 0111 1,000,000 / 03/2008 Black Network Printer Connected KMBS	4,348	10,074	5,726	10,747	-5,021	\$0.007740 \$44.32 \$0.00000 \$0.00	None at this time.
Main Office							
Konica Minolta BH501 50 CPM A0R5011012150 / 8800 2868 1,000,000 / 06/2008 Black Photocopier Connected KMBS	61,510	133,137	71,627	110,198	-38,571	\$0.004020 \$287.94 \$0.00000 \$0.00	None at this time.
Xerox C2424DP 24 CPM Black & Color VVK023673 / 500,000 / 03/2005 Color Photocopier Connected 12/31/2014 VARY	20,710	25,707	4,997	64,840	-59,843	\$0.005060 \$25.28 \$0.09050 \$603.09	7 years from Intro.

Regional School Unit #1

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Dike-Newell School							
Work Room							
Konica Minolta BH601 60 CPM	232,101	519,951	287,850	220,511	67,339	\$0.004020	None at this time.
A0PP011008017 / 8709 3411						\$1,157.16	
3,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Work Room Up							
Konica Minolta BH600 60 CPM	223,029	293,615	70,586	110,004	-39,418	\$0.004540	None at this time.
57BE04847 / 8800 2028						\$320.46	
3,000,000 / 08/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
	Subtotals B&W		440,786	516,300		\$1,835.16	
	Subtotals Color		6,664	0		\$603.09	

Regional School Unit #1

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Fisher Mitchell School							
Computer Lab							
Xerox C2424DP 24 CPM Black & Color	21,246	30,632	9,386	10,000	-614	\$0.005060	7 years from Intro.
VVK023260 /						\$47.49	
500,000 / 03/2005	41,556	52,834	11,278	0	11,278	\$0.09050	
Color Photocopier						\$1,020.66	
Connected 12/31/2014							
VARY							
Library							
Konica Minolta BH601 60 CPM	167,632	370,726	203,094	172,238	30,856	\$0.004020	None at this time.
A0PP011007980 / 8800 2968						\$816.44	
3,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Main Office Work Room							
Toshiba E-452 45 CPM	187,436	214,051	26,615	48,291	-21,676	\$0.004540	None at this time.
CIE730343 / 8802 6113						\$120.83	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

Date of Last Upgrade: 5/1/2010

Annual Cost Recommendations

\$1,020.66

Regional School Unit #1

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Morse High							
Attendance Office							
Konica Minolta BH501 50 CPM	33,017	110,622	77,605	113,233	-35,628	\$0.004020	None at this time.
A0R5011012197 / 8800 2962						\$311.97	
1,000,000 / 06/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Main Office							
Xerox 8860MFP 30 CPM Black & Color	29,585	47,211	17,626	7,341	10,285	\$0.005060	None at this time.
HBB402984 /						\$89.19	
750,000 / 09/2007	23,480	39,496	16,016	4,497	11,519	\$0.05268	
Color Photocopier						\$843.72	
Connected 5/26/2015							
VARY							
Room 139							
Konica Minolta BH40P 45 CPM	11,648	18,038	6,390	13,170	-6,780	\$0.007740	None at this time.
A0DX013004583 / 8802 6112						\$49.46	
1,000,000 / 03/2008	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
KMBS							

Regional School Unit #1

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Morse High											
Teachers' Room											
Konica Minolta BH751 75 CPM	A0PN011003805 / 8709 3402	4,000,000 / 12/2008		Black Photocopier Connected	513,318	761,744	248,426	466,728	-218,302	\$0.004020 \$998.67	None at this time.
					0	0	0	0	0	\$0.00000	\$0.00
KMBS											
Konica Minolta BH751 75 CPM	A0PN011003835 / 8709 3409	4,000,000 / 12/2008		Black Photocopier Connected	252,228	660,103	407,875	453,402	-45,527	\$0.004020 \$1,639.66	None at this time.
					0	0	0	0	0	\$0.00000	\$0.00
KMBS											
Konica Minolta BH751 75 CPM	A0PN011003829 / 8800 2948	4,000,000 / 12/2008		Black Photocopier Connected	542,404	1,152,181	609,777	451,177	158,600	\$0.004020 \$2,451.30	None at this time.
					0	0	0	0	0	\$0.00000	\$0.00
KMBS											
Subtotals B&W							1,367,699	1,505,051		\$5,540.25	
Subtotals Color							16,016	4,497		\$843.72	

Regional School Unit #1

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Phippsburg Elementary											
Computer Lab											
Xerox C2424DP 24 CPM Black & Color	VVK021716 /	500,000 / 03/2005	Color Photocopier	Connected 12/31/2014	38,490	92,910	54,420	18,018	36,402	\$0.005060	7 years from Intro.
										\$275.37	
					67,754	72,958	5,204	0	5,204	\$0.09050	
										\$470.96	
VARY											
Principal's Office											
Toshiba E-452 45 CPM	CIE730340 / 6202 3847	1,000,000 / 01/2006	Black Photocopier	Not Connected	335,589	405,749	70,160	88,849	-18,689	\$0.004540	None at this time.
										\$318.53	
					0	0	0	0	0	\$0.00000	
										\$0.00	
KMBS											
Teachers' Room											
Toshiba E-520T 52 CPM	CZG724071 / 6202 3694	3,000,000 / 06/2005	Black Photocopier	Connected	531,017	623,321	92,304	133,011	-40,707	\$0.004540	7 years from Intro.
										\$419.06	
					0	0	0	0	0	\$0.00000	
										\$0.00	
KMBS											
Subtotals B&W							216,884	239,878		\$1,012.95	
Subtotals Color							5,204	0		\$470.96	

Regional School Unit #1

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
RSU #1							
Hall							
Konica Minolta BH601 60 CPM	64,901	144,334	79,433	130,056	-50,623	\$0.004020	None at this time.
A0PP011006249 / 8800 2696						\$319.32	
3,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Main Office Hall							
Konica Minolta BHC452 45 CPM	81,178	144,744	63,566	77,233	-13,667	\$0.004020	None at this time.
A0P2011002612 / 8709 3378						\$255.54	
750,000 / 09/2009	68,534	108,549	40,015	27,313	12,702	\$0.05155	
Color Photocopier						\$2,062.77	
Connected							
KMBS							
Subtotals B&W			142,999	207,289		\$574.86	
Subtotals Color			40,015	27,313		\$2,062.77	

Regional School Unit #1

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
West Bath School											
Main Office											
Xerox C2424DP 24 CPM Black & Color	VVK021121 /	500,000 / 03/2005	Color Photocopier	Connected 12/31/2014	32,825	36,345	3,520	23,100	-19,580	\$0.005060	7 years from Intro.
										\$17.81	
					19,606	25,794	6,188	0	6,188	\$0.09050	
										\$560.01	
VARY											
Principal's Office											
Toshiba E-452 45 CPM	CIE730328 / 6202 3848	1,000,000 / 01/2006	Black Photocopier	Connected	315,691	394,921	79,230	83,231	-4,001	\$0.004540	None at this time.
										\$359.70	
					0	0	0	0	0	\$0.00000	
										\$0.00	
KMBS											
Teachers' Room											
Konica Minolta BH600 60 CPM	57BE13944 / 8705 0811	3,000,000 / 08/2006	Black Photocopier	Connected	470,117	681,552	211,435	193,554	17,881	\$0.004540	None at this time.
										\$959.91	
					0	0	0	0	0	\$0.00000	
										\$0.00	
KMBS											
Subtotals B&W							294,185	299,885		\$1,337.43	
Subtotals Color							6,188	0		\$560.01	

Regional School Unit #1

Date of Last Upgrade: 5/1/2010

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Woolwich Central							
1st Floor Hall							
Konica Minolta BH601 60 CPM A0PP011007977 / 8800 2967 3,000,000 / 12/2008 Black Photocopier Connected KMBS	354,226 0	760,301 0	406,075 0	313,100 0	92,975 0	\$0.004020 \$1,632.42 \$0.00000 \$0.00	None at this time.
2nd Floor Hall							
Toshiba E-452 45 CPM CIE730320 / 6202 3690 1,000,000 / 01/2006 Black Photocopier Connected KMBS	601,270 0	718,842 0	117,572 0	141,117 0	-23,545 0	\$0.004540 \$533.78 \$0.00000 \$0.00	None at this time.
Toshiba E-452 45 CPM CIE730342 / 6202 3767 1,000,000 / 01/2006 Black Photocopier Connected KMBS	532,499 0	600,444 0	67,945 0	106,255 0	-38,310 0	\$0.004540 \$308.47 \$0.00000 \$0.00	None at this time.

Date of Last Upgrade: 5/1/2010

Recommendations

\$8,368.65

SPC Service & Supply Cost Savings

This table compares your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client with your projected cost per copy through SPC presently. Annual Volume represents actual projected volume when you first became an SPC client on 6/15/2004. If all things remained the same, this table demonstrates your average annual and five-year savings.

<i>Annual Volume</i>	<i>Before SPC CPC</i>	<i>After SPC CPC</i>	<i>SPC's CPC Savings</i>	<i>SPC's Annual Cost Savings</i>	<i>SPC's 5-year Cost Savings</i>
4,117,083	\$0.01564	\$0.00425	\$0.01139	\$46,893.58	\$234,467.90

Projected Equipment Costs by Building - Black

This table represents projected expenses for BLACK prints or copies by building based on recent activity. Approximate current paper case costs and averaged current annual lease payment are figured in to provide budget information for the upcoming fiscal year.

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Equipment Cost	Total Cost
Bath Middle	793,746	\$3,335.14	\$3,938.57	\$9,723.97	\$16,997.68
BRCTC	194,966	\$819.64	\$967.42	\$2,388.48	\$4,175.54
Dike-Newell School	440,786	\$1,876.20	\$2,187.18	\$5,399.95	\$9,463.33
Fisher Mitchell School	465,746	\$1,938.37	\$2,311.03	\$5,705.73	\$9,955.13
Morse High	1,367,699	\$5,664.45	\$6,786.52	\$16,755.32	\$29,206.29
Phippsburg Elementary	216,884	\$1,035.73	\$1,076.18	\$2,656.99	\$4,768.90
RSU #1	142,999	\$587.73	\$709.56	\$1,751.84	\$3,049.13
West Bath School	294,185	\$1,366.92	\$1,459.75	\$3,603.98	\$6,430.65
Woolwich Central	592,830	\$2,536.18	\$2,941.62	\$7,262.60	\$12,740.41
Totals	4,509,841	\$19,160.35	\$22,377.83	\$55,248.88	\$96,787.07

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Vendor typically invoices 80% of projected costs annually in advance. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Total Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Konica-Minolta	Color Photocopier	63,566	\$0.00402	\$255.54	\$0.00411	\$261.26
Konica-Minolta	Black Photocopier	765,669	\$0.00454	\$3,476.14	\$0.00464	\$3,552.70
Konica-Minolta	Black Photocopier	3,546,775	\$0.00402	\$14,258.04	\$0.00411	\$14,577.25
Konica-Minolta	Black Network Printer	27,701	\$0.00774	\$214.41	\$0.00792	\$219.39
Vary Technologies	Color Photocopier	106,130	\$0.00506	\$537.02	\$0.00518	\$549.75
<i>Totals and Averages</i>		<i>4,509,841</i>	<i>\$0.00416</i>	<i>\$18,741.13</i>	<i>\$0.00425</i>	<i>\$19,160.35</i>

Projected Equipment Costs by Building - Color

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Approximate current paper costs are figured in to provide budget information for the upcoming fiscal year. Equipment cost is not calculated with color usage.

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Total Cost
Bath Middle	26,454	\$1,425.61	\$131.26	\$1,556.87
BRCTC	23,483	\$1,265.50	\$116.52	\$1,382.02
Dike-Newell School	6,664	\$616.95	\$33.07	\$650.02
Fisher Mitchell School	11,278	\$1,044.12	\$55.96	\$1,100.08
Morse High	16,016	\$863.10	\$79.47	\$942.57
Phippsburg Elementary	5,204	\$481.79	\$25.82	\$507.61
RSU #1	40,015	\$2,108.79	\$198.55	\$2,307.34
West Bath School	6,188	\$572.89	\$30.70	\$603.59
Woolwich Central	1,953	\$180.81	\$9.69	\$190.50
Totals	137,255	\$8,559.55	\$681.06	\$9,240.61

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Color copies are typically billed in arrears quarterly or semi-annually. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Actual Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Konica-Minolta Business Solutions	Color	40,015	\$0.05155	\$2,062.77	\$0.05270	\$2,108.79
Vary Technologies	Color Photocopier	31,287	\$0.09050	\$2,831.47	\$0.09258	\$2,896.55
Vary Technologies	Color Photocopier	65,953	\$0.05268	\$3,474.40	\$0.05389	\$3,554.21
<i>Totals and Averages</i>		<i>137,255</i>	<i>\$0.06097</i>	<i>\$8,368.65</i>	<i>\$0.06236</i>	<i>\$8,559.55</i>

Reprographic Equipment Assessment

This chart provides the status of your equipment and details of your current lease, if any. *

Total # of Units	38
# of Units on Lease	25
# of Units Owned	13
Lease Company	Northway Bank
Lease Start Date	5/1/2010
Lease End Date	8/1/2014
Term	5 Annual
Annual Payment usually due on 8/1	\$55,248.88
Remaining Payments	2

**The determination on the lease has no bearing on Service & Supply and Warranty Contracts.*

Leased Equipment

Equipment currently held as collateral under SPC-monitored or private lease.

Building	Make	Model	Serial #
Bath Middle	Konica Minolta	BH601	A0PP011008022
Bath Middle	Konica Minolta	BH751	A0PN011001877
Bath Middle	Konica Minolta	BH751	A0PN011003831
Bath Middle	Konica Minolta	BH40P	A0DX013004581
Bath Middle	Xerox	8860MFP	HBB403008
BRCTC	Konica Minolta	BH161f	50010356
BRCTC	Konica Minolta	BH501	A0R5011012143
BRCTC	Konica Minolta	BH501	A0R5011012140
BRCTC	Xerox	8860MFP	HBB402982
Dike-Newell School	Konica Minolta	BH501	A0R5011012150
Dike-Newell School	Konica Minolta	BH601	A0PP011008017
Dike-Newell School	Konica Minolta	BH40P	A0DX013004580
Fisher Mitchell School	Konica Minolta	BH601	A0PP011007978
Fisher Mitchell School	Konica Minolta	BH601	A0PP011007980
Morse High	Konica Minolta	BH40P	A0DX013004583
Morse High	Konica Minolta	BH751	A0PN011003835
Morse High	Konica Minolta	BH751	A0PN011003805
Morse High	Konica Minolta	BH501	A0R5011012197
Morse High	Konica Minolta	BH751	A0PN011003829
Morse High	Xerox	8860MFP	HBB402984
RSU #1	Konica Minolta	BH601	A0PP011006249
RSU #1	Konica Minolta	BHC452	A0P2011002612
West Bath School	Xerox	C2424DP	VVK021121
Woolwich Central	Konica Minolta	BH601	A0PP011007977
Woolwich Central	Toshiba	E-452	CIE730342

Owned Equipment

Equipment currently owned by client.

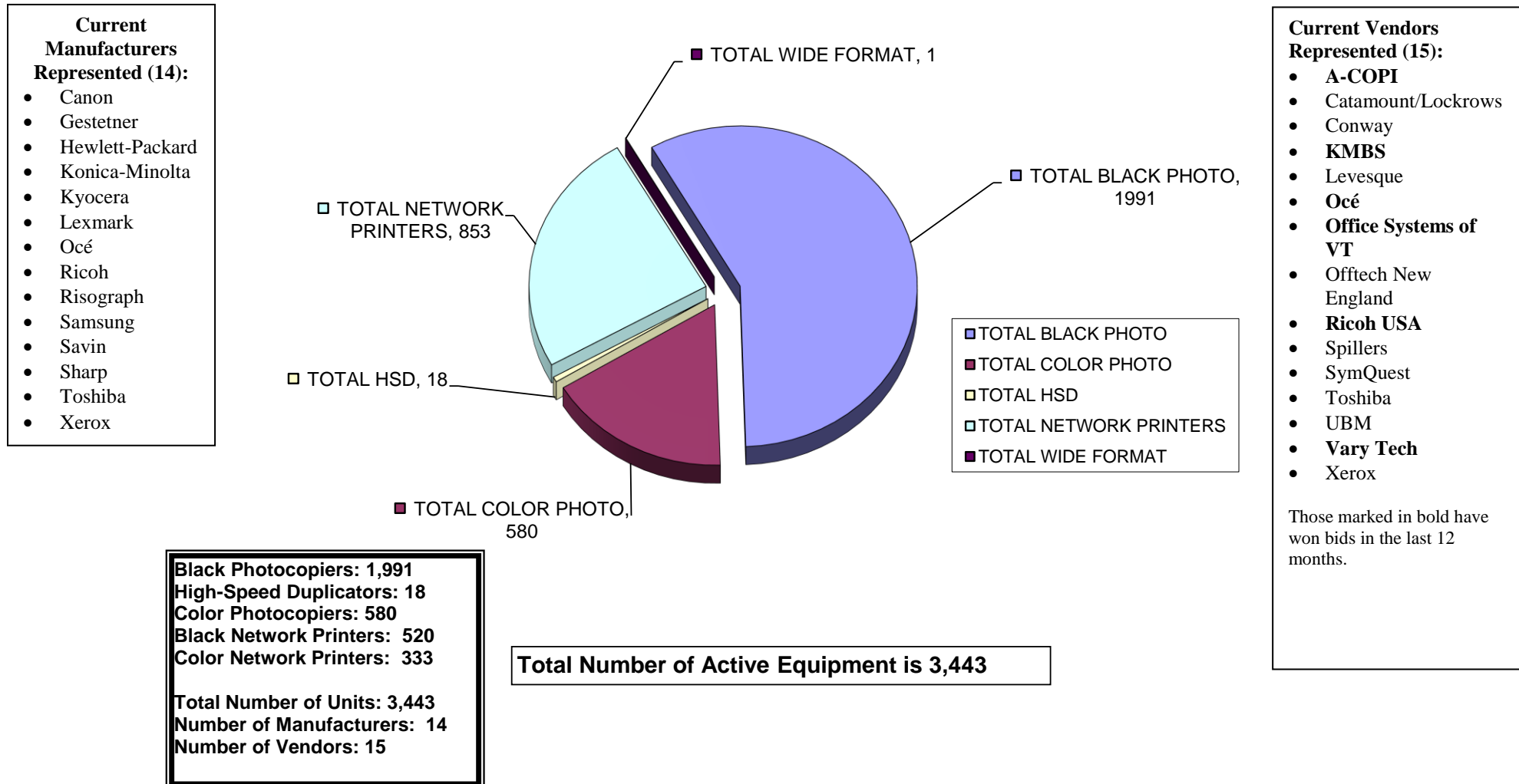
Building	Make	Model	Serial #
Bath Middle	Konica Minolta	BH250	31117250
BRCTC	Toshiba	E-452	CIE730339
Dike-Newell School	Konica Minolta	BH600	57BE04847
Dike-Newell School	Xerox	C2424DP	VVK023673
Fisher Mitchell School	Toshiba	E-452	CIE730343
Fisher Mitchell School	Xerox	C2424DP	VVK023260
Phippsburg Elementary	Toshiba	E-520T	CZG724071
Phippsburg Elementary	Toshiba	E-452	CIE730340
Phippsburg Elementary	Xerox	C2424DP	VVK021716
West Bath School	Konica Minolta	BH600	57BE13944
West Bath School	Toshiba	E-452	CIE730328
Woolwich Central	Toshiba	E-452	CIE730320
Woolwich Central	Xerox	C2424DP	VVK015592

NOTE: With your next upgrade, your current Leased Equipment would be listed as Owned, and any new equipment would be listed as Leased. Your current Owned Equipment would be traded out.

Active Reprographic Equipment & Manufacturers

SPC currently maintains 3,4 high-end production reprographic units across the tri-state region. They are currently running over 301 million annual prints (black and color), culminating into over 1.5 billion prints over five years!

SPC Total Active Equipment



Improved SPC Services

Print Management Software (MagicSoft) with its Benefits

In 2007 we initiated what is called **Print Management Software**. It was designed to capture meter reads and order supplies electronically on most, if not all, of your networked printing devices automatically. This software offers the following benefits:

Collect meter reads daily. Benefits...

- IT staff can isolate problem volume locations
- Monitor over-use or under-use locations and make the adjustments sooner
- Know when to shift from expensive laser and inkjet printers to low-cost-of-operation reprographic units
- Project cost on both black and color prints before the invoice arrives

Automatic ordering of consumable items. Benefits...

- Eliminate the need of valuable time spent ordering supplies manually

Automatic service alert sent to service provider. Benefit...

- E-mail sent out to both IT staff and service provider. Provider will then call to verify service need with IT staff to qualify the issue and send out a technician.

Cost per print plan for networking printing devices such as HP and Lexmark network printers. Benefits...

- Instead of individual expensive purchase of supply items, a cost-per-print quarterly in arrears at about half what you are currently paying will be offered.

SPC's *Value Add* to Our Cooperative Vendors

Dear Valued Vendor:

We truly do provide a value add to you before, during and after the installation process. Here is a few of our services to the client that benefit the Vendors as well.

Overall Benefit to You

- Opportunities brought to you – Hundreds of machines each year
- SPC is well respected in industry – You are partnering with them
- SPC values our vendors and speaks highly of them to our clients
- National Contracts that are all negotiated with the manufacturers at your disposal

Your Benefits Pre-Bid & During the Bid Process

- Sharing of previous bid results that help you to negotiate with your manufacturers
- On Site Survey of client requirements including mapping all devices
- Writing of the *Five Year Equipment Replacement Schedule* (Bid Specs)
- Controls the Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment)
- Allow for the Vendor to sell directly to the client after the bids are in. A chance to explain your 'Value Add' directly to our clients. Customer has the right to pay more than low bid.

Your Benefits Before & During Installation

- Digital Needs Analysis: Matching up the machine to installation site
- Schedule & Coordinate Vendor Meeting with Client
- Cover the Cost of ESP Surge Protectors, Electrical Wiring, Computer Interface and any unexpected cost!
- Manage installation
- Audit installation
- Capture final meter reads for old contracts
- Close books on old devices & contracts

Your Ongoing Support

- Yearly Meter Reads
- Simplified Billing; SPC collects service funds for the Vendor
- Collection of all Meter Reads annually & reconciling them with the Client & Vendor
- STAR Doc: **S**ystem for **T**racking **A**nd **R**eporting **D**ocuments...Manages the Budget
- Annual Reports that flag machines that are being overused and underused thus improving reliability
- Mediating warranty issues in sensitive locations

Version Date: 10-9-2012

Announcing : STAR Doc!

SPC would like to introduce an exciting new tool:



STAR Doc has been custom developed and designed by SPC to assist their clients in efficiently and effectively managing all their assets. The detailed floor maps feature for all of our clients' devices is unique and invaluable. The floor maps will provide online, real-time information on each device daily, including meter reads. SPC realizes how important it is for their clients to be aligned with their budget. In response to that need, **STAR Doc** has the ability to project your budget and determine if you are on target or falling behind. This valuable feature provides our clients the access to information needed to make important budget decisions before the end of the year. Additionally, **STAR Doc** will store all your documents, which will include your most recent Upgrade Report, Annual Report, Compare Report, and Total Bid Analysis. At SPC we strive to improve our services and optimize our clients' resources; we are proud to be able to offer our clients all the benefits of the **STAR Doc** system.

Anticipated released date: September 2012

SPC's Service & Supply Contract – Purpose & Sample

In an effort to serve our clients better, at our own expense, SPC hired Bond Counsel to set up your Service & Supply Contract to ensure accuracy and protection to our Clients. Integrated into and tailored to mirror the Lease-Purchase Agreement, this contract protects equipment held as collateral under the Lease-Purchase Agreement or for equipment already owned and purchased outright. Please note that it provides you with the option to upgrade your service contract with a 30-day termination notice. This provides you tremendous flexibility.

CONTRACT SAMPLE:

SERVICE AND SUPPLY CONTRACT (LEASED EQUIPMENT)

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the "Equipment") to a Master Lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the "Lessor") and Client, as lessee (the "Lessee"), dated beginning date, (the "Lease-Purchase") hereby contracts with Lessee for the term of the Lease-Purchase (terminating on ending date) to provide comprehensive services, supplies, and maintenance to such Equipment, excluding only the cost of paper, transparencies, and staples, at a cost per copy per item of Equipment as shown on Schedule A attached hereto. In addition, for high-speed duplicators, Vendor may charge the cost shown on Schedule A attached hereto for masters used when the number of copies made by use of such masters is, on an annual average, fewer than 100. Vendor shall provide a four-hour response time to all service calls.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor, at its option, may increase such costs per copy under this Service and Supply Contract (the "Contract") by 5% or by a percentage equal to the increase during the immediately preceding 12-month period of "The Consumer Price Index for All Urban Consumers (CPI-U) for the U.S. City Average for All Items, 1982-84 = 100," whichever is less.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor shall credit to Lessee any cost of this Contract prepaid by Lessee and unused by Lessee because fewer copies were made by Lessee during the Contract period ending on such July 1 than were originally estimated under this Contract to be made by Lessee during such period. *If the Lease-Purchase is terminated prior to the end of its term, Vendor shall prorate and return to Lessee, within 30 days of such termination, any cost of this Contract prepaid by Lessee and unused by Lessee because of such early termination of the Lease-Purchase.*

Vendor: _____
 Street Address: _____
 City/State/Zip: _____
 By (signature): _____
 Name: _____
 Title: _____

Lessee: _____
 Street Address: _____
 City/State/Zip: _____
 By (signature): _____
 Name: _____
 Title: _____

SPC's Dual-Layered Warranty – Purpose & Explanation

Reprographic equipment is expensive and does not hold its value. Therefore, it is crucial for you and the banking industry holding the collateral to secure this asset.

Our unique Dual-Layered Warranty guarantees a like-for-like no-charge replacement unit in the event of equipment not performing satisfactorily.

1. **Servicing Vendor;** implemented in 1988
2. **ESP Electrical;** implemented in 2007, all photocopiers with such units will be warranted from electrical damage by ESP.

ESPs (Electronic Surge Protectors) with our most recent upgrades are being installed by SPC on 40 CPM units and faster in order to cut down on approximately 30% of all service calls. These units will not only protect from electrical surges but will also filter out electronic noise that creates havoc with boards and the operation of your equipment.

WARRANTY SAMPLE:

WARRANTY (LEASED EQUIPMENT)

The Vendor identified below of the equipment described on Schedule A(P) attached hereto (the "Equipment") sold by Vendor to _____ (the "Owner") hereby warrants to Owner that, if any such Equipment malfunctions through no fault of Owner during a term commencing on _____ and terminating on _____ and such Equipment cannot be repaired promptly, Vendor promptly will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Owner.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the life expectancy of such item of Equipment in number of copies, as shown on Schedule A(P) attached hereto, is exceeded;
2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule A(P) attached hereto.

Vendor: _____
Street Address: _____
City/State/Zip: _____
By (signature): _____
Name: _____
Title: _____