

BELL+HOWELL

Dear Manager,

I am writing to inform you of a recent purchasing agreement between the State of Florida and Bell & Howell Company. The contract has been awarded for purchase of microfiche reader printers to State, Municipal, County Government and other entities authorized to buy under State purchasing agreements.

The products on contract include microfiche; bond and dry silver type reader printers. Optional accessories are available.

Should you be considering a new or replacement reader printer, you will find significant discounts available through this State Contract.

We are also available to offer guidance in the implementation of records retention programs and file management systems.

Bert Hoernschemeyer, at 1-800-241-9783 is Bell & Howell's coordinator for this State Contract, and can be contacted for additional information.

We have included brief descriptions of our products and pricing, and look forward to working with you in the near future.

Contract #575-780-87-1 Effective March 1, 1987 through Feb. 29, 1988.

<u>Commodity #</u>	<u>Type</u>	<u>Price</u>
575-780-080-0100	Low Volume, Plain Paper Fiche Reader Printer to accept Standard 4" x 6" Fiche and/or COM Microfilm to produce an 8½" x 11" hard copy, with 360° Image Rotation, 1 Lens and Dust Cover	\$2,299.00
575-780-080-0600	Dry Silver Process, Low Volume, Fiche Reader Printer, 360° Image Rotation, Including One Lens and Dust Cover.	\$1,279.00

Sincerely,



Robert H. Glazer
Regional Sales Manager

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