

# Competitive Product Guide

## **XEROX 3450**

Copier Type:	Console
Platen:	Stationary Flatbed
Segment:	3
Warm Up Time:	3-4 min.
First/Multi Time:	6 sec. (non-sort mode) 8 sec. (sort mode)—30 c/m
Photoconductor Type:	Selenium Drum
Exposure Method:	Fluorescent Lamp
Development Method:	Dry Toner
Drum Cleaning System:	Blade
Image Fusing System:	Heat
Paper Supply:	Dual Tray Sheet-Fed
Manual Sheet-Bypass:	None
Capacity:	100 and 1,000 Sheets/Tray
Paper Size Selector:	Push Button
Min/Max Copy Sizes:	8 × 10 14 × 18
Multi-Copy:	1-999, Auto Reset Keypad
Exposure Control:	Light Original, Colored Background
Toner Density:	Automatic
Print, Stop Print:	Start Print, Stop
Other:	Sorter, Recall, Clear, Reduction Size
Paper Supply Indicator:	Check Paper Tray
Toner Supply Indicator:	None
Number Copies Made/ Remaining:	Display Tubes, Count-Up
Paper Jam/Other Problems:	Clear Paper, Clear Sorter Path
Other:	
Mfr.'s Recommended Monthly Volume:	8,000 to 25,000
Dimensions (H × W × D):	39 × 52 × 28
Weight:	570 lbs
Power Consumption:	115/220V, 60Hz, 20/30A

# **TOSHIBA AMERICA**

# **XEROX 3450**

## **PRODUCT STRENGTHS**

Variable Thruput  
Built-in 15 Bin Sorter  
Job Recovery Memory  
Machine Diagnostics  
Dual Paper Trays  
Paper Capacity 1100 Sheets  
SADF  
26 cpm Multiple Copy Speed  
Reduction Capability

## **PRODUCT LIMITATIONS**

High Purchase Price and  
Rental Plans  
Maximum Copy Size 8½ x 14  
Requires Either 110V 20A Circuit or  
220V 30A Circuit  
Noisy  
Has Spring Mechanism;—Difficult  
to Close After Clearing Jam  
Floor Space Requirement of  
71¼" = 55"  
Cannot Make Multiple Copies in  
The Reduction Mode  
The 15 Bin Sorter Can't Be Used  
When Making Reduced or Oversized Copies

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# XEROX 3450

COMPANY: XEROX  
MODEL: 3450  
SUGGESTED RETAIL PRICE: \$19,175  
RENTAL PRICING:

<u>Price Plan</u>	<u>Monthly Min.</u>	<u>Copies Included</u>	<u>Copy Charge</u>
Volume (XVP)			
Annual	\$ 505.00	1-8,000	None
		8,001-20,000	\$ .0270
		20,001 +	.0210
Two-Year	\$ 490.00	1-8,000	None
		8,001-20,000	\$ .0245
		20,001 +	.0200
Contract (XCP)—			
Level II			
Annual	\$ 490.00	1-8,750	None
		8,751-20,000	\$ .025
		20,001 +	.0195
Two-Year	\$ 475.00	1-8,750	None
		8,751-20,000	\$ .0230
		20,001 +	.018

## MAINTENANCE CONTRACT (Purchased Units Only):

<u>Min. Charge</u>	<u>Copies Included</u>	<u>Copy Charge</u>
\$ 143/mo	5,000/mo.	None
	5,001 +	\$ .012

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