

# Competitive Product Guide

## XEROX 3400

Copier Type:	Console
Platen:	Stationary Flatbed
Segment:	3
Warm Up Time:	3-4 min.
First/Multi Time:	6½ sec. 26 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:	1,000 and 100 Sheets/Tray
Paper Size Selector:	Auxiliary Paper Tray
Min/Max Copy Sizes:	8 × 10 8½ × 14
Multi-Copy:	1-999, Auto Reset Keypad
Exposure Control:	Lighter, Normal, Darker
Toner Density:	None
Print, Stop Print:	Start Print, Stop
Other:	Sorter, Recall, Clear Controls
Paper Supply Indicator:	Check Paper Trays
Toner Supply Indicator:	None
Number Copies Made/ Remaining:	Display Tubes, Count-Up
Paper Jam/Other Problems:	Clear Paper, Clear Sorter Path
Other:	None
Mfr.'s Recommended Monthly Volume:	10,000
Dimensions (H × W × D):	39 × 43½ × 28
Weight:	580 lbs
Power Consumption:	110V, 60Hz, 20A

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# **XEROX 3400**

## **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

## **PRODUCT LIMITATIONS**

High Purchase Price and Rental Plans  
Maximum Copy Size 8½ × 14  
Requires Either 110V 20A Circuit or  
220V 30A Circuit  
Noisy  
Gas Spring Mechanism;—Difficult to  
Close After Clearing Jam  
Floor Space Requirement of 71¼" × 55"

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# XEROX 3400

COMPANY: XEROX  
MODEL: 3400  
SUGGESTED RETAIL PRICE: \$15,700  
RENTAL PRICING:

<u>Price Plan</u>	<u>Monthly Min.</u>	<u>Copies Included</u>	<u>Copy Charge</u>
Volume (XVP)			
Annual	\$ 430.00	1-8,000 8,001-20,000 20,001+	None \$ .0270 .0210
Two-Year	\$ 415.00	1-8,000 8,001-20,000 20,001+	None \$ .0245 .0200
Contract (XCP)— Level II			
Annual	\$ 415.00	1-8,750 8,751-20,000 20,001+	None \$ .025 .0195
Two-Year	\$ 400.00	1-8,750 8,751-20,000 20,001+	None \$ .023 .018

## MAINTENANCE CONTRACT (Purchased Units Only):

<u>Min. Charge</u>	<u>Copies Included</u>	<u>Copy Charge</u>
\$ 123.50/mo	5,000/mo. 5,001+	None \$ .011

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