



IBM EXECUTIVE 102

COMPANY:

IBM

MODEL:

EXECUTIVE 102

SUGGESTED RETAIL PRICE:

1- 3 COPIERS \$ 3,450.00

4-20 COPIERS 3,150.00

21+ 2,990.00

RENTAL PRICING:

None

MAINTENANCE CONTRACT*

(Purchased Units Only):

<u>Price Plan</u>	<u>Min Charge.</u>	<u>Copies Included</u>	<u>Copy Charge</u>
Annual	\$ 385.00	1-12,000	None
		12,001+	\$.017
/	\$ 720.00	1-36,000	None
		36,001+	.013
	\$ 975.00	1-60,000	None
		60,001+	\$.01

*Drums Not Included at \$235.00—\$25.00 installation
160,000 Copy Warranty.

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IBM EXECUTIVE 102

PRODUCT STRENGTHS

Sheet By-Pass Cassette (Optional)
Pause Feature
1-99 Quantity Selection with
Auto Countdown
Machine Diagnostics
Mobility
Flexible Thruput

PRODUCT LIMITATIONS

Single Cassette
Copy Density Unstable
No Auto Toning System
Copy Density Changes Between
1st and 2nd Copies
Copy Quality Fall Off Due to Build
Up on Coronas
Toner Hopper Holds Small Amount
of Toner and Has Narrow Opening
As a Result Toner Has to Be Added
More Frequently and Can Prove to Be
a Sloppy Job
Lead Edge of Copy Gets Background if
Toner is Replenished Very Quickly
Precise Paper Alignment Necessary
When Using By-Pass Cassette
Fuser Oil Must Be Added Approximately
Every 10K Copies

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Competitive Product Guide

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Copier Type:	TT
Platen:	Moving
Segment:	1
Warm Up Time:	1½ Min.
First/Multi Time:	7 sec. 12 c/m
Photoconductor Type:	Seamless Cadmium Sulfide Drum
Exposure Method:	Variable Halogen
Development Method:	Micro Dry Toner
Drum Cleaning System:	Neoprene Wiper Toner Recovery
Image Fusing System:	Heat and Pressure
Paper Supply:	Single Cassette Sheet-Fed
Manual Sheet-Bypass:	Optional: 4 × 5½ to 10¼ × 14
Capacity:	250 Sheets/Cassette
Paper Size Selector:	None
Min/Max Copy Sizes:	4 × 5½ 10¼ × 14
Multi-Copy:	Digital 1-99, Auto Reset to "1" After 20 Seconds
Exposure Control:	Lever
Toner Density:	Internal Lever
Print, Stop Print:	Print, Stop Print
Other:	Interrupt, Resume, Clear
Paper Supply Indicator:	Indicator (int'l symbol)
Toner Supply Indicator:	Indicator (int'l symbol)
Number Copies Made/ Remaining:	Auto Countdown, Auto Reset to Number Indexed
Paper Jam/Other Problems:	Paper Jam Indicator (int'l symbol)
Other:	"Call Serviceman" with Self- Diagnostics Indicators
Mfr.'s Recommended Monthly Volume:	0 to 5,000
Dimensions (H × W × D):	12¼ × 22 × 18½
Weight:	125 lbs
Power Consumption:	115V, 50/60Hz, 15A

*Modified Minolta EP 310

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