



## Uptime Peace of Mind™ with Videojet TotalSource® Program

**Videojet's TotalSource Program brings you our high-quality supplies, genuine parts and comprehensive services at discounts structured to help minimize your total cost of operation.**

### What is TotalSource®?

First introduced in the early 1990's, the TotalSource Program started by bringing added value to customers purchasing Videojet® fluids for their Videojet printers. Since that time, the program has expanded to include all major areas of value and support to customers: training, service, parts, ribbons, and fluids (inks, make-ups, and cleaning solutions). By now there are thousands of customers worldwide that have joined this program and enjoying its benefits.

It is a smart, easy way to get great savings on the best products, service and support out there.

### TotalSource = Best Value for Customers

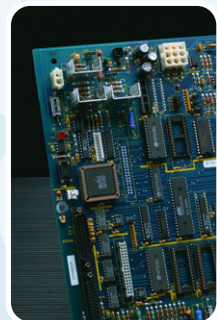
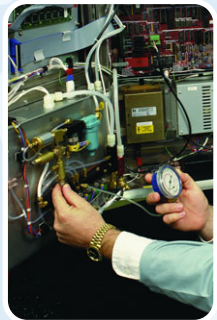
Videojet offers the TotalSource program which rewards you with valuable discounts every time you order fluids or parts. When signing up for this program, you can obtain preferential discounts and rewards on the following products and services.

### Videojet Fluids and Ribbons

- Genuine Videojet supplies—Original formulas! Premium fluids and ribbons specially design for Videojet printers
- Latest innovation and fluid formulations
- Broadest product line
- Fast, priority shipment

### Videojet spare parts

- Original, high quality genuine parts
- Extensive assortment
- Immediate availability with largest on-hand inventory around the world.
- Fast, priority shipment



### Videojet service and support

- Fast and convenient service with nearly 2,000 professionals worldwide
- Certified service and support from our expert keeps you up and running
- Flexible and custom service and support programs to meet every customer need

### No Hidden Costs or Artificial Savings

Some suppliers may promote greater savings for a single offering or consumable product. While some of these products provide good initial results, many have been shown to degrade printer performance over time. Suppliers of aftermarket products do not have the opportunity to formulate and manufacture products specifically designed for Videojet printers.

- "Bargains" offered by aftermarket suppliers can't match the total benefits of participation in the Videojet TotalSource program
- High quality fluids and ribbons are specially designed for your Videojet printer at competitive prices
- No access to genuine spare parts and up-to-date training for service technicians.

## Get access to the best, the fastest and the most effective service and support



### What are you waiting for?

The TotalSource program offers various levels of participation to match customer requirements. Use as much, or as little as you need:

- All Videojet customers are eligible to participate
- Based on the level of a company's participation, program benefits vary
  - Introductory level of basic discounts for fluid purchases
  - Realize program value in service, training, ribbons and parts; and receive even greater savings in Videojet fluids at higher participation levels

### The Videojet Advantage

Videojet is the largest company in our industry, with more than 20 operations worldwide, and over 250 distributors serving 120 countries around the world. Videojet virtually created the ink jet coding industry, and now serves the largest installed base with the most extensive sales and service network available.

For years, Videojet has been the world leader in designing, manufacturing and selling the most reliable, durable printers for marking, coding, numbering and addressing. But equipment excellence is just half the story of achieving productivity, efficiency and reliability. The TotalSource Program provides the other half —high quality consumables, genuine parts, and comprehensive services at attractive discounts designed to complete the Uptime Peace Of Mind™ Videojet brand promise.



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