

March 18, 2005

To All Valued Philips Dictation Systems Resellers

As it becomes increasingly more expensive for equipment manufacturers in a worldwide economy to manage business costs, Philips must take the strategic steps necessary to maintain its leadership position in the dictation industry. All decisions are made with careful consideration of the best interests of Philips and its many dedicated Philips resellers.

One of the expenses Philips has been challenged to economize in 2005 is the process of pick-pack-and-shipment of lower volume orders.

To accommodate the need for resellers to continue to have the option to place lower volume orders, Philips has appointed regional distributors who are high volume purchasers and distributors. These distributors will maintain sufficient product levels and shipping efficiencies to ensure that you will continue to receive your product on time, and at competitive prices.

Philips has eliminated column two pricing and increased the dollar volume on columns one and three but we have allowed mix and match of all products to attain desired order levels. This price change will become effective immediately. The increase in minimum order however will become effective April 15, 2005.

The following have been appointed as Distributors:

Canada

LHCC		Tel. 866-709-0210	Fax: 519-649-2652
SP Richards	Ontario	Tel: 800-816-1798	
	BC	Tel. 800-663-2462	

Eastern Canada

Shoreline Business Machines	Tel. 902-468-2212	Fax: 902-468-6797
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Quebec

FJ Communications	Tel: 514-333-4933	Fax: 514-333-1625
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Ontario

Talk2Me Technologies	Tel: 800-518-2552	Fax: 905-689-0090
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Western Canada

Warwood Office Equipment	Tel: 888-461-1313	Fax: 780-450-0649
A&L Electronics	Tel: 604-278-0728	Fax: 604-279-0726