

The U.S. Competitive Printer Trade-in Bounty

A smart investment for your customers can mean cash in hand for you!

Earn up to \$500 per deal



Help your customers make the move to Intermec Printers. For a limited time, Intermec is offering our US partners a "bounty" on select competitive printer trade-in deals.

Earn **\$200** when your customer trades in 3 or more competitive printers on the purchase of an equal number of new Intermec Industrial Fixed Printers. Bump that up to a big **\$500** on deals of 5 competitive printers or more. It's a great way to introduce the industry's smartest printers to new customers, and generate extra cash for you.

The competitive bounty is payable on qualifying US trade-ins through June 30th, 2010 OR until the Intermec Bounty Purse is exhausted ONLY. So act quickly!

Here's how it works:

- 1) Sell your customer 3 or more qualifying printers as part of the 2010 Intermec Printer Trade-in Program, and have them trade-in their competitive printers according to the process outlined in the [2010 Printer Trade-in Program Rebate Coupon](#). Qualifying printers include: PX6i, PX4i, PM4i, PF4i, PF2i, PD41 and PD42.
- 2) Calculate the size of your bounty claim. Competitive trade-ins of 3 or 4 printers on qualifying Intermec printer purchases are eligible for a bounty of \$200 per deal. Competitive trade-ins of 5 or more printers are eligible for a \$500 reward per deal. Only one Bounty Reward is payable per end user or per deal. Review the Program Rules (see over) for full details.
- 3) Register for the Intermec Rewards Program at www.intermecrewards.com. (Bounty Program payments are administered by the Intermec Rewards Program.) If you are already registered, you can log in and submit your bounty claim.
- 4) Submit your bounty claim online and send in the required documentation. Once the competitive printers have been received by our recycling center, and your claim has been approved, your bounty reward will be paid through the Intermec Rewards system. Claims must be submitted within 30 days of invoice.
- 5) Once your claim is submitted, follow the online instructions provided to fax or email a copy of the printable claim form and a copy of the End User Invoice to Intermec Rewards Program Headquarters. Fax number: 847-303-0397. Email: intermecrewards@mtcperformance.com.

More Questions?

If you have questions regarding the Intermec Bounty Program please call your local Intermec Channel Business Manager.

* Based on tests conducted by Intermec Technologies March - April, 2009. For a copy of the test data, please contact Intermec Printer Marketing.

3 Great Reasons to Switch to Intermec

GREAT PRODUCTS!

Rugged Mobile Printers

Delivering the fastest time-to-first-label or first receipt.*

Rugged Industrial Printers

Smart, strong and secure for mission-critical applications.

Desktop Printers

Easy to use, space saving solutions to fit your customer's business.

Label & Receipt Media

Wide selection of media products, co-engineered to deliver optimum performance with Intermec printers.

Services

A comprehensive range of service packages to protect your investment.

GREAT REBATES!

Trade-in Rebates for your customers of up to \$450 per unit. Combine printers, media and services to maximize the rebate. Only until June 30, 2010.

GREAT INCENTIVES!

A special offer for our valued partners: Earn up to \$500 per deal on competitive trade-ins. Only until June 30, 2010 or until the Bounty Purse is exhausted. Act today!



Intermec[®]

The Intermec Bounty Program Rules

- Only Intermec PartnerNet Members located in the US are eligible for this program.
- The Bounty Reward Program only applies to competitive fixed printers being traded in for PX6i, PX4i, PM4i, PF4i, PF2i, PD41 or PD42 printers. Trade-in printers must be in working condition.
- The Program does not apply to Desktop or Mobile Printer Trade-ins.
- Competitive trade-in deals of 3-4 printers are eligible to earn a \$200 bounty.
- Competitive trade-in deals of 5 + printers are eligible to earn a \$500 bounty.
- The Program is in effect only until June 30th, 2010 or until the Intermec Bounty Purse is exhausted.
- Only one bounty per end user will be awarded.
- Mixed Intermec/Competitor trade-in deals will be bountied based on the quantity of competitive units.
- Printer orders that receive a price exception are excluded.
- All paperwork must be submitted within 30 days of invoice.
- Claims that do not comply with the terms of this offer will be rejected.
- Intermec is not responsible for lost, stolen, or misdirected submissions.
- Reward checks are void if not cashed within 90 days of issuance and cannot be reissued.
- The Intermec Rewards Program is an audited program. To ensure the accuracy of submitted information, your Intermec Rewards Program card will typically be funded 10-12 weeks after your claim has been submitted.
- All web submitted claims must include a copy of your end user's Purchase Order or your company's Purchase Order to your distributor AND your company's end-user resale invoice along with the web claim number or printable cover sheet. The invoice must show the invoice number, the date sold, and must include a statement of qualifying products sold.
- Duplicate or hand-written claims will not be processed nor will Intermec allocate claims among multiple participants.
- Intermec reserves the right to make corrections or adjustments to balances, if an audit determines that it is necessary.
- Each participant is responsible for all Federal, state or local taxes. Intermec will issue an IRS 1099 form to each participant.
- Intermec reserves the right to modify or terminate the terms of this program at any time.
- Intermec reserves the right to change the eligible products at any time, without notice.
- Intermec reserves the right to add eligible products, remove eligible products, and raise or lower amount of the awards during the program period at any time without notice.
- Intermec Rewards Program is void where prohibited or restricted by law or a Partner's company policy. Intermec will not be held liable if the Program violates any Partner company policies or local laws.
- Not valid with any other offer.

Tools to Help You Sell Intermec Printers & Migrate your Customers with Ease

SMART PRINTING

A unique competitive advantage that helps customers streamline and error-proof their operations. Proven in thousands of implementations worldwide.

IFAST PROGRAM

A rapid response program that provides dedicated pre-sales support to make drop-in competitive replacements easier than ever.

QUICK COMPARISON GUIDE

A fast, easy-to-use reference tool available in electronic form on the [Insider site](#), or in laminated hard copy for easy reference at your desk. Order yours from the [Intermec Literature Fulfillment site](#).



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