



Mr. Michael J. Honkomp  
Electronic Systems Protection  
517, North Industrial Drive  
Zebulon, NC 27597

Dear Mr. Honkomp,

Former Konica Business Technologies has recommended the ESP power protection products since 1991 for Konica products under the brand name Power Tamer. Konica Minolta Business Solutions proactively looks for the ways to improve mean copies between calls (MCBC) and to reduce cost per copy (CPC).

Electrical disturbances on AC power line; telephone lines and network cables can cause system lockups or abnormal operation. There are many sources for electrical noise: atmospheric and cosmic events (sun spots, lightening, etc.), motorized devices (elevators, air compressors, industrial equipments etc.), mechanical electrical switches, fluorescent lights etc. Repeated transient voltage surges can also potentially damage internal circuit boards and power supplies of the products. These failures result in increased service calls and thus increased CPC. With the introduction of several new digital networked copier and printer models it is increasingly important to ensure that the AC power supply is clean.

One of the best ways to eliminate the electrical disturbances and electrical noise entering the system is to install a good power protection device such as the Power Tamer or equivalent ESP product. This device not only provides protection against AC line but also against noise coming through fax / modem and network cables. In the field tests conducted before the introduction of the Power Tamer we had realized significant improvements in MCBC. Also several former Konica dealers are using the ESP products and have realized improved MCBC and lower CPC.

Sincerely,

A handwritten signature in black ink that reads "M. B. Shukla".

Mahen Shukla  
Engineering Project Manager



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