

Lanier Worldwide, Inc.

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February 13, 2002

Stephen Cole
Electronic Systems Protection, Inc.
517 North Industrial Drive
Zebulon, NC 27597

Dear Stephen:

I am pleased to announce that we have chosen ESP as our recommended supplier of power protection products.

As part of our continued effort to support our dealers, Lanier is always investigating business partners who can provide products and services that will enhance equipment performance, end user satisfaction, and dealer profitability. Based upon our experience we have found ESP products meet these criteria.

ESP products are beneficial in that they offer comprehensive protection for the network and modem lines as well as the AC line. In the "connected" environment of today, this is critically important. In addition, ESP offers a distinct advantage with digital systems by the virtual elimination of ground voltage. Digital systems are inherently sensitive to ground voltage and ESP Digital QC products have been shown to make a significant difference in the equipment performance.

For dealers that are genuinely interested in customer satisfaction and improved profitability, we strongly urge the inclusion of ESP products with each Lanier copier, printer, color, and multifunctional device that is installed.

Sincerely,

A handwritten signature in black ink that reads "Vince Z".

Vince Zolkosky
Director, Dealer Service & Support