



To:
Mr. Stephen Cole
Major Account Manager
Electronic Systems Protection
517 North Industrial Drive
Zebulon, NC 27597

From:
Jim Samson
11 Linden Park
Rochester, New York
14625

Subject:
Power Protection Endorsement

Date:
July 18, 2002

Dear Stephen:

Xerox Engineering Systems is pleased to endorse ESP products for use with all Xerox Engineering Products and we encourage our dealers and direct operations to include them with all new machine installations.

XES, Advance Technical Operations has completed an extensive in-house lab evaluation of the new ESP Digital QC series power filters. All products protected by Digital QC's filters experienced a significant reduction in service calls and parts expenses.

Xerox Engineering Systems products employs high-tech computer, network, and systems. Electrical disturbances on alternating current (AC) lines, network cables and telephone lines can negatively effect the performance of XES microprocessor-based systems. These electrical disturbances can cause increased service calls and ultimately result in reduced equipment life and decreased service contract profitability. Our studies prove that filter protection offered by the ESP products; provide a single protection solution for AC, phone and network connections.

We believe that ESP products will enhance productivity and improve customer satisfaction by filtering out hard to identify problems.

Sincerely,

A handwritten signature in blue ink that reads 'Jim Samson'.

Jim Samson
Xerox Engineering Systems
World Wide Technical Operations Manager