

X-Ray Film Contract: Options

Loan to Own - Free Cassette Program

Loan to Own: Conventional hardback cassettes.

One free loaned conventional cassette for 3M Veterinary X-ray film purchased per year for four years as follows:

- \$400.00 in film purchases for each 8x10 Cassette
- \$500.00 in film purchases for each 10x12 Cassette
- \$600.00 in film purchases for each 7x17
- \$800.00 in film purchases for each 11x14, and 14x17 Cassette
- Additional cassette can be purchased as needed.

Loan to Own: Vinyl cassettes (available in 8x10 size only)

One free loaned vinyl cassette for 3M Veterinary X-ray film purchased per year for four years as follows:

- \$200.00 of film purchases for each 8x10 Vinyl Cassette
- Customer must also purchase 3M Contact Tunnel (\$155.00) for Vinyl Cassettes - assures image quality with Vinyl Cassettes.
- Customer must purchase one case of film with opening order

Obligations:

1. Customer must sign a four-year film purchase contract to qualify for free cassettes.
2. At the end of the contract period, the customer owns the cassettes without further obligation.

Benefits:

1. Unconditional 90 day money back guarantee.
2. Free start-up kit
3. Accessible 800# to help with questions and problems.
4. After-the-sale follow-up call t customer by certified Veterinary Technician to assure that the customer is satisfied, to answer questions and help with start-up.

Film Bonus Plan

Film Bonus (Rebate) Plan

With proof of purchase of 3M X-ray film, the customer will receive an annual 5% rebate for every dollar spent on 3M X-ray film.

- ◆ A 4-year X-ray Film Purchase Agreement is required.
- ◆ Minimum volume to participate: \$1,500.00 purchase per year.
- Proof of purchase for each 12 month purchase period is required. Distributor invoices are sufficient.
- Calender year begins with the signing date of *Film Bonus Plan*.
- Each year, a completed "Film Bonus Rebate" form is attached to the proof of purchase (distributor invoices) and mailed directly to 3M.
- 3M will mail the rebate check directly to the customer.

3M
Animal Care Products
3M Center St. Paul, MN 55144-1000
Customer Service: 800-848-0829

3M Innovation
70-2009-2609-8 MCS186506

3M

Veterinary X-ray System



Quality begins with people who care

<p>3M Asymetrix™ Fast Detail Screens</p> <p>- 550 speed</p> <p>- Equine: Recommended for High Frequency portable x-ray machines</p> <p>- Small Animal: Ideal for radiography of large anatomy/grnd (bucky) radiography</p>	<p>3M Asymetrix™ Detail Screens</p> <p>- 350 speed</p> <p>- Equine: Recommended for High Frequency portable x-ray machines or greater</p> <p>- Small Animal: Excellent table-top radiography</p>	<p>Ultra Detail Plus Film</p> <ul style="list-style-type: none"> • High contrast • High detail • General purpose
<p>- 550 speed</p> <p>- Equine: Recommended for High Frequency portable x-ray machines</p> <p>- Small Animal: Ideal for radiography of large anatomy/grnd (bucky) radiography</p>	<p>- 350 speed</p> <p>- Equine: Recommended for High Frequency portable x-ray machines or greater</p> <p>- Small Animal: Excellent table-top radiography</p>	<p>Ultimate 2000 Film</p> <ul style="list-style-type: none"> • Medium contrast, wide latitude • High Detail • 50% exposure forgiveness
<p>- 200 speed (emulsion toward front screen)</p> <p>- 300 speed (emulsion toward back screen)</p> <p>- Equine: High detail orthopedic radiography (must have High Frequency portable)</p> <p>- Small Animal: Table-top Avian, Exotic, Dental, and Orthopedic radiography (Maximum Detail)</p>	<p>- 100 speed (emulsion toward front screen)</p> <p>- 200 speed (emulsion toward back screen)</p> <p>- Equine: Maximum detail orthopedic radiography (must have High Frequency portable)</p> <p>- Small Animal: Table-top Avian, Exotic, Dental, and Orthopedic radiography (Maximum Detail)</p>	<p>SE+ Film</p> <ul style="list-style-type: none"> • Single Emulsion Technology • High contrast • High detail • High gloss

3M Veterinary X-ray System

Why **3M** *Veterinary X-ray* ?

3M has the right *Products*

- The only X-ray company dedicated to the Veterinarian
- Veterinary designed rare earth screen/film systems
- *Superior* Image Quality - premium Film/Screen products
- Unique Veterinary accessories to address practical needs

3M has the right *Support*

- **Free** technique charts for *your* X-ray machine
- **Free** Start-up Kit
- **1-800-848-0829** 3M Customer Service Helpline
- Professional Service DVM and CVT's on staff to support you.
- Regional Sales specialists to serve you

3M has the right *Programs*

- **FREE** Cassette Program
- "Box at a time" option
- *Satisfaction Guarantee* or your money back