

Olympus Camera Corporation

PRODUCT LISTING BY STOCK NUMBER

STOCK NUMBER	DESCRIPTION
101-001	OM-1 Chrome w/o Case.
101-050	OM-1 Black Body w/o Case.
101-100	OM-2 Chrome Body w/o Case.
101-150	OM-2 Black Body w/o Case.
102-005	OLYMPUS TRIP-35 OUTFIT Outfit includes camera, strap, pouch case and PS200 Flash.
102-100	OLYMPUS 35 RC CAMERA (Chrome) KIT Complete kit includes camera, strap, pouch case and battery.
102-300	OLYMPUS 35 ED CAMERA (Chrome) KIT Complete kit includes camera, strap, pouch case and 2 batteries.
102-400	OLYMPUS 35 RD (Chrome) KIT Complete kit includes camera, eveready case, neck-strap, and battery.
102-800	OLYMPUS PEN EE-3 CAMERA Complete with pouch case and wrist strap. Accessories listed under Olympus Pen EES-2.
102-900	OLYMPUS PEN EES-2 CAMERA Complete with pouch case and wrist strap.
103-001	8mm f2.8 Zuiko Auto-Fisheye.
103-002	16mm f3.5 Zuiko Auto-Fisheye.
103-100	18mm f3.5 L. Zuiko Auto-W MC.
103-110	21mm f3.5 G. Zuiko Auto-W.
103-120	24mm f2.0 J. Zuiko Auto-W MC.
103-130	24mm f2.8 I. Zuiko Auto-W.
103-200	28mm f2.0 I. Zuiko Auto-W MC with lens hood.
103-210	28mm f3.5 G. Zuiko Auto-W with lens hood.
103-220	35mm f2.0 H. Zuiko Auto-W MC with lens hood.
103-230	35mm f2.8 G. Zuiko Auto-W.
103-300	50mm f1.8 F. Zuiko Auto-S (no case).
103-310	50mm f1.4 G. Zuiko Auto-S (no case).
103-320	55mm f1.2 G. Zuiko Auto-S (no case).
103-400	75-150mm f4.0 Zuiko Auto-Zoom with built-in lens hood.
103-500	85mm f2.0 F. Zuiko Auto-T with lens hood.
103-510	100mm f2.8 E. Zuiko Auto-T with lens hood.
103-520	135mm f2.8 E. Zuiko Auto-T MC with built-in lens hood.
103-530	135mm f3.5 E. Zuiko Auto-T with built-in lens hood.
103-540	200mm f4.0 E. Zuiko Auto-T with built-in lens hood.

Olympus Camera Corporation

PRODUCT LISTING BY STOCK NUMBER

STOCK NUMBER	DESCRIPTION
103-550	200mm f5.0 F. Zuiko Auto-T with built-in lens hood.
103-600	300mm f4.5 F. Zuiko Auto-T with built-in lens hood.
103-610	400mm f6.3 E. Zuiko Auto-T with built-in lens hood.
103-620	600mm f6.5 F. Zuiko Auto-T with built-in lens hood.
103-630	1000mm f11.0 E. Zuiko Auto-T with built-in lens hood.
103-700	20mm f3.5 Bellows Zuiko-Macro.
103-710	38mm f3.5 Bellows Zuiko-Macro.
103-720	50mm f3.5 Zuiko Auto-Macro MC.
103-730	80mm f4.0 Bellows Zuiko 1:1 Macro.
103-800	35mm f2.8 Zuiko-Shift.
104-001	Close-up Lens 49mm f-40cm.
104-002	Close-up Lens 55mm f-40cm.
104-003	Close-up lens, 43.5mm.
104-010	Extension Tube 7.
104-011	Extension Tube 14.
104-012	Extension Tube 25.
104-020	Adapter Ring 55-49mm.
104-030	Handy Copy Stand.
104-031	Copy Stand.
104-040	Lighting Set For Copy Stand.
104-041	Table Clamp.
104-100	Auto Bellows.
104-110	Double Cable Release.
104-111	Slide Copier.
104-112	Roll Film Stage.
104-113	Focusing Rail.
104-114	Focusing Stage.
104-120	Macrophoto Stand VST 1.
104-121	Macrophoto Stand B Adapter.
104-122	Macrophoto Stand Extension Bar VST-E.
104-130	Stage Glass (Transparent).
104-131	Stage Glass (Opaque White).
104-132	Stage Plate 28.
104-133	Stage Plate 45.
104-134	Shade Stage Plate w/Interrupters.

Olympus Camera Corporation

PRODUCT LISTING BY STOCK NUMBER

STOCK NUMBER	DESCRIPTION
104-135	Mechanical Stage FM.
104-140	Trans-Illuminator Base X-DE-30 Watt.
104-141	Trans-Illuminator Base X-DE-20 Watt.
104-142	Trans-Illuminator Base LSD.
104-143	Blue Clear Filter for LSD (45mm x 60mm).
104-144	Blue Frosted Filter for LSD (45mm x 60mm).
104-145	Bulb for X-DE Illuminator-20 Watt.
104-146	Bulb for LSD Illuminator and X-DE Illuminator-30 Watt.
104-150	Transformer TF.
104-151	Transformer TE-II.
104-200	Lieberkuhn Reflector PM-LM 20.
104-201	Lieberkuhn Reflector PM-LM 38.
104-210	Mirror Housing PM-EL 20.
104-211	Mirror Housing PM-EL 38.
104-212	Mirror Housing PM-EL 80.
104-213	Centering Mirror PM-ELCS (required with mirror housing).
104-220	Objective Lens Mount PM-MT ob.
104-300	Varimaghi Finder.
105-001	PM-PBA Automatic Exposure Body.
105-002	PM-VTM Turret Mask Focusing Microscope.
105-003	PM-PBM Manual Exposure Body.
105-004	PM-VS Focusing Telescope.
105-005	FT Focusing Magnifier.
105-006	C-35 ADA Data Camera Back.
105-007	PM-D35A Adapter for C-35A D A.
105-008	PM-DL Adapter for large format backs.
105-009	PM-C 4" x 5" Intermediate Adapter.
105-010	PM-CP 3¼" x 4¼" Polaroid Film Holder.
105-011	PM-D35S Adapter for OM-1 w/adapter H.
105-012	C-35 35mm Manual Camera Back.
105-013	PM-D35 Adapter for C-35A DA.
105-014	PM-CBA Exposure Control Unit.
105-015	EMM7 Photomicrographic Exposure Meter.
105-016	LB 45 Filter.
105-017	ND 6 Filter.

Olympus Camera Corporation

PRODUCT LISTING BY STOCK NUMBER

STOCK NUMBER	DESCRIPTION
105-018	ND 12 Filter.
105-019	ND 50 Filters (2).
105-020	LBD-Didunium Filter.
105-021	FK 2.5X Eyepiece.
105-022	FK 3.3X Eyepiece.
105-023	FK 5X Eyepiece.
105-024	FK 6.7X Eyepiece.
105-025	P 7X Eyepiece.
105-026	P 10X Eyepiece.
105-027	P 15X Eyepiece.
105-028	K 20X Eyepiece.
105-029	PM-ADF Adapter for FK Eyepieces.
105-030	PM-ADP Adapter for P Eyepieces.
105-031	PM-VCS Screen Viewer.
105-032	5XLP Magnifier.
105-033	Polaroid 4" x 5" Sheet Film Holder.
105-034	PM-PSS Photomicrographic Stand.
105-035	Set of 3 Stops for PM-PSS.
105-036	OM Photomicro Adapter L.
106-001	OM Winder 1 w/M 6V Battery Holder.
106-002	M 6V Battery Holder for OM Winder 1.
106-010	Motor Drive 1.
106-020	M 18V Control Grip 1 with Battery Holder 1.
106-021	M 18V Battery Holder for M 18V Control Grip 1.
106-023	M AC Control Box 1.
106-030	1.2m Relay Cord.
106-031	10m Relay Cord.
106-040	250 Film Back 1.
106-041	250 Film Magazine.
106-042	250 Film Loader.
106-050	Eyecoupler.
106-060	Control Pack 1-15 Volt NiCad.
106-061	Charger 1 required with Control Pack 1.
106-070	Motor Drive Cap.—Chrome Replacement.
106-071	Motor Drive Cap.—Black Replacement.

Olympus Camera Corporation

PRODUCT LISTING BY STOCK NUMBER

STOCK NUMBER	DESCRIPTION
107-001	Accessory Shoe 1.
107-002	Accessory Shoe 2 (OM-2 only).
107-011	Quick Auto 310 TTL Flash Unit.
107-020	Bounce Grip for Flash Unit.
107-030	FAC Adapter.
107-040	Remote Sensor for Auto 310 Flash Unit.
107-060	0.6m (23.6") Synch. Cord.
107-061	5m (16.4') Synch. Cord.
107-062	TTL Auto Cord.
107-101	PS200 Quick Flash.
108-001	49mm Front Lens Cap.
108-002	55mm Front Lens Cap.
108-003	72mm Front Lens Cap.
108-004	100mm Front Lens Cap.
108-005	Lens Cap for 16mm f3.5 Lens and 18mm f3.5 Lens.
108-006	Lens Cap for 8mm f2.8 Lens.
108-010	Rear Lens Cap for all OM Lenses.
108-020	Body Cap for OM-1, OM-2.
108-100	43.5mm UV-Haze Filter.
108-101	43.5mm Y2 (Yellow) Filter.
108-102	43.5mm Skylight 1A Filter.
108-103	43.5mm 81C Filter.
108-104	43.5mm 82C Filter.
108-105	43.5mm Conversion A Filter.
108-106	43.5mm ND-4X (Neutral Density) Filter.
108-120	49mm UV-Haze.
108-121	49mm Y2 (Yellow).
108-122	49mm Skylight 1A.
108-123	49mm 02 (Orange).
108-124	49mm R1 (Red).
108-125	49mm 81C.
108-126	49mm 82C.
108-127	49mm ND-2 (Neutral Density).
108-128	49mm ND-4 (Neutral Density).
108-129	49mm Polarizing.

Olympus Camera Corporation

PRODUCT LISTING BY STOCK NUMBER

STOCK NUMBER	DESCRIPTION
108-140	55mm UV-Haze.
108-141	55mm Y2 (Yellow).
108-142	55mm Skylight 1A.
108-143	55mm 02 (Orange).
108-144	55mm R1 (Red).
108-145	55mm 81 C.
108-147	55mm ND-2 (Neutral Density).
108-148	55mm ND-4 (Neutral Density).
108-149	55mm Polarizing.
108-160	72mm UV-Haze.
108-161	72mm Y2 (Yellow).
108-162	72mm Skylight 1A.
108-163	72mm 02 (Orange).
108-164	72mm R1 (Red).
108-170	100mm UV-Haze.
108-171	100mm Y2 (Yellow).
108-172	100mm Skylight 1A.
108-173	100mm 02 (Orange).
108-174	100mm R1 (Red).
108-200	For 18mm f3.5.
108-210	For 21mm f3.5 and 35mm f2.8 Shift Lens.
108-211	For 24mm f2.0.
108-212	For 24mm f2.8.
108-220	For 28mm f2.0.
108-221	For 28mm f3.5.
108-222	For 35mm f2.0.
108-230	For 35mm f2.8, 50mm f1.4 and 50mm f1.8.
108-231	For 55mm f1.2.
108-240	For 85mm f2.0 and 100mm f2.8.
108-250	43.5 Lens Hood for RE, ED, EE-3, EES-2.
108-260	49mm Lens Hood (for 35 RD).
108-300	Deluxe Hard Camera Case for f1.2 (Brown).
108-301	Deluxe Hard Camera Case for f1.8/f1.4 (Brown).
108-305	Deluxe Semi-Hard Camera Case for f1.2 (Dk. Brown).
108-306	Deluxe Semi-Hard Camera Case for f1.4/f1.8 (Dk. Brown).

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PRODUCT LISTING BY STOCK NUMBER

STOCK NUMBER	DESCRIPTION
108-320	For 8mm f2.8.
108-321	For 16mm f3.5.
108-322	For 18mm f3.5.
108-323	For 21mm f3.5.
108-324	For 24mm f2.0.
108-325	For 24mm f2.8.
108-330	For 28mm f2.0.
108-331	For 28mm f3.5.
108-332	For 35mm f2.0.
108-333	For 35mm f2.8.
108-340	For 55mm f1.2.
108-341	For 50mm f1.4.
108-342	For 50mm f1.8.
108-343	For 75-150mm f4.0 Zoom.
108-350	For 85mm f2.0.
108-351	For 100mm f2.8.
108-352	For 135mm f2.8.
108-353	For 135mm f3.5.
108-354	For 200mm f4.0.
108-355	For 200mm f5.0.
108-356	For 300mm f4.5.
108-357	For 400mm f6.3.
108-358	For 600mm f6.5.
108-359	For 1000mm f11.
108-360	For 20mm f3.5 Macro (Plastic).
108-361	For 38mm f3.5 Macro (Plastic).
108-362	For 50mm f3.5 Auto-Macro.
108-363	For 80mm f4.0 Macro (Plastic).
108-364	For 35mm f2.8 Perspective Shift.
108-370	Lens Pouch 100.
108-371	Lens Pouch 200.
108-371	Lens Pouch 200 (Pouch Case for Quick Auto 310).
108-372	Compartment Case (Small).
108-373	Compartment Case (Medium).
108-374	Compartment Case (Large).

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PRODUCT LISTING BY STOCK NUMBER

STOCK NUMBER	DESCRIPTION
108-381	Camera Shoulder Strap No. 2w/Pad No. 2 (Brown).
108-382	Nylon Flat Braid Camera Shoulder Strap (Brown).
108-383	Nylon Round Braid Camera Shoulder Strap (Brown).
108-385	Camera Shoulder Pad No. 2 (replacement—Black).
108-410	Pouch Case (for 35 RC).
108-420	Pouch Case (for 35 ED).
108-430	Eveready Case with neck-strap (replacement for 35 RD).
108-440	Pouch Case (Replacement) for EES-2/EE-3.
108-500	Eyecup 1.
108-501	Eyecoupler.
108-510	Diopter Correction Lens 0.
108-511	Diopter Correction Lens +1.
108-512	Diopter Correction Lens +2.
108-513	Diopter Correction Lens +3.
108-521	Diopter Correction -1.
108-522	Diopter Correction Lens -2.
108-523	Diopter Correction Lens -3.
108-524	Diopter Correction Lens -4.
108-525	Diopter Correction Lens -5.
108-601	Focusing Screen 1-1.
108-602	Focusing Screen 1-2.
108-603	Focusing Screen 1-3.
108-604	Focusing Screen 1-4.
108-605	Focusing Screen 1-5.
108-606	Focusing Screen 1-6.
108-607	Focusing Screen 1-7.
108-608	Focusing Screen 1-8.
108-609	Focusing Screen 1-9.
108-610	Focusing Screen 1-10
108-611	Focusing Screen 1-11.
108-612	Focusing Screen 1-12.
108-613	Focusing Screen 1-13.
108-900	Recordata Back 1.
108-901	Astroscope Adapter.
108-902	OM Lens Adapter for Pen F.

OLYMPUS LIMITED TWO-YEAR U.S.A. WARRANTY

Your Olympus products are built to highest quality standards and should provide you with years of satisfaction.

This warranty is issued by Olympus Camera Corporation, Crossways Park, Woodbury, New York 11797, and is limited to those Olympus products listed below which are purchased in the United States or its territories from authorized Olympus dealers.

Implied warranties on the product shall be in effect only for the duration of the express warranty set forth above and, thereafter, there shall be no warranties, express or implied (including merchantability), on the product.

Some states do not allow the exclusion or limitation of incidental or consequential damages, so the above limitation or exclusion may not apply to you.

Olympus disclaims any liability for any damages resulting from delay or loss of use in service or repair, for loss of or damaged film, or for incidental or consequential damages arising out of breach of this warranty or any implied warranty, even though caused by negligence or other fault.

Some states do not allow limitations on how long an implied warranty lasts, so the above limitation may not apply to you.

WHO IS COVERED BY THE WARRANTY

This warranty extends to the original consumer purchaser only.

TIME PERIOD OF THE WARRANTY

The two-year term of this warranty shall commence on the date of original purchase.

WHAT IS COVERED BY THE WARRANTY

The warranty covers only Olympus compact cameras, and flashes, and OM System cameras, lenses, motor drives (including power supply), bulk film backs, recordata backs, and flashes.

Any of these Olympus products which, during the term of this warranty, fail to function properly UNDER NORMAL USAGE due to defects in material or workmanship, will be repaired by Olympus at no charge for parts or labor or, at the option of Olympus, the product will be replaced.

WHAT IS NOT COVERED BY THE WARRANTY

Damages or malfunctions not resulting from defects in material and workmanship, and damages or malfunctions from other than

normal use, including, but not limited to, repair by unauthorized parties, tampering, modification, or accident.

Removable batteries and damage caused by leakage of those batteries.

WHAT TO DO WHEN SERVICE IS NEEDED

Package the product carefully, using ample padding material to prevent damage in transit and either deliver it to an authorized Olympus dealer or ship it postage prepaid and insured to one of the authorized Olympus U.S. Service Centers as listed herein.

When returning items for service, your package should include the following:

1. EVIDENCE OF DATE AND PLACE OF PURCHASE.
2. A DETAILED DESCRIPTION OF THE PROBLEM.
3. SAMPLE PRINTS, NEGATIVES, AND/OR SLIDES, IF RELATED TO THE PROBLEM.

When service is completed, your product will be returned to you postage prepaid.

INTERNATIONAL WARRANTY SERVICE

When traveling abroad, warranty service for Olympus OM System cameras and the OM System accessories covered by the "Olympus limited two year U.S.A. Warranty" is available for a period of ONE YEAR ONLY from the date of purchase at any authorized Olympus service facility located outside the United States and its territories. International warranty service is NOT available for Olympus compact cameras and flashes, except for the Quick Auto 310 flash.

IF YOU HAVE QUESTIONS OR NEED SERVICE HELP

If you have any questions or complaints about service, address them to the Regional Consumer Relations Representative at the center where the product was serviced. Include records and any other information pertinent to the services.

If you have questions about the use or performance of your products or if you have any problems regarding service performed in the U.S.A. which have not been resolved to your satisfaction, write directly to:

Director, Consumer Relations
Olympus Camera Corporation
Crossways Park
Woodbury, New York 11797, U.S.A.

This warranty gives you specific legal rights, and you may also have other rights which vary from state to state.

GENERAL INFORMATION

Prices and terms of sale may be changed without notice, and orders must be accepted by Olympus Camera Corporation corporate management.

Dealers may consider an order accepted unless advised to the contrary within 15 days from the date it was received at an Olympus Camera Corporation distribution or sales center.

Back orders may be cancelled without prior notice.

This price list does not necessarily entitle the possessor to the net prices shown, nor is it necessarily an offer to sell.

OM System products are available only to OM System dealers. For requirements, see your Olympus salesman.

Olympus Camera Corporation / Distribution / Sales and Service Centers

NEW YORK
(Distribution-Sales-Service)
9 AM-5PM

Crossways Park
Woodbury, New York 11797
516/364-3000

Professional Camera Repair
Service, Inc. **(Service)**
37 West 47th St.
New York, New York 10036
(212) 246-7660

ILLINOIS
(Sales-Service)
8AM-4:30PM

5693 Howard Street
Niles, Illinois 60648
312/647-7626

CALIFORNIA
(Distribution-Sales-Service)
8AM-4:30PM

5300 West 83 Street
Los Angeles, California 90045
213/670-4850

GEORGIA
(Service)
9AM-5PM

2970 Peachtree Road, N.W.,
Suite 504
Atlanta, Georgia 30305
404/233-5458

TEXAS
(Service)
8AM-4:30PM

2510 Electronic Lane,
Suite 907
Dallas, Texas 75220
214/358-0191

■ All Olympus Camera Corporation distribution, sales, and service centers observe the holidays listed below. When a holiday falls on Saturday, offices are closed the preceding Friday; when a holiday falls on Sunday, offices are closed the following Monday.

- New Year's Day
- Washington's Birthday
- Memorial Day
- Fourth of July
- Labor Day
- Columbus Day
- Thanksgiving
- Friday after Thanksgiving
- Christmas

OLYMPUS CAMERA CORPORATION POLICY

ON REMOVABLE BATTERIES, FILM, AND OTHER PRODUCTS NOT CARRYING THE OLYMPUS TRADEMARK

Batteries, Film and other items that do not carry the Olympus trademark are not covered by the Olympus warranty. Recovery on such items may be granted only by their manufacturers. Please contact the manufacturers directly to obtain warranty information.

DELIVERY TIME FOR REPAIRS

In most cases, equipment will be ready for return shipment within 10 working days after arrival or after approval of estimate by customer. Occasionally, extreme loads may make it impossible for us to maintain this service on some types of equipment. In discussing service with your customers, please consider transit time to and from your Customer Service Center.

When equipment is received for repair, it is carefully examined. Its condition, your instructions, and all accompanying accessories and attachments are recorded on the repair form.

ESTIMATES

If any charges apply, we will mail you an estimate form for your approval. No work will be done until we receive your signed approval. When equipment is returned to you, simply refer to your repair number on the shipping label to identify the repair without having to open the box. A packing slip enclosed in the package will contain a work description and list any charges billed to you.

SERVICE WARRANTY

Repairs are guaranteed to be free from defects under normal use for six months. Faulty repairs will be reworked if the equipment is accompanied by the invoice or packing slip and returned prepaid to the Customer Service Center where it was originally repaired. We are not responsible for any expense, loss, inconvenience, or consequential damage.

Some states do not allow the exclusion or limitation of incidental or consequential damages, so the above limitation or exclusion may not apply to you.

The warranty does not cover equipment that has been tampered with by unauthorized persons, misused, neglected, or damaged.

SERVICE SUPPORT— REPLACEMENT AND REPAIR PARTS

For out-of-warranty service, we support independent organizations with parts and supplies.

Send all orders for Olympus *parts* to:
Olympus Camera Corporation
Camera Service Division
Crossways Park
Woodbury, New York 11797
516/364-3000

TERMS

Net payment is due on the last day of the month following date of invoice. You will receive a 2% cash discount if payment is mailed on or before the 10th of the month following date of invoice and your account is not past due. Invoices dated on or after the 26th of each month will be considered part of the following month. Minimum order: \$25.00 dealer cost. The prices shown in this price list are available only to authorized accounts.

SHIPPING POLICY

All merchandise is sold F.O.B. point of shipment. Transportation will be prepaid on all orders for Olympus Camera products that: (a) total \$500.00 or more at net billing price and are shipped to a single location, or (b) are back orders of an order originally qualifying for free transportation. Olympus Camera Corporation will select the transportation method and carrier. If a dealer requests special handling or transportation methods, the additional freight will be charged to the dealer. Drop shipments will not be made.

TRANSIT CLAIMS

All merchandise delivered to the carrier has been checked for condition, proper packaging, and accuracy of count. All shipments are F.O.B. point of shipment. Our responsibility for damage, pilferage, or carton shortage ends with delivery of the goods to the carrier. Please file claims for in-transit damage, carton shortage, or pilferage with the carrier. We will assist the consignee dealer in presenting the claim if notified within 3 days of receipt of merchandise, and if proper exception has been taken on the delivery receipt.

CLAIMS FOR CONCEALED DAMAGE OR PILFERAGE

Consignee dealers should file claims with the carrier for concealed in-transit damage or pilferage not evident at the time of delivery and discovered after receiving shipment. Please contact the local terminal of the carrier and initiate an inspection request. The entire shipment should be left intact pending examination and disposition instructions.

SHORT SHIPMENT CLAIMS

Claims for shortages, errors in shipment, or incorrect packaging should be made to the Olympus Distribution Center from which the shipment originated. Claims must be made within 3 days of receipt of goods and be accompanied by our packing slip.

NONDELIVERY CLAIMS

Please file claims for nondelivery of an entire shipment within 30 days of the invoice date. We cannot be responsible for nondelivery claims after this 30-day period.

RETURNS

RETURNS FOR SERVICE should be prepaid and addressed to the "Customer Service Center" at the Olympus location nearest you (see "General Information," on page 2).

RETURNS FOR CREDIT will not be unreasonably withheld, but a request must be made in advance on an RRM (Request to Return Merchandise) form, available from your Olympus salesman or nearest Olympus Distribution Center.

RETURNS FOR INVENTORY BALANCING should follow the guidelines listed hereunder, and the terms of the specific inventory balancing program.

Authorized returns must be shipped prepaid. Returned merchandise accepted for credit must be brand new, in original containers, complete with all packaging elements, and in perfect condition. A handling charge of 5% will be made for inspection and restocking of new merchandise unless waived as part of our inventory balancing program or because of an error on our part.

Unauthorized returns will be shipped back to the dealer freight collect.

Used, discontinued, and close-out merchandise, or merchandise that indicates previous sale or use for demonstration will also be returned freight collect.

CREDITS

Dealers entitled to credits will receive credit memoranda as quickly as possible. Please do not deduct credit claims from your remittance before receiving our credit memoranda. By waiting until they are issued, you simplify your own bookkeeping as well as ours.

CLASS II MERCHANDISE

Class II Merchandise is any merchandise that has been sold or delivered to an end user or used for general demonstration purposes, but that meets all functional/performance criteria applicable to identical new merchandise. The exterior may have abrasions or other minor defects such as would result from normal wear and tear, but may not be significantly marred. Such merchandise carries the standard warranty applicable to that category of merchandise. The packaging and owner cards for such merchandise will indicate "OLYMPUS CLASS II: Products which have been previously used for demonstration, or sold to an end user, or which contain minor appearance irregularities."

We invite our authorized dealers to contact their nearest Olympus warehouse to ascertain the availability of Class II merchandise. Terms and conditions of sale will be explained when each order is placed. Orders for Class II Merchandise will be filled on a first-come, first-served basis and are subject to acceptance by Olympus.

OLYMPUS ADVERTISING REBATE SUPPORT PROGRAM

Local advertising and promotion is an extension of Olympus' national advertising program.

The Olympus advertising rebate program is designed to help you obtain more for your advertising dollars spent in support of Olympus products.

GENERAL INFORMATION

Local dealer advertising allowances are 3% of the net value of each qualifying order. Advertising allowances accrued by the dealer will be reflected in his monthly statement. Olympus will pay 100% of the actual space costs for general interest newspapers which qualify for second class mailing privileges and provide a rate card and circulation information verifiable through audit; or net time costs only (not production) of radio or TV commercials; or printing or distribution costs of general consumer catalogs; or printing cost only of stuffers, flyers, or regional and local magazines and inserts. Printed advertising matter and TV commercials must illustrate and describe Olympus products. Radio spots must devote 60% of content to Olympus products. The Olympus trademark must be prominently and adequately displayed in proportion to the total size of the print and TV advertising; and prominently presented in radio advertising.

BE CAREFUL TO:

- Honestly represent products and offers.
- Submit your claim with proof of performance, copy of the invoice and ANA/RAB Documentation for radio, and ANA/TVB Documentation for TV to: Olympus, c/o Advertising Checking Bureau, P.O. Box 1919, Memphis, Tenn. 39101
- Use advertising allowances as reflected on your monthly statement for advertising within 9 months of their issue date. Expired advertising credit will not be honored.
- Use advertising allowance accruals only for current Olympus products, or obtain written approval for other promotional Olympus products as may be designated.

BE CAREFUL NOT TO:

- Deduct any claims from your invoice payment.
- Advertise outside your local trading zone.
- Advertise a mixture of Olympus products with non-Olympus products, such as other manufacturers's lenses or strobes.
- Use advertising allowances for classified ads or ads in national magazines such as Popular Photography.
- Misrepresent products or offers.

SPECIAL CONDITIONS:

With prior approval in writing from the Olympus Advertising Department and proof of performance, advertising allowances may be used for: (a) rental and decoration of that portion of a booth used in regional consumer shows devoted to Olympus products, providing 60% of total claim is used to advertise the show in eligible media; (b) 50%, but no more than \$500, of the cost of designing, manufacturing, and installing, but not of maintaining, indoor signs advertising Olympus products; (c) other advertising or promotional media up to \$500. Only one claim will be processed for each ad. With prior written approval, add-on advertising allowance will be accepted at a later date for general catalogs.

GUIDELINES FOR GENERAL CONSUMER CATALOGS*

You'll need the following "Proof of Advertising" when submitting your claim:

1. **A COMPLETE CATALOG.**
2. **A NOTARIZED AFFIDAVIT**, signed by an officer of your company, certifying the actual quantity produced and distributed and your printing and distribution costs. Payment will be made *Only* if the following documents accompany the affidavit: (a) **PAID INVOICE(S)** showing detailed, itemized printing and distribution costs; plus, (b) **UNITED STATE POSTAL SERVICE MAILING RECEIPTS** detailing the cost of the catalog distribution.
3. **ADVERTISING REBATE CREDITS**, sufficient to cover the claim made.

GUIDELINES FOR STUFFERS, FLYERS, MAILING PIECES*

You'll need the following "Proof of Advertising" when submitting your claim:

1. **A SAMPLE** of the completed printed piece.
2. **A NOTARIZED AFFIDAVIT**, signed by an officer of your company, certifying the actual quantity produced and distributed. Payment will be made only if a **PAID INVOICE FROM YOUR PRINTER** detailing the itemized printing costs accompanies the affidavit, and you have accrued sufficient advertising allowance.
3. **FOR MAILING PIECES ONLY, AN AFFIDAVIT** indicating the number of pieces mailed and the area of distribution, along with postage receipts.
4. **ADVERTISING ALLOWANCES**, sufficient to cover claim made.

*All terms of the Advertising Allowance Program not superceded by the above remain in effect.

PRICE PROTECTION POLICY

If Olympus reduces the dealer net price on any product in this catalog, or in any offer made in a promotional mailing, during the effective term of this catalog or the promotional offer by more than \$1.00, then, subject to an inventory audit by Olympus, the dealer will be credited for the cost difference for any inventory purchased within the prior 90 days and remaining in stock.

Changes in terms, anticipation, or dating conditions do not qualify for price protection.

DISCONTINUED MERCHANDISE POLICY

When any Olympus products totaling more than \$5,000 are discontinued and sold to retail photographic dealers, Olympus will offer the merchandise by mail to all dealers or, if the quantity is not sufficient, to all dealers in a selected area.

All orders will be held for 15 days and then allocated to assure participating dealers of an equitable share of such product and price.

INVENTORY BALANCING

Between January 1 and February 28, 1978, dealers will be able to balance inventories of Olympus products in accordance with the Olympus dealer support program.

Between March 1, 1978, and June 25, 1978, dealers will be able to balance inventories as follows: up to 20% of prior 6 months purchases of Olympus products may be returned for balancing.

All returns are subject to the following condition:

Prior written approval by your Olympus salesman is required on an inventory balancing form. Only unopened, brand-new merchandise may be returned for inventory balancing. Close-outs or discontinued products are not eligible for inventory balancing. Credit for returned merchandise will be issued at the prices on the original invoice, unless the prices have been reduced by an inventory protection program. The new balancing order will be at the prices prevailing at the time of shipment. Returned merchandise must be shipped prepaid to your nearest Olympus distribution center.

Charges for this service are as follows: dollar to dollar balancing, 5%; one and a half dollars to one balancing, 2½%; two dollars to one balancing, 0.