



DATE: DECEMBER 29, 2004 04-0678

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FROM: MARK BONIFACIO

SUBJECT: DISCONTINUATION OF PVM SERIES PROFESSIONAL VIDEO MONITORS

Effective March 28, 2005 or when inventory expires, the following PVM Series monitors will be discontinued. Sony is committed to offering high quality video monitoring solutions to the customer through our new LUMA™LCD Professional Video Monitor series. The LUMA monitors are considered the replacements to the PVM Series of monitors, and replacement models are indicated in the chart below.

All orders will be filled on a first come, first served basis utilizing existing inventory.

DISCONTINUATION OF PVM SERIES PROFESSIONAL VIDEO MONITORS
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PRODUCT NAME	BRIEF DESCRIPTION	SUGGESTED REPLACEMENT	REPLACEMENT AVAILABILITY	REPLACEMENT LIST PRICE
PVM-136	13" Monochrome Monitor	None		
PVM-14L1	14" Color Video Monitor	LMD-1410	Planned February 2005	\$770.00
PVM-14L2	14" Color Video Monitor	LMD-1420	Planned February 2005	\$1,495.00
PVM-14L5/1	14" Multi-Format Video Monitor	LMD150S	Current	\$2,900.00
		LMD171WS	Current	\$3,425.00
PVM-20L1	20" Color Video Monitor	LMD-2010	Planned February 2005	\$1,465.00
PVM-20L2	20" Color Video Monitor	LMD-2020	Planned February 2005	\$2,995.00
PVM-20L5/1	20" Multi-Format Monitor	LMD-210S	Current	\$3,700.00
		LMD-230WS/2	Current	\$3,950.00
PVM-96	9" Monochrome Monitor	None		
PVM-97	9" Monochrome Monitor	None		

*All monitor measurements are viewable area measured diagonally

Please contact your local Account Manager for further information.

Good Selling!

Mark Bonifacio
Marketing Manager
Broadcast and Business Solutions Company

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