

Date

Customer Name

Address

Dear _____,

Apple Computer, Inc. ("Apple") in the past may have provided you with a letter representing Apple as the sole source of Apple Education Products. This representation remains true; Apple is, and will continue to be, the sole source of Apple and Macintosh branded hardware products. An Apple or Macintosh branded product is one manufactured or sold by Apple with the Apple logo.

In general, Apple Authorized Resellers are not authorized to sell standard Apple hardware products to public and private nonprofit educational institutions in the United States. Three exceptions exist, however: (1) Apple does authorize certain Value Added Resellers ("VARs") to sell standard Apple products to educational institutions if those products are combined with proprietary, added enhancement "Solutions Systems"; (2) a few resellers are allowed to sell consumables (toner cartridges, for example) to educational institutions; and (3) under very limited circumstances, Apple authorized resellers may be permitted to sell a limited amount of product, usually at the end of the product's commercial life, to education customers. In all such cases, the resellers are responsible for establishing their own resale prices. Apple is not involved in their pricing decisions.

Sincerely,

APPLE COMPUTER, INC.

Name

Title