



Brother Mobile Solutions, Inc.

July 10, 2018

Subject: RuggedJet® 4000 Last Buy

Attention: All Customers, Distributors, Partners and Resellers of the RuggedJet 4000 Series Printers

Dear Customer,

Due to a spike in demand and shortage of inventory, Brother is immediately discontinuing the RuggedJet RJ4030 and RJ4030Ai models followed by the RJ4040 in early 2019.

The recently launched RuggedJet 4200 is replacing the entire RuggedJet 4000 product line. Brother will only accept purchase orders until the last buy date listed below dependent on the model and availability.

Brother will only accept orders based on availability.

Key Dates for RJ4030 and RJ4030Ai

July 10, 2018 – No longer accepting orders. The product is only available while supplies last. Please provide all forecast for accessories.

Key Dates for RJ4040

December 31, 2018 - Last day to submit a planning forecast.

March 31, 2019 - Last day accepting orders for RJ4040 printers

September 1, 2023 – Last day for service and repairs

Transition Models

The RuggedJet 4200 replacement models for the equivalent RuggedJet 4000 models are listed below. Contact your account representative if you have questions about transitioning to the new product.

RuggedJet 4000	RuggedJet 4200	Notes
RJ4030	RJ4230BL	The RJ4230BL includes a battery, not included with the RJ4030.
RJ4030-K	RJ4230BL	Same contents as the RJ4030-K
RJ4030Ai	RJ4230BL	The RJ4230BL includes a battery, not included with the RJ4030Ai.
RJ4030Ai-K	RJ4230BL	Same contents as the RJ4030Ai-K
RJ4040	RJ4250WBL	The RJ4230BL includes a battery, not included with the RJ4040.
RJ4040-K	RJ4250WBL	Same contents as the RJ4040-K

USB Only Applications

Since all RJ4000 printers have a USB port, USB only applications can utilize any model. If you do not want to change your Windows drivers, Brother has developed emulation firmware for the RJ4040 that installs the RJ4040 as either an RJ4030 or RJ4030Ai printer. This allows the RJ4040 to be used in



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established USB only applications without installing an additional driver. Contact your Brother account representative for more information.

Accessories

RuggedJet accessories will remain available while supplies last. Please include accessories in your planning forecast.

Thank you for your cooperation and assistance in planning a smooth transition.

Sincerely,

Raul Palacios
Sr. Product Manager
Brother Mobile Solutions