

INTER TEL INC  
Form 4  
February 23, 2005

**FORM 4** UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

OMB APPROVAL

OMB Number: 3235-0287  
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Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See Instruction 1(b).

**STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF SECURITIES**

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934, Section 17(a) of the Public Utility Holding Company Act of 1935 or Section 30(h) of the Investment Company Act of 1940

(Print or Type Responses)

1. Name and Address of Reporting Person \*  
STOUT NORMAN

(Last) (First) (Middle)

C/O INTER-TEL,  
INCORPORATED, 1615 SOUTH  
52ND STREET

(Street)

TEMPE, AZ 85281

(City) (State) (Zip)

2. Issuer Name and Ticker or Trading Symbol  
INTER TEL INC [INTL]

3. Date of Earliest Transaction  
(Month/Day/Year)  
02/18/2005

4. If Amendment, Date Original Filed(Month/Day/Year)

5. Relationship of Reporting Person(s) to Issuer

(Check all applicable)

\_\_\_ Director \_\_\_ 10% Owner  
 Officer (give title below) \_\_\_ Other (specify below)  
CAO and Executive VP

6. Individual or Joint/Group Filing(Check Applicable Line)  
 Form filed by One Reporting Person  
\_\_\_ Form filed by More than One Reporting Person

**Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned**

| 1. Title of Security (Instr. 3) | 2. Transaction Date (Month/Day/Year) | 2A. Deemed Execution Date, if any (Month/Day/Year) | 3. Transaction Code (Instr. 8) | 4. Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5) | 5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4) | 6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4) | 7. Nature of Ownership (Instr. 4) |
|---------------------------------|--------------------------------------|--|--------------------------------|---|---|--|-----------------------------------|
|                                 |                                      |  | Code                           | V   | Amount  | (A) or (D)   | Price                             |
| Common Stock                    | 02/18/2005                           |  | M                              |   | 2,500   | A  | \$ 9.125                          |
| Common Stock                    | 02/18/2005                           |  | M                              |   | 5,000   | A  | \$ 9.125                          |
| Common Stock                    | 02/18/2005                           |  | M                              |   | 5,000   | A  | \$ 9.125                          |
| Common Stock                    | 02/18/2005                           |  | M                              |   | 2,500   | A  | \$ 9.125                          |
| Common Stock                    | 02/18/2005                           |  | M                              |   | 2,500   | A  | \$ 9.125                          |

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|              |            |   |       |   |          |        |   |
|--------------|------------|---|-------|---|----------|--------|---|
| Common Stock | 02/18/2005 | M | 7,500 | A | \$ 9.125 | 43,861 | D |
| Common Stock | 02/18/2005 | M | 7,500 | A | \$ 9.125 | 51,361 | D |
| Common Stock | 02/18/2005 | M | 2,500 | A | \$ 9.125 | 53,861 | D |
| Common Stock | 02/18/2005 | M | 7,500 | A | \$ 9.125 | 61,361 | D |
| Common Stock | 02/18/2005 | M | 2,500 | A | \$ 9.125 | 63,861 | D |
| Common Stock | 02/18/2005 | M | 2,500 | A | \$ 9.125 | 66,361 | D |
| Common Stock | 02/18/2005 | M | 2,500 | A | \$ 9.125 | 68,861 | D |
| Common Stock | 02/18/2005 | S | 2,500 | D | \$ 28    | 66,361 | D |
| Common Stock | 02/18/2005 | S | 5,000 | D | \$ 27.9  | 61,361 | D |
| Common Stock | 02/18/2005 | S | 5,000 | D | \$ 27.96 | 56,361 | D |
| Common Stock | 02/18/2005 | S | 2,500 | D | \$ 27.88 | 53,861 | D |
| Common Stock | 02/18/2005 | S | 2,500 | D | \$ 27.87 | 51,361 | D |
| Common Stock | 02/18/2005 | S | 7,500 | D | \$ 27.85 | 43,861 | D |
| Common Stock | 02/18/2005 | S | 7,500 | D | \$ 27.8  | 36,361 | D |
| Common Stock | 02/18/2005 | S | 2,500 | D | \$ 27.76 | 33,861 | D |
| Common Stock | 02/18/2005 | S | 7,500 | D | \$ 27.75 | 26,361 | D |
| Common Stock | 02/18/2005 | S | 2,500 | D | \$ 27.64 | 23,861 | D |
| Common Stock | 02/18/2005 | S | 2,500 | D | \$ 27.6  | 21,361 | D |
| Common Stock | 02/18/2005 | S | 2,500 | D | \$ 27.4  | 18,861 | D |

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

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SEC 1474  
(9-02)

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**Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned**  
(e.g., puts, calls, warrants, options, convertible securities)

| 1. Title of Derivative Security (Instr. 3) | 2. Conversion or Exercise Price of Derivative Security | 3. Transaction Date (Month/Day/Year) | 3A. Deemed Execution Date, if any (Month/Day/Year) | 4. Transaction Code (Instr. 8) | 5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4, and 5) | 6. Date Exercisable and Expiration Date (Month/Day/Year) | 7. Title and Amount of Underlying Security (Instr. 3 and 4) | Amount or Number of Shares |
|--|--|--------------------------------------|--|--------------------------------|---|--|---|----------------------------|
| Stock Options                              | \$ 9.89  | 02/18/2005                           |  | M                              | 19,200<br>(3)   | 04/30/2002 <sup>(1)</sup> 04/30/2011 <sup>(2)</sup>      | Common Stock  | 19,200                     |
| Stock Options                              | \$ 9.89  | 02/18/2005                           |  | M                              | 30,800<br>(4)   | 04/30/2002 <sup>(1)</sup> 04/30/2011 <sup>(2)</sup>      | Common Stock  | 30,800                     |

## Reporting Owners

| Reporting Owner Name / Address   | Relationships |           |                      |       |
|--|---------------|-----------|----------------------|-------|
|  | Director      | 10% Owner | Officer              | Other |
| STOUT NORMAN<br>C/O INTER-TEL, INCORPORATED<br>1615 SOUTH 52ND STREET<br>TEMPE, AZ 85281 |               |           | CAO and Executive VP |       |

## Signatures

/s/ Kristi Bonfiglio for Norman Stout 02/23/2005

\_\_Signature of Reporting Person

Date

## Explanation of Responses:

\* If the form is filed by more than one reporting person, see Instruction 4(b)(v).

\*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations. See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).

(1) One year vesting.

(2) Ten year vesting.

(3) 1994 Plan grant date 4/30/01

(4) 1997 Plan grant date 4/30/01

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, see Instruction 6 for procedure.

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