Acorn Dealer News- 12th May 1997

Dear Acorn Dealer.

Enclosed with this letter is the latest price list from Acorn. All items that have changed since the last published price list are marked with ** in the left hand column. These include changes to pricing, specification or the addition of new items to the list.

We have introduced the SRP15 and SRP16 products to replace the SRP05 and SRP06. Both models now have a larger Hard Disk Drive.

As requested at the Dealer day held last week, a copy of the latest dealer demo price list is enclosed. Should you wish to order any of these items, please complete the enclosed agreement form and return it with your order to the sales desk.

A copy of the presentations at the Dealer day last week by Chris Cox (Vice-president, Product Business) and Kerri Davies (Marketing Manager, Product Business) has been enclosed. These documents show how the marketing and business strategy will follow this year. Any comments or input on either of these matters are very welcome. Should you have any questions, please direct them to myself in the first instance.

A copy of the up to date list of current working printers with !Printers v1.53 is enclosed. (!Printers and other useful programs and documents can be found on Acorn's ftp site. The ftp site is located at ftp://ftp.acorn.co.uk)

The literature for the new A7000+ which was announced at the dealer day and new literature for the Risc PC and Network Computers is also enclosed within this pack. Further copies of the literature can be obtained by contacting the sales desk.

Acorn is pleased to announce that we will be happy to offer all of our dealers the opportunity of a further 2.5% discount on all our products that are purchased cash with order. This includes payment by cheque, credit card and bank transfers. The full balance of the order must be paid in advance to obtain the discount. For further details, contact the sales desk or myself.

With the imminent full launch of the Network Computer, a form has been enclosed to allow you to select the ISP (Internet Service Provider) you wish to use with the Modem version. Although we recommend the use of Argonet, where you will be able to obtain full usage of the NC, other service providers will be able to offer eMail and WWW browsing but will not allow you to store any files. Please complete these forms and return them to the sales desk where a Smartcard will be programmed and sent to you. (*This is subject to you having purchased an A corn modem NC*)

Discontinued products:

ACA53 - DX3-66 PC Card

ACBxx - All Risc PCs starting with product code ACB

AES51 - Level 4 fileserver Release 3 upgrade

If you have any questions, I will be happy to hear from you to discuss them.

Russell Scoates UK Dealer Sales Executive



Sales News: 03/97

Acorn Dealer News - Cash With Order discounts

12th May 1997

Dear Acorn Dealer,

From the chart illustrated below, you can see the advantages of our new 2.5% cash with order discount scheme.

Purchasing by cash with order, your normal dealer margin would *increase* by 20%.

Compared to the base rate, from which savings and borrowing figures are generated, a bank account paying 6.25% net interest per annum, would pay 0.52% per month.

Example: A balance of £10,000 would generate interest of £52.00 per month. This compares to a saving of £250.00 by settling the invoice by paying cash with order. If you were to settle the invoice by paying cash with order (cheque, credit card or bank transfer accepted) you would save yourself £198.00:

Invoice total:	Cash with order saving	0:52% net interest	YOUR saving
£1,000.00	£25.00	£5.20	£19.80
£5,000.00	£125.00	£26.00	£99.00
£10,000.00	£250.00	£52.00	£198.00

For further information, please contact the sales desk.



UK Retail Price List effective May 97

Hardware system prices	Order Code	Processor	Memory	Disc	Warranty	/ Monito	or RRP	RRP exc VAT
Risc PC 200MHz StrongARM Risc PC 4M 1.2GB 200MHz StrongARM Risc PC 4M 1.2GB 200MHz StrongARM Risc PC 4M 1.2GB 8xCD 200MHz StrongARM Risc PC 4M 1.2GB 8xCD	SRP 10/AKF60 SRP10/AKF91 SRP11/AKF60 SRP11AKF91	SA-110 SA-110	4MB 4MB 4MB 4MB	1.2GB 1.2GB 1.2GB 1.2GB	R.T.B R.T.B R.T.B R.T.IB	14' 17" 14" 17"	£1,415.32 £1,791.32 £1,465.32	£1,204.53 £1,524.53
** 200MHz StrongARM Risc PC 10M 1.2GB ** 200MHz StrongARM Risc PC 10M 1.2GB ** 200MHz StrongARM Risc PC 10M 1.2GB 8x CD ** 200MHz StrongARM Risc PC 10M 1.2GB 8x CD	SRP15/AKF60 SRP15/AKF91 SRP16/AKF60 SRP16/AKF91	SA-110	10MB 10MB	1.2GB 1.2GB 1.2GB 1.2GB	R.T.B R.T.B R.T.B R.T.B	17" 14'	£1,715.32 £2,091.32 £1,765.32 £2,141.32	£1,459.85 £1,779.85 £1,502.40 £1.822.40
A7000 A7000 4MB NET A7000 4MB HD540 A7000 4MB HD540 4x CD	AMC04/AKF60 AMC05/AKF60 AMC25/AKF60	ARM7500	4MB 4MB 4MB	540MB	On site On site On site	14"	£949.00 £1,099.00 £1,199.00	£807.66 £935.32 £1,020.43
Pocket Book Pocket Book II 256K Pocket Book !! 1MB	AHB05 AHB07	NEC NEC	256K 1MB		R.T.B. R.T.B.		£239.95 £319.95	£204.21 £272.30
Network Computers Modem NC (28.8 kbps) Ethernet NC (10baseT)	TNS10 TNS1 1	ARM7500F ARM7500F			R.T.B. R.T.B.		£468.83 £468.83	£399.00 £399.00
Acorn Peripherals Upgrades and Options								
Monitors 14" Fine Grain SVGA Multiscan ES 17" Fine Grain SVGA Multiscan	AKF60 AKF91						£264.38 £640.38	£225.00 £545.00
PC compatibility cards and PC emulation Risc PC DX2-66 Card Risc PC DX4-100 Card Risc PC 586-100 Card	ACA53 ACA56 ACA57						£175.08 £233.83 £351.33	£149.00 £199.00 £299.00
PCxS6 Software Upgrade PC Exchange	ACA54 SKB85						£9.95 £29.95	£8.47 £25.49
Software Acorn Advance (single licence) Replay Starter Kit Acorn Photo View ART Timecode	SKB77 SKB82 AKA35 SAR01						£116.33 £41.07 £41.07 £29.38	£99.00 £34.95 £34.95 £25.00
Digital Cameras Casio Camera QV-10a (includes SAR02) Casio Camera QV-100 (includes SAR02) Casio Mains Adaptor for OV-10a and QV100 Casio QV 10a/100 connection kit	CAS10 CAS100 ADK65EL SAR02						£376.00 £528.75 £14.98 £116.33	£320.00 £450.00 £12.75 £99.00
Networking Level 4 Fileserver Release 3 Ethernet !nterface & Access+ for Risc PC/A7000 Ethernet !nterface & Access+ for A5000 Ethernet !nterface & Access+ for A4000/A3020 Ethernet Interface & Access+ for A3000 Access CD Share Access+ Ethernet components TCP/!P Release 2 (site licence) !nterTalk V2 (site licence) InterTalk V2 (single user) OmniClient 2 Level 4 Fileserver Release 3 Upgrade Level 4 Manager's Guide AUN Manager's Guide Ethernet Design and !nstallation Guide Econet Design and !nstallation Guide	AES50 AEH78 AEH75 AEH79 AEH77 AES60 AEH59 AES43 AES73 AES72 TBA AES51 AED11 AED11 AED12 AED24 AED22						£468.83 £141.00 £152.75 £152.75 £152.75 £116.33 £17.63 £468.83 £351.33 £92.83 £549.00 £116.33 £19.95 £19.95 £5.00 £15.00	£399.00 £120.00 £130.00 £130.00 £130.00 £99.00 £399.00 £299.00 £79.00 £467.23 £99.00 £19.95 £19.95 £5.00 £15.00

SCHE	Development software, tools and documenta	tion		
RISC OS 3 FRM volume 51	· · · · · · · · · · · · · · · · · · ·		£249 95	£212 72
RISC OS 3.6 PRM volume 5a AGJ25 £29.75 £				
Technical Reference Manuals				
A5000 TRM AJ.12 £65.00 £60.00 £60.00 £60.0			220.10	225.75
A5000 TRM AJ.12 £65.00 £60.00 £60.00 £60.0	Technical Reference Manuals			
A3010/A3020/A4000 TRM		ALJ12	£65.00	£65 00
A3000 TRM				
A TRM				
Risc PC Technical Reference Manual ACJ12 £49.95 £49.95				
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1MB Flash Disc AHA23 £119.95 £102.09 Mains Adaptor AHA35 £14.95 £12.72 * For use with the original Pocket Bookk Provided as standard with the Pocket Book II Acorn Merchandise Light Grey Polo Shirt TAT01 £15.95 £13.57 Acorn Mugs (1 Pair) TAT02 £9.95 £8.47			£54.95	
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* For use with the original Pocket Bookk Provided as standard with the Pocket Book II Acorn Merchandise Light Grey Polo Shirt Acorn Mugs (1 Pair) TAT01 £15.95 £13.57 £9.95 £8.47	1MB Flash Disc	AHA23	£119.95	£102.09
Provided as standard with the Pocket Book II Acorn Merchandise Light Grey Polo Shirt TAT01 £15.95 £13.57 Acorn Mugs (1 Pair) TAT02 £9.95 £8.47		AHA35	£14.95	£12.72
Acorn Merchandise Light Grey Polo Shirt TAT01 £15.95 £13.57 Acorn Mugs (1 Pair) TAT02 £9.95 £8.47				
Light Grey Polo Shirt TAT01 £15.95 £13.57 Acorn Mugs (1 Pair) TAT02 £9.95 £8.47	Provided as standard with the Pocket Book II			
Light Grey Polo Shirt TAT01 £15.95 £13.57 Acorn Mugs (1 Pair) TAT02 £9.95 £8.47	A como Manchendia e			
Acorn Mugs (1 Pair) TAT02 £9.95 £8.47		TATO4	A.= ==	046 ==
Acorn Parker Pen TAT03 £4.95 £4.21				
	Acorn Parker Pen	1A103	£4.95	£4.21

Hardware system prices	Order Code	Processor M	emory	Disc	Warrant	ty Monit		RRP		C of T	C of T
Risc PC							!nc VAT	exc VAT	DISC	INC VAI	ex vai
200MHz StrongARM Risc PC 4M 1.2GB	SRP10	SA-110	4MB	1.2GB		None	£1,150.95			£995.57	£847.29
200MHz StrongARM Risc PC 4M 1.2GB 8xCE		SA-110	4MB	1.2GB			£1,200.95				
200MHz StrongARM Risc PC 4M 1.2GB 200MHz StrongARM Risc PC 4M 1.2GB	SRP10/AKF60 SRP10/AKF91	SA-110 SA-110	4MB 4MB	1.2GB 1.2GB		14" 17"	£1,415.32 £1,791.32				
200MHz StrongARM Risc PC 4M 1.2GB 8xCE		SA-110	4MB	1.2GB		14"	£1,465.32	,		,	,
200MHz StrongARM Risc PC 4M 1.2GB 8xCE	SRP11/AKF91	SA-110	4MB	1.2GB		17"	£1,841.32	£1,567.09	13.5%	£1,592.75	£1,355.53
"200MHz StrongARM Risc PC 10M 1.2GB	SRP15	SA-110	10MB	1.2GB	R.T.B	None	£1,450.95	£1,234.85	13.5%	£1,255.08	£1,068.15
200MHz StrongARM Risc PC 10M 1.2GB 8x 0		SA-110	10MB	1.2GB		None	£1,500.95				
"200MHz StrongARM Risc PC 10M 1.2GB	SRP15/AKF60	SA-110	10MB	1.2GB	R.T.B	14'	£1,715.32	,		,	,
"200MHz StrongARM Risc PC 10M 1.2GB	SRP15/AKF91	SA-110	10MB	1.2GB		17"	£2,091.32				
200MHz StrongARM Risc PC 10M 1.2GB 8x 0			10MB 10MB	1.2GB 1.2GB		14" 17"	£1,765.32 £2,141.32				
"200MHz StrongARM Risc PC 10M 1.2GB 8x 0	SD SRP16/AKF91	0/110	TOWID	1.2GB	14.1.0	.,	22,141.02	21,022.40	10.070	21,002.20	21,070.00
A7000											
A7000 4MB NET	AMCO5	ARM7500		None	On site		£684.63 £834.62			£592.20	£504.00
A7000 4MB H D540 A7000 4MB HD540 4x CD	AMCO5 AMC25	ARM7500 ARM7500			On site On site		£934.62			£721.96 £808.45	£614.43 £688.04
A7000 4MB NET	AMC04/AKF60	ARM7500		None	On site	14"				£820.89	£698.63
A7000 4MB HD540	AMCO5/AKF60	ARM7500			On site	14"	£1,099.00			£950.63	£809.05
A7000 4MB HD540 4x CD	AMC25/AKF60	ARM7500	4MB	540MB	On site	14"	£1,199.00	£1,020.43	13.5%	£1,037.14	£882.67
Pocket Book											
Pocket Book II 256K	AHBO5	NEC	256K		R.T.B.	LCD	£239.95	£20421	13.5%	£207.55	£176.64
Pocket Book II 1MB	AHBO7	NEC	1MB		R.T.B.	LCD	£319.95	£272.30	13.5%	£276.76	£235.54
Network Computers											
Modem NC (28.8 kbps)	TNS10	ARM7500FE	8MB	N/A	R.T.B.		£468.83	£399.00	12.5%	£410.23	£349.13
Ethernet NC (10baseT)	TNS11	ARM7500FE	8MB	N/A	R.T.B.		£468.83	£399.00	12.5%	£410.23	£349.13
Acorn Peripherals Upgrades and	Options										
Monitors											
14" Fine Grain SVGA Multiscan ES	AKF60						£264.38			£228.69	£194.63
17" Fine Grain SVGA Muftiscan	AKF91						£640.38 £423.00			£553.93 £365.90	£471.43 £311.40
17" Fine Grain Budget SVGA Multiscan	AKF93						1423.00	2300.00	13.570	2303.90	2311.40
PC compatibility cards and PC emula	ation										
Risc PC DX4-100 Card	ACA56						£233.83			£202.26	£172.14
Risc PC 586-100 Card	ACA57						£351.33	£299.00	13.5%	£303.90	£258.64
PCx86 Software Upgrade	ACA54						£9.95	£8.47	25.0%	£7.46	£6.35
PC Exchange	SKB85						£29.95	£25.49	15.0%	£25.46	£21.67
Software											
Acorn Advance (single licence)	SKB77						£116.33	£99.00	15.0%	£98.88	£84.15
Replay Starter Kit	SKB82						£41.07			£34.91	£29.71
Acorn PhotoView	AKA35						£41.07			£34.91	£29.71
ART Timecode	SAR01						£29.38	£25.00	15.0%	£24.97	£21.25
Digital Cameras											
Casio Camera QV-10a (includes SAR02)	CAS10						£376.00			£319.60	£272.00
Casio Camera QV-100 (includes SAR02) Casio Mains Adaptor for QV-10a and QV100	CAS100 ADK65EL						£528.75 £14.98			£449.44 £12.74	£382.50 £10.84
Casio QV10a/100 connection kit	SAR02						£116.33			£98.88	£10.04 £84.15
Networking	45050						0400.00	0000.00	45.00/		0000 45
Level 4 Fileserver Release 3 Ethernet Interface & Access+ for Risc PC/A7	AES50 000 AFH78						£468.83 £141.00			£398.50 £119.85	£339.15 £102.00
Ethernet Interface & Access+ for A5000	AEH75						£152.75			£129.84	£110.50
Ethernet Interface & Access+ for A4000/A302							£152.75			£129.84	£110.50
Ethernet Interface & Access+ for A3000 Access CD Share	AEH77 AES60						£152.75 £116.33			£129.84	£110.50 £84.15
Access + Ethernet components	AEH59						£17.63			£98.88 £14.98	£12.75
TCP/IP Release 2 (site licence)	AES43						£468.83			£398.50	£339.15
InterTalk V2 (site licence)	AES73						£351.33			£298.63	£254.15
InterTalk V2 (single user) OmniClient 2 Single User	AES72 AES74						£92.83 £88.13			£78.90 £74.91	£67.15 £63.75
OmniClient 2 Site Licence	AES74 AES75						£549.00			£466.65	£397.15
Level 4 Manager's Guide	AED11						£19.95	£19.95	15.0%	£16.96	£16.96
AUN Manager's Guide	AED12						£19.95			£16.96	£16.96
Ethernet Design and Installation Guide	AED22						£5.00 £15.00			£4.25 £12.75	£425 £12.75
Econet Design and Installation Guide	AED22						2.3.00	~ . 0.00	. 5.0 /		
Development software, tools and do							00/2/=				0/
Acorn C/C++	SKB78						£249.95	£212.72	15.0%	£212.45	£180.81

RISC OS 3 PRM volumes 1-4	AKJ03	£99.95	£99.95 15.0% £84.96	£84.96
RISC OS 3.6 PRM volume 5a	ACJ25	£29.75	£29.75 15.0% £25.29	£25.29
		1,29.73	123.29	225.29
Technical Reference Manuals				
A5000 TRM	ALJ12	£65.00	£65.00 15.0% £55.25	£55.25
A3010/A3020/A4000 TRM	AGJ03	£65.00	£65.00 15.0% £55.25	£55.25
A3000 TRM	AKJ75	£65.00	£65.00 15.0% £55.25	£55.25
A4 TRM	ALJ22	£65.00	£65.00 15.0% £55.25	£55.25
Risc PC Technical Reference Manual	ACJ12	£49.95	£49.95 15.0% £42.46	£42.46
		210.00	212.10	2.12.10
Memory upgrades and options				
1MB VRAM for Risc PC	ACA20	£149.95	£127.62 15.0% £127.45	£108.47
** 2MB VRAM for Risc PC	ACA21	£199.75	£170.00 15.0% £169.79	£144.50
2MB RAM Upgrade for A3020/A4000/A4	ALA60	£116.33	£99.00 15.0% £98.88	£84.15
1MB RAM Upgrade for A400/1 series	AKA52	£45.83	£39.00 15.0% £38.95	£33.15
THE TO AN OPGICAC ICLITATION FOR ICC		210.00	200.00	200.10
Other expansion or upgrade options				
StrongARM Processor upgrade	ART21	£292.58	£249.00 20.0% £234.06	£199.20
ARM710 Processor upgrade	ACA71	£149.95	£127.62 29.5% £105.71	£89.97
Risc PC Case Upgrade	ACM01	£116.33	£99.00 15.0% £98.88	£84.15
Risc PC Case Upgrade (Series B or above)	ACM02	£90.00	£76.60 15.0% £76.50	£65.11
Risc PC Backplane upgrade	ACA29	£34.95	£29.74 15.0% £29.70	£25.28
Risc PC Sound Upgrade Card	ACD05	£69.95	£59.53 15.0% £59.46	£50.60
A7000 Backplane upgrade	AMD10	£39.95	£34.00 15.0% £33.96	£28.90
RISC OS 3.1 Documentation	ALA40	£20.00	£20.00 15.0% £17.00	£17.00
RISC OS 3.1 3 set ROM pack	ALA41	£88.13	£75.00 15.0% £74.91	£63.75
RISC OS 3.1 10 set ROM pack	ALA42	£293.75	£250.00 15.0% £249.69	£212.50
Master Series Battery Pack	ADT16	£4.99	£4.25 15.0% £4.24	£3.61
I/O Expansion Card	AKA10	£99.88	£85.00 15.0% £84.89	£72.25
Multimedia expansion unit (requires SCSI ca	_{rd} :CAO50	£175.08	£149.00 15.0% £148.81	£126.65
	•			
Pocket Book peripherals				
A-link	AHA30	£59.95	£51.02 15.0% £50.96	£43.37
PC Link +	AHA50	£59.95	£51.02 15.0% £50.96	£43.37
Mac Link	AHA37	£59.95	£51.02 15.0% £50.96	£43.37
Parallel Link	AHA31	£29.95	£25.49 15.0% £25.46	£21.67
Acorn Schedule*	AHA42	£14.95	£12.72 15.0% £12.70	£10.81
Acorn Plotter*	AHA44	£19.95	£16.98 15.0% £16.96	£14.43
128K RAM Disc	AHA20	£49.95	£42.51 15.0% £42.45	£36.13
512k RAM Disc	AHA27	£129.95	£110.60 15.0% £110.46	£94.01
256K Flash Disc	AHA21	£54.95	£46.77 15.0% £46.71	£39.75
512K Flash Disc	AHA22	£89.95	£76.55 15.0% £76.46	£65.07
1MB Flash Disc	AHA23	£119.95	£102.09 15.0% £101.95	£86.77
Mains Adaptor	AHA35	£14.95	£12.72 15.0% £12.70	£10.81
* For use with the original Pocket Book				
Provided as standard with the Pocket Book I	1			
A Marris I				
Acorn Merchandise	T4 T04		040 57 05 00/ 0 : : : :	
Light Grey Polo Shirt	TATO1	£15.95	£13.57 25.0% £11.96	£10.18
Acorn Mugs (1 Pair)	TATO2	£9.95	£8.47 25.0% £7.46	£6.35
Acorn Parker Pen	TAT03	£4.95	£4.21 25.0% £3.71	£3.16