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 Acorn 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

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.

Acorn

UK Retail Price List effective May 97

Hardware system prices

	Order Code	Processor	Memory	Disc	Warranty	Monitor	RRP inc VAT	RRP exc VAT
Risc PC								
200MHz StrongARM Risc PC 4M 1.2GB	SRP 10/AKF60	SA-110	4MB	1.2GB	R.T.B	14'	£1,415.32	£1,204.53
200MHz StrongARM Risc PC 4M 1.2GB	SRP10/AKF91	SA-110	4MB	1.2GB	R.T.B	17"	£1,791.32	£1,524.53
200MHz StrongARM Risc PC 4M 1.2GB 8xCD	SRP11/AKF60	SA-110	4MB	1.2GB	R.T.B	14"	£1,465.32	£1,247.09
200MHz StrongARM Risc PC 4M 1.2GB 8xCD	SRP11AKF91	SA-110	4MB	1.2GB	R.T.IB	17"	£1,841.32	£1,567.09
** 200MHz StrongARM Risc PC 10M 1.2GB	SRP15/AKF60	SA-110	10MB	1.2GB	R.T.B	14'	£1,715.32	£1,459.85
** 200MHz StrongARM Risc PC 10M 1.2GB	SRP15/AKF91	SA-110	10MB	1.2GB	R.T.B	17"	£2,091.32	£1,779.85
** 200MHz StrongARM Risc PC 10M 1.2GB 8x CD	SRP16/AKF60	SA-110	10MB	1.2GB	R.T.B	14'	£1,765.32	£1,502.40
** 200MHz StrongARM Risc PC 10M 1.2GB 8x CD	SRP16/AKF91	SA-110	10MB	1.2GB	R.T.B	17'	£2,141.32	£1.822.40
A7000								
A7000 4MB NET	AMC04/AKF60	ARM7500	4MB	None	On site	14"	£949.00	£807.66
A7000 4MB HD540	AMC05/AKF60	ARM7500	4MB	540MB	On site	14"	£1,099.00	£935.32
A7000 4MB HD540 4x CD	AMC25/AKF60	ARM7500	4MB	540MB	On site	14"	£1,199.00	£1,020.43
Pocket Book								
Pocket Book II 256K	AHB05	NEC	256K		R.T.B.	LCD	£239.95	£204.21
Pocket Book !! 1MB	AHB07	NEC	1MB		R.T.B.	LCD	£319.95	£272.30
Network Computers								
Modem NC (28.8 kbps)	TNS10	ARM7500FI	8MB	N/A	R.T.B.		£468.83	£399.00
Ethernet NC (10baseT)	TNS1 1	ARM7500FI	8MB	N/A	R.T.B.		£468.83	£399.00

Acorn Peripherals Upgrades and Options

	Order Code						RRP inc VAT	RRP exc VAT
Monitors								
14" Fine Grain SVGA Multiscan ES	AKF60						£264.38	£225.00
17" Fine Grain SVGA Multiscan	AKF91						£640.38	£545.00
PC compatibility cards and PC emulation								
Risc PC DX2-66 Card	ACA53						£175.08	£149.00
Risc PC DX4-100 Card	ACA56						£233.83	£199.00
Risc PC 586-100 Card	ACA57						£351.33	£299.00
PCxS6 Software Upgrade	ACA54						£9.95	£8.47
PC Exchange	SKB85						£29.95	£25.49
Software								
Acorn Advance (single licence)	SKB77						£116.33	£99.00
Replay Starter Kit	SKB82						£41.07	£34.95
Acorn Photo View	AKA35						£41.07	£34.95
ART Timecode	SAR01						£29.38	£25.00
Digital Cameras								
Casio Camera QV-10a (includes SAR02)	CAS10						£376.00	£320.00
Casio Camera QV-100 (includes SAR02)	CAS100						£528.75	£450.00
Casio Mains Adaptor for OV-10a and QV100	ADK65EL						£14.98	£12.75
Casio QV 10a/100 connection kit	SAR02						£116.33	£99.00
Networking								
Level 4 Fileserver Release 3	AES50						£468.83	£399.00
Ethernet !nterface & Access+ for Risc PC/A7000	AEH78						£141.00	£120.00
Ethernet !nterface & Access+ for A5000	AEH75						£152.75	£130.00
Ethernet !nterface & Access+ for A4000/A3020	AEH79						£152.75	£130.00
Ethernet Interface & Access+ for A3000	AEH77						£152.75	£130.00
Access CD Share	AES60						£116.33	£99.00
Access+ Ethernet components	AEH59						£17.63	£15.00
TCP/!P Release 2 (site licence)	AES43						£468.83	£399.00
!nterTalk V2 (site licence)	AES73						£351.33	£299.00
InterTalk V2 (single user)	AES72						£92.83	£79.00
OmniClient 2	TBA						£549.00	£467.23
Level 4 Fileserver Release 3 Upgrade	AES51						£116.33	£99.00
Level 4 Manager's Guide	AED11						£19.95	£19.95
AUN Manager's Guide	AED12						£19.95	£19.95
Ethernet Design and !nstallation Guide	AED24						£5.00	£5.00
Econet Design and !nstallation Guide	AED22						£15.00	£15.00

Development software, tools and documentation

Acorn C/C++	SKB78	£249.95	£212.72
RISC OS 3 PRM volumes 1.4	AKJ03	£99.95	£99.95
RISC OS 3.6 PRM volume 5a	ACJ25	£29.75	£29.75

Technical Reference Manuals

A5000 TRM	ALJ12	£65.00	£65.00
A3010/A3020/A4000 TRM	AGJ03	£65.00	£65.00
A3000 TRM	AKJ75	£65.00	£65.00
A4 TRM	ALJ22	£65.00	£65.00
Risc PC Technical Reference Manual	ACJ12	£49.95	£49.95

Memory upgrades and options

1MB VRAM for Risc PC	ACA20	£149.95	£127.62
2MB VRAM for Risc PC	ACA21	£239.95	£204.21
2MB RAM Upgrade for A3020/A4000/A4	ALA60	£1 16.33	£99.00
1MB RAM Upgrade for A400/1 series	AKA52	£45.83	£39.00

Other expansion or upgrade options

StrongARM Processor upgrade	ART21	£292.58	£249.00
ARM710 Processor upgrade	ACA71	£149.95	£127.62
Risc PC Case Upgrade	ACM01	£116.33	£99.00
Risc PC Case Upgrade (Series B or above)	ACM02	£90.00	£76.60
Risc PC Backplane upgrade	ACA29	£34.95	£29.74
Risc PC Sound Upgrade Card	ACD05	£69.95	£59.53
A7000 Backplane upgrade	AMD10	£39.95	£34.00
RISC OS 3.1 Documentation	ALA40	£20.00	£20.00
RISC OS 3.1 3 set ROM pack	ALA41	£88.13	£75.00
RISC OS 3.1 10 set ROM pack	ALA42	£293.75	£250.00
Master Series Battery Pack	ADT16	£4.99	£4.25
I/O Expansion Card	AKA10	£99.88	£85.00
Multimedia expansion unit (requires SCSI card)	CAO50	£175.08	£149.00

Pocket Book peripherals

A-link	AHA30	£59.95	£51.02
PC Link +	AHA 50	£59.95	£51.02
Mac Link	AHA37	£59.95	£51.02
Parallel Link	AHA31	£29.95	£25.49
Acorn Schedule*	AHA42	£14.95	£12.72
Acorn Plotter*	AHA44	£19.95	£16.98
128K RAM Disc	AHA20	£49.95	£42.51
512k RAM Disc	AHA27	£129.95	£110.60
256K Flash Disc	AHA2 I	£54.95	£46.77
512K Flash Disc	AHA22	£89.95	£76.55
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
Acorn Parker Pen	TAT03	£4.95	£4.21

Acorn Center of Technology Price List effectve May 97

Hardware system prices

Item	Order Code	Processor	Memory	Disc	Warranty	Monitor	RRP !nc VAT	RRP exc VAT	C of T Disc	C of T inc VAT	C of T ex VAT
Risc PC											
200MHz StrongARM Risc PC 4M 1.2GB	SRP10	SA-110	4MB	1.2GB	R.T.B	None	£1,150.95	£979.53	13.5%	£995.57	£847.29
200MHz StrongARM Risc PC 4M 1.2GB 8xCD	SRP11	SA-110	4MB	1.2GB	R.T.B	None	£1,200.95	£1,022.09	13.5%	£1,038.82	£884.10
200MHz StrongARM Risc PC 4M 1.2GB	SRP10/AKF60	SA-110	4MB	1.2GB	R.T.B	14"	£1,415.32	£1,204.53	13.5%	£1,224.26	£1,041.92
200MHz StrongARM Risc PC 4M 1.2GB	SRP10/AKF91	SA-110	4MB	1.2GB	R.T.B	17"	£1,791.32	£1,524.53	13.5%	£1,549.50	£1,318.72
200MHz StrongARM Risc PC 4M 1.2GB 8xCD	SRP11/AKF60	SA-110	4MB	1.2GB	R.T.B	14"	£1,465.32	£1,247.09	13.5%	£1,267.51	£1,078.73
200MHz StrongARM Risc PC 4M 1.2GB 8xCD	SRP11/AKF91	SA-110	4MB	1.2GB	R.T.B	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 CD	SRP16	SA-110	10MB	1.2GB	R.T.B	None	£1,500.95	£1,277.40	13.5%	£1,298.32	£1,104.95
"200MHz StrongARM Risc PC 10M 1.2GB	SRP15/AKF60	SA-110	10MB	1.2GB	R.T.B	14'	£1,715.32	£1,459.85	13.5%	£1,483.75	£1,262.77
"200MHz StrongARM Risc PC 10M 1.2GB	SRP15/AKF91	SA-110	10MB	1.2GB	R.T.B	17"	£2,091.32	£1,779.85	13.5%	£1,808.99	£1,539.57
200MHz StrongARM Risc PC 10M 1.2GB 8x CD	SRP16/AKF60	SA-110	10MB	1.2GB	R.T.B	14"	£1,765.32	£1,502.40	13.5%	£1,527.01	£1,299.58
"200MHz StrongARM Risc PC 10M 1.2GB 8x CD	SRP16/AKF91	SA-110	10MB	1.2GB	R.T.B	17"	£2,141.32	£1,822.40	13.5%	£1,852.25	£1,576.38
A7000											
A7000 4MB NET	AMC04	ARM7500	4MB	None	On site	None	£684.63	£582.66	13.5%	£592.20	£504.00
A7000 4MB H D540	AMCO5	ARM7500	4MB	540MB	On site	None	£834.62	£710.32	13.5%	£721.96	£614.43
A7000 4MB HD540 4x CD	AMC25	ARM7500	4MB	540MB	On site	None	£934.62	£795.43	13.5%	£808.45	£688.04
A7000 4MB NET	AMC04/AKF60	ARM7500	4MB	None	On site	14"	£949.00	£807.66	13.5%	£820.89	£698.63
A7000 4MB HD540	AMCO5/AKF60	ARM7500	4MB	540MB	On site	14"	£1,099.00	£935.32	13.5%	£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

Item	Order Code	RRP !nc VAT	RRP exc VAT	C of T Disc	C of T inc VAT	C of T ex VAT
Monitors						
14" Fine Grain SVGA Multiscan ES	AKF60	£264.38	£225.00	13.5%	£228.69	£194.63
17" Fine Grain SVGA Muftiscan	AKF91	£640.38	£545.00	13.5%	£553.93	£471.43
17" Fine Grain Budget SVGA Multiscan	AKF93	£423.00	£360.00	13.5%	£365.90	£311.40
PC compatibility cards and PC emulation						
Risc PC DX4-100 Card	ACA56	£233.83	£199.00	13.5%	£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	£34.95	15.0%	£34.91	£29.71
Acorn PhotoView	AKA35	£41.07	£34.95	15.0%	£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	£320.00	15.0%	£319.60	£272.00
Casio Camera QV-100 (includes SAR02)	CAS100	£528.75	£450.00	15.0%	£449.44	£382.50
Casio Mains Adaptor for QV-10a and QV100	ADK65EL	£14.98	£12.75	15.0%	£12.74	£10.84
Casio QV10a/100 connection kit	SAR02	£116.33	£99.00	15.0%	£98.88	£84.15
Networking						
Level 4 Fileserver Release 3	AES50	£468.83	£399.00	15.0%	£398.50	£339.15
Ethernet Interface & Access+ for Risc PC/A7000	AEH78	£141.00	£120.00	15.0%	£119.85	£102.00
Ethernet Interface & Access+ for A5000	AEH75	£152.75	£130.00	15.0%	£129.84	£110.50
Ethernet Interface & Access+ for A4000/A3020	AEH79	£152.75	£130.00	15.0%	£129.84	£110.50
Ethernet Interface & Access+ for A3000	AEH77	£152.75	£130.00	15.0%	£129.84	£110.50
Access CD Share	AES60	£116.33	£99.00	15.0%	£98.88	£84.15
Access + Ethernet components	AEH59	£17.63	£15.00	15.0%	£14.98	£12.75
TCP/IP Release 2 (site licence)	AES43	£468.83	£399.00	15.0%	£398.50	£339.15
InterTalk V2 (site licence)	AES73	£351.33	£299.00	15.0%	£298.63	£254.15
InterTalk V2 (single user)	AES72	£92.83	£79.00	15.0%	£78.90	£67.15
OmniClient 2 Single User	AES74	£88.13	£75.00	15.0%	£74.91	£63.75
OmniClient 2 Site Licence	AES75	£549.00	£467.23	15.0%	£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	£19.95	15.0%	£16.96	£16.96
Ethernet Design and Installation Guide	AED24	£5.00	£5.00	15.0%	£4.25	£425
Econet Design and Installation Guide	AED22	£15.00	£15.00	15.0%	£12.75	£12.75
Development software, tools and documentation						
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

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

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

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 card	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 II

Acorn Merchandise

Light Grey Polo Shirt	TAT01	£15.95	£13.57 25.0%	£11.96	£10.18
Acorn Mugs (1 Pair)	TAT02	£9.95	£8.47 25.0%	£7.46	£6.35
Acorn Parker Pen	TAT03	£4.95	£4.21 25.0%	£3.71	£3.16