

SALES NEWS Issue 68

19th March 1993

Dear Dealer

Dealer Trade Prices

Please be reminded of Terry Shurwood's letter dated 15th March concerning the change of dealer discounts. If you would like stock at the current rate, please ensure you place your orders now as outstanding orders, as at Monday 5th April, will be repriced accordingly.

RISC OS 3 Offer

With reference to last year's promotion, all participating schools have been requested that their upgrades are taken to their Acorn dealer for installation before 28th May 1993 as this will be the final date for installation.

Claims for this installation, a payment of £10, should be with Acorn by no later than 25th June 1993.

Acorn Assist

Please be aware that Mercantile Credit have introduced a document fee of £10. This fee is payable by the customer with his or her first month's instalment, Mercantile Credit will be sending out new documents shortly to accommodate this change.

We regret the introduction of a document fee but felt this to be preferable to an increase in subsidies. Customers are not likely to query the charge since it is standard practice and covers the cost of administration.

However, our finance schemes are constantly under review and if we can find any way to remove the document fee in the future we will do so.

Enclosed are copies of the new Assist Claim forms, T8/Cash/3 and T7/Finance/3. Please use the enclosed when claiming for Assist sales. Also, enclosed is a new payment chart for your information.

If you have any further queries, please do not hesitate to contact me.

Yours faithfully

Melanie Kennell

FP Tracy Bottomley
Tele-sales Supervisor

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