



Acorn Computers Limited
Fulbourn Road
Cherry Hinton
Cambridge CB1 4JN
England
Telephone 0223 254254
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19th July 1993

Dear Dealer,

Re: literature stocks - new arrangements

The costs of producing and shipping literature have been rising steadily during the past months and Acorn has, so far, absorbed this. To prevent costs from escalating further we have now introduced a more cost efficient method of supplying you with literature and this is outlined below.

Regularly, every dealer will receive a generous quantity of current brochures and promotional material. The contents will be updated regularly and will differ depending on whether you are a Consumer or an Education dealer. This literature is provided to you completely free and there is no charge for carriage.

Together with the current literature you will receive a list of all literature which has become obsolete since the previous shipment; you should discard everything on the obsolescence list.

For many dealers this regular supply will be enough to meet their needs; however, some dealers may require further stocks before the next regular shipment is due. If you do need extra stocks you should contact your Area Sales Manager who may be able to organize further supplies for you. Do bear in mind that literature can take several days (or even a couple of weeks) to allocate, prepare and ship so you should discuss your requirements at the earliest possible opportunity. Extra free stocks are at the discretion of your Area Sales Manager but requests for very large quantities will be chargeable.

If you have any queries regarding the new literature arrangements, please contact your Area Sales Manager.

Yours sincerely,

A handwritten signature in black ink, appearing to read "Terry Shurwood", written over a light-colored background.

Terry Shurwood
General Manager - Sales



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