

SALES NEWS Issue 113

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Dear Dealer

Scheduled Orders

We know that you are sometimes disappointed when your scheduled orders are delayed and so the following is to clarify how orders are prioritized.

A scheduled order (i.e. an order placed for delivery on a specified day) could be delayed for several reasons. The most common reason is that, in times of product shortage, stock orders (those that are for 'immediate' delivery) take precedence over scheduled orders. Another reason for delay may be that there are credit or payment issues to be resolved (since deliveries are never made when an account is in dispute).

So, when speaking to your Acorn telesales person; take the opportunity to ask for an update on your scheduled orders. If you decide to change your scheduled order to a stock order your telesales contact will arrange this for you and advise you of expected delivery dates.

Pocket Book II

Confirmation of prices, in brief:

Code Description	RRP Exc VAT	Dealer Exc VAT
AHB05 Pocket Book 256K	229.74	195.28
AHBO6 Pocket Book 512K	280.81	238.69
AHB12 Pocket Book II Class Pack (256K only)	2297.45	1952.83 *

** the Pocket Book II Class Pack does NOT include an additional pocket book but contains a Mains Adaptor, a Parallel Link and choice of Desktop Link (supplied by fulfilment).*

Yours faithfully



Tracy Bottomley
Sales Desk Supervisor

