

# SALES NEWS Issue 116

20th October 1994

Dear Dealer

## New Product Announcement

Please find attached full details of our new product range and prices. Below are some useful points you will need to know:

1. All SKS02 orders have been transferred to the new product code, SKS05, at no extra cost. The main difference between the two products is that SKS05 contains Advance Release 2.
2. The software packs, Early Years, Learning Curve and Home Office are not available as separate items.
3. You are now able to purchase the following products without a monitor with no price penalty:

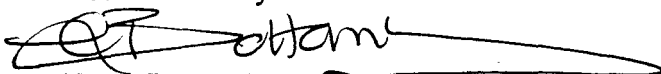
ALC17	A3010 Learning Curve
ALC18	A3010 Early Years
4. We have introduced a 'bundling' system on our order processing operation. Below is an example of how it will work:

eg: You require A4000 Home Office Multiscan System  
Your order AGC80 + AKF52  
The AGC80 bundle will consist of AGC50 and SKS04. Your despatch note will show accordingly. However, your invoice will show this line as the bundled product code, AGC80.
5. All stock will be available at the end of October in limited supply.
6. Remember that your customers get a FREE Action Pack Software bundle with every A3010 Early Years or Learning Curve bundle. We will be supplying these to you FOC at the order entry stage, therefore you will receive your FOC item at the same time as the systems.

## Advantage - Parent Pack

There is a printing error on the Advantage Parent Pack where a price for an A3010 2MB/ AKF52 Action Pack bundle is shown as £649. There should be no price shown in this box and our next issue of the leaflet will correct this error and at the same time make the monitor options clearer. We apologise for any inconvenience this error may have caused.

Yours faithfully



Tracy Bottomley  
Sales Desk Supervisor

