

TEK MARKETING SALES RELEASE

COMPANY
CONFIDENTIAL

FILE: IDG

DATE MARCH 31, 1986

IDG MSR NO: 177-09

WEEK: 13

4692S SYSTEM 4510A COLOR RASTERIZER NEW PRODUCT EVALUATION LEASE

We are pleased to announce the 4692S System is now available on the NPEL (Try and Buy) program. In addition, the 4510A color rasterizer pricing has been changed and NPEL lease rates have been adjusted accordingly.

NPEL rates are listed below. Please contact Maureen Seagren if you require additional information. This program is effective March 31 and continues through August 22, 1986 (AP703).

	<u>Purchase</u>	<u>90 Day</u>	<u>NPEL Rate</u>
4692S	\$12,995	\$1,105	\$650
Opt 02	995	85	50
32	1,995	170	100
NO*	300	300	300
4510A	5,995	510	300
Opt 32	1,995	170	100

* One time installation and set-up charge.

Lisa Savara
IDG Leasing
60-441



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CX4692S SYSTEM CX4510A COLOR RASTERIZER NEW PRODUCT EVALUATION LEASE 30 DAY RENTAL PROGRAM

Effective March 31, 1986 the CX4692S Color Graphic Output System and CX4510A Color Rasterizer are available on the New Product Evaluation lease (Try and Buy) AND the 30 Day Rental Program.

These products are offered on the 30 Day Rental along with the CX41XX terminals. This gives our IBM-based customer a familiar rental program with Tektronix quality color graphics systems.

Rates are listed on attached sheet. Please contact Maureen Seagren at 685-2035 if you have additional questions. This program is effective immediately through August 22, 1986 (AP703).

Lisa Savara
IDG Leasing Business
60-441

	<u>Purchase</u>	<u>90 Day</u>	<u>30 Day</u>	<u>NPEL Rate</u>
CX4692S	\$14,995	\$1,275	\$1,050	\$750
Opt 02	995	85	70	50
1A	1,995	170	140	100
1C	1,995	170	140	100
32	1,995	170	140	100
NO*	300	300	300	300
CX4510A	7,995	680	560	400
Opt 32	1,995	170	140	100

* One time installation and set-up charge.

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NEW PRODUCT EVALUATION LEASE 6130 INTELLIGENT GRAPHICS WORKSTATION

IDG Leasing Business is pleased to announce the 6130 Intelligent Graphics Workstation is available on the NPEL (Try and Buy Program).

This program is effective March 31, and extends through August 22, 1986 (AP703). Please call Maureen Seagren for additional information at 685-2035.

	<u>Purchase</u>	<u>90 Day</u>	<u>NPEL Rate</u>
6130	9,500	808	475
Option 14	1,200	102	60
15	3,200	272	160
2A	3,850	327	193
3A	750	64	38
3B	750	64	38
3D	750	64	38
3E	500	43	25
40	3,900	332	195

Lisa Savara
IDG Leasing Business
60-441

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FILE: IDG

SALES POLICY UNCREDITED ORDERS

DATE: MARCH 31, 1986

This MSR explains how to acknowledge a purchase order that requests delivery of product six months or more beyond the date of the order.

IDG MSR NO: 182-09

WEEK: 13

THE IDG BUSINESS PRACTICES MANUAL STATES under Uncredited Orders that "customer purchase orders for IDG products cannot be entered and booked if they are for delivery of products six (6) months or more beyond the date of the order." "Since the customer has submitted a valid purchase order, that order must be acknowledged soon after it is received."

IF THE CUSTOMER'S ORDER INCLUDES DELIVERY OF PRODUCTS WITHIN 6 MONTHS AND BEYOND 6 MONTHS from order date, then the factory will send an acknowledgment to the field office as usual for those products that have been booked. When the field office receives the acknowledgment, the attached letter is to be used in conjunction with it. Both the letter and first factory acknowledgment should be sent to the customer at the same time.

IF THE CUSTOMER'S ORDER REQUESTS DELIVERY OF ALL PRODUCTS beyond 6 months from order date, then only the letter will be sent to the customer, modified to omit reference to the "enclosed" factory acknowledgment. Later, when the order is booked, the customer will receive a shipping schedule with the standard order acknowledgment.

EACH MONTH, THE S.E. AND THE CUSTOMER MUST REVIEW current delivery requirements shown on the purchase order. The S.E. must then update the factory order and book those new line items required for delivery within 6 months.

THE CUSTOMER WILL RECEIVE THE LOWER OF THE PRICE in effect at the time the order is acknowledged by Tektronix (not the time the order is finally booked, in this case) or shipped.

IF THE CUSTOMER RESCHEDULES A BOOKED ORDER to a date beyond 6 months from original order date, the order should not be de-booked.

THIS PROGRAM APPLIES TO both OEM and End-User customers, regardless whether purchased against a contract or "open" purchase order. This program does NOT APPLY to Government orders. All Government orders must be entered as received.

A BUSINESS PRACTICES MANUAL UPDATE is being sent by separate transmittal.

EFFECTIVE DATE: April 1, 1986

MARY WETHERELL
ORDER MANAGEMENT
63-647/685-3730



Tektronix, Inc.
Wilsonville Industrial Park
P.O. Box 1000
Wilsonville, Oregon 97070

Phone: (503) 682-3411
TWX: 910-467-8708
Telex: 4742109

Date: _____

Re: Tektronix Reference No. _____
Purchase Order No. _____

Dear _____

Thank you for your order for:

<u>PRODUCT</u>	<u>DESCRIPTION</u>	<u>QUANTITY</u>
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(Enter total
P.O. quantity)

The enclosed factory acknowledgment indicates the planned delivery dates for the next six months. Your Tektronix sales representative will be working with you in scheduling future requirements. You will receive additional factory acknowledgments as products are scheduled for shipment.

Thank you,

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