

"If you're losing money while waiting five months or longer for delivery of mini-disk drives from Tandy, maybe it's time you considered an alternate source."

RADIO SHACK TRS-80* DEALERS . . .

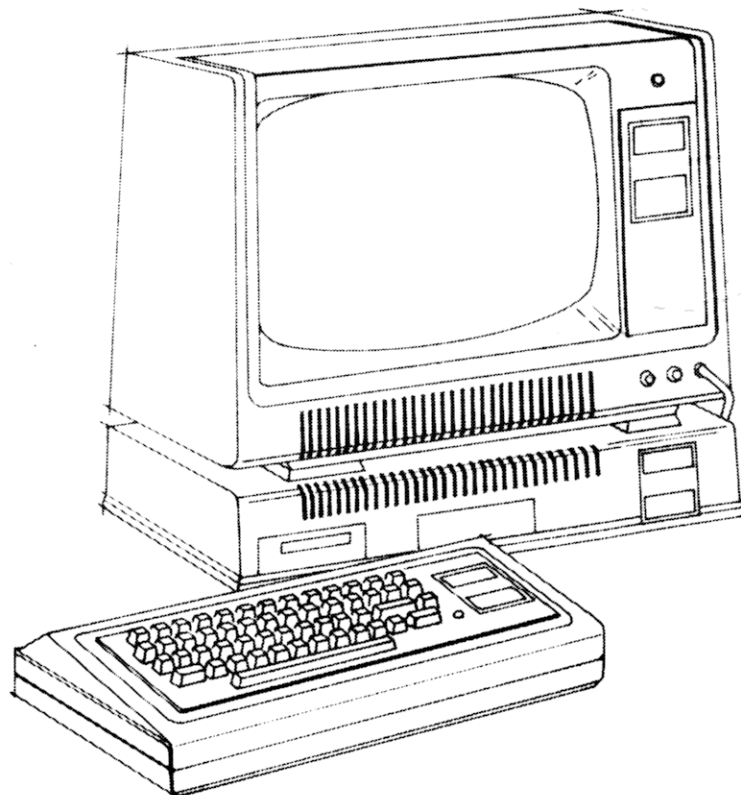
Why wait 5 months for mini-disk drives from Tandy? Get better add-on drives. At lower prices. Now. From Percom.

If you're losing money while waiting five months or longer for delivery of mini-disk drives from Tandy, maybe it's time you considered an alternate source. A dependable, highly qualified source: **Percom**.

We have been supplying mini-disk drive systems to the micro-computer market for nearly two years now, and have supplied more mini-disk drives for the TRS-80* than any other manufacturer except Tandy. Our recent \$1.8+ million order for mini-drives from Siemens Corporation was reported in the June 18, 1979 issue of Electronic News.

Our experience and volume is why we can deliver **fully compatible TRS-80*** mini-disk add-on drives that are **better** than Tandy drives and **cost you less**.

What's more, you can get add-on drives in either one-, two- or three-drive enclosures. And the enclosures are finished in silver enamel for system color compatibility.



Better delivery times

We're delivering TFD-100™ drives in one-, two- and three-drive configurations every day. We'll process your order in a timely manner consistent with our policy of realigning and retesting each drive before shipment, and of filling dealer and OEM orders on a first-come first-serve basis. We can be more precise about your delivery if you call us toll-free on 1-800-527-1592 when you place your order. *Note: in Texas call (214) 272-3421.*

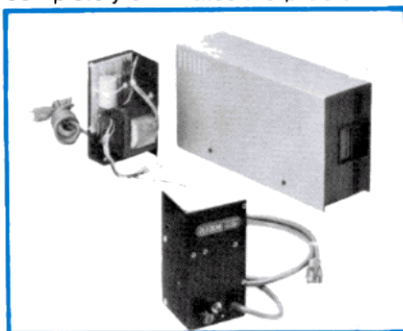
Accessory products

We offer a number of accessory products for TRS-80* microcomputers using mini-disk storage. The low-noise interconnecting cable described above is an example. You can also buy 1-, 2- and 3-drive enclosures as well as our cool-running PS-401 mini-disk drive power supplies separate from the drives.

Our MICRODOS™ disk operating system for TRS-80* microcomputers using Percom TFD-100™ disk drives works entirely with Level II BASIC commands — a feature that provides a very convincing argument for upgrading to disk storage.

Of special interest is the Percom SEPARATOR™, a disk data separator adaptor for the TRS-80*. We discovered — the hard way — that the TRS-80* will not always let the disk drives work reliably on the inner disk tracks (CRC error — track locked

out!). This is because the disk control circuitry in the TRS-80* Expansion Interface uses the internal data separator circuit of the disk controller chip, an arrangement which the chip manufacturer explicitly recommends be avoided. So we designed a new data separator that plugs into the disk controller socket as an adaptor. This completely eliminates the problem.



Accessory prices:

The minimum order for TRS-80* accessory items is five units of one kind or a mix of items for which your net cost for items is at least \$150.00. We do need a completed credit form on file before shipping or else payment must be made prior to shipping.

Item	Dealer ¹ Cost	Suggested Retail Price
Interconnecting cables:		
Two-drive	\$21.00	\$29.95
Three-drive	\$24.50	\$34.95
Four-drive	\$28.00	\$39.95
Enclosures:		
One-drive	\$21.00	\$29.95
Two-drive	\$31.50	\$44.95
Three-drive	\$49.00	\$69.95
Mini-Disk Drive		
Power Supply (PS-401)	\$38.50	\$55.00
MICRODOS™ (on diskette w/user's manual)		
	\$21.00	\$29.95
SEPARATOR™ (disk data separator adaptor)		
	\$21.00	\$29.95
Power Line Filter	\$14.00	\$19.95

1. Unit cost, 5 items minimum.



PERCOM DATA COMPANY, INC.

211 North Kirby
Garland, Texas 75042
(214) 272-3421

Dear Dealer:

Thank you for your interest in retailing the personal computing products of PerCom Data Company.

PerCom manufactures auxiliary equipment for today's most popular hobby/personal computing systems.

Since our products are designed around top grade, readily available components, we rarely encounter material shortages which cause shipping delays. Consequently, shipment of PerCom products is running 5 to 10 days from receipt of order.

Attached is a statement of dealer policies. These are intended to be guidelines by which we may operate with you. If you find any policy unacceptable to you, let me know. I am sure we can come to some suitable agreement. After all, our success ultimately depends on your success with our products.

If you will, please fill out the dealer information form and return it with your order. This will help us understand your unique circumstances and will aid in the referral of direct inquiries which come from your service area.

Enclosed are data sheets for the PerCom products.

If you have any questions, comments, or would just like to chat, please give me a call.

Sincerely,

Lucy Maugh

enclosure

cp



RETAIL DEALER POLICY

JULY 1979

PERCOM DATA COMPANY, INC.

211 North Kirby
Garland, Texas 75042
(214) 272-3421

MINIMUM QUANTITIES

The minimum order quantities for full dealer discount are as stated on the attached price list. If dealer places an order for less than the stated minimum quantity of any PerCom product, there is no discount. If within 90 days, dealer places additional orders such that the total number of units of a given PerCom product ordered within the 90 day period equals or exceeds the minimum quantity, dealer will be credited for full dealer discount for the units ordered within the 90 day period. Some products qualify for OEM discounts when total quantity is scheduled for delivery over a 3-12 month period. See price sheets for various products for details.

TERMS OF PAYMENT

The opening order must be prepaid or will be shipped COD. Unless credit has been arranged, sales are cash in advance or COD. On approved accounts, terms are Net 10. Overdue accounts will be charged 1½% per month on the unpaid balance and will automatically lose credit approved status. Returned goods charge is 10%. Sales are final 15 days after shipment. No unauthorized returns will be accepted and the dealer will be responsible for the amount of merchandise.

SHIPMENT

Shipping is FOB our factory. All orders will be shipped freight collect or will be prepaid with shipping charges added to invoice.

PRICE CHANGES

Prices, specifications, and discount schedules are subject to change without notice.

WARRANTY SERVICE

PerCom will perform all warranty service of its applique at its factory. Terms and conditions of warranty are included with each unit.

MISC.

PerCom reserves the right to reject a dealership application for any reason. All dealerships granted are understood to be non-exclusive as to both product and territory.

FOREIGN DEALERS

Since circumstances vary from country to country, special arrangements and policies may be necessary for foreign dealerships.

DEALER INFORMATION FORM

STORE NAME _____

ADDRESS _____

CITY, STATE, ZIP AND PHONE _____

DO YOU OPERATE MORE THAN ONE RETAIL STORE? _____

IF YES, NAME AND LOCATION _____

ARE YOU PART OF AN ESTABLISHED FRANCHISE? _____

IF YES, NAME AND LOCATION OF HOME OFFICE _____

DO YOU HOLD A VALID SALES TAX EXEMPTION? _____ NUMBER _____

NAMES OF PRINCIPALS AND STORE MANAGERS

NAME

TITLE

BRIEFLY DESCRIBE THE AREA YOU SERVE (zip codes preferred) _____

DESCRIBE BRIEFLY TECHNICAL COMPETENCE AND EXPERIENCE OF STORE PERSONNEL



PERCOM DATA COMPANY, INC.
4021 WINDSOR • GARLAND, TEXAS 75042

CREDIT APPLICATION

Company Name _____

Address _____

Individual Proprietorship _____ Partnership _____ Corporation _____

Key Individuals 1. _____
(name and title) 2. _____
3. _____

How long in business _____ years.

Type of Business/Product _____

Purchases will be : _____ Taxable _____ Tax-Exempt _____ Both

Tax-Exemption Number _____

Name and Address of Bank with which you do business _____

Officer _____

List 3 firms who have open accounts for your firm:

Company Name	Address	Phone No.	Remarks

I hereby agree to pay all bills as specified on invoice.

Signed: _____
name title date

name title date

PERCOM DEALER PRICE LIST
TRS-80 PRODUCTS
9-15-79

Product	Minimum Quantity	Retail Price	Dealer Price
TFD-100	5*		
Single Drive		\$ 399.00	\$ 332.00 300.00
Dual Drive		795.00	659.00 600.00
Triple Drive		1,195.00	989.00 900.00
Power Supply	5	55.00	38.50
Enclosure	5		
Single Drive		29.95	21.00
Dual Drive		44.95	31.50
Triple Drive		69.95	49.00
Interconnecting Cable	5*		
1-drive		24.95	13.95
2-drive		29.95	21.00
3-drive		34.95	24.50
4-drive		39.95	28.00
Power Line Filter	5	19.95	14.00
Patch Pak**	5	10.00	6.50
MicroDOS	5	29.95	21.00
Separator	5	29.95	21.00

*Any combination can be used to qualify for minimum. For example, 1 Triple and 1 Dual will qualify for minimum of 5.

**Dealer purchasing TFD-100/200 will receive one Patch Pak at no charge and will be authorized to reproduce for use with Percom units.

NOTE: These prices are for retailers only. To qualify, you must submit the following information: 1) Initial order on Company letterhead, 2) Completed Dealer Information form, 3) Credit Application.

Prices are subject to change without notice.

PERCOM OEM PRICE LIST
TRS-80 PRODUCTS
9-18-79

Product	Suggested Retail	5-9	10-49	50-99	100-up
TFD-100					
1-drive	\$ 399.00	\$ 369.90	\$ 344.90	\$ 332.00	\$ 325.00
2-drive	795.00	739.80	689.80	664.00	650.00
3-drive	1,195.00	1,109.70	1,034.70	996.00	975.00
TFD-200					
1-drive	675.00	573.75	540.00	506.25	472.50
2-drive	1,350.00	1,147.50	1,080.00	1,012.00	945.00
3-drive	2,025.00	1,721.25	1,620.00	1,518.75	1,417.50
77 Track Mini-Drive	550.00	467.00	455.00	428.00	400.00
40 Track Mini-Drive	325.00	295.00	285.00	280.00	278.00
Power Supply	55.00	49.95	39.95	35.00	32.50
Enclosure					
1-drive	29.95	24.95	19.95	17.00	14.17
2-drive	44.95	42.00	37.50	31.50	26.95
3-drive	69.95	62.50	49.95	42.50	35.95
Interconnecting Cable					
1-drive	24.95	17.95	13.95	--	--
2-drive	29.95	24.95	19.95	18.95	--
3-drive	34.95	31.95	28.95	25.95	23.95
4-drive	39.95	36.95	34.50	33.00	31.50
Drive Extender	15.00	--	12.00	--	--
Verbatim Diskettes					
Box of 10	44.95	40.00	35.00	30.00	--
Power Line Filter	19.95	14.00	--	--	--
Patch Pak*	10.00	6.50	--	--	--
MicroDOS	29.95	21.00	--	--	--
Separator	29.95	21.00	--	--	--

*OEM Customers purchasing TFD-100/200 will receive one Patch Pak at no charge and will be authorized to reproduce for use with Percom units.

NOTE: Purchases of 25-49 units may be scheduled over 90 days. Purchases of 50 units or more may be scheduled over 12 months. Release schedule must accompany purchase order.

Prices are subject to change without notice.

PERCOM OEM PRICE LIST
6800 DISK PRODUCTS
HARDWARE

Product	Suggested Retail	5-9	10-49	50-99	100-up
LFD-400					
1-drive	\$ 599.95	\$ 575.00	\$ 530.77	\$ 492.85	\$ 460.00
2-drive	999.95	944.90	875.67	824.85	785.00
3-drive	1,399.95	1,314.80	1,220.57	1,156.85	1,110.00
LFD-800					
1-drive	895.95	804.00	784.18	626.50	603.00
2-drive	1,549.95	1,430.56	1,394.76	1,084.97	1,072.92
3-drive	2,195.95	2,056.76	2,005.34	1,537.17	1,542.57
LFD-400/800 Controller	115.00	--	98.00	92.00	--
40 Track Mini Drive	325.00	295.00	285.00	280.00	278.00
Power Supply	55.00	49.95	39.95	35.00	32.50
Enclosure					
1-drive	29.95	24.95	19.95	17.00	14.17
2-drive	44.95	42.00	37.50	31.50	26.95
3-drive	69.95	62.50	49.95	42.50	35.95
Verbatim Diskettes					
Box of 10	44.95	40.00	35.00	--	--
Interconnecting Cable					
1-drive	24.95	17.95	13.95	--	--
2-drive	29.95	24.95	19.95	18.95	--
3-drive	34.95	31.95	28.95	25.95	23.95

NOTE: Purchases of 25-49 units may be scheduled over 90 days. Purchases of 50 units or more may be scheduled over 12 months. Release schedule must accompany purchase order.

PERCOM OEM PRICE LIST
6800 PRODUCTS
SOFTWARE

	Retail	10-up
MiniDOS	\$ 34.95	\$ 24.95
MiniDOS PlusX	39.95	25.95
Super Basic	49.95	32.95
Finder	99.95	64.95
General Ledger	199.95	149.95
Mailing List	99.95	64.95
INDEX Disk Operating System	99.95	64.95
Symbolic Assembler	29.95	20.95
Touch Up	17.95	14.95
Bandaide	17.95	14.95
User's Group Diskette #1	10.00	6.95
User's Group Diskette #2	10.00	6.95
Hemenway		
Strubal +	249.95	162.95
Edit 68	39.95	25.95
Macro-Assembler	79.95	51.95
Linkage Editor	49.95	32.95
Cross Reference Generator	29.95	19.95
CP/68	99.95	64.95

PERCOM DEALER PRICE LIST

Misc. Products
Effective July 1, 1979

<u>DESCRIPTION</u>	<u>MINIMUM QUANTITY</u>	<u>RETAIL PRICE</u>	<u>DEALER PRICE</u>
CI-812 ASSEMBLED	5	\$129.95	\$84.47
CI-812 KIT	5	\$ 99.95	\$64.97
IC SOCKET KIT	--	\$ 14.95	\$ 9.72
PROGRAM CONTROL KIT	--	\$ 14.95	\$ 9.72
TEST CASSETTE (8080)	--	\$ 4.95	\$ 3.22
MONITOR PROM (2708 EPROM)	--	\$ 39.95	\$29.22
INSTRUCTION MANUAL	--	\$ 4.95	\$ 3.22
BASIC ETC ON CASSETTE	---	\$ 35.00	\$27.50
CIS-30+ ASSEMBLED	5	\$ 99.95	\$64.97
CIS-30+ KIT	5	\$ 79.95	\$51.97
IC SOCKET KIT	--	\$ 4.95	\$ 3.22
PROGRAM CONTROL KIT	--	\$ 14.95	\$ 9.72
TEST CASSETTE (6800)	--	\$ 4.95	\$ 3.22
INTERCONNECTING CABLES	--	\$ 11.95	\$ 7.77
(ASSEMBLED)			
INSTRUCTION MANUAL	--	\$ 4.95	\$ 3.22
PILON-30 HI PERFORMANCE CASSETTE (C-30 LENGTH, LARGE PILON PAD)	10	\$ 2.49	\$ 1.62
PILON-10 HI PERFORMANCE CASSETTE (C-10 LENGTH, LARGE PILON PAD)	10	\$ 2.49	\$ 1.62
PROTOTYPE CARDS (SS-50 BUS)			
LARGE PROTOTYPE CARD	10	\$ 24.95	\$17.46
SMALL PROTOTYPE CARD	10	\$ 14.95	\$10.47
10 PIN EDGE CONNECTORS FOR CARDS	10	\$.50	\$.33
SBC/9	5	\$199.95	\$139.95
ELECTRIC WINDOW	5	\$249.95	\$174.95
ELECTRIC CRAYON	5	\$249.95	\$174.95
6809 ADAPTER	5	\$ 69.95	\$ 49.95

PERCOM DATA CO.
211 N. Kirby
Garland, Tx 75042
(214) 272-3421
TOLL-FREE ORDER NUMBER
1-800-527-1592

DECEMBER 1, 1979
PRICE LIST FOR
TRS-80 MINI-DISK
COMPONENTS and
ACCESSORIES

PRICE LIST

NOTICE: THE FOLLOWING PRICES ARE SUBJECT TO CHANGE WITHOUT NOTICE.

40-TRACK MINI-DISK DRIVE(S) FOR THE TRS-80:

Includes TFD-100 Mini-Disk Drive(s), Enclosure, and Power Supply.
Single Drive System.....\$ 399.00
Dual Drive System.....795.00
Triple Drive System.....1195.00

77-TRACK MINI-DISK DRIVE(S) FOR THE TRS-80:

Includes TFD-200 Mini-Disk Drive(s), Enclosure, and Power Supply
Single Drive System.....\$ 675.00
Dual Drive System.....1350.00
Triple Drive System.....2025.00

POWER SUPPLY: Powers One Drive.....55.00

ENCLOSURES:

For One Drive.....\$ 29.95
For Two Drives.....44.95
For Three Drives.....69.95

INTERCONNECTING RIBBON CABLES:

For Two Drives.....29.95
For Four Drives.....39.95

DISK DRIVE EXTENDER:

Permits TFD-100 Disk Drives to be connected to Radio Shack
Interconnecting Ribbon Cable. This Disk Drive Extender is
NOT required when using the PERCOM Interconnecting cables....15.00

MINI-DISKETTES (5 1/4" Soft-Sector for TRS-80):.....Each 4.95
Box of 10 with Organizer.....44.95

POWER-LINE FILTER:.....19.95

DATA SEPARATOR ADAPTER:

Improves the reliability of TRS-80 disk operation. Plugs
into the disk controller IC socket inside the TRS-80
Expansion Interface.....29.95

MICRODOS DISK OPERATING SYSTEM:

A faster, more compact alternative Disk Operating System
for TRS-80 Computers. Operates entirely within TRS-80
Level II BASIC. Requires less than 7K bytes of RAM.....29.95

Retail Price List
6800/6809 Software Products
10-1-79

ROMS

MPX

MINIDOS/MINIDOS PLUS X OPERATING
SYSTEM 2 ROM SET: SPECIFY IF FOR
USE WITH SWTPBUG/MIKBUG, TVBUG, EXBUG
OR PSYMON \$ 69.95

PSYMON(TM)

ON 2716 EPROM (SPECIFY IF FOR USE
WITH SWTP MP-A2, SWTP MP-09 OR
CMS-9600 69.95
ON 2708 EPROM FOR USE WITH PERCOM SBC/9 34.95

WINDEX(TM)/9-2708 EPROM COMPANION TO PSYMON
FOR ELECTRIC WINDOW(TM) 39.95

APL-CHARACTER SET FOR ELECTRIC WINDOW(TM) 34.95

SOFTWARE PACKAGES

SUPER BASIC	49.95
FLEXTRAN	24.95
INDEX	99.95
TOUCH UP	17.95
BAND AIDE	17.95
SYMBOLIC ASSEMBLER	29.95
USERS GROUP #1	10.00
USERS GROUP #2	10.00
USERS GROUP #3	10.00
AMERICANA PLUS	19.95

BUSINESS SOFTWARE

GENERAL LEDGER	199.95
MAILING LIST	99.95
FINDER	99.95

HEMENWAY SOFTWARE

STRUBAL PLUS	124.98
EDIT 68	19.95
MACRO-RELOCATING ASSEMBLER	39.95
LINKAGE EDITOR	24.98
CROSS REFERENCE GENERATOR	14.98
CP/68 OPERATING SYSTEM	49.98

ED SMITH SOFTWARE

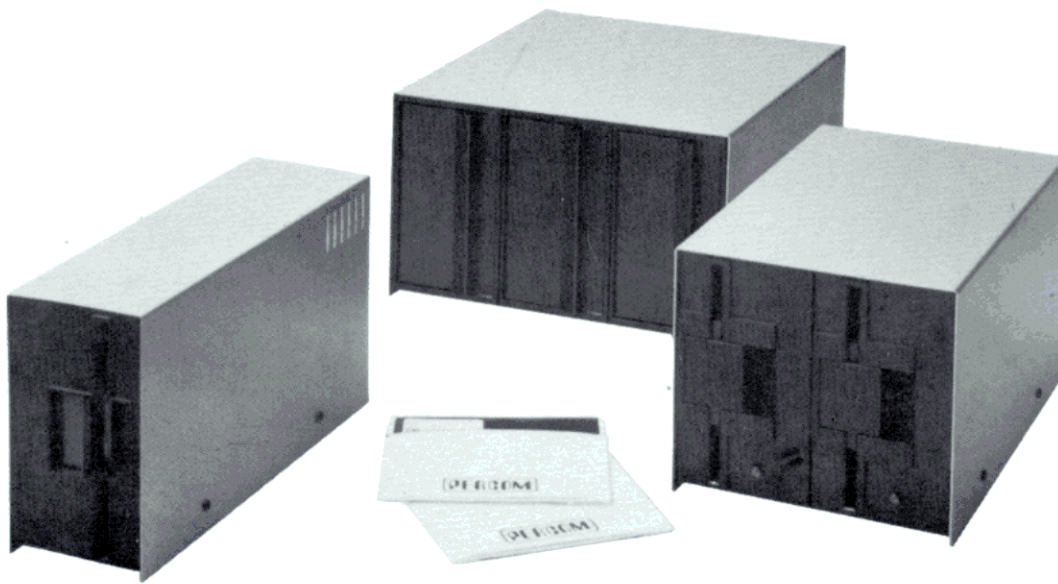
RELOCATING ASSEMBLER AND LINKING EDITOR	55.95
RELOCATING DISASSEMBLER DISASSEMBLER/SOURCE GENERATOR	40.95
TRACE/DISASSEMBLER	30.95
EPROM SUPPORT/RELOCATOR	25.95
SMITHBUG	25.95
	70.00

INSTRUCTION MANUALS

LFD-400	15.00
LFD-400EX	15.00
LFD-800	15.00
LFD-800EX	15.00
INDEX	15.00
INDEX ADVANCED PROGRAMMERS GUIDE	45.00
SUPER BASIC	15.00
GENERAL LEDGER	15.00
FINDER	15.00
MAILING LIST	15.00
SIEMENS 40 TRACK DRIVE	
SERVICE MANUAL	20.00
ELECTRIC WINDOW	15.00
ELECTRIC CRAYON	15.00
PSYMON	9.95
6809 PROGRAMMERS GUIDE	15.00
CIS-30	4.95

ELECTRIC CRAYON, ELECTRIC WINDOW, PSYMON, and FINDER
are trademarks of Percom Data Co. Inc.

Prices subject to change without notice



Here's why Percom drives are better

Every drive sold by Percom is aligned and tested before it leaves our factory.

More data capacity — Your customer can store over 102K bytes of formatted data on our 40-track TFD-100™ drive, and he can store data on both sides of a disk. The 35-track Tandy drives store only 86K bytes on one side.

A better drive power supply — Superior quality and inherently better design eliminate overheating and increase life expectancy of the Percom mini-disk drive power supply. Also, the 3-wire ac power cords are safer and have lower noise pick-up.

A lower noise interconnecting cable — Percom's optional drive interconnecting cables are designed so that drive 0, which includes the cable termination components, is placed at the end of multi-drive cables — not between the end of the cable and the computer. This ar-

range eliminates the reflected noise of an unterminated cable, and improves data and operating integrity.

PATCHPAK™ supplied free, on diskette, with each drive system

— This software patch not only upgrades TRSDOS* for 40-track operation, but also eliminates interference of disk operations caused by the TRS-80* Heartbeat pulse. Moreover, PATCHPAK™ also eliminates most of the 'silent deaths' that occur when a disk drive motor stops prematurely. But if a silent death does occur, the patched TRSDOS* provides a recovery method that saves programs and data already in memory.



More profit for the dealer

Here's why you can expect a better 'bottom line' when you carry Percom products:

- First, item costs are less. Compare these add-on drive dealer prices:

Single Drive	Double Drive	Triple Drive
\$332.00	\$659.00	\$989.00

Price includes drive, enclosure, power supply and PATCHPAK™.

- Second, we service the warranty — at no cost to you except shipping charges. And we get warranty products back fast, typically within five working days after receipt.
- Third, here's a low-entry get-acquainted offer: Our minimum dealer order quantity for drives is five units — in any combination. However, so that you may get acquainted with Percom quality and dependability, you may initially order only one unit at the usual 5-unit dealer cost. The order must be on your company letterhead, and must be accompanied by a completed credit application. Also, we must receive your order by October 31, for this special no-minimum offer.

PERCOM DATA COMPANY, INC.
211 N. KIRBY GARLAND, TEXAS 75042
(214) 272-3421

™ trademark of Percom Data Company, Inc.

* trademark of Tandy Radio Shack which has no relationship to Percom Data Company.

Prices and specifications subject to change without notice.



PERCOM DATA COMPANY, INC.
211 N. KIRBY • GARLAND, TEXAS 75042

