Radio Shack
A Division of Tandy Corporation

FRANCHISE INTERNATIONAL 817-390-3522
1000 ONE TANDY CENTER, FORT WORTH, TEXAS 76102

CLARENCE WOODCOCK
National Sales Manager
Computer Products

To: All ASC and Franchise Stores

From: Clarence Woodcock

Date: February 28, 1985

Subject: Upgrade of Model 16's to Tandy 6000

In February a letter will be mailed to every registered Model 16/16B owner, WHO PURCHASED THEIR SYSTEM PRIOR TO DECEMBER 31, 1984, from a Radio Shack Computer Center. This half-price program is a great value for those who qualify. Factory tests have not only proven the Tandy 6000 to be an outstanding performer, but also far more stable and reliable. Let's all get behind this program and make certain that our Model 16/16B customers receive the benefits of our latest technology, and turn off potential unreliability. Please make every effort to locate YOUR past customers for this product and encourage them to accept this terrific offer. No letter is required for them to take advantage of the upgrade - so let them know!

Note: This is a special program only for owners of Model 16/16B computers (any system upgraded by the addition of a 68000 CPU board qualifies), who purchased their system prior to December 31, 1984. Computers with 512K memory or less will only be upgraded to a 512K Tandy 6000 at the special price. If the owner of such a computer wishes to expand to 1 Meg, he should pay the full suggested retail price for the additional 512K memory kit (26-6016 at $849.00). Model 16/16B's over 512K memory will be upgraded to 1 Meg under the special price offer.

Upgrades of Model II's, 12's, or 16/16B's bought after 12/31/84, are not eligible for this offer.

Procedure for Special 16/16B to Tandy 6000 upgrade

Contact the nearest Computer Service Center to reserve a special upgrade kit (512K or 1 Meg) and installation time in the customer's name. Send the Model 16/16B to service on a repair tag noting "Upgrade to 512K Tandy 6000" or "Upgrade to 1 Meg Tandy 6000". Your store will be charged the following amounts:

(OVER)

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Charges to Store

	512K	1 Meg
Parts	635.00	950.00
Labor (.70 x $45)=	31.50	31.50
Total	666.50	981.50

The suggested charge to the customer according to the "Special Offer" letter:

	Regular Price	Special Price
512K Tandy 6000 Upgrade	$1595.00	$797.50 **
1 Meg Tandy 6000 Upgrade	$2444.00	$1222.00 **

** The special price includes installation and a 45 day customer warranty, and requires a trade-in of Model 16/16B CPU and memory boards.

The service center will warranty the "Special" upgrade to the store for 45 days.