Philips Export B.V.

Eindhoven
The Netherlands

PHILIPS

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CIRCULAR LETTER

dept.

I&E/CA-IDP

ref. AP/KD/85.4139

in-dialling 84321

date 85.02.04

Dear Madame,
Dear Sir,

Enclosed we send you our new catalogues concerning P800 equipment, the I&E P800 preferred items (including MIOS 6), ISCOS and PC2300.

We hope you will be happy with the new prices for our own I&E products (MIOS - ISCOS - PC2300), which decreased considerably. For the P800 items, we are dependent on the PDS price policy reflecting the fade out situation of this product line. At the moment we write this letter we just received the announcement of a new price-increase by Data Systems.

We would also like to draw your attention to the fact that many items disappeared from the catalogue or moved to the so-called B- and B* period. We recommend you to read carefully the introduction to the P800 catalogue about those categories.

Anyway, we do everything what can be done to prevent that our customers will have too much inconveniences with respect to deliveries and prices. Whenever you have a problem there, please contact our Logistics department.

A problem which arose recently is the fact that X1216 is no more available. Together with Data Systems we had provided for sufficient quantities uintil 1986. The fact that the production of this item was stopped in 1982 and the high salesfigures of 1984 turned out into shortage of it now.

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To overcome this problem we decided to support fully the P874 basic systems, the new Winchester discs and streamer tape from hardware and from software point of view. We expect to release new versions of MAS and SRTM, supporting this new hardware, around 85.06.01.

Although we have still a considerable crew on P800 products, you will have noticed, especially via the specialized international press, that we enter the market with 68000/VMEbus microprocessor hardware and software modules which will gradually replace the P800 in our own projects and applications. For that purpose we are doing major investments since a couple of years. 1985 will be THE year for these new products.

We hope that the actual situation is of no influence on your activity and that you can continue to build good systems with our modules. Within short we will introduce to you also our new product line.

With our best regards,
p.o. Philips Export B.V.

A. Peeters
Product Manager Microsystems
I&E/CA-Industrial Data Processing Modules