

From richardf Wed Apr 19 22 16:20 1989
To: patty
Subject: Phoenix/DOS 3.3
Cc: jeffl melvinh richardf
Date: Wed Apr 19 22:16:19 1989

Dammit, we have to wquit talking to these guys about price, just refuse patty we are not going to agree with them or tell them anything that would be illegal or even remotely construed as illegal.
having said that i havbe told melvin his price for 3.3 is going up +5 over 4.01 in may, he has not communicated this to his troops yet.
\001All we told Jon at comdex was that we were goign to increase the price.
Tell Steve you know i am in the process of making changes but i forbid you to talk about them, if we do not talk to these guys about pricing we are clean, and that is how we will stay
richardf

>From patty Wed Apr 19 10:35:03 1989
To: richardf
Cc: jeffl patty
Subject: Phoenix/DOS 3.3
Date: Wed Apr 19 10:15:07 1989

Steve Kalman requested our current "action plan" regarding DOS 3.3. He said that Joachim agreed with Jon at Comdex that we both need to start charging more money for DOS 3.3 to increase the demand for the "cheaper" DOS 4.01.

Steve suggested that he add a \$5 surcharge for DOS 3.3 on top of what their customers would pay at each particular volume, but didn't want to implement anything until he knew he was acting consistent with what Melvin's group is doing. Since I didn't know that JK agreed to this, I asked Robe if he had heard anything about charging more for DOS 3.3-- he hadn't.

I need to know how to set Phoenix' expectations, especially since we apparently made a promise and don't appear to be keeping it.

I request that I be informed of exactly what we agreed to at Comdex and what, if anything, we plan to do to increase the price of 3.3.
Thanks
Patty

ps- talk with jeff or me about this please. not melvin's guys

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