

From: Brad Silverberg
To: Brad Chase; Richard Tong
Subject: RE: have you ever thought
Date: Wednesday, March 25, 1992 6:02PM

there were a LOT of discussions 6 months ago in the sparta context about raising to \$179. At \$179, the I would have had just one windows sku (ie, sparta). but because of the os/2 pressure, we cannot raise price now. the longer term plan is for sparta to be the high volume windows product. initial price is \$250, hopefully we will be able to hold it there.

going to the srp that works out to \$99 street makes sense once we whip os/2.

From: Brad Chase
To: Brad Silverberg; Richard Tong
Subject: have you ever thought
Date: Wednesday, March 25, 1992 3:53PM

about raising the pricing of windows to at least \$159 and maybe \$169? I know you probably do not want to do anything now b/c of OS/2 but you should consider for the future. seems like i often see you in ads for \$90. i bet being at \$99.95 would not change your sales a bit. I am thinking about this for the next Upgrade if we do the deluxe edition

From: Brad Silverberg
To: Rich Abel
Subject: RE: 3.1b and sparta
Date: Wednesday, March 25, 1992 6:05PM

yes, sparta and win 3.1x will synch up. if the lj4 driver is done when sparta ships, we'll ship it right then. i'm thinking sparta is 3.1a based.

this is a good point to raise!

From: Rich Abel
To: Brad Silverberg
Subject: 3.1b and sparta
Date: Wednesday, March 25, 1992 4:37PM

I believe we established in prior mail that these were independent in your mind.

What I'm thinking about is the situation where SPARTA is based on Win 3.1 or Win 3.1a rather than 3.1b. This results in a situation where the LJ4 is not supported in SPARTA while it is supported in 3.1b.

if the above is an accurate view of the situation, do you see getting windows and sparta "synched up" at a later date via a sparta maint. rel?

thx

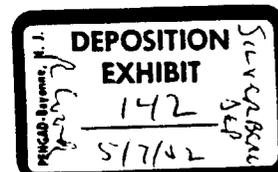
From: Brad Silverberg
To: David Cole
Subject: RE: win 3.1
Date: Wednesday, March 25, 1992 6:06PM

yes, you should reply to paul, ok? thanks.

From: David Cole
To: Brad Silverberg
Subject: RE: win 3.1
Date: Wednesday, March 25, 1992 4:48PM

I assume you didn't want me to reply directly to Paul. We do check available disk space ahead of time. Wonder if he's using a stacked drive? Stacker always says there's a lot free, but you can run out in the middle of doing stuff.

Regarding AmiPro and the smarticons, things work fine here. My best guess is that they have installed Win 3.1 into a fresh directory and AmiPro stuck stuff it needed for smarticons in



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