

TRONICSTM SALES CORPORATION

WE'RE SELLING THE FUTURE!

TO: Distributor/Reader
FROM: Sue Colley
SUBJECT: Distributor Handbook

To help us evaluate and improve this handbook, we would sincerely appreciate your evaluation.

Please be as specific as possible; tell us what you like and what you don't like.

COMMENTS: _____

Please mail this form to:

Tronics Sales Corporation
2563 East Loop 820 North
Fort Worth, TX 76118
ATTN: Sue Colley

TRONICSTM SALES CORPORATION

DISTRIBUTOR HANDBOOK

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TronicsTM Sales Corporation

This Distributor Handbook was written and produced by the Staff and
Distributors of Tronics Sales Corporation.

Sue Colley - Editor
Debbie Eberts - Assistant

**TRONICS SALES CORPORATION
DISTRIBUTOR HANDBOOK**

PREFACE

Welcome to the Tronics family of Distributors. You are about to enter into one of the most exciting facets of the Great American Dream, owning your own business. The challenge is great, and so are the rewards. Tronics has researched the products, designed the plan for success, and developed training you need to grow in your business and to help others grow with you.

This Tronics Distributor Handbook provides you with the necessary information about our company, the sales program, and the products. The handbook has been designed for easy up-dating as policies, prices or products change. From time to time, Tronics will be sending you additional information and revisions for this handbook. Please add them to your binder as soon as you receive them. In this way your handbook will be as up-to-date as possible.

CONTENTS OF THIS HANDBOOK

This handbook is divided into seven sections. The "Introduction" section provides a place for you to record your Line of Sponsorship, gives you a brief history of Tronics Sales Corporation, identifies steps to success, and provides recommendations for starting your business and finding prospects. This section also contains some effective methods for setting up and conducting meetings, a glossary of Tronics business terms, and answers to commonly asked questions about the Tronics Sales Corporation.

The "Policy and Procedures" section provides samples of the forms you will be using, instructions on how to complete them, and also answers commonly asked questions about product and literature orders.

The "Sales Plan" section explains the levels of Distributorship, the required qualifications, and the commissions and bonus structure. The rules and regulations of the Sales Plan are provided and commonly asked questions about the Sales Plan and commissions are answered.

The "Price List/Sales Aids" section gives you, item by item, the Suggested Retail Price, Distributor Cost, and Credit Volume amount for each product. The weight of each product is given for you to figure freight, insurance, and shipping charges.

The "Products" section gives descriptions of the computer products offered by Tronics, including computer hardware and software, and describes other non-computer products available. Except for the software programs, descriptions include pictures so you know what a product looks like as well as what it does.

"Advertising" identifies the policies established by Tronics for advertising by Distributors and provides pointers on how to leverage advertising and publicity opportunities for maximum results. Also included are tips for participating in Trade Shows and Fairs.

The last section, "Personal Record Keeping," is the place where you can store any materials which you need regularly for conducting business or answering questions. Some valuable resource materials have already been provided.

HOW TO OBTAIN ADDITIONAL INFORMATION

Use this handbook as your roadmap for working with Tronics; it will answer many of your questions. If you cannot find the information you require after you have reviewed these materials, other sources are available. Technical questions that are computer related can be directed to Texas Instruments. If you have a question about repair of software or

peripherals, call TOLL FREE (800) 858-4565. With questions about programming or specific program applications, call TI Computer Technical Assistance at (806) 741-2663. (NOTE: This is **NOT** a toll free number.)

Tronics publishes an informative monthly newsletter called "Tronics News." A yearly subscription fee is required. An order form can be found in the Sales Kit or obtained by contacting the Tronics News editor at (817) 595-2535. Any written correspondence to the editor should be mailed to the Tronics Corporate address and marked "Attention: Tronics News."

Another valuable resource for Distributors is the "Tronics Hotline." Through the hotline, information on Tronics operations and product is available 24 hours/day. These recorded messages are updated regularly and are obtained by calling (817) 595-1824 or (817) 595-1825.

Your sponsor should be contacted when your need for information cannot be met by the aforementioned sources. If your Sponsor cannot answer your question, he or she will contact the nearest active upline. Do not skip upline or call Tronics first as this only interferes with maintaining communication channels that help all of us.

There will be times, however, when you will need to contact Tronics directly. To obtain answers to specific questions pertaining to your distributorship or purchase orders, ie., incomplete or delayed shipments, call Distributor Relations TOLL FREE at (800) 433-4040 (not available in Texas). Texas residents must call (817) 595-1202. Dallas/Fort Worth residents can call Metro 598-7217, and the Tronics operator will connect you to Distributor Relations. Be sure you have all pertinent information available when calling, such as the Purchase Order number, date, and your Tronics ID number. This line is open Monday through Friday from 9:00 a.m. to 8:00 p.m. Central Time.

Written correspondence to Tronics should be addressed to the attention of the appropriate department:

TRONICS SALES CORPORATION
2563 East Loop 820 North
Fort Worth, TX 76118

Include your Social Security number, address, and telephone number on all written correspondence.

INTRODUCTION

This section contains information which can help a new Tronics Distributor get his or her business up and running successfully.

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**LINE OF SPONSORSHIP
FOR**

Your Name

In order for you to be a Tronics Distributor, you had to be sponsored by a Tronics Distributor. Before that, your sponsor was sponsored by another Distributor. Information on your personal line of sponsorship is very important to you. In order to keep track of your line, complete this form with your sponsor and use it as a handy reference when the need arises.

Write the name of your sponsor on line 1, your sponsor's sponsor on line 2, etc.

	(Your) Sponsor's Name (Sponsor)	Social Security #	Tronics ID #
1.	_____	- - -	_ _ _ _ _ _ _
	Address _____		Phone # (Home) _____
	City, State, Zip _____		Phone # (Work) _____
2.	_____	- - -	_ _ _ _ _ _ _
	Address _____		Phone # (Home) _____
	City, State, Zip _____		Phone # (Work) _____
3.	_____	- - -	_ _ _ _ _ _ _
	Address _____		Phone # (Home) _____
	City, State, Zip _____		Phone # (Work) _____
4.	_____	- - -	_ _ _ _ _ _ _
	Address _____		Phone # (Home) _____
	City, State, Zip _____		Phone # (Work) _____
5.	_____	- - -	_ _ _ _ _ _ _
	Address _____		Phone # (Home) _____
	City, State, Zip _____		Phone # (Work) _____

HISTORY OF TRONICS SALES CORPORATION

As a result of personal frustrations in selecting a computer for his home, founder Jody Black saw the need for a special approach to helping people select and use a home computer. His visits to "computer stores" resulted in confusion as computer salesmen spoke of the bits and bytes, disk drives, floppy disks, uploading, downloading, etc. Visits to "discount stores" were even less gratifying, as sales personnel could do little more than turn on the computer. It was against this back drop that Mr. Black approached Texas Instruments (TI) with a multi-level concept of marketing; an idea foreign to the electronics industry but already proven to be effective in other successful businesses, such as Amway and Mary Kay. After a year of negotiating with TI, Tronics was authorized to be an independent distributor of the TI-99/4A Home Computer and its associated peripherals and software. The relationship between TSC and TI is that of buyer and seller. With this relationship in place, Tronics was formally organized as a Texas based corporation in July, 1981.

In the first six months of operation, Tronics sold 405 computers. In February 1982, 197 were sold, and in March 1982, Tronics had orders for over 1,000 computers. This unprecedented growth in the electronics industry can be attributed to two major factors. The first factor is the growing interest in home computers. It has been projected that 85% of the homes in America will have at least one home computer by the end of 1985. It is easy to understand how people become excited upon learning of the opportunity to become part of such a prestigious and dynamic industry. The second factor is the marketing approach. Tronics sales plan allows an individual to succeed by helping other people succeed. John P. Getty said, "I would rather have 1% of a hundred people than 100% of one person."

Tronics believes in this principle, which serves as the basis for all that Tronics does. Given these two factors it is not surprising that individuals are eager to share their exciting new venture with friends and associates. Nor is it surprising that Tronics has attracted quality people, many of whom are successful doctors, lawyers, pilots, bankers, etc. It is important to point out, however, that such credentials are not necessary for one to be a successful Tronics Distributor. Experience suggests that a willingness to work hard in helping others succeed is the primary determinant of success in Tronics.

With quality Distributors and home computers as its foundation, Tronics has and will continue to expand into other electronic products and accessories. We at Tronics look forward to continued growth as we work hand in hand with Distributors in this exciting venture.

STEPS TO SUCCESS

Once you've gained an understanding of this business, you will be ready to embark on this new and exciting venture. But first, you've got to start believing in yourself and your ability and to believe that the Tronics program will work. Your sincerity and honesty and the intensity of your belief will be very important factors in your success.

You will need self-discipline and commitment in order to make something of this business. You should commit yourself to this business for at least one year. No matter what happens, no matter how disappointed you get, no matter how many prospects you lose, no matter how many negative encounters you have - you will stick to your business because you believe in what you are doing. This is your dream!

Set some specific goals for yourself; e.g., the numbers of Distributors you will sponsor. You may want to use "The Order of My Goals" sheet (which follows) when setting your goals. Decide what you will give up to achieve these goals; you won't get something for nothing. Decide how much time you will devote to this business. Set a specific time frame in which you want to achieve your goals (short-term and long-term). Draw up a plan of action; list each goal with your plan for achieving it. Keep reviewing your progress and reminding yourself of your goals.

Complete the tasks found in "Tips for Starting Your Business." Take the time to educate yourself on the products and the plan. Select the right approach for a given prospect. Figure out, if you can, what a prospect's interests are and approach him or her accordingly. Approach the people you know and with whom you have credibility first, then approach others. Keep in mind that advertising in magazines, newspapers,

newsletters, etc., works. The advertising section of this handbook offers guidelines and suggestions.

There will be disappointing and discouraging encounters. You will lose prospects that you thought were sure winners. The key to making this business work is finding the right people. You will need to spend a lot of time with some prospects and less time with others. If you find someone who is very difficult, even if it's a friend, give up on that person and move on. This is a numbers business. Decide on what your numbers will be. Keep records of the number of people you talk to versus the number of people you sign up. Figure out your ratio; with practice your ratio will get better. The more people you talk to, the more people you will sign up as Distributors. See as many people as you can and be sensitive to their feelings and opinions.

Success requires action and commitment on your part - you're the one who can make it happen. Decide what you want, when you want it, and how you're going to get it. You are in the right place at the right time!

THE ORDER OF MY GOALS

The things I want most ---

For Myself

For My Family

For My Business

TIPS FOR STARTING YOUR BUSINESS

As you begin your new home business, you will need to make many business-related decisions. The information on the following pages can help you plan your decision making activities. You may find that they are not the only or necessarily the best way for you to begin your business. They are merely tips, suggestions to help you get started.

GETTING ORGANIZED

One of your first big challenges is to get organized. Listed below are some general guidelines for a good start. More detailed recommendations follow these guidelines.

COMPUTER EQUIPMENT

Try to get at least one computer as soon as possible. It will increase your effectiveness tremendously. Buy the computer and the speech synthesizer. Get at least 3 software cartridges, 1-Education, 1-Home Management, and 1-Entertainment. If you do not have a cassette recorder, you may want to buy the TI program recorder. If your Sponsor has more than one computer, make arrangements to use one of his computers for your demonstrations until your computer arrives.

OFFICE SPACE

Set aside an area of your home to be used as your office (part of your living room, dining room, kitchen, etc. - it doesn't have to be fancy) and refer to it as such. This is where you should keep your computer and accessories for your business and where you should give demonstrations.

RECORDS

Organize your recordkeeping methods from the start. This is essential if you want to make money and keep the money you make. Document all business transactions when they occur. Don't put them off for later; you will forget. Open a separate checking account for your business. Keep records that are necessary for your tax deductions, e.g., copying, postage, automobile mileage and maintenance, computer cost, accessories, telephone calls, materials, etc. Remember that a computer is ideal for record-keeping functions. With the proper software, all your business activities can be recorded and maintained on the computer.

FILES

Establish a filing system for all of your materials. Set up folders with proper labels for information packets, brochures, pamphlets, articles, forms etc. Keep all originals of handouts - never give away your last copy of anything. Set up a Sales Reference Binder with a copy of all printed materials.

LITERATURE

Read everything. Subscribe to "Tronics News."

BEFORE THE COMPUTER ARRIVES

The most anxious time for you will be waiting for the computer to arrive. Although you can soon become a highly effective business person, you should not expect to start out too fast. You must allow yourself time

to get organized and to learn the business and the computer. It is desirable to make contacts during this period, but go easy on the sell.

Many important things can be accomplished before the computer arrives. As you complete the steps that follow, put a check beside the items. You can:

- () Go to a business supply store and purchase an "expense account diary" to DOCUMENT ALL BUSINESS EXPENSES. You can start documenting business expenses on the date you began preparing to go into business; this may be earlier than the date you signed up.
- () Purchase a couple of three-ring binders and a file box in order to organize your business papers and sales literature. Also you may want to obtain paper clips, a stapler, staples, a ruler, pens, note pads, 3X5 cards, a three-hole punch, a box of plastic sheet protectors, a box of 9X12 envelopes, and a postal scale. Write "business" or your company initials on this receipt and all future business sales receipts. Log the expense in your expense account diary.
- () Contact your tax accountant, if you have one, to discuss your business records and tax considerations with him.
- () Decide on a company name. Tax experts recommend that you not use your family name, but initials or nicknames are OK.
- () Go to your local court house and check the records for your new business name. If it is not being used, file it with the county clerk. You will need this paperwork to open a business bank account. Log this expense.
- () Open a checking account and/or a charge card (Visa, MasterCard, American Express, etc.) under your company name. This makes business expenses easier to verify.

- () Check to see if a city business license is required and obtain one, if needed. Log this expense.
- () Apply for SPRINT or MCI phone service if you anticipate many long distance phone calls.
- () Order a stamp or printed labels with your company's name and address for mailing purposes.
- () Order business cards with your company name, your name(s), address and phone number. You may want to add a "descriptive slogan." (See the Advertising section.)
- () Write to Tronics News at the Tronics corporate address and subscribe under your business name. Log the expense.
- () Look through the materials from TI, Tronics, and other sources to see what is available as sales aids.
- () Create your own Tronics Information Packets ("TIPs"). Select the brochures and literature you want to use, and prepare a personalized cover sheet. Assemble these materials with a plastic folder and binding spine that can be purchased at a business supply store.
- () Check for Texas Instruments demonstrations at local stores in your area. Check out the accessories. Try all the programs you can, particularly the ones of interest that you did not order. Look at TI LOGO, TI Writer (word processing), and the TEXNET telephone information service.
- () Watch the newspaper for TI-99/4A ads. Note the stores and the prices.

- () Consider buying a monitor or small color TV for exclusive use with the computer. It can be inconvenient to have the computer hooked up to a large family TV. A color monitor is easiest on the eyes and has the best sound; it is recommended unless you need the option to switch to TV in your set-up.
- () Check out the competition. You will see how unique and well designed the TI-99/4A is for the home market. Make sure when you try out an Apple, Commodore, TRS-80 (Radio Shack), IBM, etc., that YOU operate it all the way from power up. Don't let the salesperson rush through start-up procedures that take an engineer a month to learn! Look at the other under \$500.00 systems (Atari 400, Commodore VIC-20, Radio Shack Color Computer, etc). The more you see the more confidence you will have in the TI home computer.

WHEN THE COMPUTER ARRIVES

When your computer package arrives from Tronics, the fun really starts. But just take it one step at a time.

- () Unpack the computer and check all contents against the invoice. Put the "Read Me First" and the Users Reference Guide into a three-ring binder. Set aside the sales literature/tapes for later use. Read the "Read This First" booklet, and follow the instructions to set up the computer. Find the printed overlay strip (packed with the manuals) and slide it into the track above the keyboard.
- () Unpack the speech synthesizer if you ordered it, and follow the enclosed instructions when attaching it to the right side of the computer.
- () Turn on the TV (check channel 3 or 4 as selected on the RF Modulator) and the computer, and load one of your cartridges (not Terminal

Emulator II). Read the instructions for the cartridge, and follow the screen instructions as you familiarize yourself with the cartridge and the computer.

- () Try all of your cartridges in turn. Don't worry, you aren't likely to damage a cartridge. Remember, before you remove a cartridge from the computer, return to the title screen. Also note that when you use the optional joy sticks, the ALPHA LOCK key must be up for proper functioning. Take your time and if you have any problems, see the "In Case of Difficulty" section or the RF Modulator instructions, call TI, or call your immediate Sponsor.
- () If you purchased cassette programs, read the General Information section of the User's Reference Guide and plug in your cassette tape recorder as instructed. With the cassette recorder controls set the volume at 2/3 and the tone on full treble/high. Insert the program cassette. Turn the system on and press "1" to select TI BASIC. Check to see that the ALPHA LOCK is down, and type in "OLD CS1." Then press ENTER. Follow the instructions on the screen to rewind and play the cassette into the computer. You will hear from the TV's speaker the electronic data being read in at a volume somewhat louder than the computer's beep.

If you are using a non-TI cassette recorder and it will not rewind or play, unplug the "remote" (black) jack, and play, stop, and record with the cassette manually. You may need to reverse the wires on the remote jack or get an adaptor. If you get a "2" on the screen when you type "0", you have the cassette cable plugged into the joystick port instead of the cassette port in the back of the computer.

If the screen says "ERROR - NO DATA FOUND" but you heard the electronics beeps, try again with the cassette recorder volume higher or lower. If the screen says "ERROR IN DATA DETECTED", the volume setting is close to being correct. Turn the volume up or down slightly and try again. Check to see that the tone control is full treble/high. After the program is loaded, type in RUN and press the ENTER key.

- () If you should have a failure with any component of your system, remember that you are covered by the finest warranty in the industry. In the first 90 days, faulty computers, accessories or cartridges will be replaced free, immediately at the local Tronics Distribution Center, or by mail from Texas Instruments. After 90 days and for the rest of the computer's life, these components can be exchanged for a fee. If an older model is not available, the faulty unit will be replaced with a newer model at no extra charge.

YOU ARE NOT ALONE

Texas Instruments buys national advertising for the TI-99/4A. They plan to keep this product competitive and growing. TI has always maintained a position on the leading edge of technology. The Peripheral Expansion Box with add on cards allows the computer system to be easily upgraded to the latest capabilities. TI maintains a "Home Computer Hotline" that you can call toll free (800) 858-4565 with questions.

Tronics is a solid company that has shown itself to be highly responsive to the Distributors in the field. Tronics offers you informative monthly newsletters (by subscription) and information bulletins, as required. You can call Distributor Relations TOLL FREE at (800) 433-4040 (not available in Texas) from 9:00 a.m. to 8:00 p.m., Central Time, Monday through Friday. Texas residents can call (817) 595-1202.

Dallas/Fort Worth residents can call Metro 589-7217 and the Tronics operator will connect you to Distributor Relations. Call (817) 595-1824 or (817) 595-1825 twenty-four hours per day for recorded information on the Tronics Hotline. The Hotline is updated regularly, and it serves as a vital communication link for getting current information to Distributors.

WORKING WITH PROSPECTS

Now you are ready to start. You have the space in your home to work. You have chosen a name for your company and had business cards printed. You have this handbook and the sales information. So how do you get started selling home computers? With prospects.

PROSPECT LIST (See "More on Identifying Prospects" in this section.)

Make up a prospect list of your friends and neighbors; they will be easier to approach initially. Tell them you are getting involved in something that is big and exciting but you are not quite ready to talk about everything yet -or- tell them you would like their opinion on a new business opportunity. Discuss what you know and don't be afraid to say "I don't know that yet; I'll get back to you." Expect some disappointments - not all of the people you think are good prospects will go for TRONICS. Soon you'll see in others the same interests that you have in this business -- home business, tax benefits, interest in the Home Computer, etc. Tell them you will get back in touch with them as soon as you are properly set up. Don't leave them hanging too long.

CONTACTS & FOLLOW UP (See "Sharing Your Business With Others" in this section.)

When you feel comfortable with the materials, contact and/or follow up on previous contacts with friends and neighbors from your prospect list. Set a specific time for a meeting; you can build your business through one-on-one sessions but other options are available.

Select the right approach for prospects. Give them a quick once over of the TRONICS Sales Program. Avoid shotgunning them with everything you have learned so far. Go easy on the sell. Answer their questions as best you can. Pique their interest and get a two-way conversation going. Talk about the computer industry, the great potential of the industry, and how computers will affect the future. Talk about how the computer can be used in the home (education, home management, entertainment). Ask how they feel about home computers; ask whether they realize the benefits of a home business. Discuss the benefits, and what's in it for them. Ask how they are doing in their current job, whether they ever thought about owning their own business, how much they spend on vacations annually, whether they plan to buy a new car this year, how their kids are doing in school, etc. Talk about why you think this business will work. The manner in which you convey your feelings will be the key in convincing a prospect.

If your prospects seem excited, give/mail them your introductory letter, an information packet, and other pertinent handouts. If there is only modest interest, give/mail them your introductory letter and magazine articles. Keep records of all contacts and get back to them after they've had the literature for 3 or 4 days. You'll most likely have to call them. They won't call you, and you shouldn't be disappointed that they don't call you. It takes a couple of weeks and several calls to sign anyone. Send additional information to them in the areas of their interest. Answer their questions; if you can't answer a question, find out the answer and quickly get back to them. Demonstrate the level of service that you will give to your Distributors.

As soon as possible, get each prospect and family over to see the Home Computer. If a prospect is far away, have him/her go to the nearest TI dealer and get a demonstration of the TI-99/4A. Get their hands on the keyboard. Let them get a feel for how easy the computer is to use. This can be very reassuring to a prospect. Demonstrate at least 3 modules (education, home management, game) and the speech capabilities. Explain the Sales Plan and show profit calculations; this is where the sale is made. Use conservative estimates when showing how profitable this business can be.

GO FOR THE SALE

Go for the sale after the prospect has seen the computer and has had the material to read for a few days (in either order). If the prospect is not ready to sign up, fill out an undated Purchase Order, Distributor Application form and Code of Ethics form so they can mail it in at their convenience. If they are not ready, back off and show them how good a Sponsor you can be. Send additional information. Call occasionally and tell them how well you are doing, etc. Some prospects will come around, but at some point, you'll need to direct your efforts to more fertile fields. Don't be disappointed. The successful sign ups, their enthusiasm, and their words of gratitude will build your confidence and will more than make up for any prospects you lose.

CONCLUSION (Also see "Support of New Distributors" in this section.)

Methodically work your way through your prospect list. Try to make a few contacts per week. This is a numbers game, and you need to get that first 3 to 5 sign ups to get you started. Then work your way up to higher distributorship levels.

As you sign up a new Distributor, give him/her the items you've prepared as initial Sponsor handouts. You'll soon realize that support after the sale is more important than the sale itself. Be responsive to your Distributors' needs - be a leader. Help, train, and motivate them. Remember, as the people below you earn money, you in turn make money. When you get new materials or updates, pass them down the line as quickly as possible.

By following the steps outlined in this section, you will be well prepared to present this program. You'll have the knowledge, records, and materials to inform others. You'll be able to show people that this is a unique way to be a part of the next revolution - the Computer Revolution!

MORE ON IDENTIFYING PROSPECTS

For you to be successful, you must help others be successful. The opportunity that is yours must be shared. Therefore, you must become people conscious. You must be able to identify the people in your life, past and present, as well as to involve the new ones you've yet to meet. To start, take an hour and complete the activities listed below. Use the form entitled "Prospect List" which follows. Remember, never make a decision for others concerning their future in Tronics. All people deserve the right to make that decision for themselves, AFTER they've been given ALL the facts. Prejudge no one! (Don't start calling or talking to anyone until you've made your complete list!)

1. List all the names in your adult family (18 years or older).
2. List all relatives.
3. List your present and past neighbors.
4. List the people you know at your present job.
5. List the people you know from your previous employment.
6. List old high school and college friends.
7. List friends and acquaintances from present and past churches you have attended.
8. List friends and acquaintances from clubs and social functions, i.e., sports, bowling, P.T.A., weight loss group, card clubs, etc.
9. List the people with whom you have done business.
10. Run through the entire list of names you have and write down the names of their friends or relatives.
11. Leave room on your list for other names that will come to mind later or new people that you will meet.

PROSPECT LIST

List all names according to the steps given on the page entitled "More on Identifying Prospects." (You can look up addresses and phone numbers later.) This list can be used initially, but an index card file with a separate card on each prospect where you can indicate follow-up contacts is preferable.

Name:

Address:

Phone Number:

Name:

Address:

Phone Number:

Name:

Address:

Phone Number:

Name:

Address:

Phone Number:

Name:

Address:

Phone Number:

Name:

Address:

Phone Number:

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SHARING YOUR BUSINESS WITH OTHERS

Remember always, that you are in a people business - not just a computer business. The computer is a means to an end. To be sure, you should use, know, and enjoy your computer; and always remember that if you are going to be successful, you will need to have a proper balance between computer time and people time. Utilizing your list of potential Distributors, approach them by using some of the following methods.

1. Unlike "come on" schemes, there is absolutely no need for hedging or hiding what you have to say. An honest, straight-forward approach is the best. Simply say to your prospective Distributor, "I have purchased a computer. I would like for you to come to my home to see all that it can do. I also would like to tell you how and why I purchased it."

Avoid any long conversations concerning "what it's all about" at this time. It is best for them not to make a decision until they have heard the entire program. It is dangerous to say too much at this point. Entice them with their own curiosity. Sometimes it is better to give them a choice of two meeting times. Once they have committed to come, be certain to follow it up with a telephone call one or two days prior to the meeting.

2. Decide on the type of meeting arrangement you want. Three possibilities are:
 - a. One-on-one in the home.
 - b. Home group meeting.
 - c. Learning Center meeting.

There are advantages to all three:

a. One-on-one in the home.

--Personal

--More flexible; allows presenter to dwell on topics of interest to prospect

--Percentage of sign-ups is higher

--Permits demonstration of how the computer can be incorporated into the home setting and can affect the Distributor's lifestyle.

b. Home group meeting.

--Semi-personal

--Can reach more people in same time required by one-on-one

--Can establish regular meeting schedule and allow downline to bring prospects

c. Learning Center meeting.

--Professional, credible, and reliable presentations

--Use of multimedia

--Full line of hardware and software can be demonstrated

--Immediate product pick-up services

--Financing for purchases

--Training classes available

The Distributor who makes use of all three approaches has the greatest degree of success.

3. Always be ready to pass out your business card or get someone else's name and telephone number. Many people are successful in obtaining

two or three new "leads" a week that eventually end up being Tronics Distributors. Be alert and ready to talk to many individuals about this exciting opportunity.

SUPPORT OF NEW DISTRIBUTORS

It is natural for a new Distributor to be hit with sudden attacks of doubt and disillusionment. Very few people give themselves permission to "dream dreams and ask why not." The story is told about a certain type of crab that doesn't require a cover when kept in a container. It is reported that when one starts to climb out, the others pull him back. The same is true of some friends. They pull others back and keep them from accomplishing what they, themselves, are afraid of trying. Therefore, it is imperative to keep new Distributors around positive people and support them until their business gets "off and running."

Utilize the following checklist for each of your Distributors.

- 1. Did you get this Distributor Handbook to them so they could study while they are waiting for their computer to arrive?
- 2. Have you checked to see if they've made a list of possible prospects?
- 3. Have you personally helped them to set a goal of sponsoring a minimum of 2 people per month?
- 4. Have you personally conducted any demonstrations for them?
- 5. Are you staying in constant communication with them?
- 6. Are you sharing any news items that would help educate and motivate them?
- 7. Have you checked to see if they have gone over this same checklist with the people that they have sponsored?

Remember that one of the unique features of this business is that the more unselfish you are with your people, the more successful you will be. It's a business that has the Golden Rule built into it -- "Do unto others as you would have them do unto you."

SUGGESTED MEETING AGENDA

1. Begin with a brief testimony of how and why you became involved in this business. Ask what interested prospects enough to come to the meeting tonight. Let them articulate what they are expecting. (5-10 minutes)
2. Introduce the TI-99/4A hardware. (15 minutes)
 - a. Give a brief history of the accomplishments and reputation of Texas Instruments.
 - b. Tell a little of what you know mechanically about the computer. Be certain not to get technical about the computer, as many people will not understand what you are saying. This is not a time to show off computer knowledge, but rather satisfy in people's minds that Tronics has an excellent product.
3. Give the four reasons for having a computer in the home. Each of the following reasons should have a demonstration with them. (40 minutes)
 - a. Entertainment

"TI Invaders" or "Parsec" are good ones to show. It is also interesting to let a few people try it out. (The games should be on and ready to play when people arrive early to the meeting. It creates a "computer mood.")
 - b. Education
 - (1) "Early Reading", "Number Magic", and "Beginning Grammer" or "Addition and Subtraction I" are all good to give a brief demonstration.
 - (2) Explain briefly the background of "Scott, Foresman" and "Plato."

- (3) Show how individuals can develop programming skills utilizing TI Home Computer, which can be programmed in: TI BASIC, Extended BASIC, Pascal, Assembly Language, and TI LOGO.

c. Home Management

1. "Home Financial Decisions" and "Home Budget" are both excellent for displaying the value of a home computer as a tax consultant, accountant, CPA, and lawyer. Briefly state how you are utilizing the computer in your own business.

d. Information

Explain The Source, TEXNET, and all of the varied services that one can enjoy by the utilizing one's telephone in conjunction with the computer. Also mention TronicsNet which offers product information, software descriptions, and many services that are helpful to all Distributors.

A summary statement you can use after the Computer Demonstration is: "Most of you already know that there is a computer in your future, but you didn't know which one or when."

4. Introduce Tronics. (5 minutes)

- a. Give a brief history: a young company, fast growing, ground floor opportunity; founder, Jody Black, airline pilot who wanted to buy a computer.
- b. Give some statistics on Tronics recent growth rate.

5. Give out the marketing plan. (25 minutes)

- a. Explain the marketing plan.
- b. Emphasize the value of owning your own business.
- c. Give the corresponding percentages and figures that they generate.

6. Utilizing one of the individuals in your meeting. Gently lead him or her through a month by month study of what he or she could make as a Tronics Distributor.

(15 minutes)
7. Recap the entire meeting and emphasize the importance of getting into the computer business now. (10 minutes)
 - a. Wall Street Journal: "By 1985, 80% of the homes will have computers."
 - b. Alvin Toffler's book, The Third Wave is a good resource of information on the future.
 - c. Tronics offers the opportunity of being in on the ground floor of this business.
 - d. Mention the tax advantages of being in business for yourself.
8. Close the meeting.
 - a. A good meeting can be spoiled by a poor closing. Take a few minutes to prepare and plan your closing remarks. Use some of the following closing statements:

"How many of you remember when gold was \$35 an ounce and wish you had bought then? Let's not make the same mistake now. How many of you have already made your decision and want to start immediately. We can get you started now. Others may want to get other opinions. We encourage you to set a time in your home when you can have a few of the sharpest people you know over and I will come and give another complete demonstration and explanation. If they respond positively, we can then bring them into the business under your sponsorship."

- b. Be sure you talk privately to each person present. Ask them for their intentions.
 - c. Follow up on ALL people within 48 hours. (Usually, they won't be able to get the computer out of their minds.)
9. Remember these Do's and Don'ts.
- a. Don't waste your literature on uninterested people.
 - b. Don't let a "computer expert" take over the meeting. They may know computers, but they know nothing of our marketing approach. Use their experience and knowledge but don't give them control of the floor.
 - c. Get names of people to share the business with from the people who don't sign up. They are usually very happy to help you. You may "have not" because you "ask not."
 - d. Don't set up too many chairs. It's always psychologically better to have to set up more chairs than have empty ones giving off negative vibes.
 - e. Everyone should be contacted the next day. You should get one of the following:
 - (1) A commitment to get into the business.
 - (2) A commitment to hold a meeting at their home with some of their friends.
 - (3) A commitment to buy a computer without getting into the business.
 - (4) A list of names that you can follow-up on, using their name as a reference.

WHEN CONDUCTING A MEETING, REMEMBER. . .

1. Be sure the physical set up is in good order.
 - o Check out any computer equipment you will be using for the meeting.
 - o Pretest the PA system, and if the seating arrangement does not allow everyone to hear well, rearrange it.
 - o Set up at the room entrance a large table with 2 chairs. Have a "greeter" there to welcome the guests, sign them in and obtain their names, addresses, phone numbers and, when possible, Sponsor's name.
 - o Be sure all tables and chairs are clean.
2. Consider using a seating arrangement that allows maximum guest/Distributor interaction. For example, place about 6-8 chairs for participants in distinct groups around a table. Assign an experienced Distributor to sit at each table. Be sure the Distributor has an ample supply of brochures, Application forms, etc. The Distributor can answer specific questions and, if appropriate, sign up prospects at the table.
3. Allow time for table discussion in addition to the larger group presentations.
4. If a prospect is signed-up as a Distributor, be sure he or she receives an ample supply of literature to conduct business until their own literature arrives.
5. Consider offering an activity such as "score on the floor" that can defray the costs of the meeting. In states that allow raffles, tickets can be sold to guests at the greeters' table for items which are given away periodically during the meeting. Items such as program cartridges make good prizes.
6. Follow up on prospects by sending a "thanks" for attending or other appropriate correspondence.

GLOSSARY OF TRONICS TERMS

Every industry and every company usually develops language or jargon that communicates information specific to that organization. Tronics is no exception. The following glossary of terms will aid you in communicating with the Tronics office and other Distributors.

COMMISSION

Money earned by Distributors on all sales based on the Credit Volume of the sale.

COMMISSION SHEET

An information sheet in the Sales Plan section of this handbook.

CREDIT VOLUME

Amount of money upon which commissions are based. Each product has its own "credit volume" based on the profit margin of that product. With some exceptions, the credit volume of a product is equal to the Distributor's cost. Refer to the Price List for the credit volume of individual products.

DISTRIBUTOR

Any person who has been accepted by Tronics to sell the products offered by Tronics.

DISTRIBUTOR'S GROUP

The Distributor and everyone in his or her "downline."

DISTRIBUTOR PAK (TSC 1000)

A set of cassette programs that can be used with the TI-99/4A computer. Developed to support at-home sales, this pak is an optional purchase for Distributors. (See the Products section for more information.)

DOWNLINE

All of the Distributors directly or indirectly sponsored by a given Distributor. (Example: A sponsors B, who sponsors C, who sponsors D. B, C, and D are the downline of A.)

LEVELS.

A term used to denote the downline structure of a given Distributor. (Example: A sponsors B; B sponsors C. B is A's Level One downline, and C is A's Level Two downline, etc.)

PERSONAL SALES CREDIT VOLUME (P.S.C.V.)

Determines a Distributor's advancement within Tronics. P.S.C.V. is based on the sales performance of a given Distributor during a specific period of time. (See the Sales Plan section for more information.)

QUALIFICATION

Performance required for advancement. Each level of advancement within Tronics requires a set rate of performance based on Personal Sales Credit Volume. In order to maintain an earned level, the Distributor must meet the goals set out in the most current Commissions Sheet.

REQUIREMENT

Any set rate or amount of sales needed to achieve a given goal or status; an amount of Personal Sales Credit Volume.

SALE

Any sale of a Tronics Product. This term includes sales to new Distributors, retail sales, or sales for personal use.

SALES KIT

A packaged item containing all of the forms needed to operate a Tronics Distributorship. A Sales Kit carries no credit volume. Consult the current price list for cost of kit and shipping.

(NOTE: A Sales Kit is not the same as a Distributor Pak!)

SPONSOR

Any Tronics Distributor who signs up an individual as a new Distributor. The Distributor who brought you into the Tronics family is your Sponsor. You are part of your Sponsor's First Level, and he or she is responsible for your training and support. The name and ID number of your Sponsor must appear on all of your forms and purchase orders.

STACKING

The illegal sponsoring of dependents. Husbands, wives, and dependent children MAY NOT sponsor each other or be in one another's downline. Stacking is grounds for dismissal from Tronics and loss of any and all Distributorships.

UPLINE

A given Distributor's line of Sponsorship, i.e., your Sponsor's Sponsor, etc. Upline Sponsors offer assistance and support for their downline. They are your resource group.

WARRANTY

Assurance of quality and dependability of a product. Each product carried by Tronics has its own warranty. The warranty is the responsibility of the manufacturer.

SOME COMMONLY ASKED QUESTIONS ABOUT TRONICS

Is Tronics recognized in the business world?

Yes. We are a member of the Direct Selling Association, headquartered in Washington, D.C. The DSA is a professional organization for companies like Tronics, and yours, that retail products using a direct sales approach. For information on the process a company goes through to become a member and what is required to remain a member in good standing, contact Libby Sweitzer, Direct Selling Association, 1730 M. Street NW, Suite 610, Washington, D.C. 20036, (202) 293-5760.

What is the relationship between Texas Instruments and Tronics?

The relationship is solely that of independent seller (TI) and buyer (Tronics). Tronics distributes the TI-99/4A Home Computer made by Texas Instruments. We also distribute Home Computer software and peripherals. Tronics operates under the same rights and obligations as any of TI's national distributors.

What tax breaks do I get for having my own business?

Tronics does not give tax advice. We are in the home computer business. Consult your tax advisor or your professional accountant for specific tax advantages and requirements pertaining to your home business. The Internal Revenue Service free publication #587 "Business Use of Your Home" contains much useful information. Contact your local IRS office to obtain a copy.

How soon can I go full-time with my business?

It will take time before you are familiar enough with the products for sales to grow. It also takes time to establish a downline. We suggest that a Distributor wait until his Distributorship reaches a point where he is confident it can serve as a total source of support before making it a full-time business.

Can I really advance to, say, Diamond status without buying anything?

Yes. All advancement within the Tronics organization is based on sales. You need never buy a Tronics product. However, the purchase of our Sales Kit will certainly help you make sales since it contains all of the necessary forms, and a subscription to the Tronics News helps the serious Distributor stay informed of the latest information about Tronics and Tronics' products.

How does Tronics differ from some of the 'pyramid' clubs?

First, pyramids are against the law; Tronics is a legal and viable business. Our multi-level commissions and bonuses are paid from the sale of products. With Tronics, a person starting late has the same opportunity for success as one who started earlier. Success is based on sales; sales are determined by effort.

Is it possible for me to attain a higher title than my sponsor?

Yes.

How hard is it to become a Tronics Distributor?

We are not in business to turn people down! Your sponsor will help you in every way possible to ensure that you get off to a good start.

Can I sign up members of my family as part of my downline?

Certainly. However, there are some restrictions. You may sign them up IF they are not dependents, AND IF you are not their dependent.

The practice of "stacking" is grounds for dismissal.

Could my husband sponsor me?

No, that is stacking. You both may have SEPARATE distributorships, but you may not be in each others downline.

Are there restrictions on when I can contact Tronics Distributor Assistance?

You can contact Distributor Relations at (800) 433-4040, Monday through Friday between 9:00 a.m. and 8:00 p.m., Central Time.

Does Tronics give me, as a Distributor, any discount?

Tronics sells all products at 15% off the retail price.

What happens when everyone in my area has a home computer?

You will have done a fantastic job! Seriously, that will take some time. In the meantime new programs are continuously being developed and new hardware and software is being added. Tronics is continuously adding new items to our product line, for example, cordless telephones.

POLICY AND PROCEDURES

This section provides samples of the forms you need to know how to complete and answers some commonly asked questions about forms and product orders.

We suggest that you review this section and the Sales Plan section with your Sponsor.

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TRONICS SALES CORPORATION FORMS

Samples of Tronics Sales Corporation forms are furnished on the following pages. Each form is identified and, where applicable, instructions on how to complete the form are provided.



Please forward office copies to:
P.O. Box 84979
Dallas, Texas 75284

Distributor Application

Please type or print clearly. This will be shipping label.

Last Name	First	Middle	Social Security Number
Street Address			
City/Town	State	Zip Code	
Spouse's/Partner's Last Name, If Applying	First	Middle	

FOR OFFICE USE ONLY

ASSIGNED TRONICS ID# _____
(Use on all Tronics business.)

ACCEPTED: _____ Date _____

BY: _____

As a Distributor, I understand and agree that:

I will not be an employee, agent, or legal representative of the Tronics Sales Corporation. I will be an independent contractor, and will be responsible for my own business and financial success. I understand Tronics Sales Corporation does not guarantee any potential earnings. Upon acceptance of this application by the Tronics Sales Corporation, I will become an authorized Distributor.

I understand that no purchase of merchandise or sales materials is necessary to become a Distributor and that my advancement to higher commission levels within the Tronics Sales Program is strictly based upon retail sales which I may achieve. I further understand that I am not required to make any investment nor am I required to maintain an inventory.

I will apply my best efforts to promote the Tronics Sales Corporation name and its products in a manner favorable to me and the Tronics Sales Corporation. I agree to comply with the Sales Plan and to observe the spirit as well as the letter of Tronics Code of Ethics and Rules of Conduct, as set forth in the official company literature.

I can terminate this agreement at any time upon 30 days written notice by me. Tronics may terminate this agreement immediately if I discredit the Tronics name, violate any of the requirements of the Sales Plan, misrepresent Tronics products by making claims contrary to Tronics products literature, or for other causes determined by the Distributor Board of Governors.

Signature of Applicant **	Date	Signature of Applicant's Spouse/Partner (if Applying) **	Date
---------------------------	------	--	------

Please send an optional Sales Kit (\$19.75 plus appropriate state sales tax plus \$3.25 shipping and handling).
 * This Social Security number will be your identification number until you receive your Tronics I.D. number.
 ** All signatures to this application must be affixed personally. Applicants must be at least 18 years of age.

Method of Payment:

<input type="checkbox"/> Cashiers/Certified Check/Money Order	<input type="checkbox"/> VISA _____ Exp. Date ____/____
<input type="checkbox"/> Personal/Business Check (10 Bank Day Hold To Clear)	<input type="checkbox"/> MasterCard _____ Exp. Date ____/____

OFFICE USE ONLY

SHIPPED

A SIGNED CODE OF ETHICS MUST ACCOMPANY THIS APPLICATION.

LINE OF SPONSORSHIP — Print name of immediate sponsor first, then all others in sequence.

It is the Distributor's responsibility to insure that the Distributor Application form is properly completed. Commissions cannot be paid until all information is complete.

SPONSOR'S NAME	SPONSOR'S SOCIAL SECURITY NUMBER	SPONSOR'S TRONICS I.D.#
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
5. _____	_____	_____

Tronics Sales Corporation (Tronics) offers a marketing program in connection with the sale of Texas Instruments Home Computer Products. The relationship between Texas Instruments Incorporated (TI) and Tronics is solely that of independent seller and buyer. TI in no manner controls or is responsible for marketing practices and for representations of Tronics or Tronics customers, except for the express warranty obligations provided in writing by TI together with each product.

DISTRIBUTOR APPLICATION FORM

Purpose of the Form

The Distributor Application form is used to apply formally to become a Tronics Distributor. This form must be properly completed and sent to Tronics Sales Corporation along with a signed copy of the Code of Ethics form before you are eligible to become an authorized Tronics Distributor.

How to Complete the Form

You may want to complete this application with your sponsor since ACCURACY IS ESSENTIAL.

1. Type or print in ink all the information required on the top portion of the form.
2. Read the responsibilities and limitations section of the form and sign and date it. Have your spouse/partner sign if he/she is also applying.
3. If you wish to purchase a Sales Kit, select the method of payment desired.
4. List your line of sponsorship beginning with:
 1. Your Sponsor.
 2. Your Sponsor's Sponsor.
 3. Appropriate names and information.
 4. Appropriate name and information.
 5. Appropriate name and information.

After Completion of the Form

1. Return the copies marked Office File and Office Shipping to Tronics Sales Corporation at the address printed on the top of the form.
2. Give the copy marked Sponsor to your Sponsor.
3. Keep the copy marked New Distributor for your files.



P.O. Box 84979
Dallas, Texas 75284

Code of Ethics Rules of Conduct

1. I will uphold and observe the Code of Ethics, Rules of Conduct, policies, procedures and practices as stated in the official Tronics literature, observing not only the letter but the spirit as well.
2. I will conduct myself in such a manner as to reflect only the highest standards of honesty, truthfulness and responsibility.
3. I will present the company and the opportunities available in the company in a truthful and realistic manner. I will not make misleading or unauthorized claims about the company, its products, or its relationship with other companies with which Tronics does business.
4. I understand that "Tronics Sales Corporation (Tronics) offers a marketing program in connection with the sale of Texas Instruments Home Computer Products. The relationship between Texas Instruments Incorporated (TI) and Tronics is solely that of independent seller and buyer. TI in no manner controls nor is responsible for marketing practices or representations of Tronics or Tronics customers, except for the express warranty obligations provided in writing by TI together with each product."
5. I understand the relationship between Tronics and TI is that of independent buyer and seller and therefore agree to direct all my questions to Tronics.
6. I will carry out my responsibilities as a Distributor as described in official company literature, including the added responsibilities that come with being a sponsor.
7. I will assume my basic responsibilities to train, motivate and provide such help to other Distributors as will insure the success of the business.
8. If a prospect has been contacted by another Distributor, I will allow that Distributor a 30-day grace period to consummate the sponsoring transaction.
9. I understand that trademarks and copyrighted materials are protected by law and are not to be used without specific written permission from the company holding the trademark or copyright.
10. I will only use literature, supplies and advertising methods supplied or approved by Tronics.
11. I will represent myself as an independent contractor and not as agent or employee of Tronics. I will not advertise, publish or otherwise use the Tronics trademark in a manner which implies the materials have been prepared by Tronics.
12. I understand that husbands, wives and dependent children may not sponsor each other or be in each other's down line. I also understand that a husband and wife are not automatic partners unless both of their names appear on the Distributor Application and Code of Ethics.
13. I understand I may participate in the earnings of only one distributorship.
14. I will not state or imply that the purchase of Tronics products is necessary in order to become a Tronics Distributor.
15. My signature below affirms that I understand and agree to abide by the Code of Ethics and Rules of Conduct. I further understand that violation of the spirit of the above statements is cause for an applicant to be kept from becoming a Distributor and is cause for Tronics to terminate my distributorship.

Applicant's Signature

Date

Witness

Date

_____/____/____ _____/____/____ _____/____/____

_____/____/____ _____/____/____ _____/____/____

CODE OF ETHICS/RULES OF CONDUCT FORM

Purpose of the Form

This form is your agreement with Tronics Sales Corporation that you understand and agree to abide by the Code of Ethics and Rules of Conduct required of all Tronics Distributors.

How to Complete the Form

1. Read the information.
2. Sign and date the form.
3. Have a witness sign and date the form. Your sponsor can serve as your witness.

After Completion of the Form

1. Send the copy marked Office File to Tronics Sales Corporation at the address printed on the top of the form. The Code of Ethics and Rules of Conduct form may be sent with your Distributor Application form.
2. Keep the copy marked Distributor Copy for your files.



TRONICS™ Sales Corporation

No. _____

Please forward office copies to:
**P.O. Box 84979
 Dallas, Texas 75284**

PURCHASE ORDER

ORDER DATE (1) ____/____/____ (2) CHANGE OF ADDRESS (3) WHOLESALE (4) RETAIL SALE (5) NEW DISTRIBUTOR

SHIP TO

NAME (6) _____

STREET ADDRESS _____

CITY/STATE _____ ZIP _____

PHONE _____

SOLD BY (7) _____

ADDRESS _____ S.S.# _____

CITY/STATE _____

PHONE () _____

SPONSOR (10) _____ SPONSOR S.S.# _____

TRONICS ID# (8) [] [] [] [] [] []

ZIP (11) [] [] [] [] [] []

SPONSOR TRONICS ID# (12) [] [] [] [] [] []

STOCK NUMBER	DESCRIPTION	QTY ORDERED	QTY BACK ORDER	QTY SHIPPED	CREDIT VOLUME	TOTAL CREDIT VOLUME	DISTRIBUTOR COST	TOTAL DISTRIBUTOR COST
(13)	(14)	(15)	(15a)	(15b)	(16)	(17)	(18)	(19)

I understand that no purchase of merchandise is necessary to become a Distributor. I further understand that I am not required to make any investment or am I required to maintain an inventory.

Tronics will deliver all merchandise within 2-6 weeks from date order is received and funds cleared. Tronics will endeavor to ship at earliest possible date and will advise customer in writing should delivery be delayed.

TOTAL CREDIT VOLUME (20) _____

SOLD BY (21) _____

SIGNATURE _____ TSC ID# [] [] [] [] [] []

FOR OFFICE USE ONLY

ENTERED _____ BY _____

METHOD OF PAYMENT (22)

MONEY ORDER

CASHIER/CERTIFIED CHECK

PERSONAL BUSINESS CHECK (13 Bank Day hold to clear)

MC/VISA/EXP. DATE _____

SUBTOTAL \$ (23) _____

SALES TAX \$ (24) _____

SHIPPING/HANDLING CHARGE \$ (25) _____

TOTAL (26) _____

WARRANTY INFORMATION: Tronics expressly disclaims all express and implied product warranties and guarantees whatsoever. Purchasers shall look solely to the warranties and guarantees, if any, provided by product manufacturers unless specific product guarantees may be issued in writing by Tronics. Tronics shall in no event be liable for consequential damages or other damages in excess of the purchase price.

Return of Tronics Products (Refunds): Since no product purchases are ever required in the Tronics sales plan, the purchaser of any products pursuant to this purchase order has the right to cancel and receive a refund on the sale of these products until midnight of the fifth business day on which the purchase order is signed by the purchaser, by giving written notice of his or her intent to cancel the sale to (the sponsor's name and address) and by mailing a copy of the same to Tronics Sales Corporation, 2563 E. Loop 820 North, Fort Worth, Texas 76118. Tronics is not responsible for freight charges on return shipments. Any such charges will be deducted from refunds payable. See form on reverse side of customer copy.

Tronics Sales Corporation (Tronics) offers a marketing program in connection with the sale of Texas Instruments Home Computer Products. The relationship between Texas Instruments Incorporated (TI) and Tronics is solely that of independent seller and buyer. TI in no manner controls or is responsible for marketing practices and for representations of Tronics or Tronics' customers, except for the express warranty obligations provided in writing by TI together with each product.

TSC 302 REV 10/82

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PURCHASE ORDER FORM

Purpose of the Form

The Purchase Order form is used when a Distributor wants to order products, literature, sales aids, or business forms. Orders for products or literature must be made on a numbered Tronics Purchase Order form. Orders sent on duplicated or copied forms will not be honored and will be returned to the Distributor. Remember, literature and business forms must be ordered separately from other Tronics products.

How to Complete the Form

1. Enter today's date.
2. This box is to be checked if there is a change of address for the Distributor listed in #7.
3. Check this box if the P.O. is for a sale to self, i.e., the seller listed in #7 is also the purchaser.
4. Check this box if the P.O. is for a "retail sale", i.e., the seller listed in #7 sold retail to the person listed in #6.
5. Check this box if the seller listed in #7 is a new Distributor and this is his or her first sale.
6. Enter the name, address and phone number of the person to whom the items are being shipped.
7. Fill in completely with the name, address, city, state, zip code and phone number of the Distributor making the sale. A Tronics Distributor should always sell to himself/herself even if this is a new distributorship.

8. Enter your Tronics ID#. Tronics ID#'s are assigned at the time your Distributor Application is entered in the computer. This number is printed in the top right corner of the "Tronics News" mailing label.
(NOTE: The Tronics ID# is requested twice on the Purchase Order form).
9. Your Social Security number **MUST BE** completed correctly for processing of your order. A distributorship shared by husband and wife or partners must be identified by the same Social Security number that was given on the Distributor Application. Please double check for accuracy.
10. This line is for your sponsor's name. Do not put your name on this line. You are never your own sponsor!
11. Enter the Tronics ID# for sponsor listed in #10 (if available).
12. Enter the Social Security number for sponsor listed in #10.
13. Enter the stock number. The Stock Number is the "Model" listed on the product price list and the Item Number on the Literature Price List.
14. Give a short description of the item from the information under "Name" in the price list.
15. Enter the quantity being ordered.
- 15A. Leave Quantity Back Ordered blank.
- 15B. Leave Quantity Shipped blank.
16. Enter credit volume for a quantity of 1. This information is found on the price list.
17. Enter the total credit volume per quantity ordered.
18. Enter the Distributor Cost. This information is found on the price list.

19. Enter the total cost of the quantity of that item ordered as listed under the Distributor Cost in the price list.
20. Enter the sum of credit volume for all items ordered.
21. Sign the Purchase Order and give your Tronics ID#. The signature should be for the same person listed in #7.
22. Check one box only for the method of payment. When a credit card is the method used, circle only one "MC/VISA" and list the credit card number, the expiration date, and add the cardholder's name.
23. Give the subtotal of the order.
24. Calculate and enter the appropriate sales tax.

Sales Tax (State)

Tronics policy is that our independent Distributors should obtain a sales tax license for their business. Tronics requires that every Distributor who does not provide Tronics with a copy of his or her sales tax license, or who has such a license but does not put the license number on each sales order, to remit the sales tax with each order. Sales tax should be computed for the shipping destination provided to Tronics.

25. Enter the Insurance, Freight, and Shipping charge applicable to the order. This may be computed using the schedule for these charges. The following is the computation for a sample order. The weight for each item is obtained from the price list.

Stock #	Weight
PHC 204A	11 lbs.
PHP 1500	2 lbs.
PHM 3006	1 lb.
TSL 001A	<u>5 lbs.</u>
TOTAL	19 lbs. = \$9.30

26. Enter the total of all subtotals including sales tax and shipping.

After Completion of the Form

1. Send the copies of the Purchase Order marked Office, Data Processing, Office Shipping, and Back Order to Tronics at the address printed on the top of the form. Also attach a stamp and print your return address on the Purchase Order Post Card. Send this card to Tronics along with the Purchase Order form, so it can be mailed back to you to verify the receipt of your order and the current status.
2. Keep the copy of the Purchase Order marked Distributor Copy for your files.



2563 East Loop 820 N
Fort Worth, Texas 76118

REQUEST FOR COMMISSION ADJUSTMENT

Date _____

Name _____

Address _____

Street

City

State

Zip

Address Change _____

Home Phone No. _____ Business Phone No. _____

Distributor Social Security No. _____ Tronics I. D. No. _____

Line of Sponsorship:

Sponsor's Name

Sponsor's S.S. No.

Sponsor's Tronics ID No.

1. _____

Commission in Question:

Name on Order _____ Date of Order _____

Purchase Order #: _____

Method of Payment: Personal Ck. _____ Cashier's Ck. _____ M/C-Visa _____

Social Security No. _____ Tronics I. D. No. _____

Description of Discrepancy _____

Commission in Question:

Name on Order _____ Date of Order _____

Purchase Order #: _____

Method of Payment: Personal Ck. _____ Cashier's Ck. _____ M/C-Visa _____

Social Security No. _____ Tronics I. D. No. _____

Description of Discrepancy _____

PLEASE USE THIS WRITTEN FORM TO INQUIRE REGARDING COMMISSION ADJUSTMENTS.

Please Verify any requested changes with your sponsor so that he may update his records.

REQUESTS FOR COMMISSION ADJUSTMENT FORM

Purpose of Form

This form must be completed when there is a problem with commissions. All of the information must be furnished in order for the problem to be properly researched and corrected.

How to Complete this Form

1. Complete all the information requested.
2. If additional explanation is required, write this information on the back of the form.

After Completion of the Form

1. Send the form to the Commissions Controller, Tronics Sales Corporation at the address printed at the top of the form.
2. Make a copy and keep it for your files.

SOME COMMONLY ASKED QUESTIONS ABOUT FORMS AND PRODUCT ORDERS

When I order a product and the product I receive is the wrong item, what do I do?

Package and return the product with a letter explaining the error and with a copy of your purchase order to Tronics Sales Corporation, Distributor Relations at the corporate address.

What should I do if I receive only part of my shipment and nothing was marked as a back order on the Purchase Order?

If an item on the Purchase Order was NOT marked "B.O." (Back Order) and was not in the shipment, CALL TRONICS DIRECT. To save time, have a copy of your Purchase Order and shipping list when you call. Call Distributor Relations TOLL FREE (800) 433-4040 Monday through Friday between 9:00 a.m. and 8:00 p.m., Central Time.

If my shipment has not arrived, how long should I wait before contacting Tronics?

A shipment is considered delayed if delivery is not made three weeks after the date of shipment from Tronics. UPS will not trace any order until at least three weeks have passed since the order was shipped. Please have your Purchase Order on hand when you call. The number to call is Distributor Relations TOLL FREE (800) 433-4040.

After an order is placed, how long will my customer have to wait for delivery?

Delivery time will vary. To ensure the fastest processing of your order, double check the Purchase Order form for accuracy. Be sure the check or charge information is enclosed and signed.

As a new Distributor, do I have to buy from my Sponsor?

No.

If I order a Sales Kit, how long will it take to get it?

You should allow about two weeks.

If I order a monitor, does the cable come with it?

Yes, it does. A monitor cable can also be ordered as a separate item, if needed.

How do I notify Tronics of an address change or Sponsor change?

Send the new information in writing to Tronics Sales Corporation, Data Entry Department at the corporate address.

When I order Tronics literature, is there a special form I should use?

There is no longer a separate literature order form. Use the regular Purchase Order (P.O.) form when you need to order Tronics literature. Do not mix literature and other products on the Purchase Order form; use two separate P.O. forms when you want to order both literature and computer products.

SALES PLAN

This section contains the rules and regulations of the Tronics Sales Plan. We suggest that you review this section and the Policy and Procedures section with your sponsor.

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**TRONICS SALES CORPORATION
SALES PLAN**

INTRODUCTION

You as a Tronics Distributor may earn compensation in the following ways: (1) By selling Tronics products to customers and earning a sales commission; (2) By earning bonuses from Tronics based on your Personal Sales Credit Volume and the Sales Credit Volume of Distributors in your organization to a maximum of five levels.

NOTE: For the Sales Credit Volume applicable to the various Tronics products, please consult the current Tronics price list.

There are six categories of Distributors in the Tronics program and each Distributor is eligible to receive commissions and bonuses as shown in the plan. You enter the Tronics Sales program as a "Distributor" and advance according to your performance and subsequent sales. The commissions and bonuses you earn as a Distributor of Tronics products are calculated monthly and mailed by the 20th of the following month.

DEFINITIONS

Sales Credit Volume is the amount of commissionable sales volume of products sold.

Personal Sales Credit Volume is the Sales Credit Volume of products sold by you personally.

LEVELS OF DISTRIBUTORSHIP

All Tronics Distributors are eligible to attain a status within the organization for which compensation is determined at the end of each calendar month. The Distributor categories and corresponding requirements and compensation are described on the following pages.

Distributor

You become a Distributor by completing and sending to Tronics Sales Corporation a signed Distributor Application and a signed Tronics Code of Ethics. You will also want to subscribe to the Tronics News, a monthly publication that provides the latest announcements and updates on Tronics products and services and serves as the major communication link between the corporation and the independent Distributors. As a Distributor, you can purchase products for personal use or resale at Distributor cost which is approximately 15% below suggested retail prices. This discount serves as a sales commission on the products you sell retail.

Advanced Distributor

You become an Advanced Distributor when you sponsor two people as Tronics Distributors. As an Advanced Distributor, you receive commissions on products purchased or sold by the Distributors you sponsored (your first-level downline). In addition, if your first-level Distributors become sponsors of new Distributors (your second-level downline), you receive commissions on products purchased or sold by these Distributors as well. You receive a 5% commission on the Sales Credit Volume of your first-level downline and a 10% commission on the Sales Credit Volume of your second-level downline.

Master Distributor

You become a Master Distributor when you have fulfilled the requirements of an Advanced Distributor and meet the yearly requirement of \$200.00 Personal Sales Credit Volume in a calendar month.*

- * To maintain your position as an active Tronics Master Distributor and be assured of continuing downline commissions, you must generate \$200.00 Personal Sales Credit Volume in a calendar month each calendar year.

As a Master Distributor, you earn commissions of 2% on the Sales Credit Volume of your third-level downline, 2% on the Sales Credit Volume of your fourth-level downline, and 1% on the Sales Credit Volume of your fifth-level downline in addition to the commissions of 5% and 10% respectively on the Sales Credit Volume of your first- and second-level downline. And for the month you achieve Master Distributor status, you receive an additional 10% (double bonus) commission on the Sales Credit Volume of your second-level downline, and an additional 1% (double bonus) commission on the Sales Credit Volume of your fifth-level downline.*

Grand Master

After you achieve Master Distributor status, for any calendar month in which you have a Personal Sales Credit Volume of \$200.00, you are a Grand Master and receive the benefits of a Grand Master. A Grand Master receives the commissions of a Master Distributor, the double bonus (10% additional) commission on the Sales Credit Volume of the second-level downline, double bonus (1% additional) commission on Sales Credit Volume of the fifth-level downline, and one Tronics Bonus Certificate for each \$200.00 of Personal Sales Credit Volume in a calendar month. With Tronics Bonus Certificates, you can purchase at Tronics cost** the products in the Bonus Catalog which you may want for yourself or for resale.

* To help each new Master Distributor, any new Master Distributor who purchases \$200.00 Personal Sales Credit Volume or more in their first month will automatically qualify for their double bonus in the basic marketing system the following month. For example, get started in April by generating \$200.00 Personal Sales Credit Volume and count the same volume for your double bonus in May (one bonus catalog certificate will be issued).

** Tronics cost is the amount established by Tronics which includes product cost, product development, labeling, packaging, and merchandising cost, if any.

Executive Distributor

You earn Executive Distributor status during any month in which you are a Grand Master and also have three* Grand Masters in your first-level downline.** As an Executive Distributor, you receive the commissions and benefits of a Grand Master, and a share of a bonus pool consisting of 1% of Tronics Sales Corporation's monthly total Sales Credit Volume for the month in which you are an Executive Distributor. This 1% pool is divided into two equal parts. One part is divided equally among those who qualify as Executive Distributors and the remaining part is paid to the top ten Executive Distributors as calculated on the amount of Sales Credit Volume in their downline organizations. A chart listing the percentages paid to each of the top ten Executives is found at the end of the Sales Plan.

Diamond Distributor

You qualify as a Diamond Distributor for any month in which you are a Grand Master and have in your first-level downline six*** Grand Masters.** As a Diamond Distributor you earn all the benefits of the other Distributor levels plus a share in an **additional** 1% of Tronics Sales Corporation's monthly total Sales Credit Volume for the month in which you are a Diamond Distributor. This 1% pool is divided into two equal parts.

- * The requirements of 3 Grand Masters in your downline will be increased periodically until a requirement of 10 is reached. You will be given notice of at least 30 days before the requirement in the number of Grand Masters in your downline is increased.
- ** \$200.00 Personal Sales Credit Volume must be earned in the month you qualify as an Executive or Diamond Distributor. The \$200.00 Personal Sales Credit Volume requirement must be met each calendar month in order to maintain your Executive or Diamond status.
- *** The requirement of 6 Grand Masters in your downline will be increased periodically until a requirement of 20 is reached. You will be given notice of at least 30 days before the requirement in the number in your downline is increased.

One part is divided equally among those who qualify as Diamond Distributors and the remaining part is paid to the top five Diamond Distributors as calculated on the amount of Sales Credit Volume in their downline organizations. The chart that follows illustrates the percentages paid to the top five Diamond Distributors. As a Diamond Distributor you will serve as a corporate team member helping to formulate the policies and procedures for Tronics Sales Corporation.

EXECUTIVE DISTRIBUTOR

Half of 1% of Tronics monthly total Sales Credit Volume is shared by all Executive Distributors.

Half of 1% of Tronics monthly total Sales Credit Volume is shared by the top ten* Executive Distributors in the following manner:

#1	--	25%
2	--	20%
3	--	15%
4	--	10%
5	--	10%
6	--	5%
7	--	5%
8	--	5%
9	--	3%
10	--	2%

DIAMOND DISTRIBUTOR

Half of 1% of Tronics monthly total Sales Credit Volume is shared by all Diamond Distributors.

Half of 1% of Tronics monthly total Sales Credit Volume is shared by the top five* Diamond Distributors in the following manner:

#1	--	40%
2	--	30%
3	--	15%
4	--	10%
5	--	5%

* Top Executive and Diamond Distributors are determined by the amount of Sales Credit Volume in their organizations to five levels.

SALES PLAN CHART

CATEGORY	QUALIFICATION REQUIREMENT	COMPENSATION
Distributor	<ol style="list-style-type: none"> 1. Distributor Application 2. Code of Ethics 	<ul style="list-style-type: none"> ● 15% (approximate) discount on Tronics products
Advanced Distributor	<ol style="list-style-type: none"> 1. Qualify as Distributor 2. Sponsor 2 New Distributors 	<ul style="list-style-type: none"> ● 5% commission on first-level downline Sales Credit Volume ● 10% commission on second-level downline Sales Credit Volume
Master Distributor	<ol style="list-style-type: none"> 1. Qualify as Advanced Distributor 2. \$200.00 Personal Sales Credit Volume in one calendar month (yearly requirement) 	<ul style="list-style-type: none"> ● 5% commission on first-level downline Sales Credit Volume ● 10% commission on second-level downline Sales Credit Volume ● 2% commission on third-level downline Sales Credit Volume ● 2% commission on fourth-level downline Sales Credit Volume ● 1% commission on fifth-level downline Sales Credit Volume
Grand Master Distributor	<ol style="list-style-type: none"> 1. Qualify as a Master Distributor 2. \$200.00 Personal Sales Credit Volume in a calendar month 	<ul style="list-style-type: none"> ● Commissions of Master Distributor ● Double bonus of 10% additional (20% total) on second-level downline Sales Credit Volume ● Double bonus of 1% additional (2% total) on fifth-level downline Sales Credit Volume ● One Tronics Bonus Certificate for each \$200.00 Personal Sales Credit Volume
Executive Distributor	<ol style="list-style-type: none"> 1. Qualify as a Grand Master 2. Have three* Grand Masters in your first-level downline 	<ul style="list-style-type: none"> ● Commissions and benefits of Grand Master ● Share of bonus pool consisting of 1% of Tronics monthly total Sales Credit Volume
Diamond Distributor	<ol style="list-style-type: none"> 1. Qualify as a Grand Master 2. Have six* Grand Masters in your first-level downline 	<ul style="list-style-type: none"> ● Commissions and benefits of Executive Distributor. ● Share of additional bonus pool of 1% of Tronics monthly total Sales Credit Volume

* Subject to change with 30 days notice.

PRICE LIST

This section contains the Tronics Sales Corporation Product Price List and Literature Price List. The product price listing gives item by item, the Suggested Retail Price, Distributor Cost, Credit Volume and Weight of each products available from the Tronics Sales Corporation. The Literature Price List identifies literature, prices, and other order information. This section also contains a Freight, Insurance and Shipping Charge schedule.

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TRONICS SALES CORPORATION

PRICE LIST

Prices Effective April 15, 1983

Texas Instruments TI-99/4A Home Computer Products

Model	Name	Sugg. Retail	Dist. Cost	Credit Volume	Weight
CONSOLE					
TSC 0010	TI-99/4A Home Computer w/TV Adapter (Includes Beginner's BASIC Manual and User's Reference Guide); (Also includes Tronics computer training cassettes)	199.95	147.95	N/A	13 lbs.
PERIPHERALS					
PHP 1200	Peripheral Expansion System Box	249.95	212.50	212.50	38 lbs.
PHP 1220	RS-232 Card	174.95	148.75	148.75	2 lbs.
PHP 1240	Disk Controller Card (One Disk Manager cartridge packed with each Disk Controller Card)	249.95	212.50	212.50	2 lbs.
PHP 1250	Expansion System Disk Drive (Disk Controller Card required)	399.95	340.00	340.00	11 lbs.
PHP 1260	Memory Expansion Card (32K RAM)	299.95	255.00	255.00	2 lbs.
PHP 1500	Solid State Speech Synthesizer	149.95	127.50	127.50	2 lbs.
PHP 1600	TI Telephone Coupler (Modem) (RS-232 and Terminal Emulator II cartridge required)	199.95	169.95	169.95	2 lbs.
HHW 1000	Anchor Mark III Modem (RS-232 and Terminal Emulator II cartridge required)	149.95	127.50	127.50	2 lbs.
PHP 1850	Disk Memory Drive (Disk Controller Card required)	499.95	425.00	425.00	11 lbs.
PHP 2500	TI Impact Printer (RS-232 required)	750.00	637.50	637.50	16 lbs.
TSC 3005A	MPI PrintMate 99 Printer (RS-232 required)	595.00	510.00	510.00	15 lbs.
TSC 3025	MPI #A-002 Single Sheet Feeder	35.00	29.75	29.75	2 lbs.
TSC 3035	MPI #A-003 "QT" Cover	35.00	29.75	29.75	2 lbs.
PHP 2700	TI Program Recorder (Includes cassette cable)	69.95	59.50	59.50	4 lbs.
PHA 2100	R.F. Modulator (TV Adapter)	49.95	42.50	42.50	1 lb.
PHA 4100	TI 10" Color Monitor (Includes cable)	399.95	340.00	173.00	25 lbs.
TSC 4121	Amdek 13" Color I Monitor (Includes cable)	399.95	340.00	173.00	30 lbs.
OPTIONAL ACCESSORIES					
TSC 1070	Cassette Cable	14.95	12.75	12.75	1 lb.
PHA 2010	Monitor Cable	19.95	17.00	17.00	1 lb.
PHA 2620	Serial RS-232 Y-Cable	34.95	29.75	29.75	1 lb.
PHP 1100	TI Wired Remote Controllers (Joysticks-- Pair)	34.95	29.75	29.75	2 lbs.
TSC 1110	WICO Command Control Joystick (Requires TSC 1140 WICO TI Adaptor)	29.95	25.25	25.25	2 lbs.

Texas Instruments TI-99/4A Home Computer Products

Model	Name	Sugg. Retail	Dist. Cost	Credit Volume	Weight
Optional Accessories—Continued					
TSC 1120	WICO Famous Red Ball Joystick (Requires TSC 1140 WICO TI Adaptor)	34.95	29.50	29.50	2 lbs.
TSC 1130	WICO TI Track Ball	69.95	59.45	59.45	3 lbs.
TSC 1140	WICO TI Adaptor	12.95	11.00	11.00	1 lb.
TSC 1150	WICO Joystick Extension Cord	4.95	4.20	4.20	1 lb.
DOCUMENTATION					
PHA 2602	Beginner's BASIC Manual (TI-99/4A only)	9.95	8.50	8.50	*
PHA 2603	User's Reference Guide (TI-99/4A only)	9.95	8.50	8.50	*
PHA 2611	Logo Curriculum Guide	49.95	42.50	42.50	2 lbs.
PHA 2612	Editor/Assembler Manual	14.95	12.75	12.75	1 lb.
PHA 2616	TI-99/4A Technical Data Manual	14.95	12.75	12.75	1 lb.
APPLICATION PROGRAMS					
Home Management/Personal Finance					
Cartridge					
PHM 3006	Home Financial Decisions	29.95	25.50	25.50	*
PHM 3007	Household Budget Management (Data Storage System recommended)	39.95	34.00	34.00	*
PHM 3012A	Securities Analysis	39.95	34.00	34.00	*
PHM 3013	Personal Record Keeping (Data Storage System recommended)	49.95	42.50	42.50	*
PHM 3016	Tax/Investment Record Keeping (Disk System required)	69.95	59.50	59.50	*
PHM 3022	Personal Real Estate (Data Storage System recommended)	69.95	59.50	59.50	*
PHM 3044A	Personal Report Generator (Data Storage System and PHM 3113 recommended)	39.95	34.00	34.00	*
PHM 3111	TI Writer Word Processing Program (32K Memory Expansion, RS-232, Printer, Disk Drive and Controller required) (Available for TI-99/4A only)	99.95	85.00	85.00	*
PHM 3113	Multiplan Electronic Spread Sheet (32K Memory Expansion, Disk Drive and Controller required; RS-232 and Printer recommended)	99.95	85.00	85.00	*
Diskette					
PHD 5001	Mailing List	69.95	59.50	59.50	*
PHD 5003	Personal Financial Aids	19.95	17.00	17.00	*
PHD 5021	Checkbook Manager	19.95	17.00	17.00	*
PHD 5022	Business Aids Library--Finance Management (Extended BASIC cartridge required)	39.95	34.00	34.00	*
PHD 5024	Business Aids Library--Inventory Management (Personal Record Keeping or Statistics cartridge and Printer required)	69.95	59.50	59.50	*
PHD 5029	Business Aids Library--Cash Management (Extended BASIC cartridge required)	39.95	34.00	34.00	*

Texas Instruments TI-99/4A Home Computer Products

Model	Name	Sugg. Retail	Dist. Cost	Credit Volume	Weight
Home Management/Personal Finance--Continued					
PHD 5038	Business Aids Library--Lease/Purchase Decisions (Printer recommended) Cassette	69.95	59.50	59.50	*
PHT 6003	Personal Financial Aids	14.95	12.75	12.75	*
PHT 6038	Business Aids Library--Lease/Purchase Decisions (Printer recommended)	59.95	51.00	51.00	*
Education/Personal Enrichment					
Cartridge					
Texas Instruments Programs					
PHM 3002	Early Learning Fun	29.95	25.50	25.50	*
PHM 3003	Beginning Grammar	29.95	25.50	25.50	*
PHM 3004	Number Magic	19.95	17.00	17.00	*
PHM 3008	Video Chess	69.95	59.50	59.50	*
PHM 3010	Physical Fitness	29.95	25.50	25.50	*
PHM 3020	Music Maker (Data Storage System recommended)	39.95	34.00	34.00	*
PHM 3040	TI Logo (32K Memory Expansion required)	129.95	110.50	110.50	*
PHM 3064	Touch Typing Tutor (Available for TI-99/4A only)	39.95	34.00	34.00	*
PHM 3114	Alligator Mix	39.95	34.00	34.00	*
PHM 3115	Alien Addition	39.95	34.00	34.00	*
PHM 3116	Demolition Division	39.95	34.00	34.00	*
PHM 3117	Dragon Mix	39.95	34.00	34.00	*
PHM 3118	Minus Mission	39.95	34.00	34.00	*
PHM 3119	Meteor Multiplication	39.95	34.00	34.00	*
Scott, Foresman Reading and Math Programs (Developed by Scott, Foresman)					
PHM 3015	Early Reading (Speech Synthesizer required)	54.95	46.75	46.75	*
PHM 3043	Reading Fun (Speech Synthesizer recommended)	54.95	46.75	46.75	*
PHM 3046	Reading On (Speech Synthesizer recommended)	54.95	46.75	46.75	*
PHM 3047	Reading Roundup (Speech Synthesizer recommended)	54.95	46.75	46.75	*
PHM 3048	Reading Rally (Speech Synthesizer recommended)	54.95	46.75	46.75	*
PHM 3082	Reading Flight(Speech Synthesizer recommended)	54.95	46.75	46.75	*
PHM 3027	Addition and Subtraction I (Speech Synthesizer recommended)	39.95	34.00	34.00	*
PHM 3028	Addition and Subtraction II (Speech Synthesizer recommended)	39.95	34.00	34.00	*
PHM 3029	Multiplication I (Speech Synthesizer recommended)	39.95	34.00	34.00	*
PHM 3049	Division I (Speech Synthesizer recommended)	39.95	34.00	34.00	*

Texas Instruments TI-99/4A Home Computer Products

Model	Name	Sugg. Retail	Dist. Cost	Credit Volume	Weight
Education/Personal Enrichment--Continued					
Tronics/Scott, Foresman Programs (Developed by Scott, Foresman)					
HSM 1010	Frog Jump	44.95	38.25	38.25	*
HSM 1020	Picture Parts	44.95	38.25	38.25	*
HSM 1030	Pyramid Puzzler	44.95	38.25	38.25	*
HSM 1040	Star Maze	44.95	38.25	38.25	*
HSM 1050	Number Bowling	44.95	38.25	38.25	*
HSM 1060	Space Journey	44.95	38.25	38.25	*
Scholastic Packages (Developed by Scholastic, Inc.)					
PHM 3059A	Scholastic Spelling--Level 3 (Speech Synthesizer required)	54.95	46.75	46.75	*
PHM 3060A	Scholastic Spelling--Level 4 (Speech Synthesizer required)	54.95	46.75	46.75	*
PHM 3061A	Scholastic Spelling--Level 5 (Speech Synthesizer required)	54.95	46.75	46.75	*
PHM 3062A	Scholastic Spelling--Level 6 (Speech Synthesizer required)	54.95	46.75	46.75	*
Addison-Wesley Computer Math Games (Developed by Addison-Wesley Publishing Co.)					
PHM 3088	Computer Math Games VI	39.95	34.00	34.00	*
Milliken Home Math Series--K thru 8th grade (Developed by Milliken Publishing Co.)					
PHM 3090	Addition	39.95	34.00	34.00	*
PHM 3091	Subtraction	39.95	34.00	34.00	*
PHM 3092	Multiplication	39.95	34.00	34.00	*
PHM 3093	Division	39.95	34.00	34.00	*
PHM 3094	Integers	39.95	34.00	34.00	*
PHM 3095	Fractions	39.95	34.00	34.00	*
PHM 3096	Decimals	39.95	34.00	34.00	*
PHM 3097	Percents	39.95	34.00	34.00	*
Diskette					
Texas Instruments Programs					
PHD 5007	Teach Yourself BASIC	34.95	29.75	29.75	*
PHD 5009	Music Skills Trainer	29.95	25.50	25.50	*
PHD 5011	Computer Music Box	19.95	17.00	17.00	*
PHD 5018	Market Simulation	19.95	17.00	17.00	*
PHD 5019	Teach Yourself Extended BASIC (Extended BASIC cartridge required)	24.95	21.25	21.25	*
PHD 5020	Music Maker Demonstration (Music Maker cartridge required)	14.95	12.75	12.75	*
PHD 5026	Bridge Bidding I	29.95	25.50	25.50	*
PHD 5030	Speak & Spell Program (Speech Synthesizer and Speech Editor cartridge required)	29.95	25.50	25.50	*
PHD 5039	Bridge Bidding II	29.95	25.50	25.50	*
PHD 5041	Bridge Bidding III	29.95	25.50	25.50	*
PHD 5042	Spell Writer (Terminal Emulator II cartridge and Speech Synthesizer required)	29.95	25.50	25.50	*
✓ PHD 5067	Beginner's BASIC Tutor	29.95	25.50	25.50	*

Texas Instruments TI-99/4A Home Computer Products

Model	Name	Sugg. Retail	Dist. Cost	Credit Volume	Weight
Education/Personal Enrichment--Continued					
Cassette					
PHT 6007	Teach Yourself BASIC	29.95	25.50	25.50	*
PHT 6009A	Music Skills Trainer	9.95	8.50	8.50	*
PHT 6011A	Computer Music Box	9.95	8.50	8.50	*
PHT 6018	Market Simulation	14.95	12.75	12.75	*
PHT 6019	Teach Yourself Extended BASIC (Extended BASIC cartridge required)	19.95	17.00	17.00	*
PHT 6026A	Bridge Bidding I	14.95	12.75	12.75	*
PHT 6039A	Bridge Bidding II	14.95	12.75	12.75	*
PHT 6041A	Bridge Bidding III	14.95	12.75	12.75	*
PHT 6042A	Spell Writer (Terminal Emulator II cartridge and Speech Synthesizer required)	14.95	12.75	12.75	*
PHT 6067	Beginner's BASIC Tutor	24.95	21.25	21.25	*
Scott, Foresman School Management Application Programs					
HSM 1400	Complete SMA System (Includes all 9 School Management Application Programs) (See Distributor Handbook product section for peripheral requirements)	3410.00	2728.00	2728.00	18 lbs.
HSM 1401	District Management System (Includes 7 programs: HSM 1408-School Mailer, HSM 1411-Payroll Assistant, HSM 1412-Personnel Data Recorder, HSM 1413-Activity Accountant, HSM 1414-Accounting Assistant, HSM 1415-Salary Planner and HSM 1416-Property Manager) (See Distributor Handbook product section for peripheral requirements)	2775.00	2250.00	2250.00	15 lbs.
HSM 1402	Building Management System (Includes 6 programs: HSM 1405-Attendance Recorder, HSM 1406-Class Data Recorder, HSM 1408-School Mailer, HSM 1412-Personnel Data Recorder, HSM 1413-Activity Accountant, and HSM 1416-Property Manager) (See Distributor Handbook product section for peripheral requirements)	2130.00	1750.00	1750.00	13 lbs.
HSM 1403	Classroom Management System (Includes 2 programs: HMS 1406-Class Data Recorder and HMS 1416-Property Manager) (See Distributor Handbook product section for peripheral requirements)	710.00	590.00	590.00	4 lbs.

Texas Instruments TI-99/4A Home Computer Products

Model	Name	Sugg. Retail	Dist. Cost	Credit Volume	Weight
Education/Personal Enrichment—Continued					
HSM 1405	Attendance Recorder (See Distributor Handbook product section for peripheral requirements)	360.00	306.00	306.00	2 lbs.
HSM 1406	Class Data Recorder (See Distributor Handbook product section for peripheral requirements)	275.00	233.75	233.75	2 lbs.
HSM 1408	School Mailer (See Distributor Handbook product section for peripheral requirements)	350.00	297.50	297.50	2 lbs.
HSM 1411	Payroll Assistant (Requires HSM 1412) (See Distributor Handbook product section for peripheral requirements)	350.00	297.50	297.50	3 lbs.
HSM 1412	Personnel Data Recorder (See Distributor Handbook product section for peripheral requirements)	435.00	369.75	369.75	3 lbs.
HSM 1413	Activity Accountant (See Distributor Handbook product section for peripheral requirements)	275.00	233.75	233.75	3 lbs.
HSM 1414	Accounting Assistant (See Distributor Handbook product section for peripheral requirements)	465.00	395.25	395.25	2 lbs.
HSM 1415	Salary Planner (See Distributor Handbook product section for peripheral requirements)	465.00	395.25	395.25	2 lbs.
HSM 1416	Property Manager (See Distributor Handbook product section for peripheral requirements)	435.00	369.75	369.75	2 lbs.
HSD 4000	SMA Demo Kit	49.95	49.95	-0-	2 lbs.

Entertainment

Cartridge

Texas Instruments Programs

PHM 3009	Football	29.95	25.50	25.50	*
PHM 3018	Video Games I	29.95	25.50	25.50	*
PHM 3023	Hunt the Wumpus	24.95	21.25	21.25	*
PHM 3024	Indoor Soccer	29.95	25.50	25.50	*
PHM 3025	Mind Challengers	24.95	21.25	21.25	*
PHM 3030	A-Maze-Ing	24.95	21.25	21.25	*
PHM 3052	Tombstone City: 21st Century	39.95	34.00	34.00	*
PHM 3053	TI Invaders	39.95	34.00	34.00	*
PHM 3054	Car Wars	39.95	34.00	34.00	*

Texas Instruments TI-99/4A Home Computer Products

Model	Name	Sugg. Retail	Dist. Cost	Credit Volume	Weight
Entertainment--Continued					
PHM 3057	Munch Man	39.95	34.00	34.00	*
PHM 3042D	Tunnels of Doom (2 Diskette Games included)	59.95	51.00	51.00	*
PHM 3042T	Tunnels of Doom (2 Cassette Games included)	59.95	51.00	51.00	*
PHM 3056	Alpiner	39.95	34.00	34.00	*
PHM 3110	Chisholm Trail	39.95	34.00	34.00	*
PHM 3112	Parsec (TI-99/4A only)	39.95	34.00	34.00	*
Funware, Inc. Programs					
FW 1001	Henhouse	39.95	34.00	34.00	*
Milton Bradley Packages (Developed by Milton Bradley Company)					
PHM 3031	The Attack ++	39.95	34.00	34.00	*
PHM 3032	Blasto ++	24.95	21.25	21.25	*
PHM 3033	Blackjack and Poker ++	24.95	21.25	21.25	*
PHM 3034	Hustle ++	24.95	21.25	21.25	*
PHM 3036	ZeroZap ++	19.95	17.00	17.00	*
PHM 3037	Hangman ++	19.95	17.00	17.00	*
PHM 3038	Connect Four ++	19.95	17.00	17.00	*
PHM 3039	Yahtzee ++	24.95	21.25	21.25	*
Adventure International Programs (Developed by Scott Adams)					
PHM 3041DA	Adventure (Pirate Adventure Diskette Game included)	39.95	34.00	34.00	*
PHM 3041TA	Adventure (Pirate Adventure Cassette Game included)	39.95	34.00	34.00	*
Gabriel Industries Programs (Developed by Gabriel Industries)					
PHM 3067	Othello +++	39.95	34.00	34.00	*
Diskette					
Texas Instruments Programs					
PHD 5002	TI-Trek (With optional speech)	14.95	12.75	12.75	*
PHD 5010	Mystery Melody	14.95	12.75	12.75	*
PHD 5015	Oldies But Goodies--Games I	19.95	17.00	17.00	*
PHD 5017	Oldies But Goodies--Games II	24.95	21.25	21.25	*
PHD 5025	Saturday Night Bingo (Speech Synthesizer required)	29.95	25.50	25.50	*
PHD 5037	Draw Poker (Extended BASIC cartridge required)	24.95	21.25	21.25	*
PHD 5058	TI Invaders (32K Memory Expansion and either Extended BASIC or Editor/Assembler cartridge required)	19.95	17.00	17.00	*
PHD 5057	Tombstone City: 21st Century (32K Memory Expansion and either Extended BASIC or Editor/Assembler cartridge required)	19.95	17.00	17.00	*
PHD 5060	Munch Man (32K Memory Expansion and either Extended BASIC or Editor/Assembler cartridge required)	19.95	17.00	17.00	*

Texas Instruments TI-99/4A Home Computer Products

Model	Name	Sugg. Retail	Dist. Cost	Credit Volume	Weight
Entertainment—Continued					
Adventure International Adventure Series (Developed by Scott Adams)					
PHD 5046	Adventureland (PHM 3041D required)	29.95	25.50	25.50	*
PHD 5047	Mission Impossible (PHM 3041D required)	29.95	25.50	25.50	*
PHD 5048	Voodoo Castle (PHM 3041D required)	29.95	25.50	25.50	*
PHD 5049	The Count (PHM 3041D required)	29.95	25.50	25.50	*
PHD 5050	Strange Odyssey (PHM 3041D required)	29.95	25.50	25.50	*
PHD 5051	Mystery Fun House (PHM 3041D required)	29.95	25.50	25.50	*
PHD 5052	Pyramid of Doom (PHM 3041D required)	29.95	25.50	25.50	*
PHD 5053	Ghost Town (PHM 3041D required)	29.95	25.50	25.50	*
PHD 5054	Savage Island I & II (PHM 3041D required)	39.95	34.00	34.00	*
PHD 5056	Golden Voyage (PHM 3041D required)	29.95	25.50	25.50	*
Cassette					
Texas Instruments Programs					
PHT 6010	Mystery Melody	9.95	8.50	8.50	*
PHT 6015A	Oldies But Goodies--Games I	9.95	8.50	8.50	*
PHT 6017A	Oldies But Goodies--Games II	9.95	8.50	8.50	*
PHT 6025A	Saturday Night Bingo (Speech Synthesizer required)	9.95	8.50	8.50	*
PHT 6037A	Draw Poker (Extended BASIC cartridge required)	9.95	8.50	8.50	*
Adventure International Adventure Series (Developed by Scott Adams)					
PHT 6046	Adventureland (PHM 3041T required)	29.95	25.50	25.50	*
PHT 6047	Mission Impossible (PHM 3041T required)	29.95	25.50	25.50	*
PHT 6048	Voodoo Castle (PHM 3041T required)	29.95	25.50	25.50	*
PHT 6049	The Count (PHM 3041T required)	29.95	25.50	25.50	*
PHT 6050	Strange Odyssey (PHM 3041T required)	29.95	25.50	25.50	*
PHT 6051	Mystery Fun House (PHM 3041T required)	29.95	25.50	25.50	*
PHT 6052	Pyramid of Doom (PHM 3041T required)	29.95	25.50	25.50	*
PHT 6053	Ghost Town (PHM 3041T required)	29.95	25.50	25.50	*
PHT 6054	Savage Island I & II (PHM 3041T required)	39.95	34.00	34.00	*
PHT 6056	Golden Voyage (PHM 3041T required)	29.95	25.50	25.50	*
OTHER APPLICATION PROGRAMS					
Cartridge					
PHM 3011	Speech Editor (Speech Synthesizer required)	39.95	34.00	34.00	*
PHM 3014	Statistics (Data Storage System recommended)	39.95	34.00	34.00	*
PHM 3026	Extended BASIC	99.95	85.00	85.00	*
PHM 3035	Terminal Emulator II	49.95	42.50	42.50	*
PHM 3055A	Editor/Assembler (Editor/Assembler Manual included) (Disk System and 32K Memory Expansion required)	49.95	42.50	42.50	*
PHM 3058	Mini-Memory (4K RAM)	99.95	85.00	85.00	*

Texas Instruments TI-99/4A Home Computer Products

Model	Name	Sugg. Retail	Dist. Cost	Credit Volume	Weight
Other Application Programs—Continued					
Diskette					
PHD 5004	Programming Aids I	14.95	12.75	12.75	*
PHD 5005	Programming Aids II	24.95	21.25	21.25	*
PHD 5006	Math Routine Library	29.95	25.50	25.50	*
PHD 5012	Programming Aids III (Extended BASIC cartridge required)	19.95	17.00	17.00	*
PHD 5013	Graphing Package	19.95	17.00	17.00	*
PHD 5016	Structural Engineering Library	29.95	25.00	25.00	*
PHD 5044	AC Circuit Analysis	29.95	25.00	25.00	*
Cassette					
PHT 6004	Programming Aids I	9.95	8.50	8.50	*
PHT 6006A	Math Routine Library	9.95	8.50	8.50	*
PHT 6008A	Electrical Engineering Library	9.95	8.50	8.50	*
PHT 6013A	Graphing Package	9.95	8.50	8.50	*
PHT 6016A	Structural Engineering Library	9.95	8.50	8.50	*
PHT 6044A	AC Circuit Analysis	9.95	8.50	8.50	*
SOFTWARE LIBRARIES					
PHL 7001	The Home Financial Manager (Data Storage System recommended) Home Financial Decisions, Household Budget Management and Personal Real Estate	139.95	119.00	119.00	4 lbs.
PHL 7002	The Family Entertainer The Attack ++, A-maze-Ing, and Hunt the Wumpus	89.95	75.75	75.75	4 lbs.
PHL 7003	The Elementary Educator (Speech Synthesizer recommended) Beginning Grammar, Addition and Subtraction I and Early Learning Fun	99.95	85.00	85.00	4 lbs.
PHL 7004A	The Music Educator (Data Storage System required) Music Maker and Music Skills Trainer (cassette)	49.90	42.00	42.00	4 lbs.
PHL 7005	The Super Programmer (Data Storage required) Extended BASIC, Teach Yourself Extended BASIC (cassette)	119.00	101.25	101.25	4 lbs.
PHL 7006	The Scott, Foresman Speaking Math Teacher (Speech Synthesizer recommended) Addition and Subtraction I, Addition and Subtraction II, and Multiplication I	119.85	102.00	102.00	4 lbs.

Texas Instruments TI-99/4A Home Computer Products

Model	Name	Sugg. Retail	Dist. Cost	Credit Volume	Weight
Software Libraries--Continued					
PHL 7007	The Scott, Foresman Speaking Reading Teacher (Speech Synthesizer required) Early Reading and Reading Fun	109.00	92.75	92.75	4 lbs.
PHL 7008	The Speaking Scholastic Spelling Teacher (Speech Synthesizer required) Scholastic Spelling--Level 3, Scholastic Spelling--Level 4, Scholastic Spelling--Level 5, Scholastic Spelling--Level 6	219.80	187.00	187.00	4 lbs.
PHL 7009	The TI Arcade Game Series Tombstone City: 21st Century, TI Invaders and Car Wars	119.85	102.00	102.00	4 lbs.
PHL 7010	The Milton Bradley Game Series Blasto ++, Hustle ++, ZeroZap ++, Connect Four ++ and Yahtzee ++	114.75	97.75	97.75	4 lbs.
PHL 7011	The Computer Introductory Package (Data Storage System and Speech Synthesizer recommended) Household Budget Management, TI Invader and Multiplication I	119.85	102.00	102.00	4 lbs.

+ Multiplan is a trademark of Microsoft, Inc.

++ The Attack, Blasto, Hustle, ZeroZap, Connect Four and Yahtzee are trademarks of Milton Bradley.

+++ Othello is a trademark of Gabriel Industries.

- * 1 Unit 1 lb.
- 2 Units 2 lbs.
- 3 Units 2 lbs.
- 4 Units 3 lbs.
- 5 Units 3 lbs.

NOTE: Tronics Sales Corporation reserves the right to make changes in materials, specifications, and costs without notice.

Other Tronics Sales Corporation Products

Model	Name	Sugg. Retail	Dist. Cost	Credit Volume	Weight
OTHER TRONICS SALES CORPORATION PRODUCTS					
TSC 1000A	Distributor Pak (Includes 7 computer programs on 5 cassettes and a cassette case)	125.00	106.25	200.00	3 lbs.
TSC 1010	5 1/4" Diskettes (10 Single Sided, Single Density)	45.00	38.25	38.25	1 lb.
TSC 1020	Digital Computer Cassette	3.95	3.50	3.50	*
TSC 1030	Cassette Library Case (holds 8)	5.95	5.25	5.25	*
TSC 1031	Diskette Library Case (holds 10)	5.95	5.25	5.25	*
TSC 5000	Electra Freedom Phone Model FF-300	139.95	119.00	119.00	3 lbs.
TSC 5010A	Electra Freedom Phone Model FF-550	172.50	146.50	146.50	5 lbs.
TSC 5020	Electra Freedom Phone Model FF-1550	279.95	238.00	238.00	6 lbs.
TSC 5030A	Electra Freedom Phone Model FF-3500	220.00	187.00	187.00	4 lbs.
TSC 5040A	Electra Freedom Phone Model FF-2500	250.00	212.50	212.50	4 lbs.
TSC 5050	Electra Freedom Phone Model FF-4000	399.95	340.00	340.00	5 lbs.
TSC 6000	Demon Dialer - Model 176 T	199.95	170.00	170.00	3 lbs.

- * 1 Unit 1 lb.
- 2 Units 2 lbs.
- 3 Units 2 lbs.
- 4 Units 3 lbs.
- 5 Units 3 lbs.

NOTE: Tronics Sales Corporation reserves the right to make changes in materials, specifications, and costs without notice.

TRONICS SALES CORPORATION

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MINIMUM ORDER \$5.00

ITEM NO	ITEM	QUANTITY	DIST. COST	WEIGHT
TSL 001A	Sales Kit (Includes Distributor Handbook)	1	25.75	5 lbs.
TSL 005A	Sales Kit (Includes Distributor Handbook)	5	116.00	25 lbs.
TSL 010A	Sales Kit (Includes Distributor Handbook)	10	219.00	50 lbs.
TSL 100A	Sales Kit (Includes Distributor Handbook)	100	2,060.00	500 lbs.*
For A Limited Time Only				
TSL 820	Distributor Handbook (Contents Only)	1	6.00	2 lbs.
TSL 850	Distributor Handbook (Binder, Tabs, and Contents)	1	9.95	3 lbs.
TSL 1120	Interested in a Home Computer Flyer	500	15.00	6 lbs.
TSL 1130	Introduction to Tronics Flyer	500	15.00	6 lbs.
TSL 1140	Literature Price List	50	1.00	1 lb.
TSL 1200	Freight Schedules	50	1.00	1 lb.
TSL 1210	Price List	25	2.50	1 lb.
TSL 1220	Price List	100	8.00	4 lbs.
TSL 1310	Distributor Applications	25	2.50	1 lb.
TSL 1320	Distributor Applications	100	8.00	4 lbs.
TSL 1330	Code of Ethics	25	2.50	1 lb.
TSL 1340	Code of Ethics	100	8.00	4 lbs.
TSL 1350	Purchase Orders/Cards	25	3.75	1 lb.
TSL 1360	Purchase Orders/Cards	100	12.00	4 lbs.
TSL 1410	Corporate Brochures	25	12.50	2 lbs.
TSL 1420	Corporate Brochures	100	40.00	8 lbs.
TSL 1430	Hardware Brochures	25	12.50	2 lbs.
TSL 1440	Hardware Brochures	100	40.00	8 lbs.
TSL 1450	Software Brochures	25	12.50	2 lbs.
TSL 1460	Software Brochures	100	40.00	8 lbs.
TSL 1470	Sales Program Brochures	25	6.25	2 lbs.
TSL 1480	Sales Program Brochures	100	20.00	8 lbs.

* Freight COD

This new literature price structure replaces the Literature/Sales Aids/Price List/Order Form (TSC 209). Order literature on the Product Purchase Order Form (TSC 302) using above quantities and prices. Literature orders should be placed on a separate Product Purchase Order form from other Tronics products.

NOTE: Orders of 5, 10, and 100 are discounted proportionately.

FREIGHT/INSURANCE/SHIPPING CHARGE

WEIGHT	UPS	BLUE LABEL *
1 lb.	\$ 2.25	\$ 4.75
2 lbs.	2.60	5.75
3 lbs.	2.90	6.90
4 lbs.	3.30	8.00
5 lbs.	3.90	9.00
6 lbs.	4.25	10.25
7 lbs.	4.60	11.40
8 lbs.	5.00	12.50
9 lbs.	5.25	13.75
10 lbs.	5.70	14.75
11 lbs.	6.25	16.00
12 lbs.	6.60	17.00
13 lbs.	7.00	18.20
14 lbs.	7.30	19.30
15 lbs.	7.65	20.50
16 lbs.	8.25	21.60
17 lbs.	8.60	22.70
18 lbs.	9.00	23.85
19 lbs.	9.30	25.00
20 lbs.	9.70	26.00
25 lbs.	10.00	32.00
30 lbs.	11.00	37.50
35 lbs.	12.25	43.25
40 lbs.	14.00	49.00
45 lbs.	15.50	55.00
50 lbs.	17.25	60.00

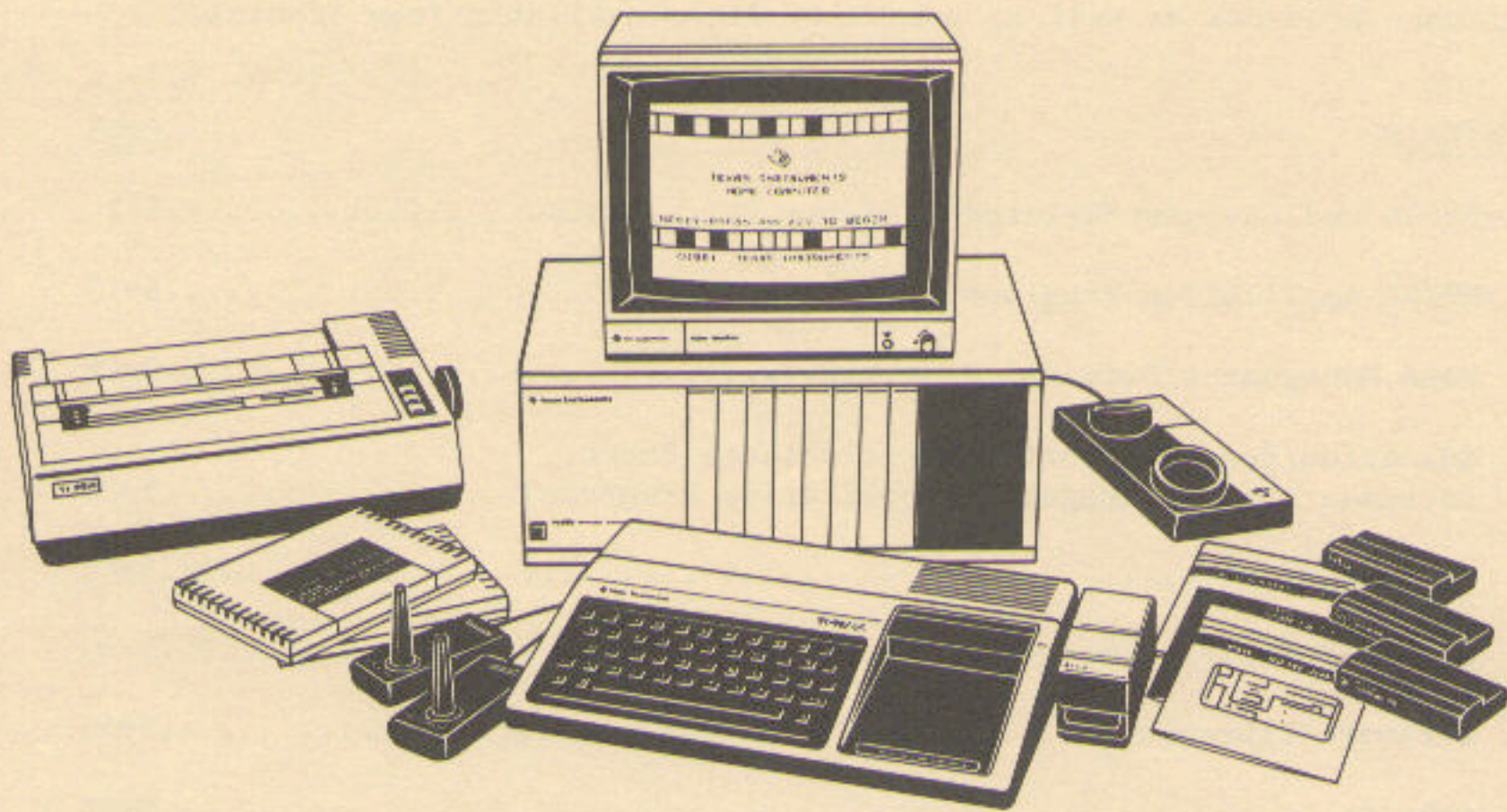
* Alaska and Hawaii use Blue Label ONLY.

PRODUCTS

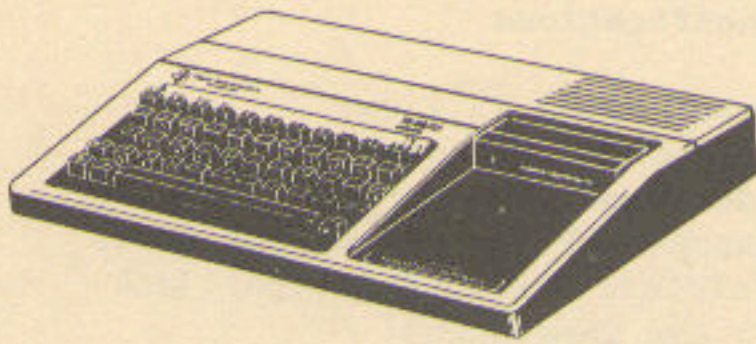
This section gives a description of the TI computer hardware and software products as well as specialty items available from Tronics.

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TI-99/4A AND COMPUTER-RELATED HARDWARE



TI-99/4A HOME COMPUTER CONSOLE
With TV Adaptor
TSC 0010



Home enrichment for the whole family, from pre-schooler to senior citizen. Easy to use. Over 50 plug-in Solid State Software covering Education to Home Financial Management to Computer Literacy to Entertainment. 1000 plus cassette and diskette programs available from TI and independent sources. Superior color, sound, music, graphics and with the optional Solid State Speech Synthesizer, it even talks! With built-in TI BASIC; available languages include Extended BASIC, Assembler, Pilot, Pascal, and TI LOGO. Excellent expandability with the space-saving, convenient Peripheral Expansion System and a wide selection of accessories, including data base access. The initial TI-99/4A Home Computer system consists of the console and a TV adapter which connects the console to your TV set. The programming language "BASIC" is contained within the console, and manuals are provided, so nothing additional needs to be purchased to start using the computer and learning about programming.

Specifications

CPU: TMS 9900, 16-bit microprocessor, plus 256-byte scratchpad RAM. Speed 3.6 MHz. Minicomputer instruction set including hardware multiply and divide. Architecture with 16 general registers.

Memory: Initial system combined memory: 42K bytes.

Internal ROM memory supplied: 26K bytes.

External ROM memory: Solid State Software Cartridges. Up to 46K bytes each.

RAM memory supplied: 16K bytes.

Maximum RAM: 52K bytes.

Keyboard: 48-key staggered Qwerty, full travel.

Sound: 5 octaves, 3 simultaneous tones plus noise generator. From 110 Hz to beyond 40,000 Hz.

Power: 110 v, 50 Hz, 20 W transformer, UL listed 8' power cord.

I/O: Composite video and audio output for monitor. Interface for up to 2 audio cassettes. 44-pin peripheral connector. System memory and address signals available at peripheral connector. Remote control (joystick) interface.

Built-in software: 14K byte BASIC interpreter. Internal Graphics Language interpreter, not user accessible. Internal 4.4K byte monitor, not user accessible.

Size: 25.0 x 28.1 x 7.1 cm. (10.2 x 15.0 x 2.5 inches.)

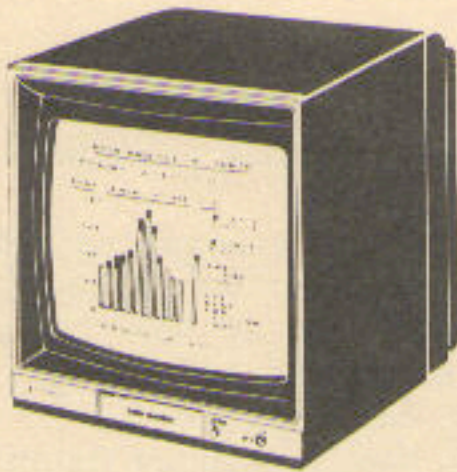
Weight: Less than 2.3 kg. (5 lbs.)

Video Display Processor Chip (NMOS):

Controls display memory and generates composite video signal. 24 lines of 32 characters with 8 x 8 dot resolution. Provides sixteen colors: white, gray, magenta, light yellow, yellow, light red, medium red, dark red, cyan, light blue, blue, light green, medium green, dark green, black, transparent. Provides 32 sets of 8 characters each with different foreground/background colors. Addresses up to 16K bytes of RAM for CPU or display.

Sound Controller Chip (12L): 3 voices with 5 octave musical resolution. 15 bit programmable noise source. 100 mw audio drive with 30 db control in 2 db steps. 100 mW audio drive with 30 db Solid State Software Command Cartridges. Up to 46K bytes PMOS ROM. Up to 8K bytes NMOS ROM.

**10-INCH TI COLOR MONITOR
PHA 4100**



Excellent color resolution, superior picture quality, compact, and space-saving, the Texas Instruments Color Monitor is a high quality unit specially matched for use with the TI Home Computer. The display format is 24 lines of 32 characters. The monitor provides excellent color resolution (192 x 256 dot density) and picture quality. The Home Computer connects via cable which eliminates the chance for interference and distortion from a tuner. Therefore, the picture quality will be superior to pictures acquired using a normal home TV set as a monitor. Built-in TEST switch allows quick functional verification of video circuits in the monitor.

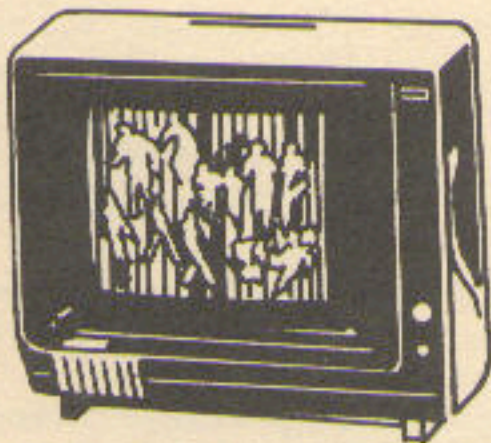
Specifications

Screen Size: 25.4 cm (10 inches) diagonal (Min.).
Video Input: 1 Vp-p Nominal NTSC Composite Video through standard miniature phone (RCA type) jack (75 ohm impedance).
Audio Input: 1 to 2 Vp-p signal level through standard miniature phone jack.
Horizontal Frequency: 15.750 Hz
Vertical Frequency: 60 Hz
Controls: OFF/ON switch, VOLUME control, SHARPNESS, TINT, COLOR LEVEL, CONTRAST, BRIGHTNESS, V-HOLD, H-HOLD, and TEST controls.
Power Requirements: Voltage, 120 vac.
Frequency: 60 Hz.
Power: 63W.

Physical Characterists

Height: 27.5 cm (10.75 in.)
Width: 29.7 cm (11.75 in.)
Depth: 32.3 cm (12.75 in.)
Weight: 10.0 kg. (22 lbs.)

**AMDEK 13" COLOR I MONITOR
TSC 4121**



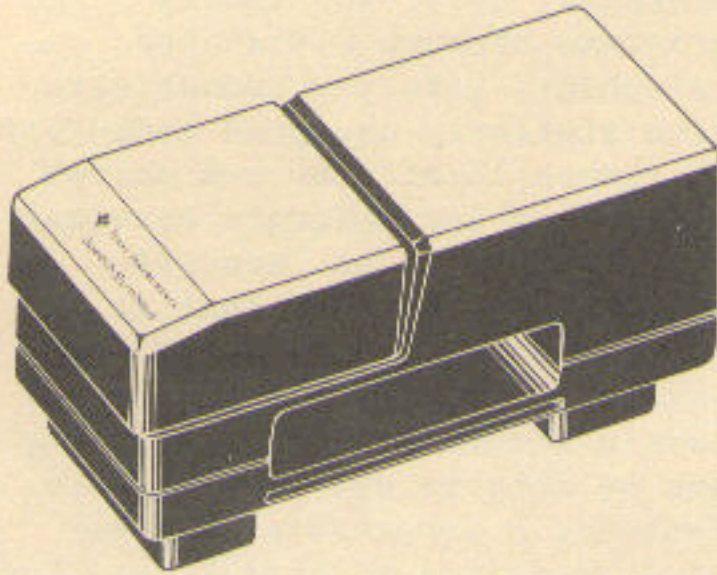
Amdek's Color I Monitor is designed to perform superbly with the TI Home Computer. It accepts a composite video signal to produce vivid, richly colored graphics or text.

The handsome cabinetry includes a built-in carrying handle for portability and front mounted controls make adjustments easy. A built-in speaker and amplifier accommodates games or instructional material. Includes cable (\$14.95 value).

Features

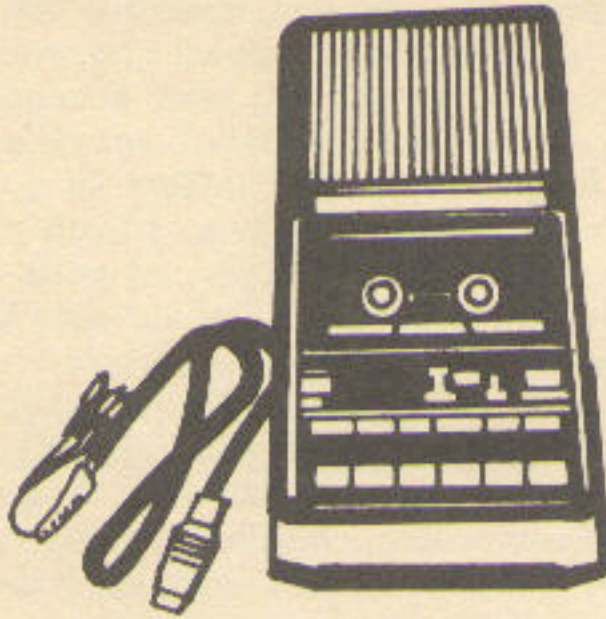
The Amdek Color I Monitor features a built-in speaker and audio amplifier, quality 260(H) x 300(V) line resolution and front controls for easy adjustment.

**SPEECH SYNTHESIZER
PHP 1500**



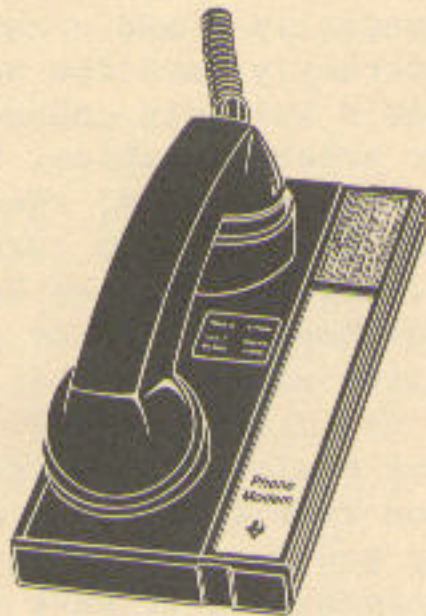
Reproduces human speech electronically - and accurately. Plugs directly into the Home Computer's built-in connectors without external cables. Lets it communicate verbally, ideal for children too young to read the screen. Requires Speech Editor, Terminal Emulator II, or other customized cartridge that uses speech (sold separately). The Terminal Emulator II cartridge provides text-to-speech capability whereby you can listen to data base information or have the computer say anything within your own program.

**PROGRAM RECORDER
PHP 2700**



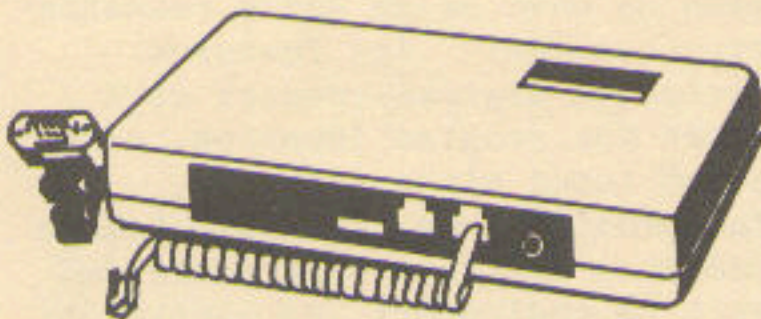
A program and data storage/retrieval system designed specifically for use with the TI-99/4A Home Computer that may also be used as an audio cassette tape recorder. Its features include a digital counter with reset for program location, color-coded input plugs for easy, foolproof set-up, variable volume and tone controls with preferred setting indicators, an electrical pause control, and a built-in condenser microphone. The recorder uses four "C" batteries (not included) or AC power with the AC line cord (included). A computer interface cable is included with the recorder.

**TELEPHONE COUPLER
PHP 1600 TI Modem**



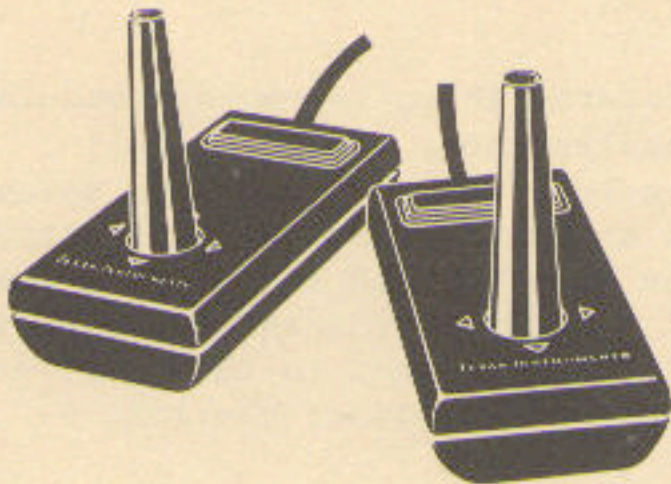
Allows you to send and receive messages, data, and entire programs through a standard telephone. Lets you communicate with similarly equipped computers at remote locations, and access data bases and software services. The TI Modem is an "acoustic coupler" which means that it has rubber "cups" in which the phone handset is placed. If you do not have a standard handset, you may not be able to use the TI Modem. Includes a detachable AC power cord. Requires an RS-232 Interface and a Terminal Emulator II cartridge.

**ANCHOR MARK III MODEM
HHW 1000**



Allows you to send and receive messages, data, and entire programs through a standard telephone. Lets you communicate with similarly equipped computers at remote locations, and access data bases and software services. The Anchor Mark III Modem is a "direct-connect" modem, which means that it attaches to your phone directly. If you do not have a "modular" (removable) cord between the handset and base of your phone, you will not be able to use the Anchor Mark III Modem. Includes a detachable AC power cord; (\$9.95 value) may also be operated by batteries (not included). Requires an RS-232 Interface and a Terminal Emulator II cartridge.

WIRED REMOTE CONTROLLERS (JOYSTICKS)
PHP 1100



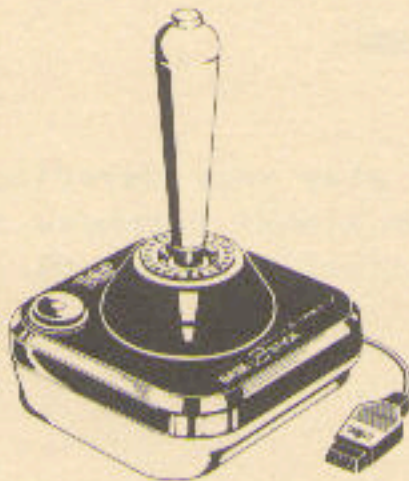
Lets you move objects on the screen. Each unit includes two eight-position remote controls with side-mounted action button. An important accessory every serious game-player should have. Twin 4' cables attach to the console through a single connector.

WICO COMMAND CONTROL JOYSTICKS

All WICO Command Control Joysticks feature injection-molded modular construction and 6 leaf-type molded switches - identical to the

best commercial arcade models. Two fire button locations are activated by a base-mounted slide switch. Extra-long 5' cord.

WICO JOYSTICK
TSC 1110



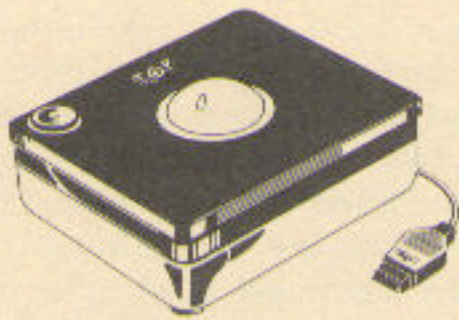
Extra-long arcade-style bat handle grip that moves smoothly and easily into all 8 standard positions. Low-profile, heavy-duty plastic base. (Requires TSC 1140.)

WICO FAMOUS RED BALL JOYSTICKS
TSC 1120



Arcade-type red ball handle that moves smoothly and easily into all 8 standard positions. Low-profile, heavy-duty plastic base. (Requires TSC 1140.)

**WICO TRACKBALL
TSC 1130**



Features injection-molded modular construction. Phenolic ball provides unique 360 degree movement to an infinite number of positions; can also be used to vary the speed of on-screen objects. Quick-action fire button next to the ball, for smooth, two-handed control.

**WICO ADAPTOR
TSC 1140**



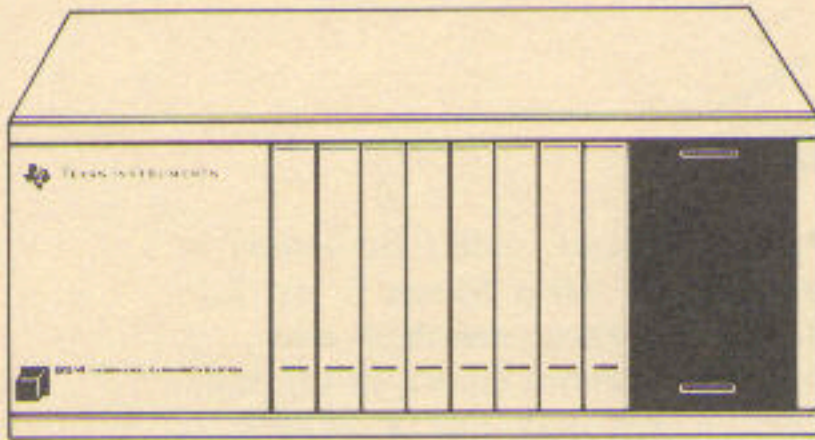
Makes Command joysticks work with the TI Home Computer.

**WICO JOYSTICK EXTENSION CORD
TSC 1150**

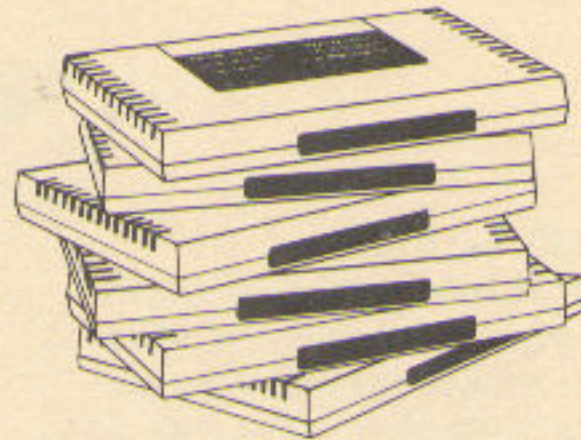


Lets you play your favorite video game from almost anywhere in the room. Available in 6-foot length.

PERIPHERAL EXPANSION SYSTEM

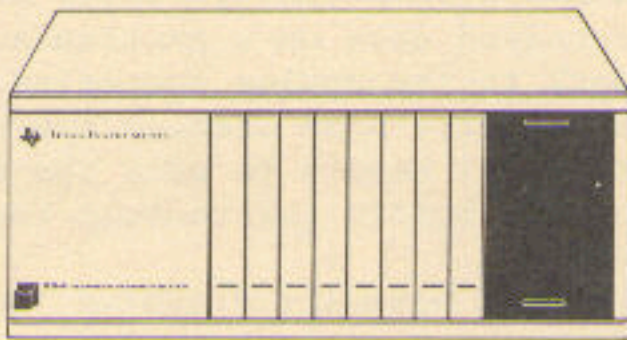


Lets you start simple, then gradually build up a sophisticated system by plugging in additional hardware



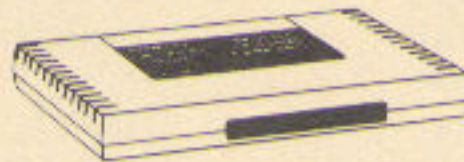
cards. It centralizes most of your hardware in one place, eliminating extra cables and clutter.

PERIPHERAL EXPANSION BOX PHP 1200



The Expansion Box contains a heavy-duty power supply and cooling fan, 7 slots for hardware cards and space for installing a disk drive. The Box is a perfect system match and is designed to sit behind the console, with the monitor sitting on top of it. The hardware cards (sold separately) quickly snap in as system needs grow. Each card has an amber light that monitors system activity. 7.5" high x 18" wide x 12" deep.

MEMORY EXPANSION CARD PHP 1260



The Memory Expansion Card increases the memory capabilities of the Home Computer. The card adds 32K bytes of Random Access Memory (RAM) to the 16K bytes of RAM available with the computer. This expanded memory is designed for use with TI Extended BASIC, Editor/Assembler, TI LOGO, or any other cartridge designed to utilize the additional memory.

(For information on whether or not the memory card can be used with a cartridge, refer to the cartridge owner's manual.) To utilize the Memory Expansion Card, the TI Extended BASIC Cartridge or another specialized cartridge MUST be inserted in the computer console. The TI BASIC computer language which is built into the computer and most software packages cannot make use of the memory card.

RS-232 CARD
PHP 1220



The RS-232 Card is a communications adapter that enables you to connect a wide range of accessory devices to your Home Computer. You can list programs on a printer, send and receive data from a terminal, exchange TI BASIC programs directly between Home Computers, and much more. By adding a Telephone Coupler (Modem) and the Terminal Emulator II cartridge, your Home Computer can communicate with other computers and terminals over ordinary telephone lines. With an optional "Y" cable, two RS-232 serial ports are available for independent usage. You can access an office computer or time-sharing network from your own home, using your Home Computer as a remote terminal to send and receive data. And you can write TI BASIC language programs which use EIA RS-232C compatible devices, including printer, plotters, video display terminals, and other computers. The RS-232 Card has a parallel I/O feature which handles both input and output data in an 8-bit format. The parallel I/O port interfaces directly with printers that accept data in a parallel format which saves you the expense of an RS-232 Interface on the printer.

RS-232 Card Specifications:

All functions are programmable from a BASIC program.

Baud Rates: 110, 300, 600, 1200, 2400, 4800, or 9600.

Number of Data Bits: 7 or 8.

Parity: None, odd, or even.

Number of Stop Bits: 1 or 2.

Software Programmable and

Software Functions: Carriage return automatically added to the end of all output records unless disabled. If disabled, forces Nulls and Linefeed (see below) to be disabled also.

Nulls: Normally disabled, but if enabled will automatically add 6 null characters between the carriage return and the linefeed characters.

Linefeed: Automatically added at end of record.

Echo: Automatically echoes all received data on a particular port back to the device connected to that port. Also enables the remote terminal device to edit the data record before the console receives it.

Parity: Normally disabled, but if enabled will check for parity errors and generate an error code if any are found.

BASIC Language Interface: The RS-232 Card contains all the software necessary to interface with the Home Computer's File Management system and is controlled from TI BASIC. The OPEN, CLOSE, INPUT, PRINT, OLD, and SAVE statements can be used to input and output data through the two ports of the RS-232. The INPUT and PRINT statements can input and output data to a terminal. The LIST command can produce a printed copy of a TI BASIC program. The OLD and SAVE commands can transfer a copy of a TI BASIC program from one TI Home Computer to another.

RS-232 CARD (Continued)

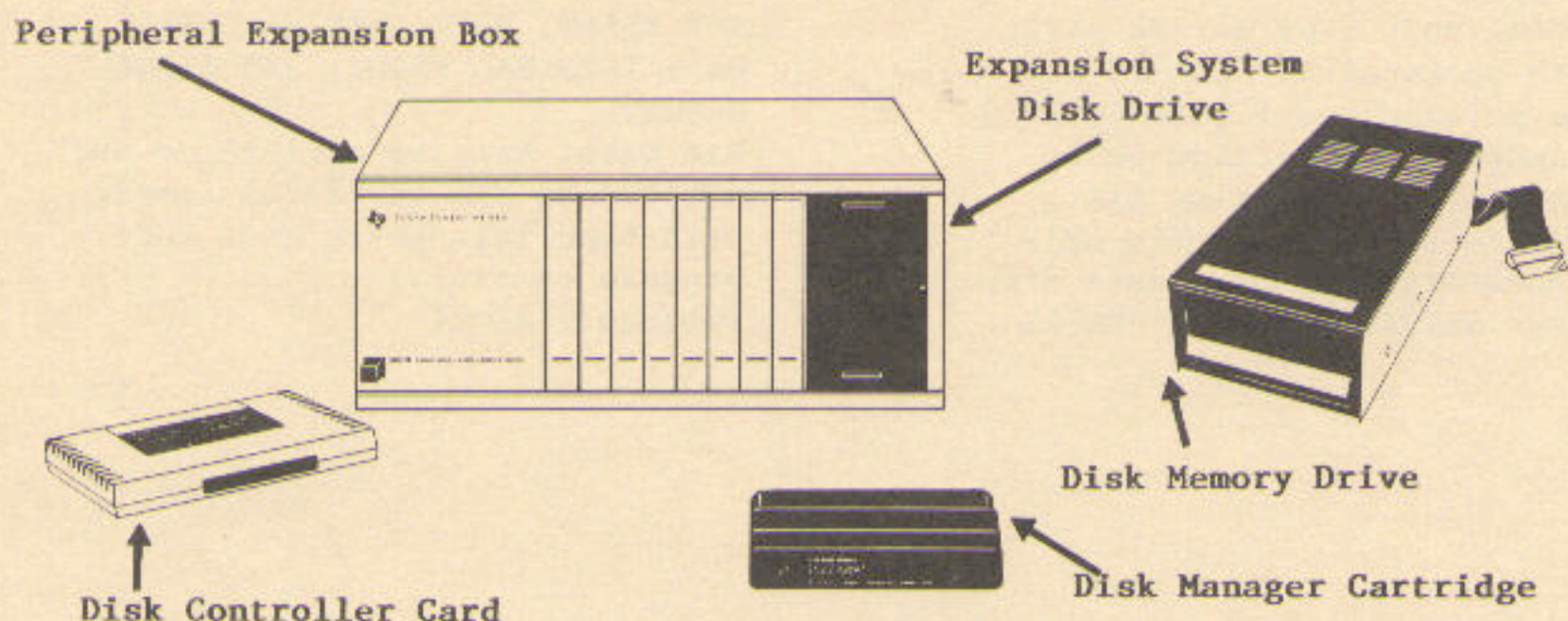
Peripheral Connection: One serial port (two serial ports with optional "Y" cable) and one parallel port (EIA RS-232C standard). Connection is by means of cables using EIA RS-232C standard 25-pin male connectors. Seven signals are used: SERIAL DATA IN, SERIAL

DATA OUT, CLEAR TO SEND, DATA SET READY, DATA CARRIER DETECT, DATA TERMINAL READY, and SIGNAL GROUND.

EIA Data: Data is serialized and shifted to EIA (RS-232C) levels with baud rate selectable under program control.

Protocol: ASCII

DISK MEMORY SYSTEM

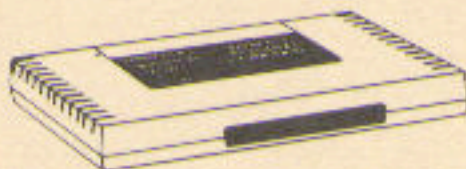


The Disk Memory System is a powerful combination of computer hardware and software that allows you to store and retrieve data quickly and accurately on a 5-1/4 inch diskette (sold separately). The most important use of the disk system is storage and retrieval of information via TI BASIC programs.

Save Programs: Each diskette holds over 737,000 bits of information. As an example, you can store about 100 BASIC programs, each 50 lines long, on a diskette.

Store and Retrieve Data: You can, through a BASIC program, update the information in your files so that they contain the latest, most accurate data. The Texas Instruments disk system represents a major advance over other systems. Because the control software needed for the disk system is in permanent ROM, in the Disk Manager Cartridge, and in the controller, the disk system uses a relatively small amount of working space in the computer's available memory (RAM).

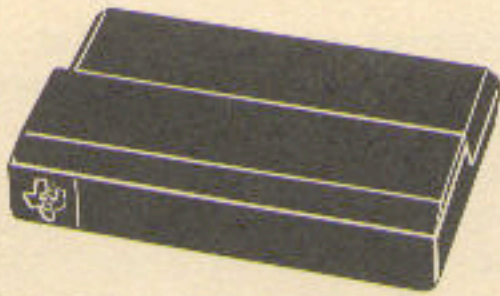
DISK CONTROLLER CARD PHP 1240



The Disk Controller Card tells a disk drive where to position the magnetic head in order to read or write information properly. The controller also puts an index on the disk, making the data that has been written easy to locate. It can control up to

three disk drives - one Expansion System Disk Drive (PHP 1250) and one or two Disk Memory Drives (PHP 1850). One Disk Manager Cartridge is included with each Disk Controller Card. System can control single or double-sided disk drives.

DISK MANAGER CARTRIDGE
(Included w/Disk Controller Card)



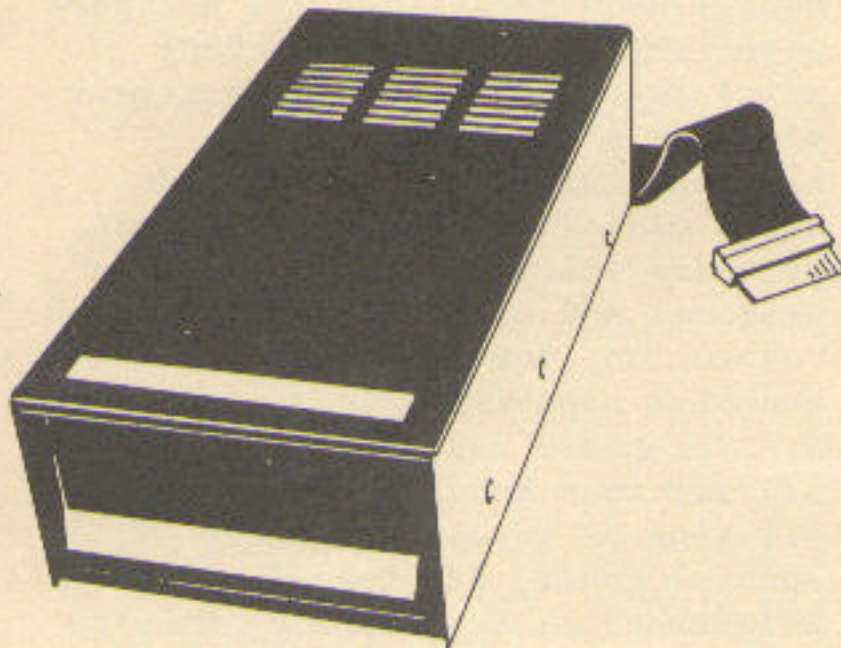
The Disk Manager Cartridge helps you maintain the information on your diskettes. Naming and renaming files, deleting files, copying files, and copying diskettes all can easily be performed with the Disk Manager Cartridge plugged into the computer console.

EXPANSION SYSTEM DISK DRIVE
PHP 1250

The Expansion System Disk Drive is designed to fit into the space provided in the Expansion Box. The single-sided, single-density drive allows storage of up to 90K bytes of information per disk. In addition, it allows you to run many TI and third party software programs which are

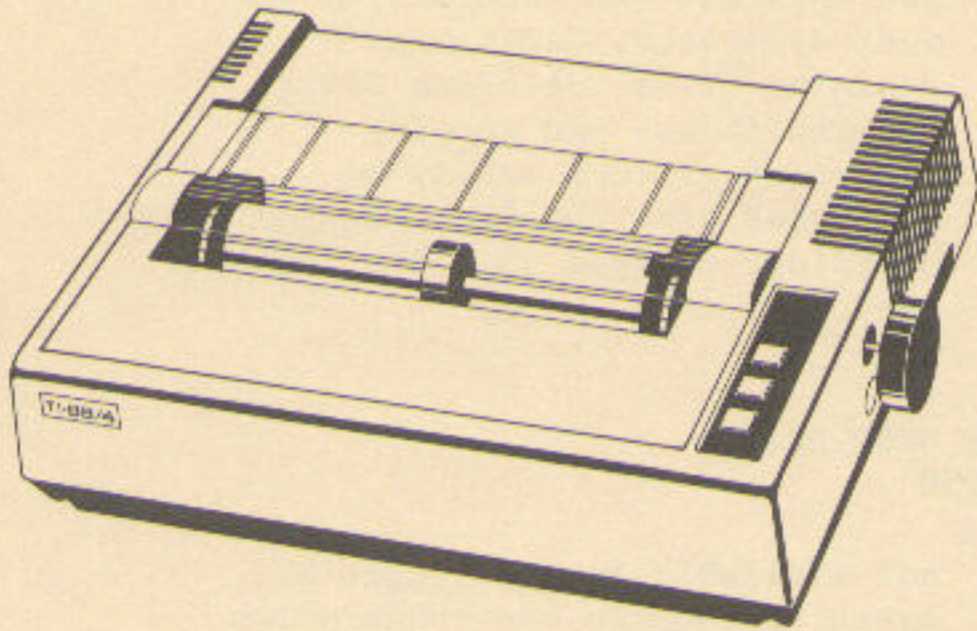
not available in cartridges or cassettes and to use those which require the storage and manipulation of large amounts of data such as Tax/Investment Record Keeping and Household Budget Management. Requires Peripheral Expansion Box and Disk Controller Card.

DISK MEMORY DRIVE
PHP 1850



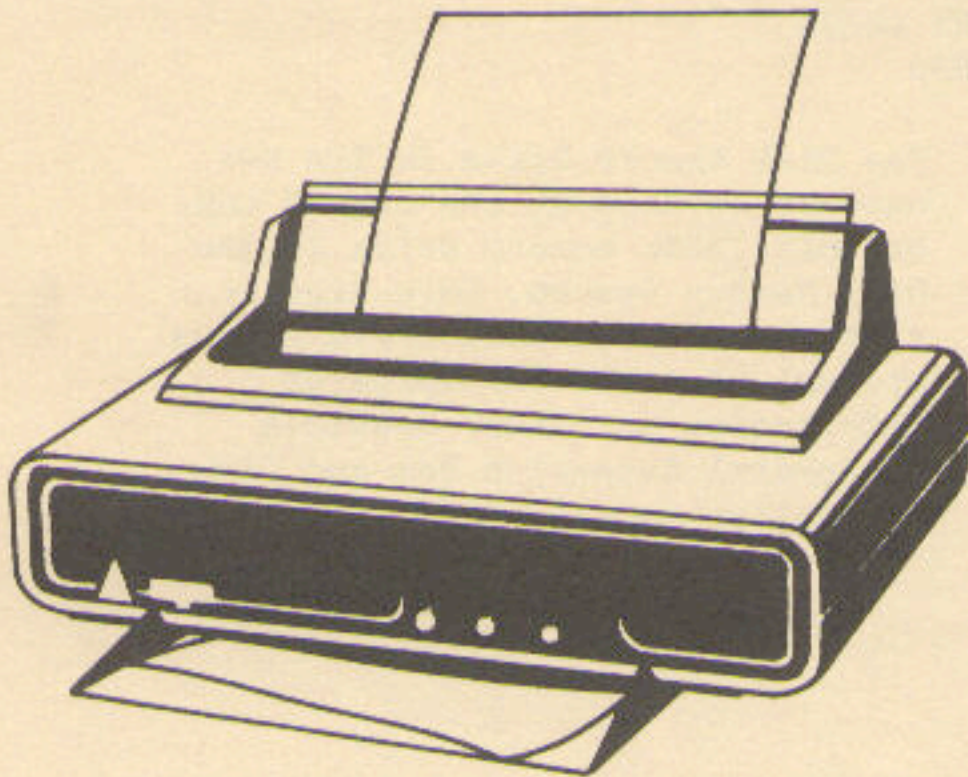
The Disk Memory Drive in its own cabinet is used as the second and/or third disk memory drive in the Disk Memory System. This single-sided, single-density drive allows storage of up to 90K bytes of information per disk. Requires Peripheral Expansion Box and Disk Controller Card.

**TI IMPACT PRINTER
PHP 2500**



This letter-size, quiet, high performance, low-cost, dot matrix impact printer features 80 character per second bi-directional printing, three type sizes and four distinct printing densities. The TI Impact Printer also features a long-life 9 x 9 dot matrix print/head that is easily replaced. The printer can handle 40, 66, 80, and 132-column widths and can print text or graphic data. Requires RS-232 interface.

**MPI PRINTMATE 99 PRINTER
TSC 3005**



The MPI PrintMate 99 with standard sprocket feed has four operator or software selectable character densities and font styles as standard features. Data printouts can be formatted in 80, 96, or 136 column lines using

7 x 9 matrix characters. High quality printouts for correspondence using an 11 x 9 matrix and serif-style font can be printed in an 80 column format. Double wide characters are software selectable for any of the four print selections and can be inter-mixed on a line for message highlighting. A full upper and lower case 96 character ASCII set provides crisp, clear copy on the original and up to two copies. High resolution, dot addressable graphics capability is included as a standard feature for those applications requiring plotting, printing of screen graphics, special fonts, drawing of illustrations or producing special characters and identification marks. The horizontal dot spacing can be easily modified through the selection of one of four horizontal dot densities. Printer cable is included and installed; dip switches pre-set for TI Home Computer. Requires RS-232 interface.

**MPI #A-002 SINGLE SHEET FEEDER
TSC 3020**

Optional accessory that lets you feed single sheets of paper into your MPI printer, eliminating the need for continuous form paper.

**MPI #A-003 "QT" COVER
TSC 3030**

Optional accessory that helps muffle the printer noise.

OTHER COMPUTER ACCESSORIES

**CASSETTE CABLE
TSC 1070**

Allows you to connect a cassette recorder to your home computer console for program or data storage.

**MONITOR CABLE
PHA 2010**

Allows you to connect any computer video monitor to the TI Home Computer.

**RS-232 Y-CABLE
PHA 2620**

Allows you to connect two RS-232 devices (such as printer and modem) to the RS-232 Card.

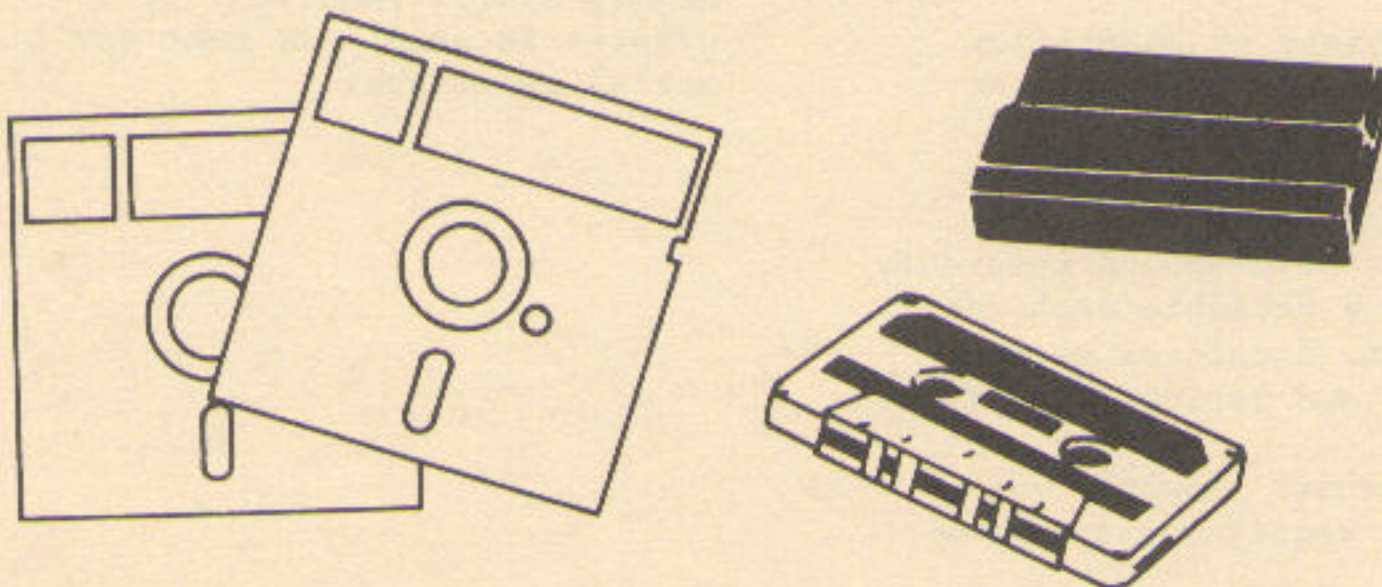
HOME COMPUTER APPLICATION PROGRAMS

Application programs (software) for the TI Home Computer come in various forms. The simplest form to use is a program cartridge, also called a command module. To use a cartridge, you simply slide it into the slot on the front of the computer. Cartridges generally can be used with a basic computer system consisting of the TI Home Computer and a TV or monitor. In this handbook if a cartridge requires equipment other than the basic computer system, the requirements are found with the description, after the words "Peripheral Requirements."

To use a cassette program for the computer, you need the TI program recorder or another TI-99/4A-compatible tape recorder. If you have or purchase a recorder other than the TI recorder, you can buy a single or dual cassette cable for it from Tronics.

Disk programs can be used with the TI Home Computer if you have the Disk Memory System. A disk memory system consists of the Peripheral Expansion Box with a Disk Controller Card and at least one disk drive, although up to 3 drives can be used.

On the following pages, application programs that are available in cartridge, cassette, and disk format for the TI-99/4A Home Computer are described.



HOME MANAGEMENT/PERSONAL FINANCE - Cartridge

Home Financial Decisions

PHM 3006

A valuable, step-by-step guide to help answer your everyday financial questions. Helps you make informed decisions regarding general loans, home and car buying and personal savings. Also lets you compare differences between leasing and buying and much more.

Target Audience: Adults

Peripheral Requirements: None

Household Budget Management

PHM 3007

Helps set budget guidelines, track income and expenses, spot problem areas and keep easily accessible records. Set up a budget system to coordinate your income and expenses for the coming year - month by month, category by category. Compare your actual income and expenses to previously projected figures to help find problem areas. Also provides instant graphic analysis and tables.

Target Audience: Adults

Peripheral Requirements: Cassette or Disk Memory System recommended.

Securities Analysis

PHM 3012

Offers a variety of securities analysis techniques. Important financial tools such as stock analysis, call options, option spreads, bond analysis, calculations of compound interest, annuities and variable cash flow are included. Excellent package for brokers and serious investors.

Target Audience: Adult

Peripheral Requirements: None

Personal Record Keeping

PHM 3013

Create, maintain and utilize a computer-based filing system that's useful and convenient for a variety of applications - including home inventory for insurance purposes, car maintenance records, medical and dental records, and a complete reference medium for birthdays, anniversaries and other important occasions.

Target Audience: Adults

Peripheral Requirements: Cassette or Disk Memory System recommended.

Tax/Investment Record Keeping

PHM 3016

Provides an aid for organizing and recording your tax and investment data in a single, flexible filing system. Lets you keep track of assets, liabilities, income and expenses. An easy tool to use - one that will be especially appreciated around tax time. Record both your taxable and tax-exempt income, track expenses and keep track of what is tax-deductible. You can even determine your net worth.

Target Audience: Adults

Peripheral Requirements: Disk Memory System required. If a printer is used, you must use a serial interface.

HOME MANAGEMENT/PERSONAL FINANCE - Cartridge

Personal Real Estate PHM 3022

Many alternative personal real estate investments can be easily evaluated with this module. It can also be a valuable educational tool - closely follows techniques used by the Realtors National Marketing Institute. An excellent package for real estate agents and investors.

Target Audience: Adults
Peripheral Requirements: Cassette or Disk Memory System recommended.

Personal Report Generator PHM 3044

This cartridge produces reports to your design specifications from files created with the Personal Record Keeping or Statistics cartridge (sold separately). The cartridge has two main sections: Data File Management and Report Management. The Report Management section lets you operate directly on existing data files to design report formats, test formats before printing out full reports, modify report formats for correction or update, print reports, and save and load report formats for use with other data files. The options of Data File Management offer unique file manipulation capabilities not available in the Personal Record Keeping or Statistics cartridges. For example, you can add items to previously defined files, delete items from a defined file, and combine two compatible files to create one file.

Target Audience: Adults
Peripheral Requirements: TI Impact Printer, RS-232 interface, and Personal Record Keeping cartridge required. Disk Memory System or Cassette Recorder recommended.

TI Writer PHM 3111

The TI Writer Solid State Software Word Processing cartridge was designed to provide many of the features of a larger, more complex word processing system to users of the TI-99/4A Home Computer. Text editing and formatting features include: inserting and deleting text and lines, automatic paragraph indention, right margin justification, automatic word wrapping, overstriking and underlining, moving and copying text, and document reformatting.

Target Audience: Adults
Peripheral Requirements: Peripheral Expansion Box, Disk Drive and Controller, 32K Memory Expansion, TI Impact Printer and RS-232 Card required.

Microsoft Multiplan PHM 3113

Microsoft Multiplan is a second-generation worksheet with many advanced features and ease-of-use built in. One of the most powerful modeling and planning tools ever invented, Multiplan can be used for any spreadsheet type of application.

Target Audience: Adults
Peripheral Requirements: Peripheral Expansion Box, Disk Drive and Controller, 32K Memory Expansion required. TI Impact Printer and RS-232 Card recommended.

HOME MANAGEMENT/PERSONAL FINANCE - Disk and Cassette

Mailing List PHD 5001 Disk

Stores, alphabetizes, sorts or searches for mailing list information. Handles names, addresses, telephone numbers and other related mailing information. Keeps mailing list information for business associates, Christmas card recipients, or even your bowling team. Also provides quick and easy "look up" procedures.

Target Audience: Adults
Peripheral Requirements: Disk
Memory System.

Personal Financial Aids PHD 5003-Disk PHT 6003-Cassette

A powerful computerized tool for dealing with many home financial situations. Capabilities include statement development; programs on loan amortization schedules; depreciation computations and mortgage analysis.

Target Audience: Adults
Peripheral Requirements: Disk
Memory System or Cassette
Recorder.

Checkbook Manager PHD 5021 Disk

Maintain records of checks, deposits and running balances to reconcile with your bank statements. Add or change entries and your balance is automatically updated. Checks can also be entered by account to see how much is spent on specific bills or articles. "Sort" and "sum-by-account" features are also provided.

Target Audience: Adults
Peripheral Requirements: Disk
Memory System.

Business Aids Library - Finance Management PHD 5022 Disk

Helps project how much money is needed to sustain a business and how much capital cost will be. Also contains some other common business calculations - depreciation, amortization, variable and grouped cash flows and annuities.

Target Audience: Adults
Peripheral Requirements: Disk
Memory System.

Business Aids Library - Inventory Management PHD 5024 Disk

Allows for inventory update and movement tracking. Can perform stock evaluations by cost, profit margin or price. Personal Record Keeping and Statistics Solid State Software Cartridges add sorting and statistical evaluation capabilities. One of the two cartridges is required.

Target Audience: Adults
Peripheral Requirements: Disk
Memory System, Personal Record
Keeping or Statistics cartridge
required. Printer recommended.

HOME MANAGEMENT/PERSONAL FINANCE - Disk and Cassette

**Business Aids Library -Cash
Management
PHD 5029 Disk**

Provides a method of forecasting the amount of cash available to your company. By estimating your cash flow, you can make more knowledgeable managerial decisions. Up to six forecasts with up to twelve periods per forecast can be projected at any one time. Beginning and ending balances are maintained in each period for cash, receivables, investments, payables, and inventory. Twenty categories of data are available in each forecast - eighteen categories for expenses and income, one category for sales unit, and an automatically calculated gross margin category. If a printer is attached, you may print any portion of a forecast.

Target Audience: Adults
Peripheral Requirements: Disk
Memory System and Extended
BASIC cartridge.

**Business Aids Library -
Lease/Purchase Decisions
PHD 5038-Disk PHD 6038-Cassette**

With the Capital Investment Analysis Model you can determine whether an investment in any capital project will be economically beneficial to the company. Prospective investments can be ranked according to their financial desirability so you may choose the one producing the greatest bottom-line profit. The Lease Evaluation model provides lessors with a profitable bidding strategy. Lessors, third party lenders and lessees can quickly ascertain the financial implication to the lessor of any lease agreement. The Lease or Buy Decision model compares alternate methods of financing a capital expenditure.

Target Audience: Adults
Peripheral Requirements: Disk
Memory System or Cassette
Recorder required. Printer
recommended.

EDUCATION/PERSONAL ENRICHMENT - Cartridge

Early Learning Fun PHM 3002

Colorful, exciting, and educational activities help teach shape, number and letter recognition, counting, sorting, and the alphabet - as well as teaching computer skills. Fun for children.

Target Audience: Children,
ages 3 to 6.
Peripheral Requirements: None

Beginning Grammar PHM 3003

Engaging and colorful activities that introduce the basic parts of speech and how they are used to build sentences. Valuable practice and hours of fun for children.

Target Audience: Children,
grades 2-5
Peripheral Requirements: None

Number Magic PHM 3004

An exciting math-education program. Provides valuable enrichment and drill and practice in basic mathematics with exciting full-color displays and sound. In the tradition of Texas Instruments highly popular Little Professor and Dataman learning aids. Rewarding fun and learning for children.

Target Audience: Children,
ages 6 and up.
Peripheral Requirements: None

Video Chess PHM 3008

This powerful, easy-to use package keeps track of all moves, gives you help if you

want it and provides a challenging opponent - or play with an opponent of your choice. You can choose the level of difficulty and the computer can even save a game for later replay.

Target Audience: Teens - Adults
Peripheral Requirements: None.

Physical Fitness PHM 3010

Helps you in planning (and staying with) an exercise program designed especially for you. Based on guidelines from the President's Council on Physical Fitness. Recommended ages 13 and up.

Target Audience: Teens - Adults
Peripheral Requirements: None

Early Reading PHM 3015

Engaging color graphics and computer speech introduce and reinforce important reading skills. Great learning experience and fun for beginning readers. Developed by TI in conjunction with the educational staff of Scott, Foresman and Company.

Target Audience: Children, grades K-1
Peripheral Requirements: None

Music Maker PHM 3020

A music composition package that lets even a novice composer create computer music by simply arranging notes on an electronic musical staff. A terrific home music introduction tool for children and adults. Create your own musical compositions with this easy-to-use package.

Target Audience: Children - Adults
Peripheral Requirements: Disk Memory System or Cassette Recorder recommended; Joysticks optional.

EDUCATION/PERSONAL ENRICHMENT - Cartridge

Addition/Subtraction 1 PHM 3027

This is the initial cartridge in a series developed in conjunction with Scott, Foresman and Company, a leading publisher of educational textbooks. Teaches basic arithmetic skills provides drills for reinforcement.

Target Audience: Children,
grades K - 1
Peripheral Requirements: Speech
Synthesizer recommended.

Addition/Subtraction 2 PHM 3028

Second in a series of addition and subtraction tutorial packages involving more difficult problems and techniques than found in Addition/Subtraction 1. Developed in conjunction with Scott, Foresman and Company.

Target Audience: Children,
grades 1-2
Peripheral Requirements: Speech
Synthesizer recommended.

Multiplication 1 PHM 3029

Another math tutorial tool that teaches the basics of multiplication. Excellent step-by-step teaching process makes learning fun. Developed in conjunction with Scott, Foresman and Company.

Target Audience: Children,
grades 3-4
Peripheral Requirements: Speech
Synthesizer recommended.

TI LOGO PHM 3040

This child-appropriate computer language not only develops

computer awareness, but enriches a child's math, logic, music, and communication skills as well. Based on a philosophy of education developed by Seymour Papert and the staff of the Artificial Intelligence Laboratory at the Massachusetts Institute of Technology (MIT), TI LOGO creates computer based environments in which mathematics and other areas of "formal" learning can occur in a natural manner. Students actually teach the computer how to do things. The package was developed in conjunction with the MIT staff.

Target Audience: Children, but
also good for
adults
Peripheral Requirements: Peripheral
Expansion Box and 32K Memory
Expansion required. Cassette
Recorder or Disk Memory System
optional.

Reading Fun PHM 3043

Developed for children in grade two, this package allows children to learn more about the world as they practice basic reading skill. Package features a four-part learning skills program including three stories and accompanying drills called "Try It Out." The fourth part incorporates all skills into a final story. The three reading skills in this cartridge include "Problems In Stories," "Why Things Happen," and "How People Feel." Developed by Scott, Foresman and Company.

Target Audience: Children, grade 2
Peripheral Requirements: Speech
Synthesizer recommended.

EDUCATION/PERSONAL ENRICHMENT - Cartridge

Reading On PHM 3046

Developed for children in the third grade, Reading On teaches skills required to understand maps, graphs and schedules. The package features a four-part learning skills program including three stories and accompanying drills called "Try It Out." The fourth part incorporates all skills into a final story. Developed by Scott, Foresman and Company.

Target Audience: Children, grade 3
Peripheral Requirements: Speech Synthesizer recommended.

Reading Roundup PHM 3047

Created by TI and Scott, Foresman and Company to provide learning opportunities for students in grade four. The three reading skills areas of this cartridge are "Figures of Speech," "Word Meanings," and "Idioms." The program features a four-part learning skills program which includes three stories and accompanying drills called "Try It Out," and a fourth part which incorporates all skills into a final story. Developed by Scott, Foresman and Company.

Target Audience: Children, grade 4
Peripheral Requirements: Speech Synthesizer recommended.

Reading Rally PHM 3048

Designed for students at a fifth grade level, Reading Rally provides students with practice on basic reading skills with stories about the more sophisticated topics of "Fact and Opinion," "Arthur's Purpose," and "Bias and Connotation of Words."

Includes a four-part learning skills program including three stories and accompanying drills called "Try It Out," and a fourth part that incorporates all skills into a final story. Developed by Scott, Foresman and Company.

Target Audience: Children, grade 6
Peripheral Requirements: Speech Synthesizer recommended.

Division 1 PHM 3049

Animation, color, and graphics are used to teach the meaning of division and division basic facts. Concepts are taught and practiced. Users are automatically provided extra help if their performance is low. Designed for grades three through five, this cartridge offers enrichment material for earlier grades and remedial material for later grades. The cartridge comes with reproduceable record-keeping forms and worksheets. Developed in conjunction with Scott, Foresman and Company.

Target Audience: Children,
grades 3-5
Peripheral Requirements: Speech Synthesizer recommended.

EDUCATION/PERSONAL ENRICHMENT - Cartridge

Scholastic Spelling - Level 3-6 PHM numbers listed below

Contains 36 lessons and three spelling games. Each of the 36 lessons has 20 spelling words. Every sixth lesson is a review with 20 words from the previous five lessons. Students can select any of the 36 lessons and any of the three games for a total of 108 different activities. The first game, "Spelling Bee," is a drill and practice spelling game of diminishing clues. The second game, "That Did It," develops proficiency in spelling patterns of the English language. The third game, "Space Race," tests spelling proficiency in game format. This program was developed in conjunction with Scholastic Publishing Company, Inc.

Level 3 Cartridge: PHM 3059
Level 4 Cartridge: PHM 3060
Level 5 Cartridge: PHM 3061
Level 6 Cartridge: PHM 3062

Target Audience: Children
Peripheral Requirements: Speech Synthesizer required.

Touch Typing Tutor PHM 3064

Teaches the beginning typist to touch type using the TI-99/4A keyboard. Also helps the reviewer to improve speed and accuracy at touch typing. Includes lessons covering letters, numbers and symbols; a diagnostic section with word-per-minute (WPM) timing; individual keystroke analysis and practice; and a practice game to improve typing speed. TI-99/4A only.

Target Audience: Children - Adults
Peripheral Requirements: None

Reading Flight PHM 3082

This cartridge, developed for children at a sixth grade level, presents students with three stories for the purpose of teaching classifying information, summarizing information, and the concepts of outlining information. The program is divided into a four-part learning skills program including three stories and accompanying drills called "Try It Out," and a fourth part which incorporates all skills into a final story. Developed by Scott, Foresman and Company.

Target Audience: Children, grade 6
Peripheral Requirements: Speech Synthesizer recommended.

Computer Math Games VI PHM 3088

Designed with progressive levels of difficulty, this cartridge has games incorporating basic functions and exponents. Including color graphics and music. For one to three players. Developed by Addison Wesley Publishing Company.

Target Audience: Children,
grades 1 to 9
Peripheral Requirements: None.

Target Audience: Children,
grades 1-9
Peripheral Requirements: None

EDUCATION/PERSONAL ENRICHMENT - Cartridge

Milliken Math Series **PHM numbers listed below**

Each of these programs provides drill and practice for math basic for grades Kindergarten through 8. Programs include color graphics and reward sound effects. Developed by Milliken Publishing Company.

Addition PHM 3090
Subtraction PHM 3091
Multiplication PHM 3092
Division PHM 3093
Integers PHM 3094
Fractions PHM 3095
Decimals PHM 3096
Percents PHM 3097

Target Audience: Children
grades K-8
Peripheral Requirements: None.

Alligator Mix **PHM 3114**

Friendly, but finicky alligators lurk in this colorful swamp. They are hungry and they must be fed - but they only eat apples which bear the correct answers to the addition or subtraction problems which appear on their stomachs. You open the mouth of the alligator when an apple with the correct answer appears and close it rapidly when the answer and problem do not match. But beware. Feeding one alligator successfully lures other alligators to rise from the swamp ready for their own sets of apple problems. Alligator Mix provides practice with both addition and subtraction problems for numbers 0-9. "HITS" and "MISSES" are recorded in the swamp at the bottom of the screen. You control the opening and closing of the

mouth of the alligator by either keyboard or joystick control.

Target Audience: Children
Peripheral Requirements: Joysticks optional.

Alien Addition **PHM 3115**

Waves of alien invaders challenge a missile base far from Earth. The aliens can only be stopped by firing a mobile laser cannon which "equalizes" the enemy by firing correct answers which correspond with the addition problems on the invading alien spacecraft. Your quick reflexes and rapid addition skills are all that stands between the defenders of the missile base and the enemy invaders. Alien Addition provides practice with addition problems from 0-9. "HITS" and "MISSES" are recorded at the bottom of the screen. Players can fight the alien forces using either keyboard or joystick control.

Target Audience: Children
Peripheral Requirements: Joysticks optional.

EDUCATION/PERSONAL ENRICHMENT - Cartridge

Demolition Division PHM 3116

Four tanks, each carrying a division problem, advance menacingly toward the four barricades which defend each of your cannons. Your only ammunition against these enemies is the correct answer to the division problem which each tank carries. Quickly, move the answer next to the cannon and fire once again with the correct-answer ammunition necessary to save it too. Fast action and rapid division may yet keep back the enemy. Demolition Division provides practice with division problems for numbers 0-9. "HITS" and "MISSES" are recorded at the bottom of the screen. You may fight the enemy tanks using either keyboard or joystick control.

Target Audience: Children
Peripheral Requirements: Joysticks optional.

Dragon Mix PHM 3117

The vigilant dragon stands guard, but the enemies of the city are everywhere. The fire-breathing dragon can defend the city only when you rapidly match the correct answers to the multiplication and division problems which the invaders carry. With your skill in multiplication and division and the dragon's power, you can succeed. You fire. Victory! But if you are wrong, the enemy advances to bomb the city. Dragon Mix provides practice with multiplication and division problems for numbers 0-9. "HITS" and "MISSES" are recorded at the

bottom of the screen on the road leading to the city. You can help the dragon defend the city using either keyboard or joystick control.

Target Audience: Children
Peripheral Requirements: Joysticks optional.

Minus Mission PHM 3118

A robot fights valiantly to defend its territory from the "creeping slime" above it. Blobs of slime carrying subtraction problems drop down upon the robot who can only destroy the blob if you provide it with the correct answer. You must help the robot fight back against this vile enemy. Minus Mission provides practice with subtraction problems for numbers 0-9. "HITS" and "MISSES" are recorded in the "creeping slime" at the top of the screen. Players can help the robot in its battle with the slime by using either keyboard or joystick control.

Target Audience: Children
Peripheral Requirements: Joysticks optional.

EDUCATION/PERSONAL ENRICHMENT - Cartridge

Meteor Multiplication **PHM 3119**

A violent "meteor shower" threatens a star station. The inhabitants of the star station defend themselves against each of the meteors which bar multiplication problems by firing a cannon loaded with the correct answer. The defenders need your help - both your quick action and your multiplication skills - to survive this dangerous threat from space. Meteor Multiplication provides practice with multiplication problems for numbers 0-9. "HITS" and "MISSES" are recorded at the bottom of the galaxy. Players can fight on the side of the star station using either keyboard or joystick control.

Target Audience: Children
Peripheral Requirements: Joysticks optional.

Cartridges from Tronics/Scott, Foresman Math Series

Frog Jump **HSM 1010**

Provides practice in numeration skills usually taught in grades 1-3. Exciting animation and sound effects motivate players to spend time practicing vital math skills and familiarize players with the use of the computer. 3 levels of difficulty.

Target Audience: Children,
grades 1 to 3
Peripheral Requirements: None

Picture Parts **HSM 1020**

Provides practice with basic operations of addition, subtraction, and multiplication. Graphics and sound effects

motivate young players to spend time practicing vital math skills and familiarize players with the use of the computer. 3 levels of difficulty.

Target Audience: Children,
grades 1 to 3
Peripheral Requirements: None

EDUCATION/PERSONAL ENRICHMENT
Cartridges From Tronics/Scott, Foresman Math Series

Pyramid Puzzler
HSM 1030

Provides practice in multiplication skills usually taught in grades 3 - 6. Exciting animation and sound effects motivate players to spend hours practicing vital math skills and familiarize players with the use of the computer. 3 levels of difficulty.

Target Audience: Children,
 grades 3 to 6
Peripheral Requirements: None

Star Maze
HSM 1040

Provides practice in division skills usually taught in grades 3 to 6. Exciting animation and sound effects motivate players to spend hours practicing this vital math skill. 3 levels of difficulty.

Target Audience: Children,
 grades 3 to 6
Peripheral Requirements: None

Number Bowling
HSM 1050

Provides practice in decimals and fractions skills. Animation and sound effects motivate players to spend hours practicing these vital math skills. 3 levels of difficulty.

Target Audience: Children,
 grades 6 to 8
Peripheral Requirements: None

Space Journey
HSM 1060

Provides practice in percent skills. Exciting animation and sound effects motivate players to spend hours practicing these vital math skills. 3 levels of difficulty.

Target Audience: Children,
 grades 6 to 8
Peripheral Requirements: None

EDUCATION/PERSONAL ENRICHMENT - Disk and Cassette

Teach Yourself BASIC

PHD 5007-Disk PHT 6007-Cassette

Learn to program in BASIC the easy way - let the computer teach you! Gives hands-on experience with everything from simple commands to color graphics and sound. For TI-99/4A. Developed in conjunction with Wolfdata Corporation.

Target Audience: Adults
Peripheral Requirements: Disk Memory System or Cassette Recorder.

Music Skills Trainer

PHD 5009-Disk PHT 6009-Cassette

A package of four musical ability drills that test musical ability and improve musical skills. Drills include pitch guess, interval recognition, chord recognition and phrase recall. For beginning musicians 10 and up.

Target Audience: 10 - Adults
Peripheral Requirements: Disk Memory System or Cassette Recorder.

Computer Music Box

PHD 5011-Disk PHT 6011-Cassette

Music composition system which allows three-part music to be entered, played, edited and saved for later reloading. It has an automatic chord creation feature to help you compose computer-generated tunes. For ages 10 and up.

Target Audience: 10 - Adults
Peripheral Requirements: Disk Memory System or Cassette Recorder.

Market Simulation

PHD 5018-Disk PHT 6018-Cassette

A simulation package places two of contestants in head-on business competition. Choose the amount of

advertising, how many units to produce, etc., and watch the results. Strikes and economic changes make this educational game even more realistic.

Teach Yourself Extended BASIC

PHD 5019-Disk PHT 6019-Cassette

Learn how to use Extended BASIC through this tutorial program. A progressive learning process helps you learn what can be done with this high-level language. Includes seven chapters of tutorial lessons. For TI-99/4A owners.

Target Audience: Adults
Peripheral Requirements: Disk Memory System or Cassette Recorder and Extended BASIC cartridge recommended.

Music Maker Demonstration

PHD 5020-Disk.

Demonstrates the kind of musical compositions that can be created with the Music Maker Solid State Software Cartridge. Contains five different music files with songs ranging from Christmas and children's songs to some of the most popular classical songs (including Bach).

Target Audience: Children - Adults
Peripheral Requirements: Disk Memory System.

EDUCATION/PERSONAL ENRICHMENT - Disk and Cassette

Bridge Bidding I PHD 5026-Disk PHT 6026-Cassette

Teaches the art of expert bidding to the bridge player. As "south" you select the bid with your cards and the computer provides your partner's and opponents' bids. If after 3 chances you do not give the best or recommended bid, the computer will give you the answer along with an explanation. Excellent bridge bidding tutor. Aimed at intermediate and advanced players.

Target Audience: Adults
Peripheral Requirements: Disk
Memory System cassette recorder.

Speak and Spell Program PHD 5030-Disk

Offers the same features as the popular TI learning aid. Children can hear a word pronounced correctly as they learn to recognize and spell it. Five activities provide valuable tools to make learning fun. "Spell" pronounces a word and asks the child to type the correct spelling. "Mystery Word" selects a word and the child tries to guess it by spelling it correctly. "Say It" prompts a child to say a word and then spell it. "Secret Code" codes a word so that no one can read it until the coded word is entered and decoded by the computer. These and other exercises will help children become more at ease with the spelling of different words.

Target Audience: Children,
grades 2 to 8
Peripheral Requirements: Disk
Memory System and Speech
Synthesizer.

Bridge Bidding II PHD 5039-Disk PHT 6039-Cassette

Developed for Texas Instruments by Robert Hammon and Robert Wolff of the Dallas "Aces," this second-in-a-series package lets you practice slam bidding. In addition, the program explains some of the bridge bidding conventions which can help you determine whether you should bid a grand slam, a small slam, or no slam. With this second program on their bidding series, Hammon and Wolff continue to give you the benefit of their experience and to share some of their secrets for bidding. You will learn the art of ace asking, the sources of tricks, what is an adequate trump suit, cue bidding, asking bids, Blackwood Gerber and Grand Slam force conventions.

Target Audience: Adults
Peripheral Requirements: Disk
Memory System or Cassette Recorder.

Bridge Bidding III PHD 5041-Disk PHT 6041-Cassette

Third in the series of Bridge Bidding packages, this set of programs covers competitive bidding. Tips are given on bridge discipline, partnership trust, preemptive bids, take out bids, high level judgment, Michael's unusual no trump and Landy conventions.

Target Audience: Adults
Peripheral Requirements: Disk
Memory System or Cassette Recorder.

Spell Writer

PHD 5042-Disk PHT 6042-Cassette

Three Speak and Spell packages using Text-to-Speech technology. Consists of a program enabling the design of customized spelling lessons, a program in word games and a file transfer program to make additional copies of word lists. Virtually unlimited vocabulary is attainable using required Terminal Emulator II package and Speech Synthesizer.

Target Audience: Children

Peripheral Requirements: Terminal Emulator II cartridge and Speech Synthesizer required.

Beginner's BASIC Tutor

PHD 5067-Disk PHT 6067-Cassette

Learn to program in BASIC the easy way - let the computer teach you! Gives hands-on experience with everything from simple commands to color graphics and sound. For the TI-99/4A only. Developed in conjunction with Wolfdata Corporation.

Target Audience: Adults

Peripheral Requirements: Disk Memory System or Cassette Recorder.

SCOTT, FORESMAN SCHOOL MANAGEMENT APPLICATION PROGRAMS

All of these Application Programs require: TI-Home Computer (PHC 204A), Color Monitor (PHA 4100 or TSC 4121), Peripheral Expansion System (PHP 1200), RS-232 Card (PHP 1220), Disk Controller Card (PHP 1240), Expansion System Disk Drive (PHP 1250), RS-232 Y Cable (PHA 2620) and a Printer. An asterisk (*) after the program title means that a Disk Memory Drive (PHP 1850) is also required.

Attendance Recorder * **HSM 1405**

Intended Market	This application is designed to be used by school attendance clerks, homeroom and classroom teachers, counselors, truancy officers, and administrators.
Capacities	Each pair of diskettes used with the Attendance Recorder application module can hold: A school year of up to 12 months and up to 255 school days. Records for up to 1000 students, 600 to a grade. 13 grades, kindergarten through 12th. 255 attendance records (absences and tardies) per student per year.
Contents	The Attendance Recorder application module One package of 5 blank 5 1/4-inch diskettes One user's reference manual
Application Summary	The Attendance Recorder application maintains current records on student absences and tardies. It monitors daily and cumulative absences and tardies according to any length attendance reporting period designated by the user.
Features and Benefits	Attendance information may be entered either by using the data keyboard or time-saving Optical Card Reader and Attendance Cards . Copies of reports can be used by homeroom and classroom teachers to aid in taking daily attendance. Cumulative attendance figures can be used to prepare reports for school, district, or government agencies.
Reports	Provide detailed and summary lists of daily absences and tardies, with space for handwritten comments by teachers or counselors. Display up-to-date student information, such as grade, homeroom, and telephone number, to aid in contacting absent or tardy students. Show year-to-date attendance information for the entire semester, quarter, or month, which can be presented at faculty/administration meetings. Print convenient self-adhesive attendance labels which can be affixed to student file folders containing academic or personal records.

SCOTT, FORESMAN SCHOOL MANAGEMENT APPLICATION PROGRAMS

All of these Application Programs require: TI-Home Computer (PHC 204A), Color Monitor (PHA 4100 or TSC 4121), Peripheral Expansion System (PHP 1200), RS-232 Card (PHP 1220), Disk Controller Card (PHP 1240), Expansion System Disk Drive (PHP 1250), RS-232 Y Cable (PHA 2620) and a Printer. An asterisk (*) after the program title means that a Disk Memory Drive (PHP 1850) is also required.

Class Data Recorder HSM 1406

Intended Market	This application is to be used by classroom teachers to record scores, calculate grades, and present progress reports to students, parents, and administrators.
Capacities	Each diskette used with the Class Data Recorder application module can hold: 40 student names 4 terms or marking periods 40 assignments per student per term or marking period (total 6400 assignments and scores)
Contents	The Class Data Recorder application module One package of 5 blank 5 1/4-inch diskettes One user's reference manual
Application Summary	The Class Data Recorder application stores and analyzes assignment scores. The computer calculates up-to-date individual or classroom scores, displaying them as raw scores, percentages, and letter grades.
Features and Benefits	Assignments can be weighted at the teacher's discretion, increasing the relative importance of one assignment to another. Less critical assignments can be designated pass/fail, providing a versatile means of grading assignments. One diskette can hold the records for one class for an entire year, creating a composite record which can be referred to at any time. All data can be entered and edited easily, allowing for individualized scoring and absences on days when assignments are graded.
Reports	Display summaries of individual student or total class performance on specific assignments. Produce progress reports which can be used in conferences with parents, students, and administrators. Provide a student rank list according to the weighted percentage of assignment scores or according to the total points earned. Give frequency of scores within a designated range, assisting in creating a curve for the purpose of calculating assignment or final grades.