

## New Product Pricing - You say, we listen

Thank you to everyone who has given us excellent feedback on the new products outlined in last week's Newsletter and it was great to meet friends old and new at Stoke Mandeville and Aberdeen at the weekend. You told us that the new product price list is confusing, so we've spent today

to simplify it, and we hope that this will be more straightforward. If not, please let us know. The website shop at [protocab.com/shop](http://protocab.com/shop) has also thrown up some discrepancies, differences between the prices there and the price list you received last week. We've corrected that now with this revised

way to calculate the prices of the various options and, in most cases, results in lower prices than we showed in the list. If you have already paid your pre-order discount, and thank you for that, this will not affect the final price, so you the outstanding balance to pay will mostly be less than you were quoted on the website.

The new products are available as Starter Sets with everything included for the first loco and, for the second and subsequent locos, as Locomotive Kits (containing only the LCU, charging unit and battery). So we have a Base Price based on the 0004P10 Starter Set which contains:

- the 0241 Touch Controller

- 9901 mains adaptor (or regional variations)
- 9950-X charge cable
- 9956 charge cable for the 0241
- 0554 LCU
- 9601 Plug Charging Unit
- 1901-1044 battery

This is the lowest price Starter Set, so you can substitute the 0554 LCU, the

9601 Plug Charging Unit and/or the 1901-1044 battery for different units. The configurator below shows the options and the additional prices for each.

The [protocab.com/shop](http://protocab.com/shop) page also shows pre-order prices for the individual products, the 0241, 9611 and 9650/9651 as well as the two new LCUs.

## New Product Pricing Configurator

Base Price for Starter Set:		£321.93
Base Price for Locomotive Set:		£112.05
LCU Options:	Add on:	
0554 for 5V, 400mA output	NIL	
0505 for 9V, 400ma output	+£0.65	
Charging Unit Options:		
9601 Plug Charging Unit	NIL	
9611 Contact Charging Unit	+£19.79	
9650+9651 Wireless Induction Charging Unit (Transmitter and Receiver)	+£56.21	
Battery Options:		
1901-1044 10mm x 44mm cylindrical	NIL	
1901-1450 12mm x 50mm cylindrical	+£0.64	
1901-1865 18mm x 65mm cylindrical	+£1.72	
1902-902030 9x20x30 flat	+£4.99	
1902-653040 7x30x40 flat	+£5.08	
1902-902944 9x29x44 flat	+£5.08	
<i>(Prices include VAT at 20% and delivery to EU countries)</i>		

### Example:

You want the new 0505 9V LCU, 9611 Contact Charging Unit and 1902-902944 Flat form battery:

Base price:	£321.93
Plus	
0505 LCU	£ 0.65
9611 Contact Charging Unit	£ 19.79
1902-902944 battery	£ 5.08

Total price	£347.45
10% deposit price:	£ 34.75

### IMPORTANT!

When you pre-order via [protocab.com/shop](http://protocab.com/shop), the checkout page will show the final price. To obtain the 10% deposit price type 'PREORDER' in the *Coupon Code* box on that page.

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