

COORDINATED SYSTEMS, INC.

offers

*value added resellers a solution for
Made-to-Order/Job Shop Manufacturers*

The Altos Solution for Job Shops

- Request for Quote
- Estimating
- Customer Order Entry
- Shop Floor Control/Job Cost
- Purchase Order
- Inventory/Bill of Materials/MRP
- Capacity Planning
- History
- Receivables
- Payables
- General Ledger
- Payroll
- Report Writer

Call:

(203) 233-6248

**COORDINATED SYSTEMS, INC.
1007 Farmington Avenue
West Hartford, Connecticut 06107**

COORDINATED SYSTEMS, INC. has a finished product that can move you to the front of the class! We're a company that will work with you from the start to a profitable finish.

So You Want to be a Salesman . . .

A rose by any other name would never smell as sweet, but UNIX - XENIX - Altos System V, who gives a hoot any more? With the prospective announcement that Altos will be moving to Santa Cruz Operation UNIX (otherwise known as SCO) on the Series 500, it seems that there may finally be the hardware/software platform available to serve our needs.

While there is much to like about Altos System V, we have come to accept, as we believe that Altos has, that the AT bus based, 80386 computers should be running SCO. There is much support in the software community amongst developers for this package, and software drives the market. With numerous quality hardware systems to choose from, we can use SCO as the common link and have access to all the software we could ever require for applications. When combined with the DOS under UNIX packages (VPIX and DOS/Merge) the UNIX community has no excuses left for not dominating small computers for the next ten years.

Since we have now declared our hardware independence, I think we can expect to see a period of "shake-outs" much like those that afflicted the PC world for a time. We recently conducted a survey of the lines that dealers were betting their businesses on and found no real consensus. As is always true, there was a substantial impact from IBM, but it was based more on what they could do then on what they have done.

Computer Support has enjoyed a certain amount of success with both branded products and what we call "generic" stuff. The conservative institutions we support will buy the AT&T type of product, and AT&T has certainly gotten much more

competitive. The people who are spending their own money seem to like the value of no-name stuff in high-end configurations and are trusting us to provide the support. This probably wouldn't work well with national companies, but it is something to think about within your service area.

We have been extremely impressed with SCO's operation and have found them to be a joy to work with. We have tried for three years to complete a device driver for the Altos system and have had nothing but obstacles from them. On the other hand, SCO has regular schools on their system, and we could accomplish our goal within thirty days after its start. What a difference in attitudes.

It seems odd to picture the American consumer accepting products without a solid brand name, but the part of the business that IBM doesn't capture may well go to a combination of SCO and off-the-shelf hardware that is supported by any reasonably knowledgeable service entity. We will do a write-up next month on how we package our generic system, and the approach we use with customers in this category.

Tip of the Month from San Jose...



WHO WAS THAT LONE-TAR!™

If you own an ALTOS then you need to corral your data with lone-tar! lone-tar is the most thorough backup and data recovery software available.

Features include: increased speed, data compression, incremental backup capability, error recovery and more. If you're worried about your data taking the next stage out of town...get lone-tar.

LONE STAR

301-795-6434
(FAX) 301-829-1623

INC.

SERVICING DEALERS WANTED

As a part of a national service contract, Computer Support needs to contract service support on a national basis. No parts investment is required, and we will pay your labor and travel charges as you bill them. Backup technical support is provided and no dispatch or follow-up is needed.

If you are interested in additional hardware service business, please return the following information:

Dealer Name: _____

Contract: _____

Address: _____

City, State, Zip: _____

Mail to:

National Service Co-ordinator
Computer Support
701 Steuben St.
Sioux City, IA 51101



**COMPUTER
SUPPORT OF
SIOUX CITY, LTD.**

Esprit Has Reached Agreement in Principal

Major Terminal Manufacturer is Arranging \$6 Million In Equity Investment from Overseas Group and \$6.5 Million in Financing from Bank

MELVILLE, NY - March 28, 1989. Esprit Systems, Inc. (ASE:ETI), a major terminal manufacturer, announced today that it has reached a preliminary agreement to receive \$6,000,000 in working capital from an equity investment group led by ADI Corporation. Separately, Esprit and ADI are attempting to arrange a guaranteed bank loan to replace Esprit's "Trade Credit and Security Agreement" with ADI of Taiwan which is Esprit's supplier and principal stockholder.

In January, 1989, the company instituted a management change by appointing computer industry veteran Michael K.C. Tsai as president and CEO. Since that time, Mr. Tsai has recruited several top managers to develop and implement a comprehensive turnaround plan for Esprit.

"This significant investment is a strong endorsement of our management plans and represents another major step towards achieving goals of our corporate turnaround," said Mr. Tsai, "We've been successful in instilling a positive mindset in our employees, and have introduced several plans to bring our costs under control."

With this planned equity investment, Esprit intends to continue to introduce new products and provide greater marketing resources to support its resellers. The company also intends to be able to fund new business development.

"The investor group is casting a strong vote of confidence for Michael's team and the direction of the company. Individually, each member in the group has been associated with successful high-technology companies in Taiwan and, aside from providing this financing, will also be able to offer new business opportunities to Esprit," said Dennis Wu, president of ADI. "This planned equity investment will help Esprit to reach its full potential."

Under the terms of the agreement, a group of Taiwan-based investors will purchase 16 million newly-issued shares of Esprit's common stock for \$6,000,000. The proposed element is subject to completion of definitive agreements and the approval of Esprit's shareholders.

In addition, Esprit is arranging a bank loan for \$6,500,000 to replace the existing "Trade Credit and Security Agreement."

"We know that the terminal market has room for substantial growth, but that is still evolving," said Mr. Tsai. "That's why we're pursuing a dual product strategy to continue enhancing our ASCII/ANSI line while developing products to meet new growth areas including networking terminals. We're in a good situation now, and I am looking forward to establishing closer ties with our resellers."

Esprit recently signed a \$1 million agreement with Vitek for its ASCII/ANSI terminals and LANTerm, the first member of the company's networking terminals. For the first six months of fiscal year 1989, ending December 3, 1988, Esprit recorded sales of more than \$10 million with shipments of nearly 24,000 video display terminals.

Esprit Systems, Inc. headquartered in Melville, NY, is a leading independent supplier of video display terminals to a worldwide customer base of independent distributors, value-added resellers (VARs), and original equipment manufacturers.



LETTERS TO THE EDITOR

Dear Editor:

Regarding your editorial comments in the last issue, I'm sure you've dumped that distributor by now.

Since you are obviously looking for a new distributor, let me tell you about mine, Responsive Computer Systems of Dallas and Chicago.

Sales Support:

Their saleslady (for our territory) specializes in Altos equipment and, therefore, knows her product. She follows up well, but does not swarm like locusts.

Tech Support:

They have spent hours on the phone helping us through system problems (stayed with us through lunch and after 5 p.m.).

Responsive Computer Systems has taken defective computers back and sent us new ones.

They have tested and replaced parts that "came in bad" from Altos.

They have tested the new UNIX Operating System extensively for us.

Responsive Computer Systems has communicated directly with Altos on problems they could not solve themselves and got back to us in a very reasonable amount of time with a solution.

They support us on our AOM Software very reliably and efficiently.

They stand behind what they tell us and are willing to go the extra mile.

Sincerely,
Graham H. Browns
President, Business Systems, Inc.

P.S. We are a small dealership, and yet, we still get this type of good support from Responsive Computer Systems.

Continued on page 6...

BUY/SELL NEW & USED

SYSTEMS

- ALTOS 8000-10,12,14
- ALTOS 8600-12/14
- ALTOS 68000-12/14
- ALTOS SERIES 5
- ALTOS 580-20
- ALTOS 486-25
- ALTOS 686-20
- ALTOS 586-10,20,40
- ALTOS 986T-10,20,40,80
- ALTOS 2086-2-80

UPGRADES

- ALTOS 486 DISK & TAPE ADDON
- ALTOS MTU-1,2,3
- ALTOS MTU-4

ALTOS MTU-4

- LOOK-A-LIKE NEW
- ALTOS UK10,20,40,80

MISCELLANEOUS

- PANASONIC FAX BOARD FOR AT
- DATA COPY SCANNER FOR XT
- UNINTERRUPTABLE POWER SUPPLY

INTERNAL UNITS

- TAPE UNIT-ALL MODELS
- DISK DRIVES-ALL MODELS

MEMORY

- 512KB TO 8MB

TERMINALS

- ALTOS 2,3,4,5
- WYSE 50,75,100
- TELEVIDEO 910,920,925
- TELEVIDEO 950,9220

PRINTERS

- TI810
- NEC 7710,P5XL
- NEC 55XX,77XX
- SHEETFEED
- DATA PRODUCTS 8020
- DIABLO 630
- POLO
- FUJI M3313-A2
- QUME SPRINT 5
- LEGEND 8080
- OKIDATA 82



Authorized Repair Center for Altos

CALL PETE MACEIKO
For Your Best Prices Today!

714-559-0366

Fax 714-285-1244

14252 Culver Dr., #A 216
Irvine, CA 92714

Letters to the Editor, continued from page 5 . . .

Dear Harry,

I just wanted to take a few brief minutes to tell you how much we appreciated the excellent support you and your people gave us in solving the problems with the Altos 586 with the 80 meg hard drive. We have a great deal of expertise in-house for

solving just about all of the problems we come up against, but you really helped us shorten the downtime by supplying the operating system data.

I'm sure you'll be happy to know that you contributed substantially to saving one lady's vacation. Our customer needed to have their system back by Saturday before one of their employees left on vacation. Our technician came in on Saturday and was able to get the system repaired; he was then backed up by CSSC on modifying the operating system. Our customer's employee worked Saturday and Sunday to recover lost system time, and I'm happy to say today she has "gone fishin"

I would like to see you print this in the Altogether just so others know the quality support CSSC is capable of.

Sincerely,
John Overend
Director of VAR Services, Interactive

COMPUTER SUPPORT

Sales Desk	(712) 258-8888
Technical Support	(712) 258-7777
General Business	(712) 277-0095
Fax	(712) 277-2638

Dr. Albert, continued from page 1 . . .

Q.
Do you know why the new Altos 1000 Running AT 33 Mhz only supports 64 users? Seems like the 1000 is stronger than the 2000.

A.
The Series 2000 is really mini-computer Architecture while the 1000 would be much closer to a (micro) - or PC computer. Also, although the SCSI drives of the 1000 have as fast an access time as the ESDI drives of the 2000, the transfer rate is faster on the 2000. Sometimes a system is configured by marketing and this could be a part of it.

Editorial, continued from page 1 . . .

The end result of all this is that Altos would cut their operating system (UNIX variety) down from three versions to one. With SCSI devices on the high end models, adding new devices will be substantially simpler, and they can direct more of their attention to getting things like Atlantes (whatever name they are calling it now) to work. I am one of those that has \$8,000 worth of it on the shelf waiting for a cure. (No, Richard, I am not picking on Altos again. It is just a pretty big investment that I made 8 to 9 months ago that I haven't been able to use yet, not a real problem).

These moves that Altos is rumored to be making are some of the more logical steps they have taken recently. I am hopeful that they will continue this kind of thoughtful process and not go back to pretending that no problems (except those that Computer Support creates) exist in their tidy little world. There are some solutions to their most vexing problems on the horizon and having Jackson, Conway and other old-timers back to work full-time is showing results. Long overdue, but results non-the-less.

CONVERT YOUR PC INTO AN ALTOS WORK STATION IN SECONDS.



New terminal emulation software from CDI lets your customers incorporate their IBM-PC/ATs or compatibles into ALTOS UNIX/XENIX systems. In seconds. CDIterm™ is surprisingly affordable. Easy to use. And offers complete print-through capability. Call or write for details.



CONCEPTS DYNAMIC, INC.
1821 Walden Office Square, Suite 585
Schaumburg, IL 60173
312/397-1044

USED • DEMO • NEW

ALTOS

BUY • SELL • REPAIR

IN STOCK

•CPU•

8000	- 2, 10, 12, 14	1000 +
8600	- 12, 14	2500 +
68000	- 12, 14	3500 +
5	- 5, 15	750 +
580	- 2, 10, 20	1000 +
586	- 10, 20, 30, 40	1250 +
986	- 40	2700
586T	- 40, 80	2500 +
986T	- 40, 80	3000 +
686	- 25, 50	2200 +
686T	- 50	3000
886T	- 25, 50, 80	3500 +
1086T	- 50, 80, 190	5000 +
2086T	- 80, 190	6000 +
3086T	- 170	10,000 +
3068	- 80, 170, 190	7500 +
SERIES 2000		12500

CPU's, Memories, S10, Multidrop, File Processor, Disk Control All Available.

•DISK UPGRADES•

External		
UK	- 10, 20, 30, 40, 80	1200 +
Internal Cages		
UK	- 50, 80, 170, 190, 380	1200 +

•TAPE UNITS•

External		
MTU	- 2, 3, 4, 5, 6	1250 +
Internal		
Wangtek - Archive		500 +

•MEMORY•

512KB, 1, 2, 4, 8, MB	500 +
-----------------------	-------

•TERMINALS•

Altos	- 2, 3, 4, 5	250 +
WYSE	- 30, 50, 60, 75	250 +
Televideo	- 910, 920, 925, 925E	150 +
Televideo	- 950, 955, 970	150
Qume	- QVT 102, 103, 108	150 +

*ALTOS Parts Available. • Board Level Depot Repair Available.
Many Other Items Available.
All Equipment Guaranteed. • Please Call for a Quote.*

Marcus Associates, Inc.

52 Woodland St., Natick, MA 01760

Peter Marcus 508-655-7788 • FAX 508-653-3470

