



RESELLER NEWS LETTER

MARCH 1989

HARDWARE PRODUCT NEWS

NEW SERIES 500 MODELS ADDED !

Three new configurations have been added to the hot selling Altos Series 500 product line.

5210T	Part # 542-22027-035
	80386 CPU at 16 MHz
	2 MB of Memory
	100MB (formatted) ST506 Full Height Disk
	60 MB Tape Drive
	1.2 MB Floppy Diskette Drive
	2 Serial I/O Ports
	1 Parallel I/O Port
5410ST	Part # 542-22027-029
	80386 CPU at 16 MHz
	4 MB of Memory
	100 MB (formatted) ST506 Full Height Disk
	60 MB Tape Drive
	1.2 MB Floppy Diskette Drive
	8-Port Serial I/O Controller
	10 Serial I/O Ports
	1 Parallel I/O Port
5420ST*	Part # 542-22027-031
	80386 CPU at 16 MHz
	4 MB of Memory
	200 MB (formatted) ST506 Full Height Disk
	60 MB Tape Drive
	1.2 MB Floppy Diskette Drive
	8-Port Serial I/O Controller
	10 Serial I/O Ports
	1 Parallel I/O Port

* THIS PRODUCT WILL BE IN STOCK AT YOUR DISTRIBUTORS WITHIN THE NEXT TWO WEEKS. DO NOT PROMISE DELIVERY UNTIL YOU HAVE CONFIRMED AVAILABILITY WITH YOUR DISTRIBUTOR.

NEW SERIES 1000 MODEL ADDED !

An additional configuration has been added to the Series 1000 Model 25 product line.

1404-25

Part # 540-20879-137

80386 CPU at 25 MHz, 32KB cache memory
Socket for 80387 Math coprocessor
4 MB of Memory
40 MB (formatted) SCSI Hard Disk
1.2MB Floppy Diskette Drive
8-Serial I/O Ports

In addition there have been **SIGNIFICANT** price decreases for all of the Series 1000 Model 25 products. Contact your Distributor for details.

SOFTWARE PRODUCT NEWS

ALTOS SYSTEM V/386 VERSIONS 5.3aS2 and 5.3aT2

Several enhancements have been made to Altos System V/386 for the Series 500. This version is available now please contact your DSM for further details. The highlights are:

- | | |
|--|---|
| Boot from COM 1 port | Quick, easy booting and installation without monitor, video card or keyboard - reduces cost and complexity of the system. |
| Supports up to 18 ports | Implements two 8-port SIO boards in addition to the two serial ports for greater expandability and flexibility for terminals, printers and I/O devices. |
| Supports the new 100 and 200 MB hard disk drives | Expanded storage capability for greater processing power with software applications. |
| Improved "dump.hd" utility | Faster data backup; easier to use. |
| System Diagnostic Executive (SDX) disk | Provides efficient system diagnostic troubleshooting; allows system reconfiguration from COM1. |

APEX AND MULTIVEW PROMOTION EXTENDED !

The limited time promotional pricing of \$295.00 for Altos MultiView has been extended through April 30, 1989.

The promotional pricing schedule for APEX Version 1.0 has been extended until June 30, 1989 as follows:

	Reseller Price	List Price
APEX 1-2 user	\$195.00	\$ 695.00
APEX 1-8 user	\$450.00	\$1,295.00
APEX 8+ users	\$995.00	\$1,995.00

You may purchase these products through the ASAP order line at 800-343-ASAP or contact your DSM.

THIRD PARTY PRODUCTS

We have become aware of some third party products which may be beneficial to you. Please contact the vendors of these products directly if you wish further information:

QUEST SCSI INTERFACE AND HIGH-CAPACITY TAPE BACKUP

With the Quest SCSI Host Adapter and EXABYTE tape drive, you can store over 2 gigabytes of data on a single tape. This unit uses 8mm helical-scan technology much the same as your home VCR. Using helical-scan the track length can be almost ten times longer than the width of the tape. This product is now available for the Altos Series 2000 and Altos 3068. For more information please contact Quest.

Quest Research
425 West Travelers Trail
Burnsville, MN 55337
612-894-7752 Phone
612-894-0621 Fax

CTAR FROM CREATIVE DATA SOLUTIONS

Another storage option is available from creative Data Solutions. CTAR is an acronym for Compressed TAR. It has a combination of features designed to improve the speed and simplify the process of backing up and restoring your data. Major features include 3 Level Data Compression, Master Backup Incremental Backup Capability, Large Blocking Factors, Data Verification, Error Recovery, Automatic Cataloging, Multi-volume Capability, and Menus. CTAR is said to allow you to back up as much as 450 MB's on a 150 MB tape using data compression. It is priced at \$295.00. Several Altos Resellers have found this to be an excellent alternative to their back up problems. For further information please contact:

Creative Data Solutions
412-269-1438

TECHNICAL NOTES

(RATED T. . Sales and Marketing types not admitted without a technician)

WHO NEEDS A DUAL PROCESSOR UPGRADE KIT ?

Within the next 60 days Altos will release Altos System V 5.3d which will allow the installation of a dual processor in the Altos Series 2000 System. Before you recommend this product you will need to carefully consider whether this upgrade will increase the system performance of your customers system. The Altos publications department has prepared a document titled "Is Your Altos 386 Series 2000 CPU Bound?". This document outlines procedures which can allow you to start testing your customers system now to see if the dual processor will be of benefit to them. If you would like a copy of this document please call Diane Liszeo in the Chicago office at 312-397-5186.

SERIES 500 FUNCTION KEY PROGRAM

We have available a C program that will modify the function keys on the Monitor and Keyboard on a Series 500. This program is designed to demonstrate function key programming on the Series 500. If you would like a copy call Diane Liszeo in the Chicago office at 312-397-5186.

INSTALLING OR REPLACING LOGIC BOARDS

Before you install ANY board or component in a computer, make sure the item is properly pinned. Many parts are sent from the factory pinned for diagnostics, not for installation. This has been true of the Altos Series 500 8 port serial I/O cards, multi-drop controllers and cartridge tape drives. ALWAYS consult the owner's guide for proper pinning before installing or replacing a component.

ALTOS V TERMINAL RUNNING AT 19200 BAUD

Getting "Garbage" on the screen when running an Altos V Terminal at 19200 baud ? The Altos V terminal input buffer may overflow at 19200 baud if a lot of characters are being sent by the CPU. Following are some tips:

1. Make sure handshaking is on (usually XON/XOFF).
2. If the screen handling problems are noticed when a key is pressed during screen update, the solution is to make sure tty mode ixany is unset (-ixany).

This may be accomplished by: adding -xany to a stty command in the users' .profile or .login; by adding a line 'stty -xany' to one of these files, or to a shell script that start an application, or by removing IXANY from the baud rate description in /etc/gettydefs.

If ixany is set and the terminal is busy, the CPU will start sending data and overflow the buffer when any key is pressed on the terminal.

ALTOS APEX SERIAL CONNECTIONS

The largest single problem in making sure serial apex is working is building the proper cable. Here are some suggestions for troubleshooting cables:

Altos 9 pin	PC 9 pin
2 -----	3
3 -----	2
5 -----	5
-- 4	4 --
-- 6	6 --

This cable should work no matter what. If you must use hardware handshake, change to :

Altos 9 pin	PC 9 pin
2 -----	3
3 -----	2
5 -----	5
4 -----	6
6 -----	4

ALTOS SYSTEM V TIPS

LP THE UNIX V PRINT SPOOLER.

All lp setup and configuration should be done with the lpinit, lpadmin, cancel, (etc) commands. If you try to use the standard unix commands (vi, rm, mv, cp) to configure a printer, you may find yourself in an unrecoverable situation. The only solution may be to remove the /usr/spool/lp directory completely and restore it from the unix utilities tape.

Eventually the lpr xenix spooler will interface with lp and all setup will be done by pconfig (this is true now on the Series 500 or if you have installed APEX on the Series 1000 or Series 2000).

TRAINING AND SEMINAR SCHEDULE

SOFTWARE CLASSES

DATE	NAME OF CLASS	CITY/STATE	COST
03/21-03/22	WORDPROCESSING 5.04	CHICAGO, IL	\$350
03/23	SPREADSHEET	CHICAGO, IL	\$175
03/28-03/29	UNIX FUNDAMENTALS	COLUMBUS, OH	\$375
03/30-03/31	SYSTEM V SYSTEM ADMINISTRATION	COLUMBUS, OH	\$475
04/11-04/12	UNIX FUNDAMENTAL	DETROIT, MI	\$375
04/13-04/14	SYSTEM V SYSTEM ADMINISTRATION	DETROIT, MI	\$475
04/18-04/19	UNIX FUNDAMENTALS	CHICAGO, IL	\$375
04/20-04/21	SYSTEM V SYSTEM ADMINISTRATION	CHICAGO, IL	\$475

HARDWARE CLASSES

03/14-03/15	SERIES 1000	CANTON, OH	\$695
03/16-03/17	SERIES 500	CANTON, OH	\$695

SEMINARS

03/23	TEAMWORK IN TECHNOLOGY	INDY, IN	N/C
03/28	TEAMWORK IN TECHNOLOGY	DETROIT, MI	N/C
05/16	TEAMWORK IN TECHNOLOGY	MINNEAPOLIS	N/C
05/18	TEAMWORK IN TECHNOLOGY	CHICAGO, IL	N/C
06/22	TEAMWORK IN TECHNOLOGY	PITTSBURGH	N/C
10/17	TEAMWORK IN TECHNOLOGY	CLEVELAND, OH	N/C
10/19	TEAMWORK IN TECHNOLOGY	KANSAS CITY	N/C

SPECIAL EVENTS

04/10-04/13 COMDEX/Spring'89 Booth 7642

For further information on Altos Training classes please call 408-434-6688.

Altos Report Card: 1988

Rating of #1 in 7 Categories

#1	Price/performance satisfaction
#1	VAR satisfaction with profit margins
#1	Commitment to VAR program
#1	Interest in avoiding cross-channel conflict
#1	Availability of products
#1	Processes orders promptly
#1	Meets delivery schedules