

PIED PIPER™

Dealer NEWSLETTER

October 7, 1983

INTRODUCING THE PIED PIPER PROFESSIONAL

THE SOLUTION DEALERS HAVE ASKED FOR

The PIED PIPER Professional is a PIED PIPER I System.....

Plus..A second Floppy Disk Drive for a total of 1.6 million bytes of storage on line

Plus..Serial Board With: 1 RS232C interface and a 300 baud Auto Dial/Auto Answer direct connect Modem

Plus..One free hour on Compuserve

Plus..Supporting Software

Plus..CBasic Language Package

Plus..Monitor (NEC 1260)

"SPECIAL"

As a introductory offer (valid on orders placed by October 31, 1983) The PIED PIPER Professional will include a carry case valued at \$49.95

This Complete Package is Priced at Only \$1,999

For your existing PIED PIPER customers STM offers an upgrade kit for the PIED PIPER , at \$699.

This Kit Contains: 2nd Disk Drive (1 Megabyte)
Serial Board with Modem
CBasic
1 Hour free on Compuserve
Communications Software

PIED PIPER PROFESSIONAL

COMPARE THIS PACKAGE:

<u>Computer Model</u>	<u>Disk Storage</u>	<u>Monitor</u>	<u>Software</u>	<u>Ports</u>	<u>Price</u>
<u>N. Star Advantage</u>	720/K 2 Drives	Included	Business Graphics Choice of 2 from 10 Pkgs. Choice of o/s	No Serial/ No Parallel	\$2,999
<u>Epson QX10</u>	"	"	CP/M/CP+/Valdocs2 TPM II/MBasic	Serial/ 1 Parallel	\$2,995
<u>Eagle IIE-3</u>	1.6 Mb 2 Drives	"	CP/M Spell Binder/Ultra Calc/CBasic	2 Serial 2 Parallel	\$2,995
<u>PIED PIPER Professional</u>	1.6 Mb 2 Drives	"	Communication Software/Util- ities/Basic Compuserve Demo CP/M / Perfect Calc/Writer/ Speller/Filer	1 Serial 1 Parallel 1 Modem Auto Answer Auto Dial	\$1,999

WHICH IS THE BEST BUY?

TELL YOUR CUSTOMERS ABOUT THE PIED PIPER VALUE

** SHOW THEM THE REVIEW **

SELL THE PIED PIPER

YOUR CUSTOMERS ARE
READING ALL ABOUT US!

HAVE YOU READ ALL THESE REVIEWS OF THE PIED PIPER RECENTLY?

SEPTEMBER

BYTE

SEPTEMBER

CREATIVE COMPUTING

OCTOBER

POPULAR COMPUTING

TUES-AUGUST 30th

NEW YORK TIMES

and from England, featured on the front cover and very well reviewed.

SEPTEMBER

PERSONAL COMPUTER WORLD

Some key phrased have been extracted from each review and are copied for your convenience.

Here's a taste

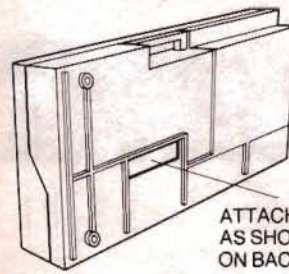
"The PIED PIPER is easier to use than any other computer..."

SALES TIPS

Display the PIED PIPER and PIED PIPER PROFESSIONAL with a printer. Many dealers have found it easier to compare two PIED PIPERS rather than the PIED PIPER and another computer. It will also allow your customer to make the right decision to buy the PIED PIPER.

**REGISTRATION AND DEALER INSPECTION CARD
MUST BE COMPLETED TO RECEIVE FULL CREDIT**

EXTENDED WARRANTY	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC																			
RETURN INDEPENDENT	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
NAME	1981			1982			1983			1984			ALTERNATION TO REGISTRATION WILL VOID PIED PIPER WARRANTY																		



ATTACH REGISTRATION LABEL AS SHOWN IN PICTURE ON BACK SIDE OF PIED PIPER

PIED PIPER

REGISTRATION CARD

PIED PIPER serial number

783169

To receive full warranty protection, you must return this registration document within 10 days after the date of purchase.

Name _____
 Address _____
 City _____ State _____ Zip _____
 Salesperson _____
 Telephone # _____ Date _____

Name _____
 Address _____
 City _____ State _____ Zip _____
 () ()
 Home Phone Work Phone

STM SOFTWARE SERIAL NUMBER
 CP/M 2.2 Disk _____
 STM Utilities Disk _____
 Perfect Software Disk _____

END USER AGREEMENT ACKNOWLEDGMENT
 The undersigned End User of STM products hereby acknowledges that he or she has read and fully understands the terms of the End User Agreement included in documentation package, the terms and conditions of which are hereby incorporated in this document and acknowledged by this reference.
 The undersigned hereby agrees that by signing this document he or she becomes a party to said End User Agreement and agrees to be bound by all terms, conditions, and obligations contained therein.

EXTENDED WARRANTY
 Xerox Service W/N _____
 Independent Service W/N _____
 Date of purchase _____

End User's Signature _____ Date _____

1. Male Female
 2. Occupation: _____
 3. Income: less than 15K 15K-25K 25K-35K 35K-45K 45K +
 4. Age: 0-18 19-25 26-35 36-45 46-55 56 +
 5. Education Completed High School Junior College College Graduate School

6. Where will you use the PIED PIPER?
 education small business home, work related large company
 service organization personal other _____
7. What are the two most likely applications for your PIED PIPER?
 word processing data management/filing financial planning communications accounting
 education personal application program development other _____

8. Of these PIED PIPER features, which three interest you most?
 low prices software design portability performance company reputation ease of use documentation appearance
9. How did you hear about the PIED PIPER?
 radio/television magazine newspaper verbal recommendation dealer other _____

Dealer Copy for Records

PIED PIPER™

DEALER INSPECTION REPORT

PLEASE FILL OUT THIS FORM PRIOR TO CUSTOMER DELIVERY. IF PROBLEMS OCCUR DURING CHECK-OUT REFER TO STORE TECHNICIAN. CHECK BOXES ONLY IN AREA WHERE MODULE IS DEFECTIVE.

INSPECTED BY _____

DATE _____

MECHANICAL/ COSMETIC

PARTS MISSING
DOA
CASE
HANDLE
POWER PANEL
KEYBOARD COVER
LABELS
KEYBOARD
OTHER

DISK DRIVES

DOORS
NOISY
LIGHTS
BOOT ERRORS
COPY ERRORS
FORMAT ERRORS
OTHER

LOGIC BOARD

RESET BUTTON
RS232 SERIAL PLUG
VIDEO PLUG
CONNECTORS
PARALLEL PLUG
OTHER

SOFTWARE

MISSING
ERRORS
MANUALS
OTHER

EXPLANATION OR COMMENTS:

PLACE
STAMP
HERE

STM ELECTRONICS CORPORATION

525 MIDDLEFIELD ROAD
SUITE 130
MENLO PARK, CALIFORNIA 94025

ATTN: PIED PIPER WARRANTY REGISTRATION

06/23/84 1st incoming call from Bill Shakal at Polk's location

Laughter

TD: OK.

BS: What have you installed on the hard disk? What..I..put the hard disk.. did you put the operating system on.

TD: Yes: HDOS is on there.

BS: Which one?

TD: HDOS. Hard Disk Operating System.

BS: Yeah, which one. 2.2 or 2.0?

TD: Oh, OK. On the "older" machine is 2.0 on the the newer machine is 2.2.

BS: Ok.

TD: And the reason is; I opened the other first.

BS: OK.

TD: you might want to get 2.2 for your machine. I don't know if it will make any difference. I noticed the install is different on them.

BS: Yeah. Where are..I can't load TSS/C on top of it then.

TD: You certainly should be able to.

BS 'Cause it's says 'incompatible operating system'.

TD: Incompatible operating system? Let's see. If you open..let's see. I'm trying to remember the instruction end of loading TSS/C.

BS: It drops out. It says "loading TSS/C" and shows the first file, you know.

TD: Yes

BS: Then it quits.

TD: What's the name of the first file?

BS: TSS(unintelligible).

TD: Take a look. TSS/C might be on there. I think I loaded TSS/C. Look at that directory..you right there.

BS: I can't load directory if I can't get on CP/M.

TD: OK. Boot it up with DOS. HDOS. and ask for a directory.

BS: I don't know that you could do that or HDOS..oh, sure you could.

TD: Yeah.

October 17, 1983

TO : STM DISTRIBUTERs and DEALERs
CC : STM MANUFACTURER's REPRESENTATIVEs
FROM: STM ELECTRONICS

Enclosed is your new release of the CP/M operating system for the
PIED PIPER (Version 2.00). We have included 2 copies of the
preliminary manuals and one diskette. We invite you to make this
operating System and Utilities available for your customers.
Additional sets are available for \$10.00/pkg (part # PPC-025) for
a Dealer or Distributor Only (We cannot sell to the end-user).
This New Operating System is Loaded with features, here is a
sample:

- Directory Listing Utility/File Transfer Utility
 - Allows PIED PIPER to read these formats:
 - NEC PC-8001 Single Sided/Double Density
 - Osborne Single Sided/Double Density
 - Xerox 820 Single Sided/Double Density

- System Configuration Utility
 - Allows the PIED PIPER to emulate these terminals:
 - ADM3A
 - Hazeltine
 - Change Number of Disk Drives
 - Configure Expansion Card Serial or Modem

- Communications Software is included

- Prepare/Copy Utilities work with two drives

Please check the manuals for complete details on these Systems.